



ANNUAL REPORT 2018

Berlin, February 16th, 2019

I) INTRODUCTION



Dear Pilots, Members and Friends!

2018 was a challenging year for #flywoh. It was year one after getting online with our new website and that meant to further work on bringing online all necessary contents. We have done great progress but are not finished yet, especially in regards to further schedules and paints for our aircrafts.

In 2018, we have also transformed our online flight operations. We have switched to VATSIM as our new preferred online flight network and have managed to become a VATSIM Partner VA. Thanks to everybody for supporting us in this important step!

Another highlight was the release of our new image video, which clearly shows all the opportunities which #flywoh is offering.

As the years before, my thanks go to everybody, who supported us in daily business or certain projects and even in flying for us. Without you, #flywoh would not be what it is: A worldwide operating virtual airline which offers so much variety and a great community!

The year 2019 will also be exciting. We are continuing to offer more schedules and aircrafts (Free- & Payware, for FSX, P3D and XPlane) and I hope, that we will even find more members, who will support us with our administrative tasks.

As our community is growing regularly and internationally, I am convinced, that we will continue on our track and that we will be a driving force in shaping the virtual skies!

Best regards

Florian

CEO woh|group virtual airlines

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II) REVIEW 2018

➤ February: First charterair flights available



➤ February: Zuerich Fly-In

➤ March: General Annual Meeting in Munich

➤ April: First Skyways flights available



➤ July: First American Sun flights available



➤ September: Summercamp 2018 in Kassel, Germany

➤ September: „Get social with us“ contest

➤ September: Official VA Partner on VATSIM



➤ September: New [Image Video](#) released

➤ October: JFK OPS Group Flight

III) REPORT HUMAN RESOURCES DEPARTMENT



- Increasing applications, decreasing conversion
- New active pilots are important for safeguarding our future
- Increasement of applications will be reached by advertisements
- In 2018 we could attract new active pilots from different countries outside of Germany, Austria and Switzerland: USA (1), Columbia (1), Norway (1), Saudi Arabia (1) and Russia (1)
- Increasement of conversion rate should be reached by supporting pilots up to their flight

IV) REPORT FLIGHT OPERATIONS DEPARTMENT



Achievements 2018

- Planning and Going-live of Exams: Captainsrating and Typeratings for all aircraft types
- Due to high automation: Reduced timespan between exam and typerating assignment
- Four successful Captainratings and 18 typeratings (15 successful)

