



INVESTOR PRESENTATION

2024





TransVerde Airlines is a subsidiary company of the **TransVerde Group**, and aims to be the airline that "Makes Everything Easier", connecting Cabo Verde to the world. Founded by four individuals with consolidated experience in aviation and business management with offices in Cabo Verde and the United States of America. **TransVerde Airlines** will initially connect the islands of Santiago, Sal and São Vicente. We will gradually extend our network to cover all the islands in Cabo Verde with the possibility of extending flights to neighboring West African countries, such as Senegal and Guinea-Bissau, at a later Stage. **TransVerde Airlines** will be using ATR-42's initially with the possibility of adding ATR-72's subject to demand and market conditions.

CABO VERDE: MARKET OVERVIEW



Overview

- Located 450 km from the African West Coast, in the mid-Atlantic Ocean Region, Cabo Verde benefits from a good strategic geographical location, between the African, European and American continents, and less than 4 hours flight from Europe and America. The country comprises of 10 islands of which 9 are inhabited.
- Cabo Verde is a country of geographical contrasts and with diverse landscapes: mountainous islands where imposing mountains dilute in plains and beaches of extensive sands and warm waters, and where the green of the vegetation is mixed with the brown of an almost desert landscape but also flat islands (Sal, Boa Vista and Maio) with long beaches of white sands and emerald green water.
- Cabo Verde is also a mix of urban and nature, cosmopolitanism and rurality. Always with a strong sense of authenticity and culture being the music and local festivities great examples.
- A destination as a whole or a mix of destinations depending on the tourist interests and motivations.
- In 2017 Cabo Verde was ranked by FDI in the top 20 of the Tourism Locations of the Future and in the top 10 of the Islands Economies of the Future in terms of business friendliness. This confirms the country as an excellent investment opportunity in the tourism and related sectors.

Relevant Data

- **Population:** 593.149 (2022)
- **Area:** 4.033 km²
- **Climate:** Tropical dry, with average temperature of 25° and the sea 22°, with two seasons of the year, a dry season that lasts most of the year, and a rainy season from August to October.
- **Currency:** Escudos Caboverdianos (CVE); 1 EURO = 110,265 CVE (fixed parity).
- **Political System:** multiparty democracy with a stable parliamentary regime.
- **Languages:** Portuguese and Creole. English and French are used as working languages.
- **GDP (2021):** 1.94 billion USD/1.78 billion Euros
- **International airports:** 4

Tourism Data

Tourists

- in 2000: 145.000
- in 2022 : 835.945

- **# rooms:** 14.648 (2021)
- **# beds:** 24.156 (2021)

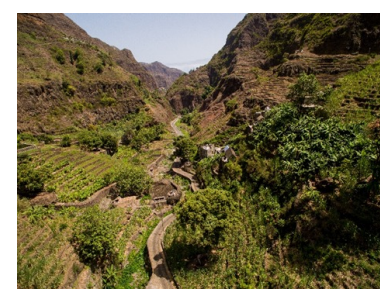
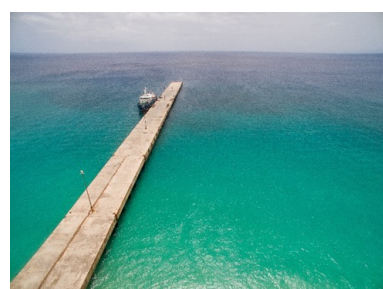
Average stay: 4.7 days

Tourism Tax: tourists must pay a tax to stay overnight at Cabo Verde's hotels. (2.75 \$ USD per night/ 2.5 € per night)

