



Company Profile



More Than Three Million Germanina Passengers a Year

Germanina is a German airline with a history that goes back more than 30 years. It was founded in Cologne in 1986 and now has its headquarters in Berlin. The aircraft, in their green and white livery, carry more than 3.2 million passengers a year to holiday destinations, friends or family. Together with Germanina Flug AG from Switzerland and Bulgarian Eagle, the airline mainly operates flights with a regional focus, beyond major hubs. From those regional airports, Germanina primarily flies to popular holiday destinations in the Mediterranean. Furthermore, with its instinct for market opportunities, Germanina has always offered flights to less conventional destinations. The airline's route network includes more than 55 destinations in Europe, North Africa and the Middle East. By summer 2018, Germanina's fleet will increase to 36 aircraft.

Multifaceted Strategy

Germanina is an independent airline. It operates under its own name on a growing number of scheduled routes that can be booked directly. The airline also handles many flights on behalf of leading tour operators. In addition, Germanina offers ad-hoc charter, wet-lease and event flights. The airline has extensive experience in all these areas. Germanina also operates staff shuttles on behalf of several European blue-chip companies.

An Instinct for a Market Opportunity

Germanina flies to a wide range of out-of-the-ordinary destinations and is consequently associated with the VFR (Visiting Friends & Relatives) travel sector, previously also known as diaspora tourism. For families in many different regions, the airline offers connections to less visited destinations that are off the beaten tourist track. Many passengers can therefore benefit from Germanina's intercultural offering.

European Network

In addition to its commitment to the German and Swiss markets, Germanina operates on a wider, international level: this is reflected, for instance, in the airline's own base in Palma de Mallorca. From Pristina, Germanina flies to several European destinations, such as Paris and Copenhagen. Toulouse has also become an important base for Germanina. Building on this network, Germanina is increasing its competitive strength in Europe.

Top Priority: Safety

Germanina Technik Brandenburg (GTB), which is part of Germanina Group, is responsible for aircraft maintenance and efficient operations. Safety and reliability are Germanina's top priorities. Since 2010, the airline has been IOSA-certified by IATA, the International Air Transport Association. GTB operates hangars in Berlin-Schönefeld, Bremen and Erfurt, and also carries out maintenance work at Dusseldorf, Munich, Nuremberg and Rostock-Laage airports.





Full Service on Board

Germania is one of the few airlines within the holiday flight sector which continues to offer full service on board: snacks, soft drinks and magazines are always included in the ticket price. Depending on the length of the flights, a warm meal is also served. All passengers benefit from a 20 kg baggage allowance and on longer flights - for example to and from Beirut, Tehran and Tel Aviv, the baggage allowance



increases to 25 kg.

Germania's cabins feature comfortable seats and innovative ambient lighting to provide a pleasant flight experience. Flights are available from only 59 euros one way. Tickets can be purchased online at www.flygermania.com, by phoning +49 30 610 818 000 (standard landline charges apply to calls from German landlines, mobile phone charges may vary) and through travel agents. All prices quoted include tax and fees, as well as the legally-required air travel surcharge.

Open Feedback, High Opinion

In the competition for customer feedback, Germania listens to the opinions of its customers. On the TripAdvisor rating portal, travellers can review accommodation and restaurants as well as airlines and the services they offer. Germania was one of the first airlines to subscribe. On average, flights with the „green and white“ carrier are awarded between 4 and 4.5 stars. Germania draws on active dialogue between cabin crew and customers, taking up their suggestions and using them to improve its service.

Young Team, Modern Fleet

Germania's current management team is young and dynamic. CEO Karsten Balke has run the airline since 2014, supported by an able team of professionals. He has been responsible for the biggest fleet expansion in the history of the company. This has involved an order for 25 A320neo jets from European aircraft manufacturer Airbus, with additional options on 15 further aircraft of the same model. These aircraft are the most cutting-edge of their kind and are due to be delivered from 2020 onwards. They feature excellent fuel economy and low noise emission, as well as a high level of passenger comfort. In the airline's thirtieth year, this paved the way for air travel that will continue to be modern and to offer value for money in the long term. Passengers can rely on Germania and its commitment to the future.

COMPANY INFORMATION:

General Information

Headquarters: Berlin
Established: 1986
IATA Code: ST
IATA Member: since June 2014

Germania Fleet

(Current planning for June 2018)
Airbus A319: 23 aircraft
Airbus A321: 6 aircraft
Boeing 737-700: 7 aircraft

Management

CEO: Karsten Balke
CTO: Thomas Wazinski
COO: Clauspeter Schwarz



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