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***INFORMATION PACKAGE***

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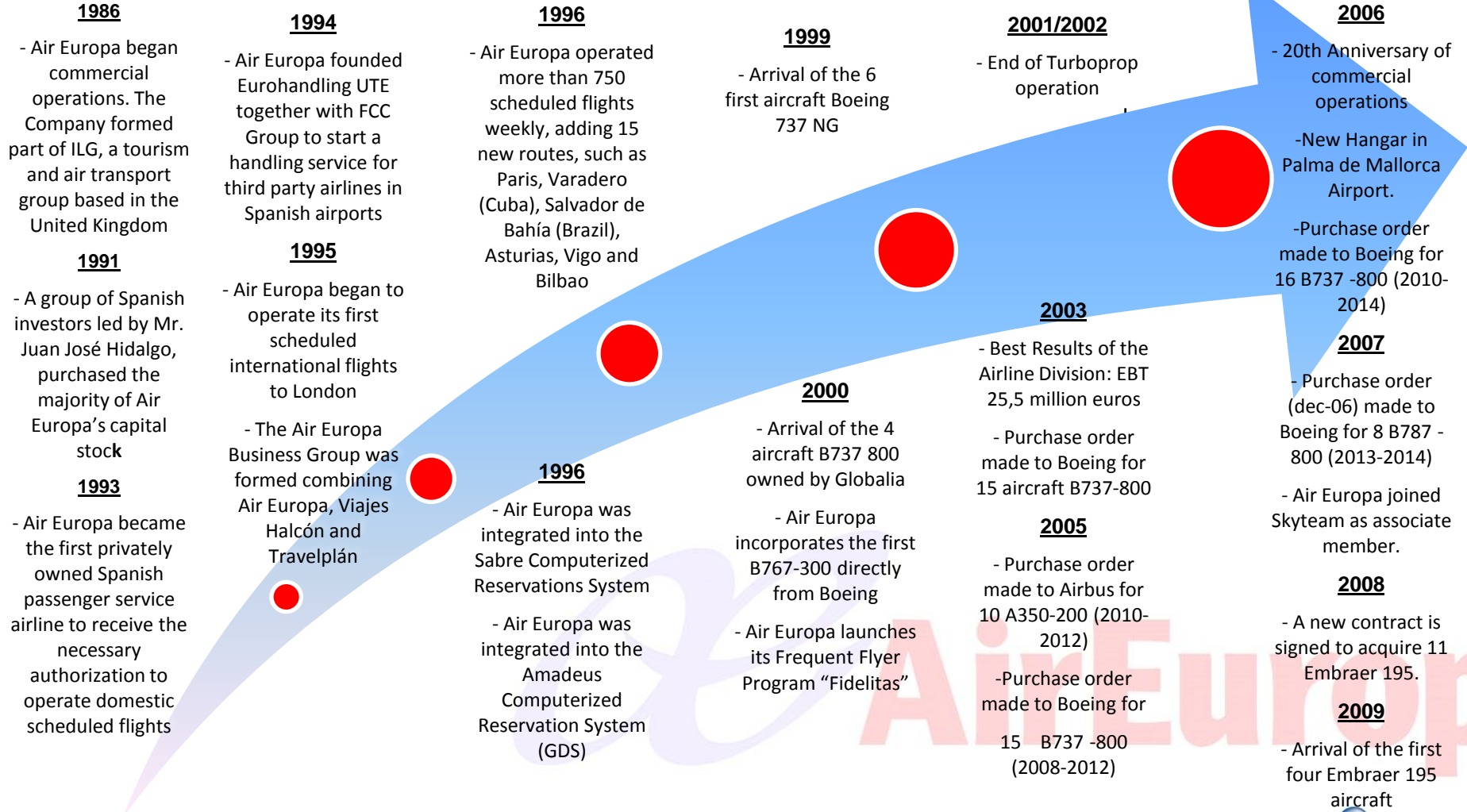
**OCTOBER 2010**

# STRATEGIC POSITIONING



-  Spain's 1st "Hybrid" airline (operates both chartered and scheduled routes) servicing both Spanish domestic, inter-European and intercontinental routes.
  