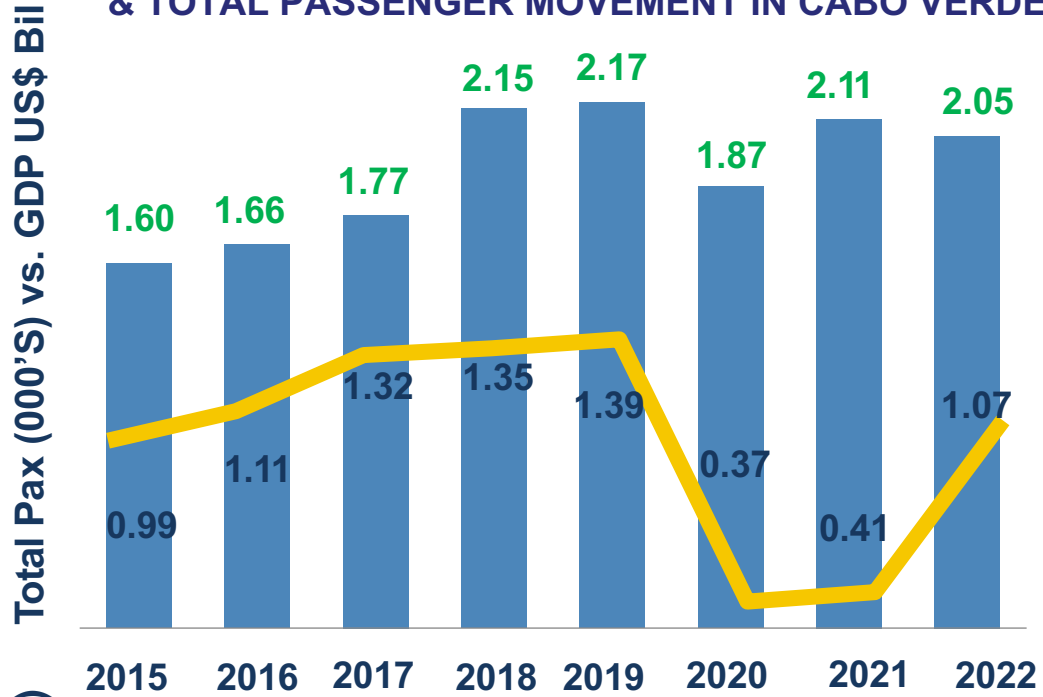
Tourism Products

- Sun
- Beach
- Sea
- Nature
- Adventure
- Mountain
- Rural
- Urban
- Historical
- Cultural
- MICE
- Sports
- Health
- Cruising

	Municipalities (#)	Population	Area (km2)	Max. Length (m)	Roads (km)	Max. Elevation (m)	Accessibilities (*)
CABO VERDE	22	531,240	4,033	n/a	1,127	2,829	4 International and 3 Domestic Airports
SANTIAGO	9	298,019	991	54,900	417	1,392	International Airport
SÃO VICENTE	1	81,863	227	24,250	60	774	International Airport
SANTO ANTÃO	3	39,922	779	42,750	216	1,979	No Airport (an international airport is scheduled for 2021)
FOGO	3	35,621	476	26,300	155	2,829	Domestic Airport
SAL	1	35,268	216	29,700	29	406	International Airport
BOA VISTA	1	15,534	620	28,900	71	378	International Airport
SÃO NICOLAU	2	12,341	343	44,500	102	1,304	Domestic Airport
MAIO	1	7,034	269	21,100	48	436	Domestic Airport
BRAVA	1	5,638	64	10,500	29	976	No Airport



GROSS DOMESTIC PRODUCT & TOTAL PASSENGER MOVEMENT IN CABO VERDE



[Times Magazine 100 Greatest Places 2021](#)

