



FOR IMMEDIATE RELEASE
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Raya Airways set to be first Cargo Drone Operator in ASEAN Leveraging on Pen Aviation UAV Solutions

KUALA LUMPUR, 28 SEPTEMBER, 2021 – In line with its aspiration to provide future forward and innovative solutions, Malaysia’s leading trusted logistics provider, Raya Airways Sdn. Bhd. (“Raya Airways” or “Raya”) recently embarked on a Proof of Commercialization (POC) in partnership with Pen Aviation Sdn. Bhd. to demonstrate the commercial viability of utilising drones to transport goods. This marks a significant milestone for Raya Airways, setting it on track to be the **first Malaysian freight service provider in ASEAN** to operate cargo drones.

Leveraging on Raya Airways’ track record as Malaysia’s leading and most trusted air cargo experts, coupled with Pen Aviation’s expertise in safe, mission-critical flight operations for both airplanes and drones, the POC is aimed at unlocking prospects for Raya Airways within its freight services. The POC will entail the utilisation of PEN55V, Pen Aviation’s medium size cargo drone. The final objective for Raya Airways is to enhance “Drone-As-a-Service” (DaaS) to its offering by operating a mixed fleet of PEN55V and PEN1360V, Pen Aviation’s heavy size cargo drones. With cargo UAV (Unmanned Automated Vehicle) already proven effective in other logistic operations such as for delivery of vital medicines to otherwise inaccessible locations, and in warehouses to deliver parts at precise moments, the POC will specifically explore the deployment of drones to facilitate port logistics, entailing logistics and distribution activities for goods at commercial ports.

Expected to commence in the fourth quarter of 2021, the POC will undertake port logistics missions jointly conducted by Raya Airways and Pen Aviation. This exercise

will be performed in accordance with the Civil Aviation Directive CAD 6011, a regulation by the Civil Aviation Authority of Malaysia which allows for the development of unmanned aircraft technologies. The drones will be operated by certified pilots to pick-up and drop off packages weighing up to 12kg, with a distance of up to 50km from containers on cargo ships to the port and vice versa.

Additionally, the POC will demonstrate Pen Aviation's ecosystem superiority to successfully deliver high-volume automated logistics operations with a 24/7 UAV-based freight service.

Redefining logistics in line with the global push towards carbon neutrality, the deployment of Pen Aviation's drones reflects Raya Airways' commitment to reduce logistics-related emissions. Apart from adapting to the changing logistics landscape, this will also allow Raya Airways to improve cost optimisation and enhance environmental sustainability, as drones optimizes energy consumption, thus reducing carbon emissions.

Mohamad Najib Ishak, Group Managing Director of Raya Airways Sdn. Bhd. said "We are extremely delighted to partner with Pen Aviation to continue developing new revenue streams by reshaping our products and services to offer safe, certified and reliable innovations to cater to more time-definite services. Complementing our expertise with Pen Aviation's technical capabilities, we are confident that we will be able to contribute to the sustainable growth of the industry, particularly in Malaysia. With increasing demand for efficient and cost-effective freight forwarding services, the POC is timely as it paves the way for Raya Airways to strengthen our position as a mid-mile provider and build future capabilities to serve Asia and the Asia Pacific region, with a cargo drone fleet capable of flying up to 1,000kg of goods."

"Additionally, this is aligned with our collective vision for a more sustainable business model, particularly in the areas of environmental and green logistics, as the usage of drones is envisioned to play a pivotal role in contributing to net zero emissions, accelerating our sustainability efforts for environmental preservation. Beyond port operations, we aim to introduce the usage of drones in the field of surveillance and maritime in the future," concluded Najib Ishak.

“We are excited to work with Raya Airways,” said Jean-Bernard Boura, Managing Director of Pen Aviation Sdn. Bhd. “Teaming up with Raya Airways is not about drone operation only. Above and beyond drone design and manufacturing with our French Partner Cavok-UAS, Pen Aviation is an ecosystem provider that enables new businesses by leveraging on DigiMIND™, Pen Aviation’s unique digital platform automating complex business and operational processes.”

“Our collaboration provides the best solution for the logistics industry by enhancing service level while reducing cost, lead-time, and ensuring full compliance. This partnership reflects our desire to collaborate with companies that share our vision and values. Together with Raya Airways, we look forward to unlocking new business opportunities while efficiently adding value to Raya Airways services.”

Upon the successful completion of the POC, Raya Airways aims to create a new customer experience in the logistics sector, expanding opportunities for sustainable growth and unlocking greater potential for economic contribution by leveraging on innovative “Drone-As-a-Service” solutions.

About Raya Airways Sdn. Bhd.

Raya Airways is one of Malaysia’s leading and most trusted logistics solutions provider. The carrier provides expertise in air freight solutions for businesses in Southeast Asia including transportation of cargo by air, aircraft charter services, ground handling maintenance, repair and overhaul (MRO) and aircraft commercial cargo space selling, among others. Since taking flight in November 1993, Raya Airways has continued to build on a wide range of experience, knowledge, expertise and good service record within the industry. The carrier’s fleet encompasses three Boeing 767-200F and one Boeing 737-400F aircraft. Raya Airways proudly connects and operates scheduled air cargo services into major regional hubs such as Indonesia, Singapore, Vietnam and Hong Kong as well as prime commercial centres in East Malaysia, namely Kota Kinabalu, Kuching and Labuan.

About Pen Aviation Sdn. Bhd.

Pen Aviation was founded in 2016 in Malaysia, with a vision to develop aeronautical solutions for a better living. Pen Aviation is the preferred one-stop tailored solutions provider within the aviation niche markets in Asia, catering for both civilian and governmental clients.

Pen Aviation is focused on the service fields of Consultancy and Project Management, Aircraft Sales and Acquisition, Charter Concierge, Investment Opportunities, Business Development for Aircraft Management companies and Unmanned Automated Solutions (UAS) within the product matrix which includes fixed-wing aircraft, rotary-wing aircraft, amphibious aircraft and UAV.

About PEN UAS

PEN UAS is Pen Aviation brand for UAS, and provides governmental bodies and private sector with unmanned automated ecosystem solutions.

PEN UAS is the go-to industrial drone shop for organizations looking for customized solutions.

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