



## AIR CARAÏBES AND EUROPCAR SIGN AN EXCLUSIVE COMMERCIAL PARTNERSHIP

**Paris-Orly, March 18, 2016 – Press Release**

Air Caraïbes, the French airline specialising in the Caribbean Arc and Europcar, the leading car rental provider in Europe and a major mobility player, announced today the signing of an exclusive commercial partnership for the next 3 years.

Thanks to this strategic agreement, Air Caraïbes customers stand to benefit from Europcar's mobility services, and the impressive coverage of its car hire network, one of the most important in the Caribbean arc.

*The partnership is based on 3 pillars: Flexibility, Quality of service and commercial advantages*

This partnership gives Air Caraïbes passengers the benefits of a flexible and high quality service throughout the customer journey thanks to a dynamic and personalised car hire service built right into the airline's booking systems.

When booking a flight, passengers get easy access to Europcar hire vehicles and a special offer of 5% off on the public rate. In addition, "Preference" account holders are awarded 500 miles every time they hire a car through Europcar.

**Yohan Paulin, Information Systems Director at Air Caraïbes stated:** *"This partnership between Air Caraïbes and Europcar, both references in their fields, is part of our strategy to continually provide our passengers with new services while privileging quality and flexibility. The offer we're proposing with this partnership is a response that matches our passengers' needs and places special emphasis on commercial advantages."*

**Marcus Bernhardt, Group Chief Commercial Officer, stated:** *"We are delighted with this partnership with Air Caraïbes because it is totally in line with our will to support the mobility of our clients. We share the same sense of customer satisfaction with Air Caraïbes and are determined to offer passengers a qualitative experience with a wide range of tailored, exclusive services."*

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**About Air Caraïbes**

Air Caraïbes employs approximately 900 people. In 2014, the airline, a subsidiary of the Dubreuil group based in the Vendée region, carried nearly 1,228,000 passengers. Air Caraïbes operates up to 33 weekly flights from Paris Orly Sud to Guadeloupe (Pointe-à-Pitre), Martinique (Fort-de-France), French Guiana (Cayenne), Haiti (Port-au-Prince), Saint-Martin (Juliana) and the Dominican Republic (Saint-Domingue). The airline has fine-tuned its regional flight schedules to offer passengers from metropolitan France fast ongoing flights to all its regional destinations: Saint-Martin (Grand Case), Saint-Barthélemy (flights operated by St Barth Commuter), Sainte-Lucie, Haiti and the Dominican Republic. Air Caraïbes is also the 1<sup>st</sup> French airline to link French regions and Belgium to the French West Indies - Guiana from Orly thanks to the innovative and eco-mobile TGV AIR solution. To find out more: [www.aircaraibes.com](http://www.aircaraibes.com) or by telephone on 0820 835 835 (€ 0.12/min.). The airline also provides an Air-Sea link to the island of Marie- Galante in Guadeloupe via navigAIR.

**About the Europcar Group**

The Europcar Group is listed on the Euronext Paris (EUCAR) stock market. Europcar is Europe's leading car rental provider and one of the major players in the mobility sector. Present in 140 countries, the group provides customers with one of the largest vehicle rental networks both through its own operators and through its franchisees and partnerships. The group does business as Europcar® and InterRent®, the group's low cost brand. The group and its 6,000 employees put the client's interests at the heart of its mission: this commitment is what drives us to relentlessly develop new services. We created the "Europcar Lab" to keep abreast of tomorrow's mobility challenges by innovating and investing strategically in offers like Ubeeqo and the E Car Club.