

MIAT Mongolian Airlines Spreads Its Wings



Following the decision by the Management of MIAT Mongolian Airlines to enter into offering its spare aircraft capacity to third party airlines under what it is termed ACMI leases (Inter airline leasing Agreements between two airlines) in 2015 brought about by its engagement in a strategic partnership with Cyprus-based Zela Aviation, a leading European Air Charter

Broker Specialist, the name of the airline has been exposed to new parts of the world.

Through this relationship it has allowed MIAT Mongolian to spread its wings to new parts of the World allowing its aircraft livery highlight the name of Mongolian around the world on a range of ACMI Agreements.



Founded in 2006, Zela Aviation has co-ordinated countless of leases on behalf of many of the world's major carriers since its inception. MIAT Mongolian Airlines officially appointed Zela Aviation as a partner in 2015, and with remarkable success have since been acting as a General

Sales Agent (GSA) for the handling of air passenger transportation services on ACMI Operations.

Looking ahead and moving forward to achieve their goal to generate additional flying in quiet periods of the year, MIAT Mongolian Airlines has been working closely with Zela Aviation for qualified support and professional direction in placing surplus aircraft with other airlines.

Through this support and as MIAT's GSA for ACMI, MIAT were able to place surplus capacity for three consecutive summers/Winter periods in Asia, Europe, Indian Ocean and now the Caribbean and South America.

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In the Summers of 2015, 2016 and 2017 MIAT leased one of its 737-800s to the Czech Republic based airline Travel Service to conduct scheduled and charter flights through Europe and North Africa operating to over 50 different airports.

Whilst in the Winter Seasons MIAT has been supplying aircraft to a range of other airlines across the world.

- Biman Bangladesh Airlines,
- Mega Maldives,
- Sunrise Airways / during the winter periods.

These leasing operations has brought to the company many added benefits.

- Incremental aircraft utilisation and revenue streams.
- The three year cooperation with Travel Service has enabled the company's B737-800 crews to gain invaluable experience in operating to an extensive number of airports within Europe and North Africa.
- It has exposed both the flight crew cabin crew to operating environments they would not have gained in its traditional operating region being fully supported by staff in the airlines Head Office in Ulaanbaatar.
- The ACMI projects with Biman Bangladesh Airlines, Mega Maldives and Sunrise Airways allowed for significantly improved utilisation of MIAT's flagship B767-300ER aircraft during the period were the need for the utilisation of the aircraft in MIAT's own schedule services, is at its lowest. MIAT's intention is to make available additional capacity on the global ACMI market as well as exploring the possibility of offering year-round availability in the future.
- The cooperation with Sunrise Airways of Haiti marked an important milestone in the history of MIAT Mongolian Airlines as it has allowed the airline to operate its first ever transatlantic flight and its first ever flight touching down in the Caribbean and South America.

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The transatlantic flights have put to test the airlines' ETOPS capabilities and procedures and laid the foundations for the airline to begin its much anticipated scheduled operations to North America in the future.

Through the contract with Sunrise Airways, the Mongolian flag had been proudly carried passengers between the capital city of Ulaanbaatar, Port-au-Prince, and Santiago de Chile, in Chile.

From the beginning of the operation the Flight crew, cabin crew and engineers were faced with new challenges however the support and professional guidance of the MIAT operational and commercial team made for a successful operation.



"The relationship with Zela Aviation represents a powerful opportunity for MIAT to significantly expand its presence to new parts of the world. In addition to our already strong presence in Asia, Zela is the perfect partner to help us achieve this opportunity and expand in new markets." MIAT's CEO Tamir Tumurbaatar.