



# Company Profile



## More Than Four 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 four million passengers a year to holiday destinations, friends or family. Together with Germanina Flug AG from Switzerland and Bulgarian Eagle, the airline currently has a fleet of 37 aircraft. They mainly fly beyond major hubs, from regional airports. From there, Germanina primarily operates flights 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 60 destinations in Europe, North Africa and the Middle East.

## Multifaceted Strategy

Germanina is an independent airline. It operates under its own name on an ever-increasing 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, and has extensive experience in all these areas. The airline also operates staff shuttles on behalf of major 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. 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. For instance, from Pristina, Germanina flies to several European destinations, such as Paris and Copenhagen. Furthermore, the airline offers connections between Beirut and Stockholm, while 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 GmbH (GTB), which is part of Germanina Group, is responsible for the maintenance and efficient operations of the green and white fleet. 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 Berlin-Tegel, Hamburg, Dusseldorf, Munich, Nuremberg, Rostock-Laage and Hamburg-Finkenwerder 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 complimentary warm meal is also served. All passengers benefit from a 20 kg free baggage allowance and on selected routes – for example to and from Beirut, Tehran and Tel Aviv – the free baggage allowance increases to 25 kg.



Flights are available from only 69 euros one-way. Tickets can be purchased online at [www.flygermania.com](http://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. For rail travel to and from the airport, Germania also offers value-for-money Rail&Fly tickets in association with Deutsche Bahn. On [www.holidays-germania.com](http://www.holidays-germania.com), the Germania Holidays portal offers complete holiday packages, which in addition to hotels and flights can include day tours, car rental, transfers and travel insurance, depending on the customer's requirements. All prices quoted include tax and fees, as well as the legally-required air travel surcharge.

## Open Feedback, High Opinion

In order to continue to provide the best service possible, Germania places great importance on customers' satisfaction and it listens to their opinions. On TripAdvisor's rating portal, travellers can review accommodation and restaurants, as well as airlines and the services they offer. Based on customer feedback on Trip Advisor, Germania won the Travellers' Choice Award 2018 for 'Best Airline – Germany'. Germania was also popular with passengers in the 'Travellers' Choice Economy – Europe' and 'Travellers' Choice Regional Airline – Europe' categories.

## Young Team, Modern Fleet

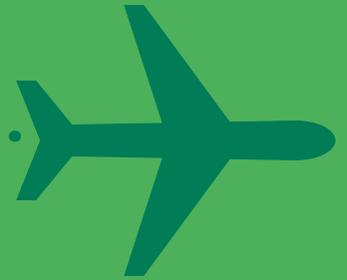
Germania's current management team is young and dynamic. CEO Karsten Balke has run the airline since 2014, supported by an able team of professionals. He has been responsible for the biggest fleet expansion in the history of the company. This has involved an order for 25 A320neo jets from aircraft manufacturer Airbus, with 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. The engines that Germania ordered for the new planes feature excellent fuel economy and low noise emissions. On board, passengers can look forward to a high level of comfort. In future, Germania will continue to provide modern air travel that offers value for money.

## COMPANY INFORMATION:

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

**Germania Fleet**  
**Airbus A319:** 21 aircraft  
**Airbus A321:** 7 aircraft  
**Boeing 737-700:** 9 aircraft

**Management**  
**CEO:** Karsten Balke  
**COO:** Clauspeter Schwarz



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