Source: Cabo Verde CAA, IMF, World Bank



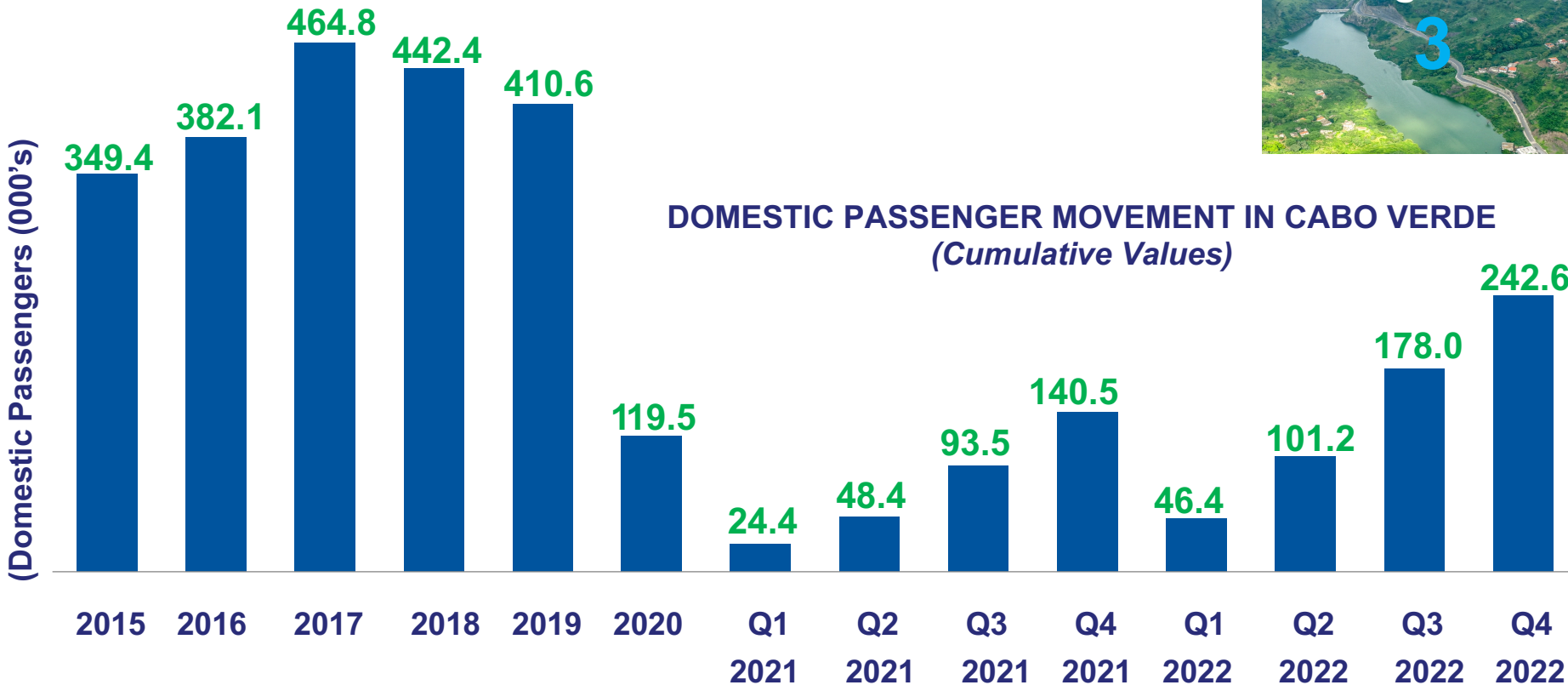
DOMESTIC TRAVEL PEAK SEASON: SUMMER

July/August/September



INTERNATIONAL TRAVEL PEAK SEASON: WINTER

November/December/January/February



AVIATION INFRASTRUCTURE & FRAMEWORK



Island	Airport	Type	Size (L x W) Meters	Capacity
Boa Vista	Aristides Pereira International Airport	International	2.100 x 45	Up to five medium-capacity aircraft and handle around 1,560 passengers per hour
Fogo	Vale dos Cavaleiros Airport	Domestic	1.500 x 30	Up to three airplanes
Maio	Vila do Maio Airport	Domestic	1.200 x 30	Two ATR72s per operation
Sal	Amílcar Cabral Airport	International	3.000 x 45	Seven large planes, handle around 2,600 passengers/hour.
Santiago	Nelson Mandela International Airport	International	2.100 x 45	Up to five medium-capacity aircraft and handle around 1,560 passengers per hour
São Vicente	São Vicente International Airport	International	2.000 x 45	Five C-class aircraft on its platform and around 550 passengers per hour
São Nicolau	Preguiça Airport	Domestic	1.400 x 23	Up to two planes

Governing Bodies



General Directorate of Aviation Economy



Regulator



Airport Operations



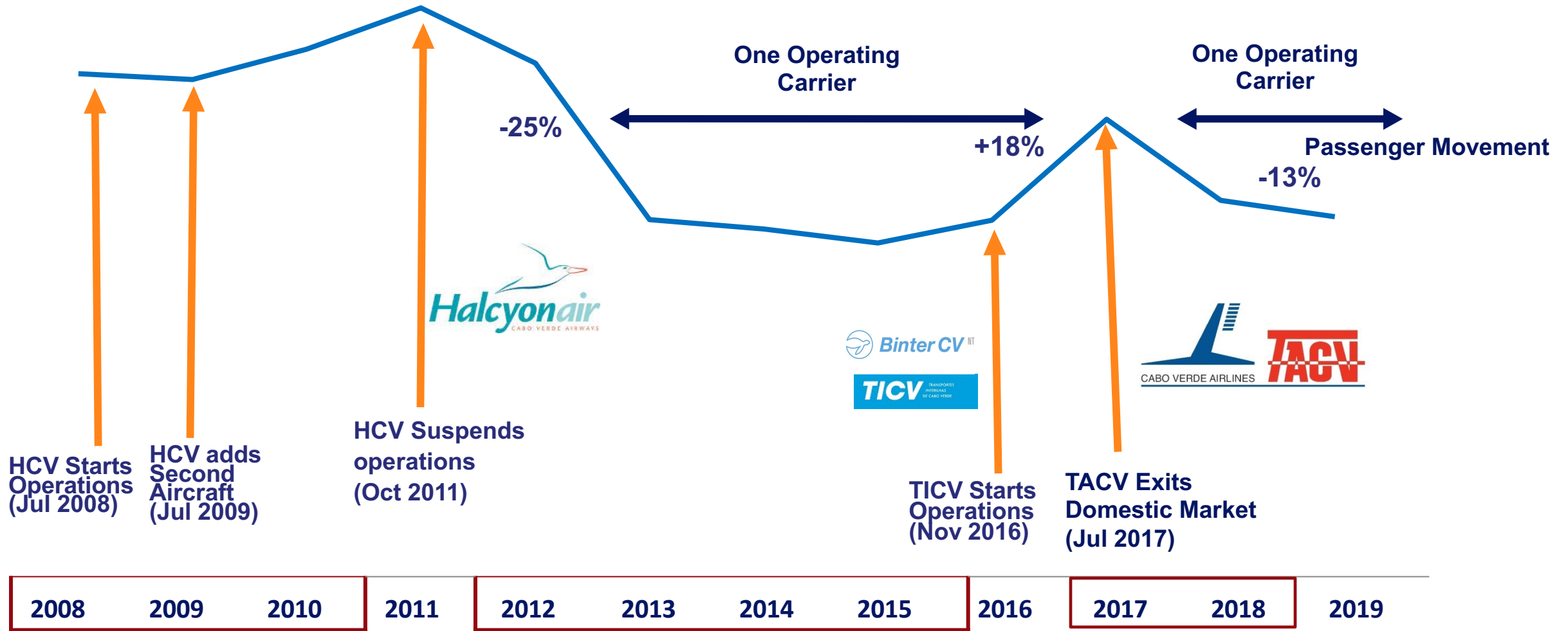
The islands of Brava and Santo Antão are currently only accessible by sea.

