



FLYVALAN IS ON STAGE: A NEW AIRLINE PROJECT CONNECTING BRUSSELS TO LIGURIA

Starting Nov30 next, FlyValan is going to operate scheduled services from Genoa, its operating base, to Brussels on a twice-weekly basis .

FlyValan will be operating ATR 72-500 assets, with a spacious 68Y seats configuration. Operations will be kicked off with one aircraft, with FlyValan's business plan foreseeing the arrival of a second aircraft starting from summer season 2018.

FlyValan is a Romanian-register juridical subject based in Bucharest, which operates as a marketing carrier. Flight operations will be undergone by FlyCompass, Romanian AOC (Air Operator's Certificate) and flight licences' holder. FlyValan holds 51% of shares of FlyCompass, with remaining 49% owned by Valan, a juridical subject with its headquarters in Chisinau, Moldova. Specifically, Valan has been working for the last 20 years in the helicopter industry serving the B2G market (Governments and supranational players such as the World Food Program and United Nations) on a worldwide basis.

FlyValan's product is distributed along three streams of offer: its website (www.flyvalan.com) for B2C and individual purchases; through its partner travel agencies; through Hahn Air platform (operational from late December).

WHY BRUSSELS

Since the earliest steps of the business plan activity, it appeared a huge vacuum in air connections between Genoa and Brussels. All further analyses have put into evidence that underlying demand is from both POS Italy (traffic towards UE institutions, business links, tourism) as well POS Belgium/Benelux (expatriate/ethnic traffic, business links, tourism towards Liguria). Moreover, Genoa represents a key entry point for cruise services, plus a major European port and related shipping hub.

The choice for the ATR72 metal allows FlyValan to best serve the needs of these demands, offering quick, non-stop links as well as a favourable tariff mix.

Winter Season flights schedule for Brussels will be the following:



MONDAY

GOA-BRU 07:45-10:00

BRU-GOA 10:50-13:05

THURSDAY

GOA-BRU 17:00-19:15

BRU-GOA 20:10-22:25

FLYVALAN'S FARE SYSTEM

FlyValan has created an innovative fare familing system :

- **Flexible fare:** refundable, it offers, combined to a range of ancillary premium services (fast track at GOA airport, seat assignment , priority boarding at GOA, a special rate for the parking at Genova Airport), 20 kgs belly baggage and the boarding of 1 trolley bag.
- **Standard fare:** non refundable, it offers 15kgs belly bag and the boarding of 1 cabin trolley bag
- **Light fare:** non refundable, it allows boarding of 1 cabin trolley bag (customer can purchase the transportation of the belly baggage, if needed)
- **Basic fare:** that's an innovative proposal for the European market! Non refundable, it permits access on board with a small handbag but the passenger will be able to fly with fares compared to the ones applied to a low-cost flight.

FlyValan passengers can always customize their own flight experience through the purchase "a la carte" from the menu of Fly Valan's ancillary services.

FLYVALAN FOR CORPORATE

One of FlyValan's innovations relates to an offer to companies called CARNET.

Companies can purchase a variable number of coupons along the chosen route of FlyValan's network. Carnet fares will have every time the guarantee to be boarded on the plane.

Coupons will be refundable (by restoring the cancelled coupon after the PNR's issue) and will allow the change of passenger's name and/or the flight date up to a maximum of 3 times, free of charge. Moreover, companies will be offered a dedicated access point (FlyValan Customer Service, based in Milan) to manage all their travel needs with us (Mon/Fri, 09.00/17.00 CET).

Carnets are offered to companies including all the ancillaries services as per FLEXIBLE fare, with an average saving between 10% and 20% compared to the former one.

FOR ADDITIONAL INFORMATION:

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