-  Operates domestic, European and long haul routes to Latin America, the Caribbean and Africa.
  
-  Manages yield-risk by dedicating a large portion of its Available Seat Miles (ASMs) to Travelplan tours.
  
-  Air Europa sells its tickets through all retail and distribution channels (CRS-GDS, internet, call-center, tour operators,...).
  
-  Air Europa management believes that it has reached a point where it can develop a truly scheduled operation, especially within Spain and between Spain and other European destinations that will:
  -  Smooth out seasonality of leisure-dominated business.
  -  Bring higher paying business customers, resulting in higher yields.

# COMPANY HISTORY



## FACT AND FIGURES 2010 DATA

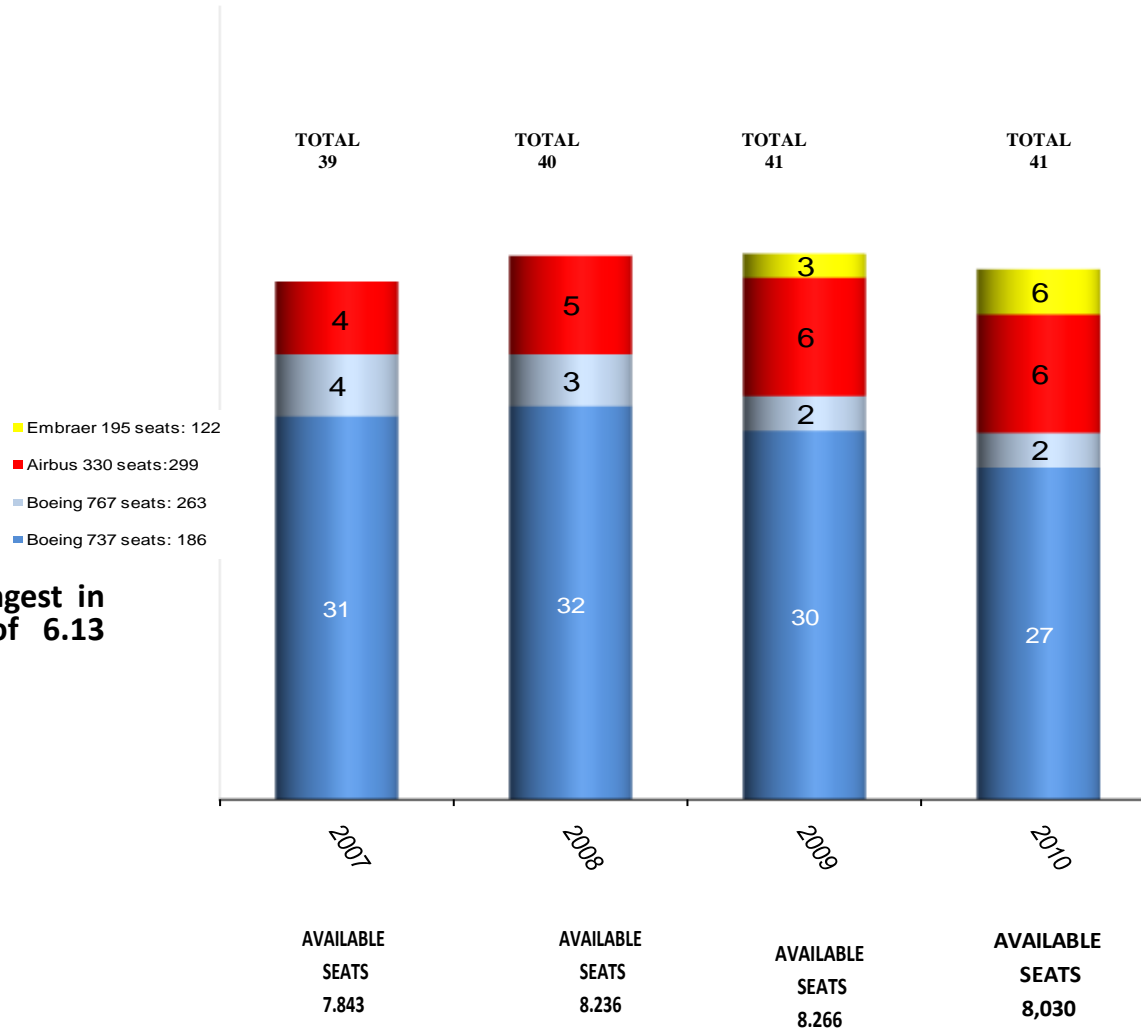


GLOBAL FIGURES	2010
NUMBER OF PASSENGERS	8.866.165
NUMBER OF FLIGHTS OPERATED	65.423
OPERATING REVENUES (€000'S)	1.204.846
TOTAL OPERATING AND VARIABLE COSTS (€000'S)	-1.023.985

SCHEDULE INDICATORS	2010
FLIGHTS	60.760
NUMBER OF PASSENGERS	8.151.880
LOAD FACTOR	79,02%



# FLEET



Our fleet is one of the youngest in Europe, with an average of 6.13 years:

- 26 Boeing 737-800
- 7 Embraer 195
- 2 Boeing 767-300
- 6 Airbus A330-200

**Total 41**

Note: Average fleet



# DUAL TYPE STRATEGY



Boeing 737-800



ERJ-195