Island	Airport	Type	I.S.P.S Certification	Relevance
Boa Vista	Aristides Pereira International Airport	International		Built in 2007
Fogo	Vale dos Cavaleiros Airport	Domestic		Sole access platform connecting Fogo – Brava; Rebuilt in 2013
Maio	Vila do Maio Airport	Domestic		Inaugurated in 2005
Sal	Amílcar Cabral Airport	International	√	Recipient of international fuel traffic
Santiago	Nelson Mandela International Airport	International	√	Expanded in 2014
São Vicente	São Vicente International Airport	International	√	Expanded in 2014; Sole access platform connecting Santo Antão - São Vicente
São Nicolau	Preguiça Airport	Domestic		Built in 1991

Air Navigation services



Domestic Passenger Movement



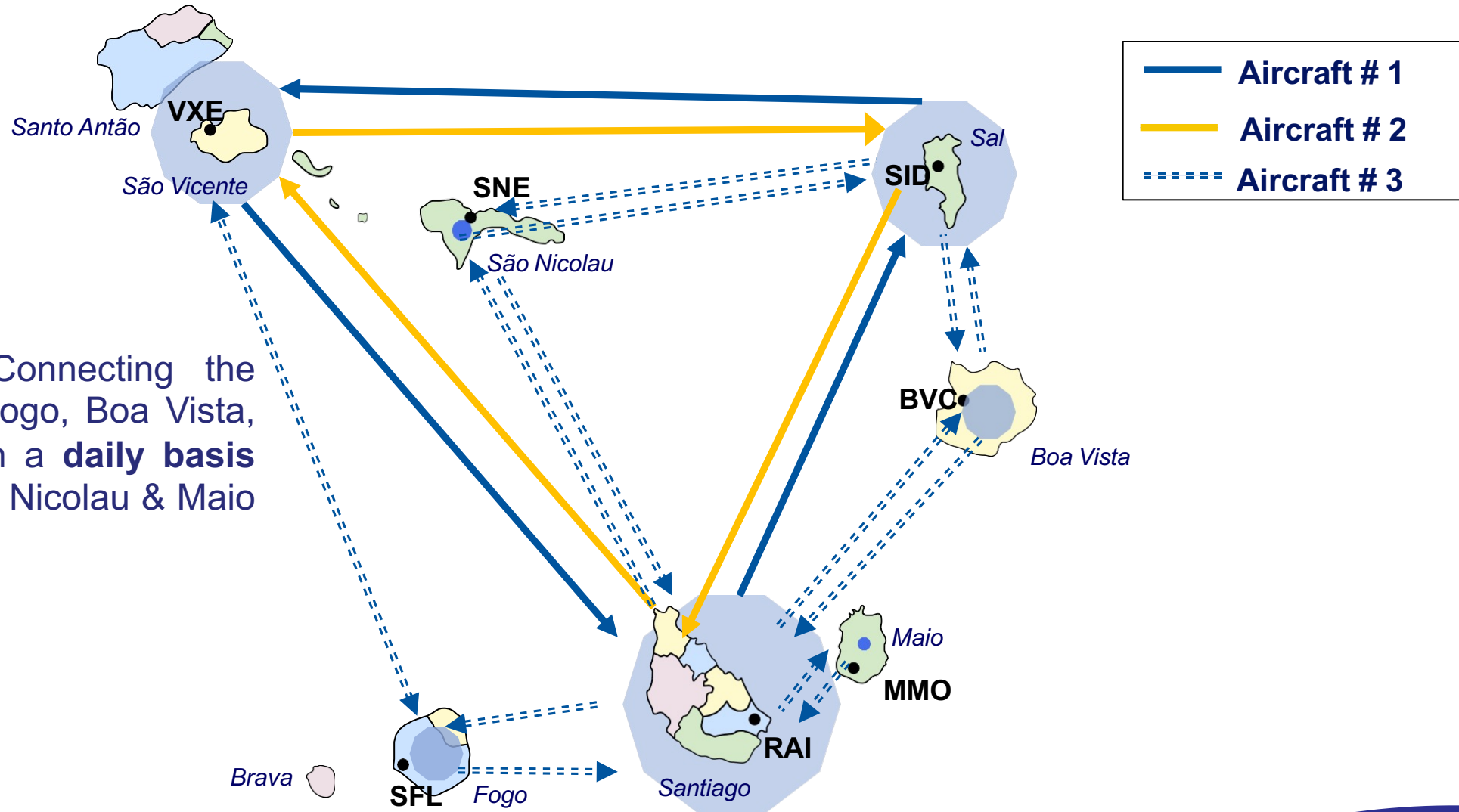
Operates domestic flights in Cabo Verde since May of 2021



