



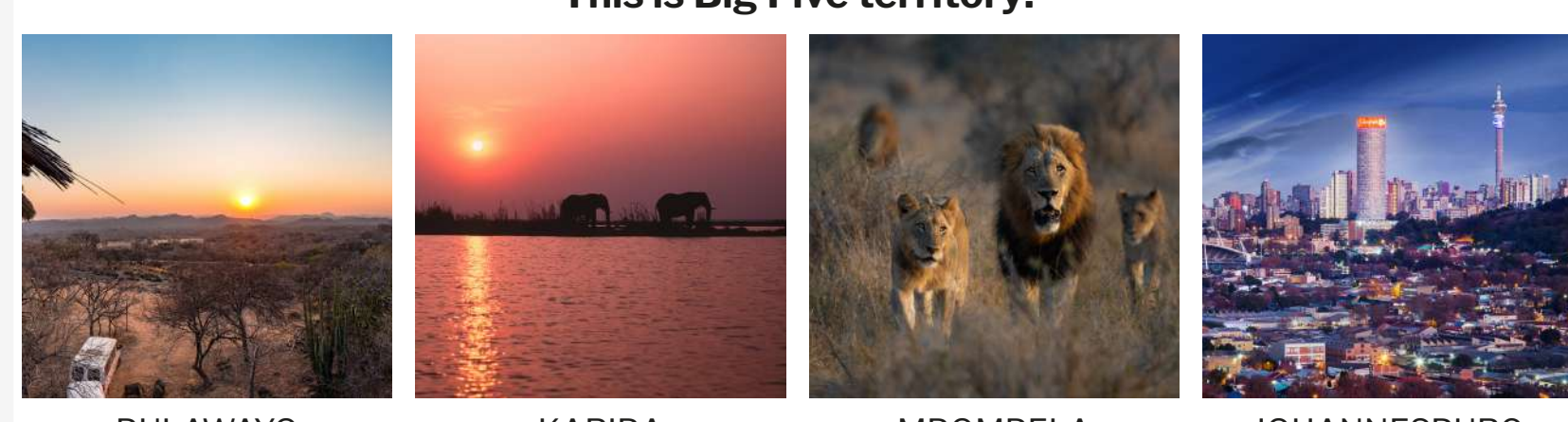
Welcome to AirlinePros, an award-winning global network providing Representation, Distribution, and Commercial solutions for airlines and the travel industry. Our mission is to partner with professionals like you, who share our principles, and deliver unparalleled value for our airline clients, trade partners, and travellers. At AirlinePros, we love what we do and do what we love - that helps us take you to greater heights!

## FASTJET SPECIAL EDITION



Featured airline, fastjet Zimbabwe (FN), is part of a multi-award-winning African value airline group that burst onto the scene in 2012. fastjet currently operates in Zimbabwe and South Africa. However, the group's vision is for a pan-African franchise promoting air travel and connecting various markets across the continent. Since commencing operations, fastjet has flown around 4 million passengers and earned a reputation as a reliable and innovative operator offering excellent value, flexible fares, and excellent on-time performance. Awards include World Travel Awards in 2016, 2017, 2018, 2019, 2020, 2021, and 2022, the Skytrax World Airline Awards in 2017 and 2019, and one of the top ten finalists for 2022 and 2023.

### This is Big Five territory!



BULAWAYO

KARIBA

MBOMBELA

JOHANNESBURG

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### AGENT'S CORNER

#### DID YOU KNOW?



- Fastjet's choice of flight timings and flexibility options is unrivalled.
- **Value Fare** - Value fares offer great value at the lowest price. Includes one piece of checked baggage, one carry on bag (max 7kg), a light snack onboard, changes are permitted but subject to fees.
- **Value Flex** - These fares provide added flexibility in the form of two free changes in addition to the baggage allowance and light onboard snack.
- **Value Plus** - Ideal for the customer who values or requires guaranteed flexibility and a generous baggage allowance.