# MAINTENANCE TYPE COURSES & LICENSES

## AIR EUROPA EASA PART 147. TYPE COURSES

BOEING 737-300/400/500 (CFM56)

BOEING 737-600/700/800/900 (CFM56)

BOEING 767-200/300/400 (GE CF6)

BOEING 767-200/300 (PW 4000)

AIRBUS A330 (GE CF6)

AIRBUS A330 (PW 4000)

AIRBUS A330 (RR RB 211 TRENT 700)

AIRBUS A340 (CFM56)

**EMBRAER ERJ-170/190 (GE CF34)**

## ERJ 170/190 COURSES THROUGH END 2011

3 EMBRAER B1+B2 Theoretical Line & Base Course, Total 40 technicians.

7 AIR EUROPA B1+B2 Theoretical Line & Base Course, Total 103 technicians.

10 AIR EUROPA B1+B2 Practical Line & Base Course, Total 126 technicians.

2 AIR EUROPA C Familiarization Course, Total 43 trainees.

## EXTENDED LICENCES. AIR EUROPA AND GLOBALIA MRO EASA PART 145

115 Air Europa + 25 Globalia MRO = 140 Total



# GLOBALIA MRO



EASA PART 145 ES.145.070	
• <b>A1. Airframe</b>	
BOEING	B737-300/-400 Line & Base Maintenance
	B737-600/-700/-800/-900 Line & Base Maintenance
AIRBUS	A318/A319/A320/A321 Line & Base Maintenance
	A330-200/-300 Line & Base Maintenance
EMBRAER ERJ 170-190 Line & Base Maintenance	
• <b>B1. Engines</b>	
CFM56-3/-5/-7 Series, CF6-80E1 Series, CF34-10E Series, RR Trend 700 Series, PW4000 series, IAE V2500.	
• <b>B3. APU</b>	
HONEYWELL AS 131-9B, GTCP331-350C, GTCP 36-280, GTCP 85-129. HAMILTON SUNDSTRAND APS 2000,2300 & 3200	
• <b>D1. NDT</b>	
LP, MT, ET, UT, RT	