TRANSVERDE AIRLINES IN CABO VERDE



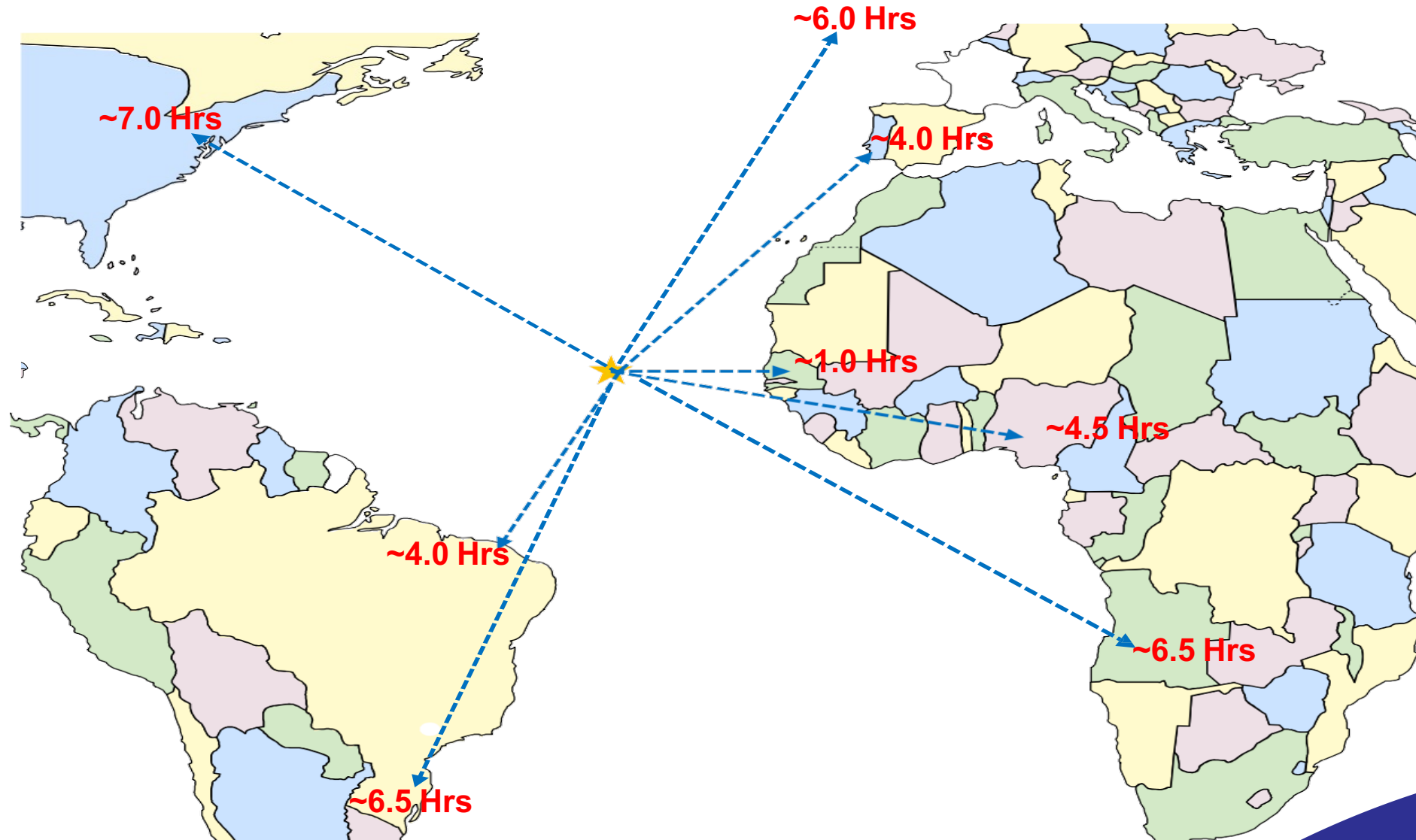
Pre-Operations, Phase 1 & Phase 2 (60 months)



Domestic Flights: Connecting the islands of Santiago, Fogo, Boa Vista, Sal & São Vicente on a **daily basis** and the islands of São Nicolau & Maio on a **bi-weekly basis**.

