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PRESS RELEASE

FOR IMMEDIATE RELEASE

AIR NAMIBIA TARGETS EUROPEAN MARKET, CONCLUDES DEAL WITH LUFTHANSA

Windhoek, 18th March 2014: In line with our strategic objectives of strengthening our network and increase access to more markets, Air Namibia is focussed on expanding its presence and reach in Europe. The recently launched campaign aims to offer its customers “one-stop” air connectivity to the rest of Europe, apart from Frankfurt, Germany, where the airline currently operates a direct flight from Windhoek.

Air Namibia operates 6 flights per week between Frankfurt and Windhoek during low season, and 7 flights per week during high season which starts from July to end of November each year, and these are serviced using the two brand new Airbus A330-200 aircraft. The A330-200 comes in a two class configuration of 30 business class and 214 economy class seats. Business Class seats offer a full flat bed, with individual monitors and video on demand while economy class seats also have individual monitors with video on demand.

Air Namibia is currently actively promoting the greater part of Europe, including countries such as Russia and Turkey as well as the Middle East and the Far East. We are also looking at offering connectivity to other key German cities apart from Frankfurt.

Xavier Masule, General Manager: Commercial Services says in order to access these beyond markets optimally, Air Namibia has to forge smart alliances with airlines operating in Europe.

“It is necessary for Air Namibia to partner with appropriate airlines to feed into our flights at Frankfurt. Frankfurt is Lufthansa's hub and this makes Lufthansa the most appropriate and ideal airline to partner with,” says Masule.

Hence, effective 1 Dec 2013, an “airline to airline” commercial partnership agreement was concluded and implemented between Air Namibia and Lufthansa..

“This agreement enables traffic to feed and de-feed (traffic exchange) at Frankfurt between Lufthansa and Air Namibia with a convenient ‘one stop’ connection to more than 63 cities in Europe, including big cities in Germany on one issued ticket by Air Namibia,” Masule adds.

The move should be a welcome relief to travellers from Windhoek wishing to visit cities in Europe and vice versa as all other options for travel between any European destination and Windhoek involves either a minimum of two stops or at least a leg to be served using a train journey, which is long, inconvenient and time consuming.

“Europe is now more accessible and convenient than ever before. Air Namibia gives passengers access to multiple cities within each European country on a one ticket and one stop journey,” Masule concluded.

With its new alliance Air Namibia offers one-stop connectivity to the following countries;

1	United Kingdom & Ireland – 5 cities	15	Latvia
2	France – 5 cities	16	Lithuania
3	Italy – 7 cities	17	Malta
4	Austria	18	Netherlands
5	Belgium	19	Norway
6	Bulgaria	20	Poland
7	Cyprus	21	Portugal
8	Czeck republic	22	Russia
9	Denmark	23	Scotland
10	Estonia	24	Spain
11	Finland	25	Sweden
12	Germany – 12 cities	26	Switzerland
13	Greece	27	Turkey
14	Hungary	28	Ukraine

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About Air Namibia (Pty) Limited

Air Namibia, Namibia's national airline, operates scheduled flights and carries cargo (freights) on domestic, regional and intercontinental flights. The airline was founded in 1947 as South West Air Transport, which later changed to South West Airways. In 1992, the airline's name was changed to Air Namibia. The mandate of Air Namibia is to be a major contributor towards the attraction and promotion of tourism to Namibia by providing air transport services between Namibia and other countries, as well as by operating flights within the boundaries of Namibia. The airline is positioned as a niche carrier serving domestic points within Namibia, the immediate regional markets of South Africa, Zimbabwe, and Angola, and points beyond (Asia, USA, Middle

East and Europe) are serviced in conjunction with partner airlines via our gateways: Frankfurt, Accra, Johannesburg and Lusaka.