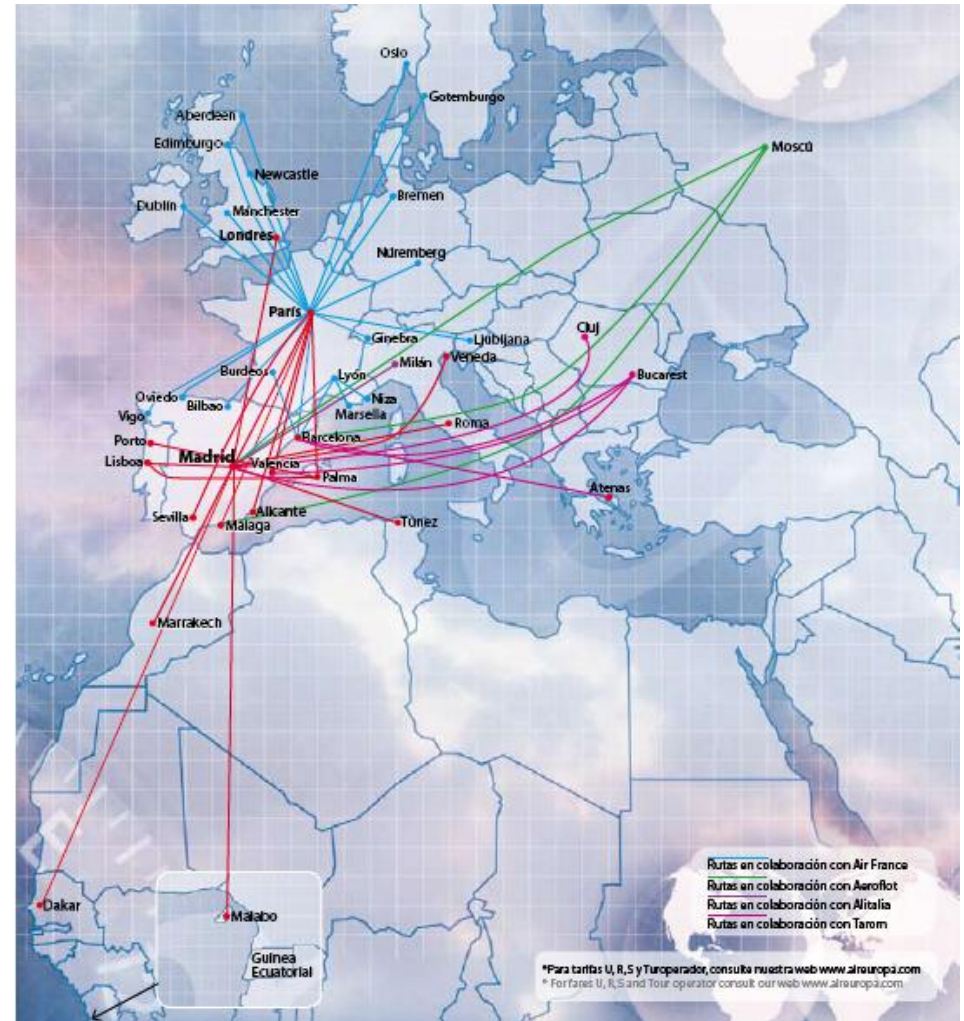
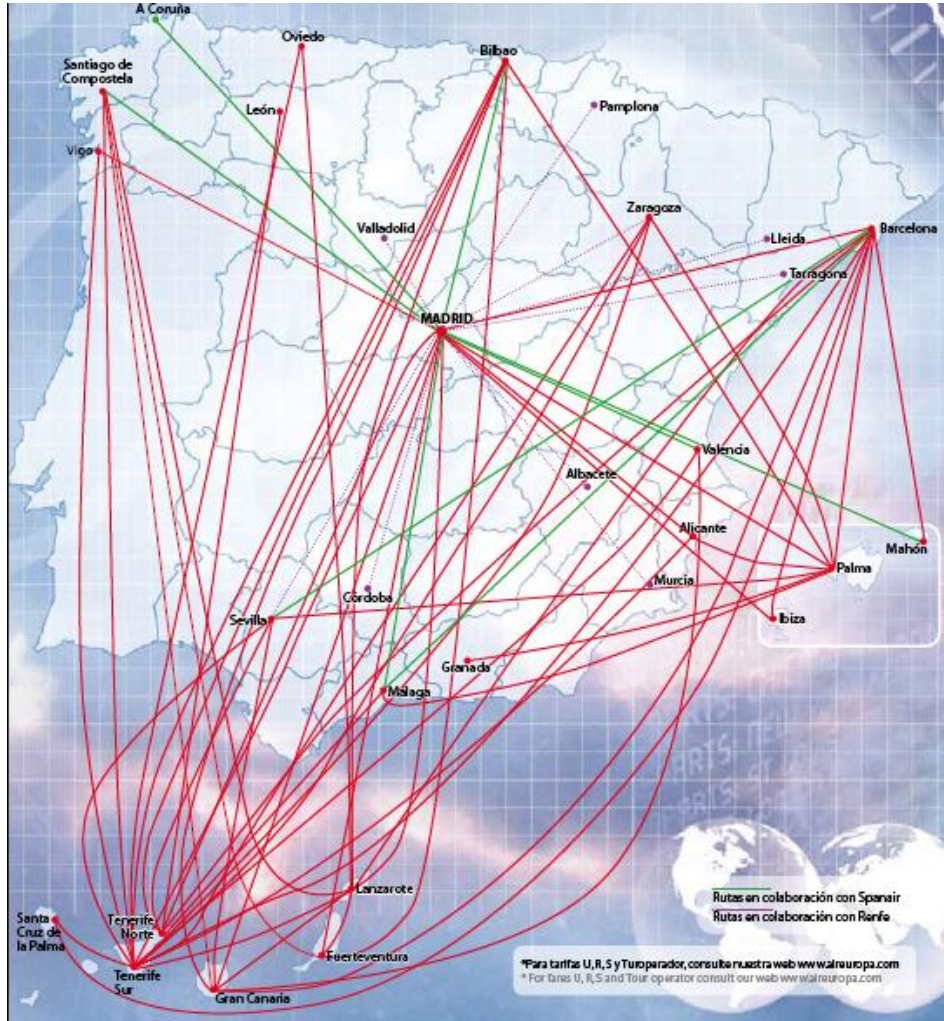
# EMBRAER EXPERIENCE