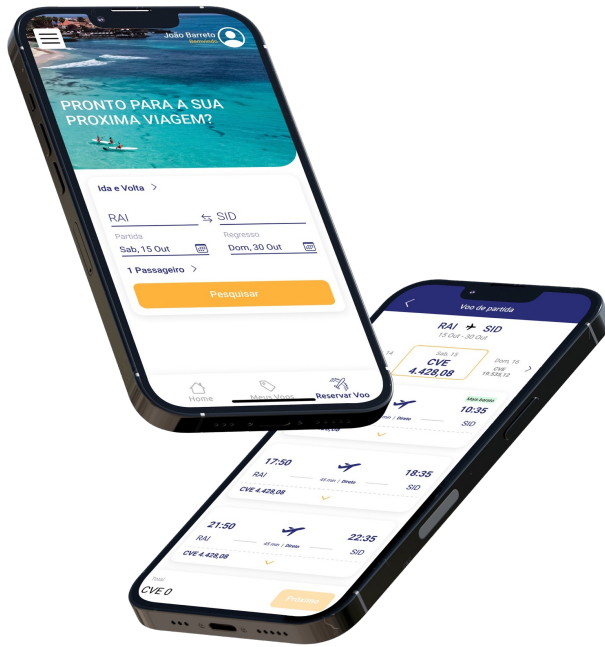
Future Phases *(subject to performance & demand)*

International Flights: Connecting Cabo Verde to the world in less than 8 hours



Innovative Technology

TVA Mobile Booking App



- **Services Offered:**
 - Flight Search & Control;
 - Mobile Check-in & Reservations;
 - Seat & Baggage Selection;
 - Request of Additional Services.

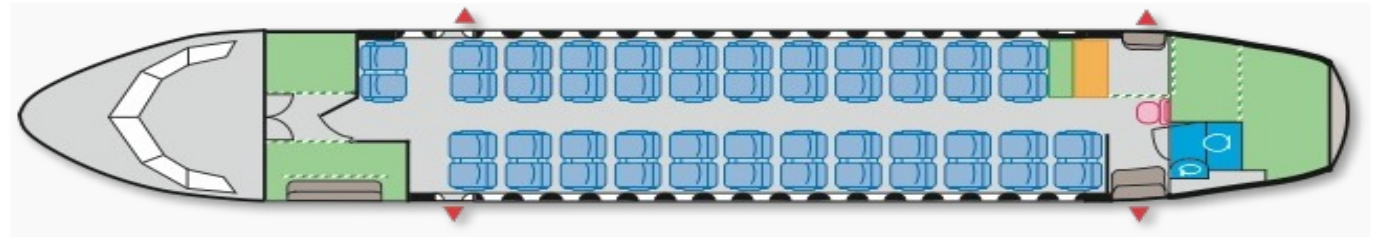
TVA Airport Check-in Kiosk



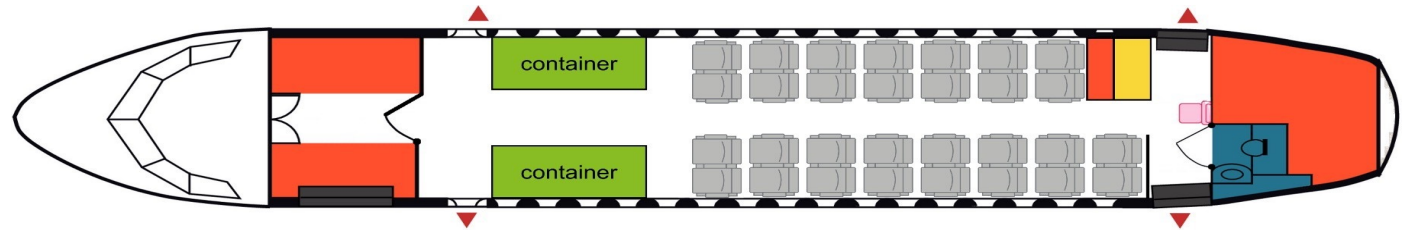
Services Offered:

- Boarding Pass Retrieval;
- Checked Luggage Weighing;
- Flight Modification;
- Payment Processing;
- Request of Additional Services.

