

The slide features decorative elements consisting of several thick, curved lines. On the left side, there are four yellow curved lines that form a partial circular shape. On the right side, there are three teal curved lines that also form a partial circular shape. The text is centered between these two groups of lines.

Aircraft Charters with Clarity

Presentation by Matt Carter



What we offer

A proven service from transporting sports teams/supporters to FCO repatriations
We have contacts within the FCO helping us to obtain the relevant travel permits

Aircraft charter options from 4 to 400 seats

A booking portal with the options of

A traveller could book & pay online

Or a traveller could register their interest allowing the University to either authorise or decline travel

Dedicated Clarity team from time of booking to final destination

Ensuring passenger manifests are correct and shared with the airline 1 day prior to travel, interaction with Swissport at the airport if required

Coverage of all required insurances including ATOL

At airport representation (additional charge)

Transportation from UK airport to final destination (additional charge)



Considerations & lessons learnt

Its your aircraft!

You have total control from the departure date to who actually flies

Costs can appear to be higher than normal

A commercial service makes its money from both the outbound & return flight

You will only utilising an aircraft one way - Chartering a 747 from Shanghai could cost around €440,000 & Mumbai €355,000 // A Boeing 747-400 would offer 440 seats



Price excludes passenger taxes & security charges



Considerations & lessons learnt

What is your break even point?

You need to consider how many seats must be sold to ensure the flight operates
Generally a break even point is 75% - When this amount is reached the aircraft will fly

Downside – The cost to passenger is higher

Example 75% - €1300

Example 100% - €1000

Based on a 747-400 from Shanghai with 440 seats



Will the University cover some of the costs?

If you decide on 100%, what happens if we sell only 98%?

Would the University consider paying the difference to ensure it flies

Publicity

If you decide on the 'register your interest approach' and minimum numbers are not reached do consider the negative publicity this may create

Travel corridors – Currently not in place for both China/India. This means all travellers will have to self isolate for 14 days



Alternatives to charter

LHR long haul schedule

The world is slowly opening up

British Airways in August
7 x service Shanghai & Beijing
Approx cost £960 OW £1,500
12m return

10 x service Bombay & Delhi
Approx cost £500 OW or £700
12m return

Emirates & Etihad similar options available

Canada	July	August
YYZ	4x	7x
YVR		7x

USA	July	August
JFK	7x	21x
ORD	7x	14x
BOS	7x	14x
SFO	7x	14x
LAX	7x	14x
MIA	7x	14x
IAD	7x	7x
DFW		7x
SEA		7x
ATL		7x
EWR		7x
IAH		5x

Mexico	July	August
MEX		7x

Brazil	July	August
GRU		7x



Japan	July	August
HND	3x	7x

Korea	July	August
ICN		3x

China	July	August
PVG	4x	7x
PKX		7x

Hong Kong	July	August
HKG	7x	7x

Singapore	July	August
SIN	3x	7x

Israel	July	August
TLV		12x

India	July	August
BOM		10x
DEL		10x
BLR		7x
HYD		3x

Nigeria	July	August
ABV		7x
LOS		7x

UAE	July	August
DXB	3x	7x

Kuwait	July	August
KWI		7x

Saudi Arabia	July	August
RUH		7x

Ghana	July	August
ACC		7x

Kenya	July	August
NBO		7x

Algeria	July	August
ALG	3x	3x

Morocco	July	August
RAK	2x	2x



In Summary



Charter

You own the aircraft

You control who flies

Could be more expensive than commercial

Can arrange ground transportation to the University

If you cancel could create negative publicity

If it goes ahead you need to control any publicity

Commercial Service

Could be cheaper

Services can be cancelled/changed

Increased options from August British Airways, Etihad, Emirates, Air France/KLM etc

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Thank you & your questions