## Embraer ERJ 179/190 experience through end 2011

- EIS in Air Europa in January 2009
- More than 60 A Checks performed, most of them done overnight.
- First C Checks performed in 2011.
- SB modifications (up to 16 SBs per aircraft) for fatigue resistance improvement embodied



# EUROPEAN SCHEDULED DESTINATIONS

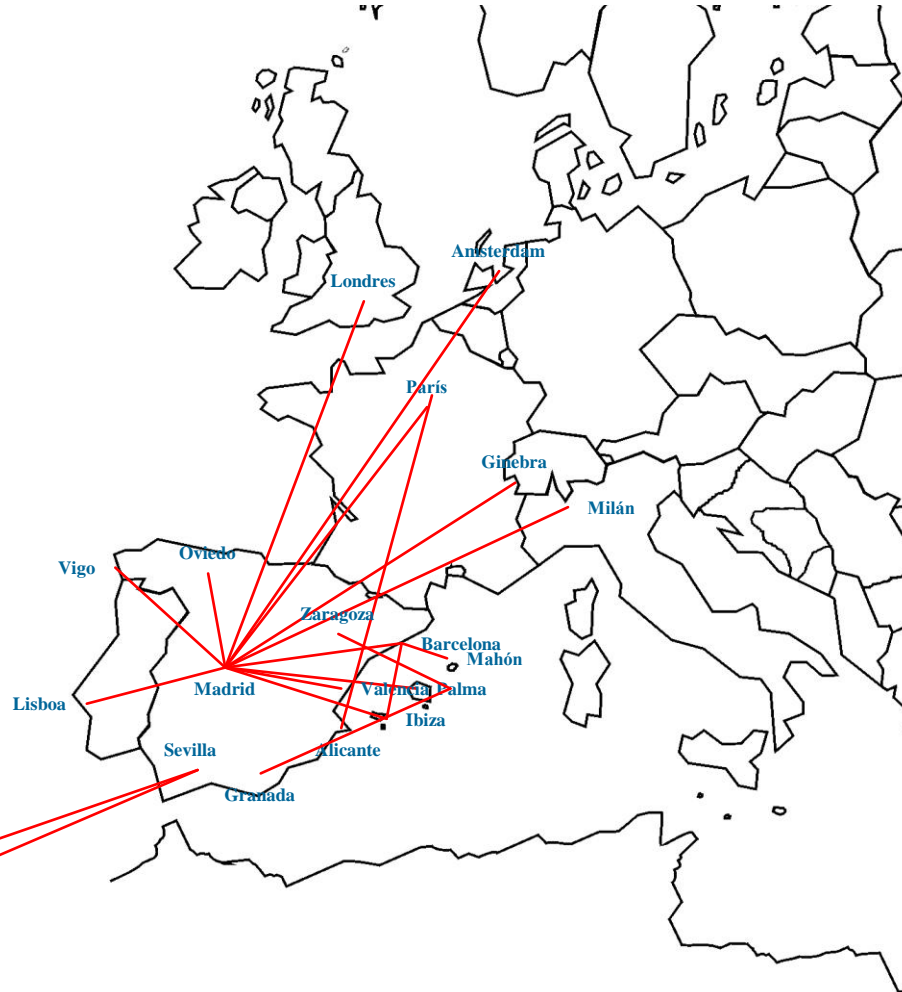
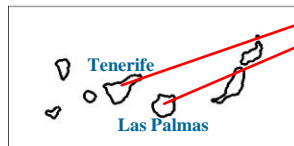