FLEET



Attendant seat Galley Toilet Baggage Emergency exit



Specifications & Advantages:

- Capacity: 48 Passengers;
- Exceptional takeoff and single engine performance;
- Excellent short-field performance;
- Able to Serve All Airports without Payload Penalty.



Passenger Cabin



Combi Cabin (30 Pax + ~700 KG Cargo)

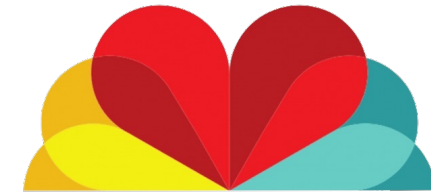
LOCAL STRATEGIC ALLIANCES



GOVERNO DE
CABO VERDE

CABO VERDE AIRLINES

Local Travel Agencies



MORABITUR
CABO VERDE VIAGENS E TURISMO



PRAIATUR
AGENCIA DE VIAGENS & TURISMO



Civil Aviation Agency (Regulator)

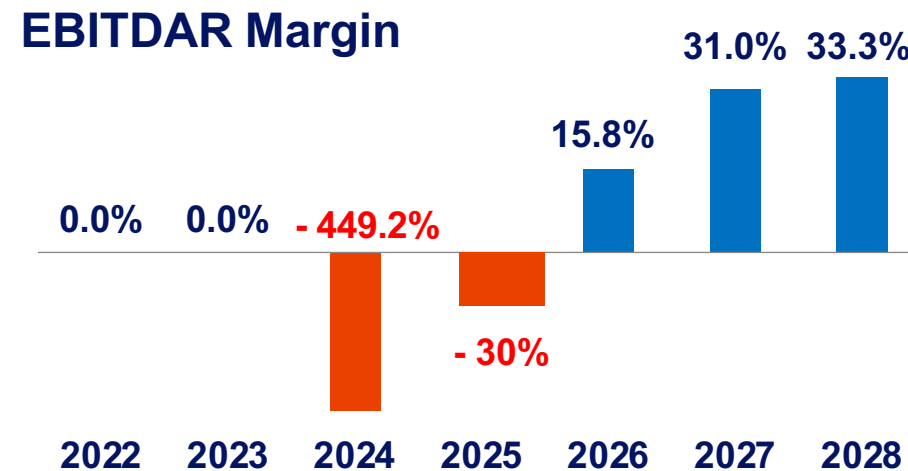
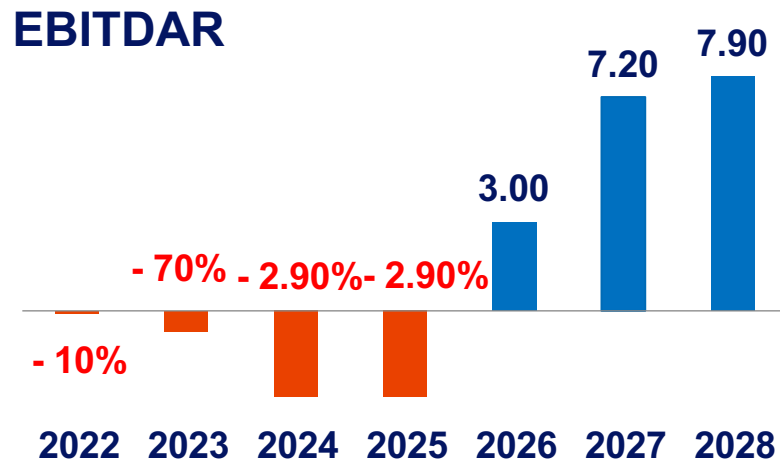
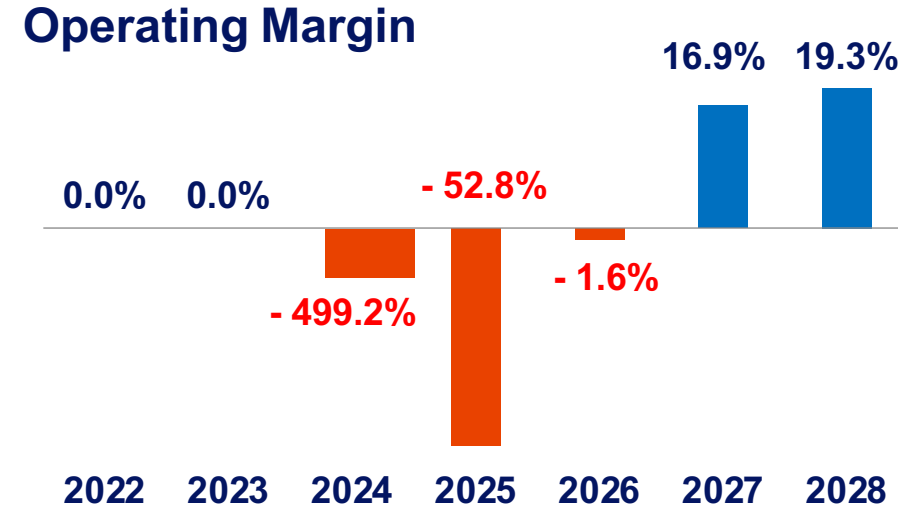
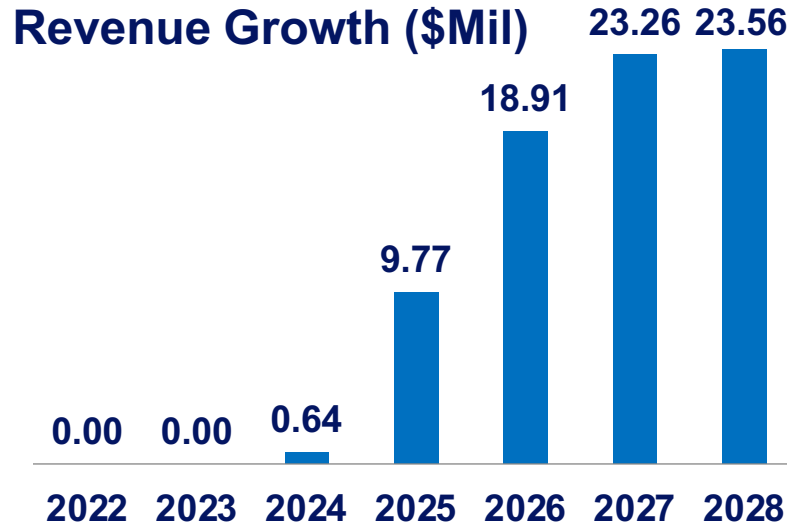