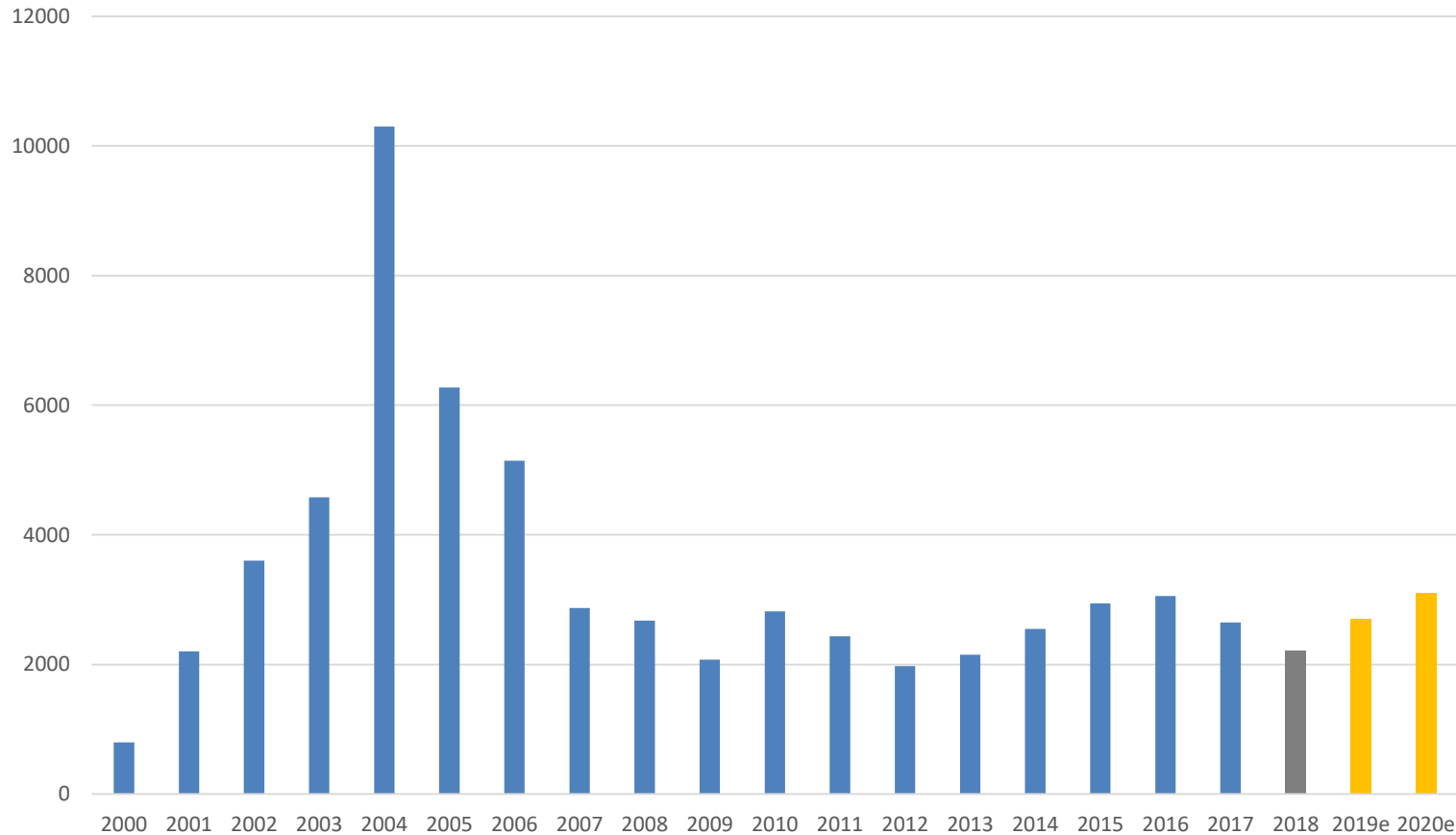
Plans for 2019

- Reactivation of NOTAMs
- Overview of parking positions for WOH flights

V) REPORT FINANCE DEPARTMENT










Flight statistics 2000 – 2018 + Forecast



Year	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019e	2020e
Flights	800	2200	3600	4578	10299	6272	5143	2870	2676	2076	2821	2436	1973	2148	2547	2941	3055	2650	2205	2700	3100

V) REPORT FINANCE DEPARTMENT

Group Airlines Flight Statistics in 2018

Airline	Flights 2018	% 2017
 American Sun	94	- 64%
 ARABIAN SUN	0	n/A
 AUSTRIAN SKY	0	n/A
 charterair	447	-18%
 Skyways	361	-45%
 Skyways Cargo	0	n/A
 SWISS SKY	1303	+82%

V) REPORT FINANCE DEPARTMENT



Top airports 2018

AIRPORT	DEPARTURES
Zurich	693
Munich	270
Frankfurt	192
Palma	61
Venice	52
New York JFK	51
Nuremberg	48
Hamburg	44
London LHR	28
Berlin Tegel	23

AIRPORT	ARRIVALS
Zurich	615
Munich	217
Frankfurt	164
Palma	65
Venice	53
Nuremberg	49
New York JFK	47
Hamburg	46
London LHR	32
Berlin Tegel	28

V) REPORT FINANCE DEPARTMENT

Top routes 2018

ROUTE	FLIGHTS
Zurich – Venice	52
Venice – Zurich	52
Hamburg – Zurich	36
Zurich – Hamburg	36
Palma – Frankfurt	33
Frankfurt – Zurich	33
Zurich – Frankfurt	29
Frankfurt – Palma	28
Munich – Zurich	25
Zurich – London LHR	20

V) REPORT FINANCE DEPARTMENT

Financials 2018

	EUR
Assets 2017 effective 01.01.2018:	307,10
Capital increase 2018:	<u>700,00</u>
Total Assets for 2018:	1007,10
Expenses 2018:	<u>(616,41)</u>
Effective 31.12.2018:	390,69
Capital increase 2019:	<u>700,00</u>
Assets 2019:	1090,69

V) REPORT FINANCE DEPARTMENT

Shareholders 2019

Last Name	First Name	Shares	Stake
Brunner	F.	3040	33,04%
Stehle	P.	540	5,87%
Tonne	U.	500	5,43%
Federer	J.	460	5,00%
Goletz	U.	405	4,40%
Löchner	R.	370	4,02%
Greiner	D.	320	3,48%
Henn	C.	255	2,77%
Bätge	N.	250	2,72%
Kamber	U.	240	2,61%
Dittrich	T.	200	2,17%
Schneider	C.	195	2,12%
Lappe	M.	190	2,07%
Sticher	R.	190	2,07%
Willig	T.	185	2,01%
Schilder	M.	160	1,74%
Ballotin	M.	155	1,68%
Guldimann	P.	145	1,58%
Kadur	R.	100	1,09%
Geveler	U.	90	0,98%
N/A		90	0,98%
Steinle	A.	85	0,92%
Dietrich	M.	80	0,87%

