



> euroAtlantic airways 10 years of charter flights to Brazil

«A landmark in the history of civil aviation of the two sister-countries »

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EuroAtlantic airways (EAA), the company founded by Tomaz Metello and partially owned by the Pestana Group, celebrates "10 years of charter flights to Brazil". The anniversary celebration includes a series of charter flights to the Brazilian Northeast to destinations not usually available in regular flights. TerraBrasil, one of the brands of the Tour Operator Sonhando S.A. and mainly held by EAA, should soon make public. It should be noted that, in the golden era of the holiday packages, terraBrasil reached the position of market leader in the transportation of Portuguese tourists to Brazilian destinations.

On 20th September 2000, euroAtlantic airways began the charter operations to the Northeast of Brazil, to João Pessoa (Paraíba), authorised by the Instituto Nacional da Aviação Civil de Portugal (INAC) [Portuguese Civil Aviation Institute] and Direcção da Aeronáutica do Brasil (DAC) [Brazilian Aeronautics Directorate] after a long process and a long battle in which intervened the entities responsible for the area and the Portuguese and Brazilian companies. The first EAA flights were associated to a significant cultural event, the "Celebration of the 500 years of the Discovery of Brazil". According to the press, at the time of the arrival of "the first Portuguese tourists" the then Governor of the State of Paraíba classified the event as "a landmark in the history of civil aviation of the two sister-countries".

On that event, the Chairman and CEO of euroAtlantic airways, Tomaz Metello, stated that "before the former Brazilian Minister of Tourism Marta Suplicy's statement that "the charter flights are fundamental to boost and provide support to the arrival of tourists to Brazil", euroAtlantic was already contributing to the structuring changes occurring in the States of the Brazilian Northeast. Our passion and the passion of our partner Pestana Group for Brazil, associated to the performance of Lula da Silva's Government, which knew how to successfully grow the economy of a competitive free market, work to consolidate the ninth largest economy in the world and the second in the American Continent (the USA are the 1st)". "EAA, on behalf of the legacy of Fernando Pessoa and Carlos Drummond de Andrade, created more opportunities for the dialogue of our common language and contributed to the creation of wealth in the sister-country", said Tomaz Metello who also stated that "euroAtlantic never intended to solely exploit the air segment of holiday packages in Brazil. EAA has always prospered in partnerships and, from the beginning of its operations, it has been associated to major companies in the Brazilian sector, like Varig, Gol or BRA Transportes Aéreos". The founder of euroAtlantic airways also confirmed that "we will continue on the same line of policies that has caused Brazil, the Northeast Tourism, our companies and their workers to prosper, we will continue to work alongside the one that according to a study by Goldman Sachs will be one of the four countries to rule world economy in the next 50 years (BRICs); «navegar é preciso [sailing is necessary]» (Pessoa) and we will do it together, carrying friendship and cooperation with the same well-known warmth".

In 2004, euroAtlantic airways and its founder Tomaz Metello received the "Catavento de Prata" trophy from the Brazilian tourism industry newspaper Gazeta do Turismo, published in S. Salvador da Baía, for their performance in benefit of the Brazilian tourism. According to the editorial the nomination was justified "by the extraordinary contribution they have made to the

strengthening of the tourism relations between Portugal and Brazil”. Tomaz Metello had previously been awarded the title of “Honorary Citizen of the Municipality of Rio de Janeiro” as a “great sponsor of bilateral relationships in the coming together of the two countries”.



«Tomaz Metello, Chairman and CEO of euroAtlantic airways, love and passion for Brazil »



euroAtlantic airways and Brazil, some biographical notes:

- **20th September 2000** - EAA begins the first Portugal-Brazil charter operations.
- **30th April 2001** – In a press release, EAA announced one flight of exclusive incentive bound for Rio de Janeiro, carrying an illustrious group of Portuguese businessmen for the opening of an important brewery unit.
- **3rd January 2002** - EAA holds a strategic partnership with BRA Transportes Aéreos. Two medium haul B737-300 are incorporated in the Brazilian fleet after working the summer season in Europe.
- **11th February 2003** – EAA, VARIG and BRA Transportes Aéreos establish a consortium agreement with Rotatur, company that operates non-regular flights for the Brazilian company.
- **10th July 2003** - EAA responds to a call for incentive from President Lula da Silva in his first State Visit to Portugal. CEO Tomaz Metello decides to expand terraBrasil's programs to Porto Seguro, Fortaleza and Natal. Each week, 300 Portuguese leave to discover their sister-country, with its sunshine, beaches, culture, music and caipirinhas cocktails.
- **1st October 2003** - Clube Vacaciones, one of the main Spanish operators, is among EAA's clients in programs for the Brazilian Northeast at the time. The “Phenomenon” (Ronaldinho) is the face of Brazil before the Spanish people.