Câmara de Comércio de Barlavento
Northern Chamber of Commerce

BUSINESS MODEL PROJECTIONS



*At 65% Load Factor = 1.4 Million Passengers approx. **



*Source: National Institute of Statistics Annual Report of Transport 2022

USE OF INVESTMENT FUNDS



Total Investment for Phase 1 & Phase 2 (including Pre-Ops): 15 Million USD

Subject to Performance

1. Expand Domestic Operations
2. Working Capital

Investment values USD Millions

1. Hire Management Team
2. Obtain the AOC
3. Enter negotiations with aircraft lessors/suppliers
4. Basic Infrastructure Setup

1. Working Capital
2. Infrastructure Build-out
3. Domestic Operations

6 MIL USD
40%

7 M USD
47%

2 M USD
13%

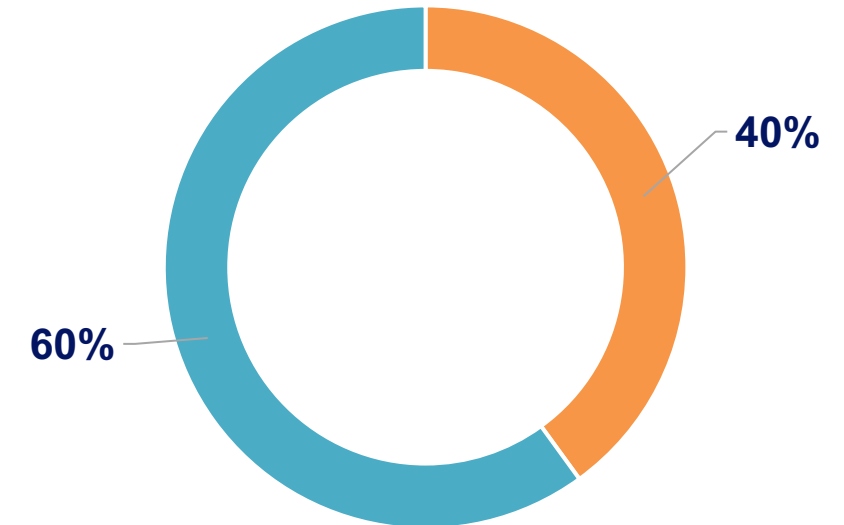
Pre-Operations

Phase 1

Phase 2

Phases of the Investment project

Proposed Equity Split



Promotors

Diaspora Investors

All interested parties should contact *TransVerde Airlines Holdings Broker Agent* **Brookfield Aviation Finance**:

Contact Information:

Paul Osorio

Dr. of Business Development & Strategy

+44 (0)1372569568

paul@brookfieldav.com

London Office

Felipe Cabezas

Investment Project Specialist

+44 (0) 1372 569 258

felipe@brookfieldav.com

Colombia Office

Diksha Peswani

Mergers & Acquisitions Analyst

+44 (0) 1372 569 258

diksha@brookfieldav.com

India Office

Thank you for your Attention



“Making everything easier”

2024