



Media release



AIRBERLIN AND ETIHAD AIRWAYS ANNOUNCE EXPANSION OF PARTNERSHIP AND UNVEIL JOINT LIVERY AIRCRAFT

- **Two airlines unveil Airbus A320 aircraft in unique joint livery**
- **New Moving Forward media campaign launched for 2014**
- **Almost 900,000 passengers carried since partnership began two years ago**
- **Scale brought through equity partnership reducing costs for both airlines**
- **Revenue of EUR 200 million through common codeshare network**
- **Growing worldwide joint network – new destinations in India, Korea and Australia**
- **Increase to 49 weekly flights in February 2014 between Germany and Abu Dhabi**

airberlin and Etihad Airways today unveiled an Airbus A320 aircraft in specially designed joint livery, symbolising the close ties between the two airlines and marking the launch of a new Moving Forward media campaign.

At the event in Berlin, Wolfgang Prock-Schauer, airberlin's Chief Executive Officer, and James Hogan, Etihad Airways' President and Chief Executive Officer and Vice-Chairman of airberlin, gave details of how air travellers will continue to benefit from the special partnership and the progress made in the first two years.

Wolfgang Prock-Schauer, said: "The comprehensive commercial partnership with Etihad Airways has brought many benefits to airberlin, including our shares of joint revenues of EUR 200 million, which is an integral part of our turnaround program.

"Partnerships are vital in today's aviation industry. Our partnership provides significant benefits to Etihad Airways, airberlin, as well as to our guests. Not only do we provide an expanded offering of destinations and services, we also have developed synergies through the entire value chain.



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“This means an increasingly attractive offer with numerous benefits for customers, and continuously improved productivity and lower costs. The positive response from our guests illustrates that we’re on the right path.”

Following the implementation of joint codesharing across the networks both airlines will strengthen the commercial partnership in 2014. That will include the expansion of joint sales operations, building on the current services provided by 17 joint sales offices located around the world, and representation in more than 50 international markets.

airberlin’s expertise in the tourism sector, an important pillar of its business, will also continue to be central to marketing the combined network.

The developments in the commercial partnership are set to further increase the number of passengers who fly on the airberlin and Etihad Airways network, which currently serves 228 destinations in 84 countries.

James Hogan said: “Since the launch of the partnership two years ago, commercial ties between Etihad Airways and airberlin have deepened significantly. This has increased the destinations and flight options for guests and enabled both airlines to carry nearly 900,000 guests across the two networks.

“During this time airberlin’s new business strategy has made great progress and Etihad Airways continues to place its full support behind the airline and its management. We are confident that airberlin is on the right path back to profitability and the next phase in the airline’s proud history.”

A new joint “Moving Forward” media campaign will be launched in January and run until March 2014 and will see the new partnership logo of the two airlines featured in advertising and marketing across Germany.



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James Hogan added: “During its 35 years of operations, airberlin has established itself as one of Europe’s leading business and leisure airlines, regularly carrying more than 30 million passengers each year.

“This strong history and heritage, as well as its great potential, attracted Etihad Airways to make the equity investment and establish the commercial partnership, and this long term commitment remains key to the Etihad Airways business strategy.”

airberlin and Etihad Airways operate 42 weekly flights between destinations in Germany and Abu Dhabi, the capital of the United Arab Emirates. This will increase to 49 weekly flights in February 2014 when a second daily Munich flight commences.

In 2013, 563,000 common codeshare passengers flew across the two networks, a 74 per cent increase on the previous year. Currently, 66 airberlin routes carry Etihad Airways’ EY code and 33 Etihad Airways’ routes carry airberlin’s AB flight code.

Wolfgang Prock-Schauer announced new routes for this year: “We shall continue to expand the joint route network with Etihad Airways and look forward to offering airberlin guests new codeshare destinations in India, Australia and South Korea.”

- Ends -

About airberlin:

airberlin is one of the leading airlines in Europe and flies to 147 destinations worldwide. The second largest airline in Germany carried more than 33 million passengers in 2012. airberlin offers a global route network through its strategic partnership with Etihad Airways, which has a 29.21% share in airberlin, and through membership of the **oneworld®** airline alliance. The airline with the award-winning service operates codeshare flights worldwide with 16 airlines. The fleet has an average age of five years and is among the most modern and eco-efficient in Europe.



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About Etihad Airways

Etihad Airways, the national airline of the United Arab Emirates, began operations in 2003, and in 2013 carried nearly 12 million passengers. From its hub at Abu Dhabi International Airport, Etihad Airways offers flights to 102 passenger and cargo destinations in the Middle East, Africa, Europe, Asia, Australia and the Americas, with a fleet of 89 Airbus and Boeing aircraft. The airline has more than 220 aircraft on firm order, including 71 Boeing 787 Dreamliners, 25 Boeing 777-X, 62 Airbus A350s, and 10 Airbus A380s, the world's largest passenger aircraft. Etihad Airways also holds equity investments in airberlin, Air Seychelles, Virgin Australia, Aer Lingus and Jet Airways. Subject to regulatory approvals, Etihad Airways will acquire 49 per cent of Air Serbia and 33.3 per cent of Darwin Airline in Q1 2014. Darwin Airline will be re-branded Etihad Regional. For more information, please visit: www.etihad.com