- **31st March 2005** - EAA and VARIG announce the extension of the consortium agreement between the two companies, expanding their offer of flights to Rio de Janeiro, Antônio Carlos Jobim Galeão Airport.

- **14th October 2005** – EAA’s CEO and founder Tomaz Metello, in response to a question from the prestigious newspaper *Semanário Económico* (Lisbon), mentioned that “we have plans for Brazil”. In 2010, after the economical crisis that caused irreparable damages to the world economies and airlines, EAA continues to work on this sustained project.

- **24th October 2005** “Fifth Air Cruise Around the World”. EAA makes a stopover in Foz do Iguçu. The passengers leave Brazil headed to the French Guiana Space Centre, marvelled by the 74-meter waterfall, the Devil’s throat, and the beauty of the waters. In the previous year, EAA’s “Around the World” had also included Brazil (Rio).

- **9th January 2006** – the consortium agreement signed by and between EAA and VARIG enters its third year with the announcement of excellent exploitation results and the companies agree to include mixed cabin crews in their flights. A first group of crew members from EAA takes aptitude tests before the DAC (Brazilian Aeronautics Directorate), in compliance with the Brazilian Law. Tomáz Metello mentioned that “it is our intent to bet on a new Portugal-Brazil cooperation approach; two airlines and crews that speak the same language united for the development of businesses and the creation of wealth for the economies of both countries”. In December 2005, EAA led charter movements in the Lisbon International Airport with 4,588 passengers, most of them headed for the Northeast, more than double the number on the same period of the previous number (118.4).

- **17th July 2006** - EAA arrives at São Luís do Maranhão. The Brazilian Northeast state, rich in beaches, natural and cultural beauties, opens its doors to the Portuguese. To the press, the direct air connection to Portugal represents a victory for the Maranhão Tourism Bureau and for Embratur (Brazilian Tourism Institute).

- **8th August 2006** - EAA flies the Portuguese Prime Minister, Eng. José Sócrates, and his party to the Official Visit to the Federative Republic of Brazil. After the honour of displaying on the fuselage of its aircrafts the green pennant with the armillary sphere of the Portuguese Presidency on official visits, Tomaz Metello’s company took part in the Official Visit of the Prime-Minister Eng. José Sócrates and party to the Federative Republic of Brazil.

- **15th November 2006** - EAA works for TACV, Cape Verde’s airline, with a B767-300ER aircraft used on a Lisbon – Sal – Fortaleza weekly connection.

- **4th June 2007** – EAA maintains a commercial agreement with GOL/Varig that adds three B767-300ER aircrafts to its fleet.

- **30th June 2007** – EAA’s Tour Operator in Spain, Atlantic Holidays, successfully sells holidays in Brazil, especially in the Catalonian market.

- **1st September 2007** - EAA continues to try to buy part of VARIG’s share capital (10%).

- **18th August 2008** - EAA trusts to the aeronautics maintenance company (MRO) VEM Engenharia e Manutenção four Boeing B767-300 aircrafts for scheduled maintenance (Check C) works that cover all of the units’ structure and elements. The CEO of the company partly owned by the Pestana Group, Tomaz Metello, said at the time that “the services contracted with VEM may reach 1.703 million Euros (2.5 million dollars).

- **23rd April 2010**: first landing in Curitiba of EAA’s freighter plane coming from Châteauroux, with technical stopover in Fortaleza, carrying parts for the Brazilian automotive industry. The euroAtlantic CARGO was one of the aircrafts in the service of the EAA/VARIG (PP-VPV) consortium to be transformed by the Israel Aerospace Industries into the first B767-300ER BDSF (Bedeck Special Freighter) in the world.

On euroAtlantic airways:

Founded by Tomaz Metello, current CEO/Chairman of the Board of Directors, partly owned by the Pestana Group. Its assets include the registration of aircrafts - one Boeing 777-200ER, one fleet of three Boeing 767-300ER, one Boeing 676-300CARGO, two Boeing 757-200 and one Lockheed Tristar L1011-500 – and hold participations in the hotels and distribution sectors. EAA controls and manages STP AIRWAYS (37%), company from São Tomé and Príncipe. EAA holds most of the share capital of the Tour Operator Sonhando S.A. (terraBrasil, terraÁfrica, terraAmérica, terraCuba, terraEuropa and terraMinha brands) and the Intervisa Travel Agencies network, with various branches open throughout the country.

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