



2021 ANNUAL REPORT

EUROPAIR BROKER

DECEMBER 2021



LETTER FROM OUR CEO: GERARDO MANZANO



"IT IS NOT ABOUT WHAT WE USED TO BE.
WHAT MATTERS IS WHO WE WILL BE FROM
NOW ON"

In just 5 months our company will celebrate its 29th anniversary and I can't help but feel proud of what we have achieved together.

Like for many other companies, especially those in the travel and air transport industry, the past two years have been a real challenge. The unexpected circumstances have surely pushed us to bring out the best in ourselves in order to make the experience of our customers and suppliers impeccable and to carry on helping our clients with their flying needs.

One thing has been truly noteworthy about the past year, and that has been our ability to understand and adapt to an unpredictable environment, as well as the great support that we received from all of our clients and colleagues.

There is still a long way to go and a lot of flying to do, but -without a doubt- I dare to say that this year has made us realise that "IT IS NOT ABOUT WHAT WE USED TO BE. WHAT MATTERS IS WHO WE WILL BE FROM NOW ON".

It has been a year of constant challenges, which inevitably led us to rethink everything we thought we knew about the aviation and tourism sector. We decided to reinvent ourselves, relying on the experience gained over the years and with the enthusiasm and motivation that new projects and ideas bring about. And we are happy to share this new vision with all of you, who have been with us along the way.

I would like to end this message by once again thanking all of you for being with us during this year and we hope that you will continue by our side in the years to come.

Thank you and Happy Holidays.

Gerardo Manzano, CEO of Europair



2021, THE YEAR OF CHANGE



2021 has been quite a challenging year for the tourism sector. During the first few months of the year, Covid cases increased and restrictions were set not only in Europe but all over the world. Many countries kept their borders closed, cities and regions were on curfew, and travel plummeted. It was not until mid-year that infections were controlled, thanks to the massive vaccinations and the establishment of the Covid digital passport.

In June, tourism started to take off again and tourists were able to travel without major restrictions, as long as they were vaccinated or tested negative for Covid.

At Europair we decided not to rest on our laurels and in May 2021, we reached an agreement with Hibernian Airlines, becoming the exclusive charter sales agent for their three CRJ-1000s based in Central Europe. Since then, our commitment surely paid off, Hibernian Airlines has been chartered for several press events, sports team matches, orchestras, incentive trips, tour operators charter series, and group flights, among many others.



BACK ON TRACK

After the good evolution of the pandemic during the summer, Europair kept focusing on its three main services to clients all around the world

