



> **euroAtlantic flies to São Tomé, new seats mark the beginning of operation**

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Last week, **euroAtlantic airways (EAA)** began a charter operation to São Tomé and Príncipe for national Tour Operators (TO) **Abreu, Entremares, Mundovip, Soltrópico and terraÁfrica**. The promoters expect to transport over two thousand tourists to that **CPLP** country, constituted by the islands of São Tomé and Príncipe and some small islands located in the Gulf of Guinea, discovered (1470) by the Portuguese navigators João Santarém and Pedro Escobar. The company held by **Tomás Metello** and **Grupo Pestana** recently presented the 2007 financial results, with profits of 12.56 million Euros, with a growth of 15.1% in comparison to the same period of the previous year.

The Chairman of the Boards of Administration of euroAtlantic airways, Tomás Metello, said the following in relation to the beginning of the charters to S. Tomé (14 departures, the last on September 8) – **we are very happy with the way this operation was put together, an extraordinary exercise of market strategy by our partners. By marketing together the seats in the plane, Abreu, Entremares, Mundovip, Soltrópico and terraÁfrica open the way for solutions for the sale of this type of services in the current economical conjuncture and family budgets. The maximisation of means and the pool negotiation enable them to reach better prices and profit margins, controlled promotions, avoids “dumping” and price “wars” in consumption products with corporate risk, small margins and not very commissionable. Tomás Metello** concluded saying that “in economies stronger than ours and strong buyers of Tourism, such as the United Kingdom, where I worked in commercial aviation, this formula is followed by the major TO and by the large work chains even in periods that are not of world crisis. We expect that after the results of the São Tomé operation are analysed the path leads to new partnerships in the tourism travel market.

The company founded by Tomás Metello is implementing a modernisation program for the interior of the cockpits and for the entertainment systems of its planes. In the specific case of São Tomé, the Boeing 757-200 - a wide-body plane certified to cross the Atlantic Ocean with its two Rolls-Royce RB211-53E4, with 40.000 pounds of impulse each - received a new “Executive Class” cockpit, with modern seats from a prestigious European manufacturer whose products are a symbol of guarantee, comfort and well-being, that encourage the pleasure of flying. euroAtlantic continues to work in São Tomé and Príncipe on a second project tending towards the privatisation of the capital of STP Airways, with the dossiers already closed and pending the final decision of the Government and of the Council of Ministers of São Tomé.

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