



SMARTLYNX FOCUSES ON GROWTH IN GERMANY - FULL CHARTERS FOR TUI DEUTSCHLAND AND INVOLATUS

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SmartLynx Airlines will be operating full charters for TUI Deutschland and Involatus. From summer 2021, it will fly to tourist destinations around the Mediterranean and Canary Islands for TUI Deutschland from Basel/ Mulhouse and Saarbrücken airports, as well as to Gran Canaria, Fuerteventura and Tenerife for Involatus from various German airports in autumn 2021, the airline announced.

SmartLynx is one of Europe's leading charter and ACMI providers and can underpin its growth plans in Germany with the conclusion of these full charter agreements.

"Especially in a difficult market environment, it is important to grow with reliable partners," emphasises Žygimantas Surintas, CEO SmartLynx. According to him, the airline's growth in Germany is an important building block to further expand its visibility. "With TUI Deutschland and Involatus, we have found two strong partners for the coming season who are able to make their flight programme a success even in difficult times."

Oliver Pawel, SmartLynx Country Manager Germany, says about the entry into the tourism business: "We are sure that we can convince with SmartLynx in Germany. The Baltic airline

is characterised by high safety standards and high demands on its pilots and crew members. This makes SmartLynx the optimal product for the price-sensitive tourist market."

According to Pawel, the airline also offers an easy-to-use booking platform where additional services such as seats, extra baggage or even sports equipment can be booked with just a few clicks. With a view to further expansion plans, the Country Manager adds: "We hope to be able to further expand our business in Germany with additional tour operators."

To underline its growth course in the German market, SmartLynx Airlines is also relying on a cooperation with the express service provider DHL. From now on, the airline will fly airfreight from Leipzig to all over the world. "By supporting the freight service provider DHL with two cargo aircraft, we are enabling our partner to respond to the growing demand for air freight," says SmartLynx CEO Surintas. According to him, the two A321s are the most technologically advanced and environmentally friendly aircraft in their class.

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