# NETWORK STRATEGY



## CURRENT EMBRAER ROUTES W11/12

Alc-ory-alc	Mad-bcn-mad
Mad-ory-mad	Pmi-ory-pmi
Mad-pmi-mad	Pmi-bcn-pmi
Mad-lgw-mad	Pmi-vlc-pmi
Mad-gva-mad	Pmi-alc-pmi
Mad-lis-mad	Pmi-grx-pmi
Mad-mxp-mad	Pmi-zaz-pmi
Mad-ams-mad	Svq-tfn-svq
Mad-vgo-mad	Svq-lpa-svq
Mad-ovd-mad	Bcn-ibz-bcn
Mad-ibz-mad	Bcn-mah-bcn



# HOW TO FACE DIFFERENT COMPETITIONS



**Spanair**



**Versus**



**AirBerlin**



**Iberia**







**Vueling**





## **VISION FOR THE FUTURE**





-  Targeted markets include new routes in Europe, Central and South America, Caribbean and Northern Africa.**
-  In addition, Air Europa believes that its integrated operations/customer access, low cost structure and high quality service, gives a unique opportunity to expand its scheduled service and create a reliability within its schedule which will attract business customers and reduce the effects of seasonality.**
-  The airline and travel agencies share the same distribution channel, providing more flexibility and efficiency in the information exchange. This system contributes to reinforce the competitive position of Air Europa, optimizing the sales process.**
-  Air Europa runs Amadeus Reservation system as IT platform to manage and improve its own sales process and distribution multi-channel, optimising the airline's competitive position and reservation management towards the rest of industry participants.**

## KEY STRENGTHS FOR THE FUTURE



### Alliances and code share agreements:

-  Air Europa has joined the global alliance Skyteam. This is an important factor in the airline development, with members generating marketing and operational benefits. Frequent flyer programs and integrated route networks are amongst the benefits evident to alliance customers. Airlines not flying particular routes can offer their customers extended network benefits through alliances.
-  From the 15th of June 2007, our frequent flyer programme became part of “Flying Blue”, the largest European loyalty programme which belongs to Air France & KLM.



### High quality management team:

-  The Executive Chairman has been in the leisure travel business for over 40 years and spearheaded the formation of Globalia.
-  Other senior executives have long experience either with Air Europa or in the airline or tourism industry.

### Modern fleet of aircraft:

-  Air Europa operates a young fleet of Boeing 737, 767, Airbus 330 and Embraer aircraft with an average age of 6,1 years (October 2010). The company has signed contracts to renew its fleet in future having made agreements of purchase for the next 10 years, comprising Embraer 195, Boeing 737-800 and Boeing 787.

### Modern Headquarters / Training Center:

-  The new HQ employs state-of-the-art technology which will enhance efficiency.
-  The training center serves as a modern learning center for Air Europa’s own pilots. Boeing 737 simulator is operative since year 2000.