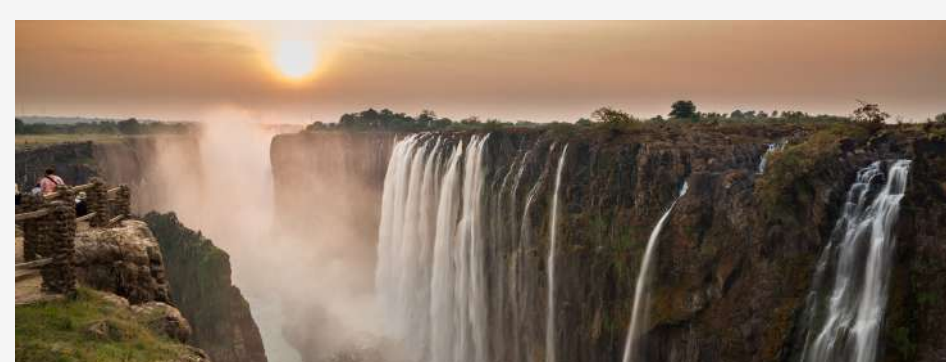
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### WE ARE AIRLINEPROS!

AirlinePros is excited to serve as fastjet's representative in 13 international markets after expanding our current commercial agreement in Q4 2023: USA, Canada, Australia, Germany, Switzerland, Spain, France, Greece, India, Italy, Japan, Netherlands, and Sweden.

For sales, business development, and booking support in your country, contact:

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Fastjet connects the **five major cities in Zimbabwe**. Domestic routes include **Harare to Victoria Falls, Bulawayo, and Kariba**, and **Vic Falls to the Hwange National Park and Kariba**. International routes: Book flights from **Harare, Bulawayo or Victoria Falls to Johannesburg** in South Africa, or travel from **Vic Falls to Mbombela** in Mpumalanga (formerly called Nelspruit), a major gateway to the Kruger National Park.

### AIRBORNE EXCLUSIVE

#### Fastjet Zimbabwe soars during COVID recovery



**Héléne Cornet**, AirlinePros Business Development Manager EMEA (pictured above, left) with **Julian Edmunds**, fastjet Group CCO; and **Achma Asokan Foster**, AirlinePros Group CEO.

Fastjet Zimbabwe is looking to grow its agency business in strategic markets across Europe, Australia, North America, and Asia by providing travel agents with local sales support, access to inventory via their preferred GDS screens, and value-added products and fares that consultants can sell to their customers.

Fastjet Zimbabwe, launched in 2015, currently services five domestic routes and offers international flights between Johannesburg and Bulawayo and Johannesburg to Victoria Falls and Harare.

**Julian Edmunds**, Chief Commercial Officer of the fastjet group, said a decision to add 95,000 seats to fastjet Zimbabwe's network by Q3 of last year had resulted in a 40% increase in revenue.

But higher fuel costs and increased competition from other regional carriers are two challenges the business will need to continue navigating this year.

Julian said a 10% increase in the company's fuel bill had offset some of the benefits of the rise in sales. At the same time, economic growth would help African airlines overcome even the most significant challenges.

Julian added that, recently, Zimbabwe had implemented a more open skies policy with South Africa, which had improved chances for South African airlines to expand their presence in the region, leading to increased competition and reduced fares.

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**Pictured above: Achma Asokan Foster**, AirlinePros' Group CEO, gave award-winning fastjet five gold stars for service and performance after she flew with the airline to Harare recently for business. Achma raved: "It was such a pleasant experience to fly the airline that has won 'Africa's leading low-cost airline' award nearly 10 times... Understandably, fastjet is on a path of constant improvement. The crew uniforms were also changed recently to represent a smart and modern look that is in sync with their brand identity. When I flew, I met with trainer Johan and crew member Anabella, both of whom went that extra mile... even informing personally which side of the aircraft the Victoria Falls could be spotted!"

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## WIN A GIFT VOUCHER

**What iconic bird features on fastjet's logo and livery?**

Clue: The mascot's nickname is 'Mr Grey'.

Please send your answer and agency details to [AirBorne@AirlinePros.com](mailto:AirBorne@AirlinePros.com)



The first agent to send the correct answer and their full name and agency details will win a US\$25 Amazon gift voucher.