



PRESS RELEASE for ITB 2018

Expansion and Modernisation: Germania Seizes New Market Opportunities

- **The green and white airline's fleet grows to up to 36 aircraft**
- **More than 50 new connections added to network**
- **New uniform for flight crew**
- **Company drives forward in-house digitalisation**
- **Travel portal Germania Holidays takes part in ITB for first time**

BERLIN – 07 March 2018 – Germania Group is using the German aviation industry's consolidation to grow its own fleet and network of destinations, while modernising many of its business sectors. By summer 2018, Germania will have added up to seven additional Airbus aircraft to its fleet. At the same time, and as previously announced, the airline will start replacing its Boeings with Airbus aircraft in order to unify its aircraft stock. By June, the fleet will include up to 36 aeroplanes.

39% Increase in Capacity, Over 50 New Connections

Germania's fleet expansion is a direct reaction to the commercial success of many flights in the current winter season and the forthcoming summer season. Frequencies on existing routes have been increased, locations strengthened, travel partners' requirements fulfilled and attractive new connections established. Germania's capacity will increase over the coming summer 2018 season by 39% compared to last year, and the route network includes over 50 new connections.

Highlights of the new flight schedule include new connections from Dresden to Athens, St Petersburg and Barcelona. There are new routes between Nuremberg and Antalya and to the French island of Corsica. For the first time, Germania is introducing flights from Dusseldorf to the Azores. Münster/Osnabrück airport is connected with Istanbul and Thessaloniki and, in the winter, with Madeira. In addition, the entire summer schedule from Berlin-Tegel will be brand new, with flights to 18 sunny destinations and many other popular holiday spots, such as the Canary Islands, the Greek islands of Kos, Crete and Rhodes, as well as Tel Aviv and Madeira. Germania maintains firm links with Mallorca via its established connections with ten airports in Germany and Switzerland. For the first time, there will be year-round flights offered from individual airports to the holiday island, including during the winter months of December, January and February.

TOP 5: Spain, Greece, Turkey, Egypt, Portugal

In total, Germania flies to more than 55 destinations in 18 countries, with Spain, Greece, Turkey, Egypt and Portugal being the largest markets. Over the last years, Germania has been going against industry trends by continuing flights to Turkey and Egypt. Now, the airline ensures the return of tourists to both countries. The holiday segment including charter flights makes up two thirds of Germania's flight programme. The remainder are scheduled flights, many of which falling into the Visiting Friends & Family (VFR) travel sector.

Germania now also offers fixed rate holiday packages to most of its destinations. In January, the Germania Holidays portal was launched, where customers can not only book their flights, but also their whole holiday. In addition to flights and hotels, customers can also arrange day



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trips, car rental, transfers and travel insurance via the website holidays-germania.com. With over 350,000 daily holiday offers, Germania is positioning itself as a holiday provider, offering its customers improved access to quality, value-for-money travel opportunities. Germania Holidays will make its first appearance to the public at ITB.

New Uniforms for Flight Crew

To support the increase in capacity, new cockpit and cabin staff have been recruited over recent weeks. The changeover from Boeing to Airbus stock is being taken into account during training and introduction phases, with colleagues being instructed accordingly by newly-appointed trainers and coaches.

Germania welcomes its new personnel, wishing them a good start, which sees them kitted out in a brand-new uniform. Until the end of March, Germania is introducing a new dark blue uniform for all crew members. It has been updated with green and white details, and many accessories have been upgraded and improved. The new look underlines Germania's image as a high-quality airline with exacting standards and a friendly service.

Digitalisation Strengthens Efficient Sales and In-house Processes

Germania is also modernising its internal systems and processes. After a one-year preparatory and implementation phase, the company has introduced the Amadeus Altéa Inventory System. This will help in further developing sales channels and improving internal procedures. Germania is using this year to consolidate the system and to optimise customer processes.

To improve availability by telephone, Germania has increased its number of service centre staff and created new jobs. The telesales team has been doubled to improve handling of the increased number of calls to Germania's central Berlin hotline, +49 30 610 818 000. Since the beginning of March 2018, tour operators and travel agents can make seat reservations up to 48 hours before departure by calling +49 30-610 818 050.

Relaxed Travel, Stress-free Check-in

In order to continue to ensure that passengers can travel comfortably and arrive at their destination relaxed, Germania has improved its service and now offers Rail&Fly tickets to and from the airport. For a fixed price of 35 Euros, passengers can use the Deutsche Bahn rail network, avoiding the costs of the car journey and for parking at the airport. The checked baggage allowance continues to be at least 20kg for each guest. To ensure a relaxed flight, an additional 6kg of hand luggage are allowed in the cabin free of charge.

One-way flights are available from only 69 Euros. Tickets can be purchased at flygermania.com, by phoning +49 30 610 818 000 (standard landline charges apply to calls from German landlines, mobile phone charges may vary) or through selected travel agents. All prices stated include tax and fees, as well as the legally-required air travel surcharge.

Germania is an independent German airline which was established over 30 years ago. On short-haul and medium-haul flights the airline, with its distinctive green and white livery, carries more than 3 million passengers per year. Germania offers connections from 20 departure airports in Europe to over 55 destinations within the continent, North Africa and the Middle East. Reversing the common industry trend, Germania continues to offer complimentary snacks, soft drinks, magazines and a minimum of 20 kg free baggage allowance. Germania operates scheduled, charter and ad-hoc flights. Together with Bulgarian Eagle and the Swiss airline Germania Flug AG, Germania's fleet currently has 29 aircraft. Germania Technik Brandenburg GmbH is responsible for the company's aircraft maintenance. www.flygermania.com

Link to press pack with further information and images:

<https://tinyurl.com/yd2h5utn>



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