

PrivatAir Bases of Operation
Geneva, Switzerland
Zurich, Switzerland
Düsseldorf, Germany
Frankfurt, Germany
Munich, Germany
Amsterdam, The Netherlands

PRIVATAIR - YOUR AIRLINE PARTNER

“My first experience on a PrivatAir flight – an excellent one! Comfort, Quality of Service, Safety, Efficiency. This is the future of flying.”

Customer feedback



PrivatAir



WHO WE ARE

For over 30 years, PrivatAir has been an innovative force across both private and commercial aviation.

Starting life in 1977 as the corporate aviation department of the Latsis Group – a global conglomerate whose operations extend across construction, civil engineering, oil refining and trading, shipping, aviation, real estate and banking – PrivatAir has grown into a world-renowned, commercial operator. Headquartered in Geneva, Switzerland, PrivatAir has been serving VIP customers for over three decades.

PRIVATAIR – YOUR AIRLINE PARTNER

In 2001, PrivatAir pioneered the all-business-class concept. Today we work with some of the world's leading airlines, offering them a unique, flexible long-haul solution, enabling them to match capacity to demand in both all-premium and multi-class configurations.

Using extended range narrow-body aircraft, operated on behalf of airlines, typically within an ACMI (aircraft, crew, maintenance and insurance) contract, we provide a low-risk, cost-effective way for airlines to:

- › Develop new routes prior to the potential introduction of wide-body services
- › Defend existing routes during an economic downturn using unique capacity aircraft
- › Add further frequencies outside existing waves between major traffic hubs
- › Serve the lucrative high yield premium sector on 'thin routes' with insufficient demand to support a wide-body operation
- › Link secondary airports close to major city centres that may be unable to accommodate wide-body aircraft
- › Open up new markets within the framework of open sky agreements

HOW WE WORK

PrivatAir applies technological advances to significantly extend the range of conventional narrow-body aircraft, while taking responsibility for questionable niche aircraft residual value, long lead times and complicated crew productivity challenges.

The introduction of a long-haul narrow-body aircraft into a network in this way does not require the airline to support any additional staff or associated management costs and is totally flexible to adapt to changes in market demand. Product branding can be fully integrated into the service and airlines are spared the hassle of micro-management, which is the real key to success for a specialist operation of this type.

To date, PrivatAir has operated over 15,000 narrow-body long-haul flights on behalf of its current partners – Lufthansa, Swiss and KLM.

WHY USE PRIVATAIR?

Unrivalled speed to market

- › Understanding of route development challenges
- › Specialist knowledge of niche aircraft markets
- › Exceptionally fast aircraft sourcing and certification

Superior performance

- › One of the few operators to have achieved ETOPS 180 approval for Boeing 737 and Airbus A319LR
- › Strong on-time performance
- › High technical reliability

Specialised maintenance disciplines

- › Customised maintenance programmes developed to address high utilisation levels of aircraft originally designed for short-haul operations
- › Only commercial airline with extensive experience of tanking narrow-body long-haul airliners

VIP service standards

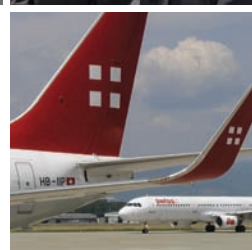
- › Dedicated staff provide superior levels of customer service and crew continuity
- › Exceptionally high rates of onboard service satisfaction
- › Flexible approach to all service requirements of individual airline partners





Reduced management risk

- › Flexible contractual arrangements enable partner airlines to focus on the core elements of their business

Safety and Security

PrivatAir operates to the most stringent standards of safety and security. In 1998, we became Europe's first airline whose quality system fulfilled the ISO 9002 (now ISO 9001:2000) certification standards for all services. The company has also been awarded ETOPS 180 minutes and FAA 129 Foreign Carrier approval, allowing us to offer the most direct routes across the Atlantic and Pacific Oceans and unlimited operations to the US.



AIRCRAFT TYPES AND SUGGESTED CONFIGURATIONS				
	BOEING BBJ1 B737-700IGW	AIRBUS A319LR	BOEING BBJ2 B737-800W	BOEING 'BBJ5' B757-200LR
Maximum range	5'200 nm	4'300 nm	4'500 nm	5'400 nm
Typical Capacities *				
› All-premium	44 C	48 C	56 C	68 C
› Mixed class	-	-	24C + 82Y	24C + 126Y
Length	33.6 m	33.8 m	39.5 m	47.3 m
Wingspan	35.8 m	34.1 m	35.8 m	38.1 m
Cabin length	21.0 m	23.8 m	27.0 m	32.5 m
Cabin width	3.5 m	3.7 m	3.5 m	3.5 m
MTOW (Maximum takeoff weight)	77'564 Kg	75'500 Kg	79'015 Kg	115'892 Kg
Auxiliary fuel tanks	7	4	5	8
Maximum fuel capacity	30'608 Kg	28'250 Kg	28'530 Kg	49'560 Kg
Baggage capacity	7.5 m ³	9.5 m ³	24 m ³	25 m ³

* Other configurations available upon request

If you are interested in introducing long-haul routes with thin traffic and high yield potential into your network, please feel free to contact PrivatAir to find out more about our flexible, profitable and low-cost approach to developing the market.

For more information, contact Tony Hinder on [+41 22 929 6700](tel:+41229296700) or email tonyhinder@privatair.com.

