

# SALES NEWS

## Attractive changes to fare concept for short- and medium-haul flights from May 2015

Dear Sales Partner,

Starting in May 2015, the airberlin fare concept for short- and medium-haul flights will be expanded to include additional product benefits. This means that in future, the fare concept will include the JustFly, FlyDeal, FlyClassic and FlyFlex+ fares, which will be revised to cater even better to their respective target groups. The fare concept for long-haul flights will not be affected by these changes.

Attractive changes to the concept			
JustFly	FlyDeal	FlyClassic	FlyFlex+
<ul style="list-style-type: none"><li>→ Lowest fare*</li><li>→ No baggage</li><li>→ High availability</li><li>→ Booking of additional services possible</li></ul>	<ul style="list-style-type: none"><li>→ Attractive price</li><li>→ Includes baggage</li><li>→ Higher availability than in the past</li></ul>	<ul style="list-style-type: none"><li>→ Includes complimentary seat reservation</li><li>→ Rebooking for a fee</li></ul>	<ul style="list-style-type: none"><li>→ Full flexibility</li><li>→ Priority Package included</li></ul>

\* on selected routes

The new Priority Package for FlyFlex+ has been tailored specifically to the needs of our business customers and includes the following services.

Overview of priority services in FlyFlex+ fare			
FlyFlex+ Priority Package			
<ul style="list-style-type: none"><li>→ Priority Check-in</li><li>→ Security Fast Lane</li></ul>	<ul style="list-style-type: none"><li>→ Lounge Access</li><li>→ Access to Exclusive Waiting Areas</li></ul>	<ul style="list-style-type: none"><li>→ Priority Boarding</li><li>→ Priority Baggage</li></ul>	<ul style="list-style-type: none"><li>→ Seat in the first 5 rows</li><li>→ Hold Seat Free</li></ul>

### INFORMATION ON CORPORATE FARES

Naturally, all the benefits of the airberlin corporate offerings, such as complimentary rebooking, will remain. In addition, the negotiated corporate fares will also include all the new benefits of the FlyClassic and FlyFlex+ fares. This means that in future, the BusinessClassic fare will include free seat reservations, and the BusinessFlex+ fare will include the new Priority Package.

In the following, you will find an overview of the new fare concept and its individual product components. We will of course inform you of all booking-relevant details before the changes come into effect.

If you have any questions regarding the new fare concept, please have a look at our FAQs on [airberlin.com/fareFAQs](http://airberlin.com/fareFAQs) or contact our Sales Service at [sales@airberlin.com](mailto:sales@airberlin.com)

Your airberlin Sales Team



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Preview of the new fare concept				
Product component	JustFly	FlyDeal	FlyClassic	FlyFlex+
<b>Free baggage allowance</b>				
Hand baggage	✓ (1 PC ≤ 8 kg)	✓ (1 PC ≤ 8 kg)	✓ (1 PC ≤ 8 kg)	✓ (1 PC ≤ 8 kg)
Checked baggage	€	✓ (1 PC ≤ 23 kg)	✓ (1 PC ≤ 23 kg)	✓ (2 PC ≤ 23 kg)
<b>Check-in</b>				
Web, mobile, desk	✓	✓	✓	✓
Evening Check-in	€	€	✓	✓
<b>Seats</b>				
Seat reservation	€	€	✓	✓
XL-seat	€	€	€	✓
<b>Food and beverages</b>				
Non-alcoholic beverages	✓	✓	✓	✓
Snacks / warm meal <sup>1</sup>	✓	✓	✓	✓
<b>Rebooking &amp; cancellation</b>				
Rebooking	x	x	€	✓
Cancellation	x	x	x	✓
<b>Priority Services</b>				
Priority Package	x	x	x	✓

✓ included in fare

€ against fee

x not included in fare

<sup>1</sup> varies according to flight duration