1 / PRIVATE JET CHARTER

2 / GROUP CHARTERS

3 / CHARTER SERIES

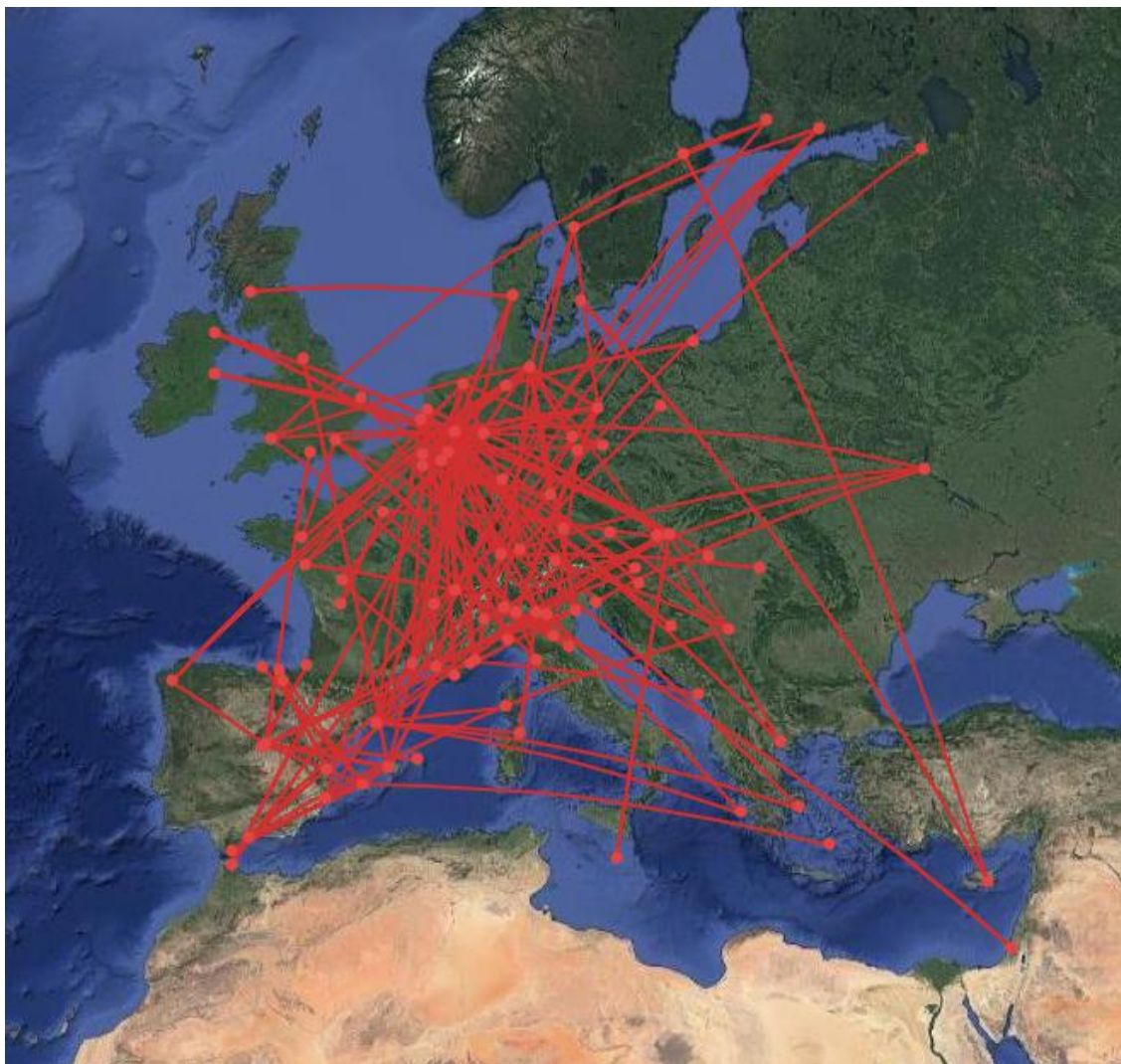
ALWAYS READY

Even though the pandemic resulted in the closing of the borders in different European countries, Europair carried on providing its services to meet the most diverse travel needs.

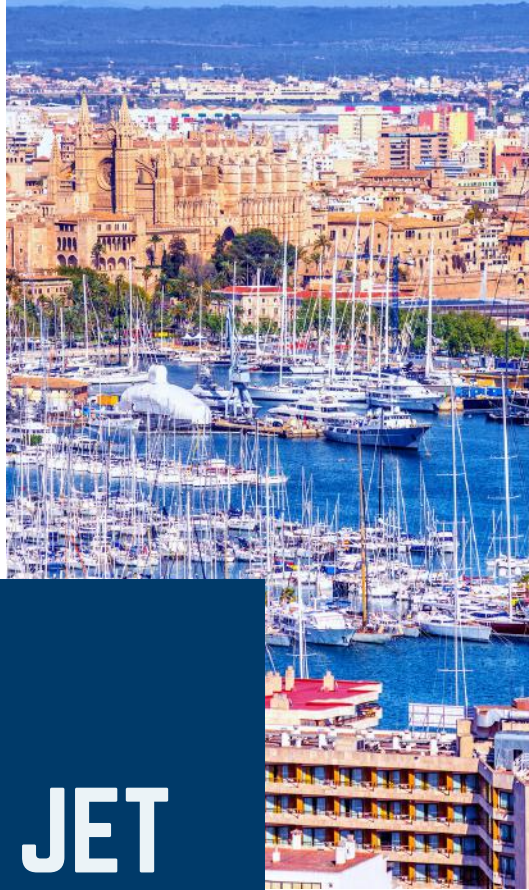
OUR REACH

Europair operated in 114
airports during 2021.

FLIGHT RECORD



Europair has operated in 114 different airports during the past 12 months. That's nearly a new city every three days! This year, our main market has been Central Europe, as our CRJ-1000s are based in the area. This location makes us very competitive in countries like Germany, Belgium, Denmark, Switzerland, Austria, The Czech Republic, and the Netherlands among others, where we have flown many times this year.



OUR TOP PRIVATE JET DESTINATIONS

PALMA DE MALLORCA

MADRID

IBIZA

Whether you choose to fly private for business or leisure, Europair is here for you.

Among our top destinations, Palma de Mallorca and Ibiza can be classified as leisure destinations, while Madrid has more of a business profile.

The fact that our Top-3 destinations are located in our home market reinforces our strong link to Spain, a place where private jets are gaining importance and new users in the past few years.



YOUR FAVORITE CHOICES: OUR MOST USED PRIVATE JETS

The aircraft that got chartered the most during 2021 was the C510, also known as the Cessna Citation Mustang. This versatile "Very Light Jet" with a capacity for 4 passengers is known for being one of the most cost-effective jets and a very popular option for business meetings or a holiday break with your family.

On the other hand, The Citation CJ2 and XLS are larger jets with higher capacity and longer range.

**CITATION
MUSTANG**

**CITATION
CJ2**

**CITATION
EXCEL/XLS**

HAMBURG, BASE OF OUR CRJ-1000S

**IN OCTOBER 2021 OUR
CRJ-1000S CHANGED THEIR
BASE TO HAMBURG AIRPORT.**

After flying from different bases during a start-up phase, Hamburg was chosen as the main base for Hibernian Airlines' CRJ-1000s.

By changing bases to HAM airport, we aimed to optimize trips and be able to offer more attractive charters throughout Europe.



SPECIAL MENTION

Six destinations in 48 hours

At Europair, we always adapt to the requirements of our clients and provide the best tailor-made solutions for them.


This year, we had quite a unique request from one of our clients: a series of six private flights in a span of 48 hours!

This mission was very time-critical, as our client had several meetings in different cities around Europe.

After we got the request, our team put all their effort into this trip and managed to schedule the six legs of flights with the different airports, taking into account the expected duration of the meetings between flights.

The flights were a complete success and our client managed to attend all their meetings on time!





**WE ARE GRATEFUL
FOR THIS TRULY
CHALLENGING BUT
AMAZING 2021
AND WE HOPE TO
KEEP FLYING WITH
YOU NEXT YEAR!**