Last Name	First Name	Shares	Stake
den Hollander	F.	80	0,87%
Worseck	C.	80	0,87%
Blacher	A.	70	0,76%
Dölger	K.	70	0,76%
Grüter	H.	65	0,71%
Leicher	H.	60	0,65%
Keitmann	S.	50	0,54%
Vörding	K.	50	0,54%
Wramba	R.	50	0,54%
Mundt	C.	50	0,54%
Knierim	J.	50	0,54%
Nickmann	I.	50	0,54%
Mewes	M.F.	50	0,54%
Wiersing	O.	30	0,33%
Schlenkermann	P.	20	0,22%
Günther	U.	20	0,22%
Sadowski	T.	20	0,22%
Kreuzbichler	C.	20	0,22%
Huber	S.	20	0,22%
Seidel	J.	10	0,11%
Palmowski	K.H.	10	0,11%
Kubosch	D.	10	0,11%
Albrecht	S.	10	0,11%
Nufer	N.	10	0,11%
Total stocks		9200	100,0%

VI) REPORT COMMERCIAL DEPARTMENT



Roadmap Aircraft Paints 2019

FSX/P3D Freeware

- Boeing B757/767 Package
- Boeing B777 Package
- Boeing B747 Package
- Airbus A380 Package
- Airbus A320 Package for P3D

FSX/P3D Payware

- PMDG B747-8i
- PMDG B777 Remake

XPlane

- Boeing B777 Package

VII) REPORT FLIGHT PLANNING DEPARTMENT



Flight plans published in 2018:

- Skyways @ MUC (80 aircrafts)
- charterair @ FRA (23 aircrafts)
- charterair @ MUC (15 aircrafts)
- charterair @ NUE (4 aircrafts)
- American Sun @ JFK (84 aircrafts)
- Skyways LH @ FRA (65 aircrafts)

Planning 2019:

- Skyways SMH @ FRA
- charterair @ BER
- Skyways Cargo
- Arabian Sun
- Austrian Sky
- charterair @ DUS, PMI, MAN
- American Sun @ ORD, MIA, SFO, LAX

VII) REPORT FLIGHT PLANNING DEPARTMENT

Hello Berlin!



TXL FLUGHAFEN
BERLIN
BRANDENBURG

SMH:

- 78 destinations (business/leisure)
- 365 frequencies
- 20 aircraft (A32X)

LH:

- New York JFK (7/7)
- Chicago ORD (5/7)
- Miami (4/7)
- Bangkok (4/7)
- Punta Cana (1/7)
- 3 A330-200

SXF FLUGHAFEN
BERLIN
BRANDENBURG

SMH:

- 27 destinations (leisure)
- 55 frequencies
- 4 aircraft (B737)

VII) REPORT FLEET MANAGEMENT DEPARTMENT

On the General Annual Meeting 2019, the following order has been approved by common consent (4305 shares):

- 75 Airbus A32XNEO (AR, CA, CH, VS)
- 40 Boeing B737 MAX10 (long-term replacement B757 AS & CA)
- 30 Boeing B777-9 (AR, AS, VS)
- 10 Airbus A350-1000 (CH)



VII) REPORT IT DEPARTMENT



Open Issues:

- Sorting of aircraft types in TR-overview, flight search, etc.
- Dynamic flight search without being logged-in
- Correction of statistics calculations for passengers & cargo, pilot and aircraft statistics also on an annual basis
- Sorting options in pilot list
- Pilot Numbers should automatically start with 1xxx
- Optimization of loading time for performance and pilot list
- Correct display of typeratings in admin system
- „You can earn up to xx miles“ value correction
- No names anymore on live flight page
- Centering logos on airline menu

VIII) APPROVAL AND CONFIRMATION OF EDs

Shareholder Vote (Attendance of 4305 Shares):

I) Approval of the actions and confirmation for 2019

- Chief People Officer: Ulf Tonne (common consent)
- Chief Operations Officer: Christian Henn (common consent)
- Chief Commercial Officer: Florian den Hollander (common consent)
- Chief Executive Officer: Florian Brunner (common consent)

VIII) APPROVAL AND CONFIRMATION OF EDs

Shareholder Vote (Attendance of 4305 Shares):

II) Approval of the actions and retirement

- Chief Information Officer: Marco Schilder (common consent)

III) Appointment

- Chief Finance Officer: Nils Bätge (common consent)

IX) ELECTION SHAREHOLDER REPRESENTATIVE BOD



Shareholder Vote (Attendance of 4305 Shares):

I) Election president for 2019

- Pino Stehle (incumbent; re-elected with common consent)

II) Election of Second shareholder representative

- Rocky Sticher (incumbent; re-elected with common consent)

X) ELECTION PILOT REPRESENTATIVE BOD

Election by every member/pilot:

Election of Pilot Representative:

- Udo Goletz (63%; elected as Pilot Representative 2019)
- Olaf Wiersing (37%)

XI) PROSPECTS AND OPEN DISCUSSION



- Need to increase pilots activity, applications and conversion
- Need to increase event activity
- Discussion how to increase Social Media Activity, e.g. on Instagram and WhatsApp?
- Analysis of Executive Directors in regards to staff requirements and responsibility for recruitment
- Release of further schedules and aircraft textures



Thanks for attending our General Annual Meeting 2019 in Berlin!
See you next year in another exciting city!