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## **Norwegian wins major contract with the Norwegian Armed Forces**

**Norwegian wins new major contract with the Norwegian Armed Forces for domestic and international travel. The contract will take effect as of January 2012 and is valid for three years. The Armed Forces is Norwegian's single largest customer today and the Defence Contract is the largest contract airlines compete for in Norway. Norwegian won on all criteria: price, environment and quality of delivery.**

Norwegian won the contract in competition with SAS. The agreement takes effect on 31 January 2012 and is valid for three years with an option for another year.

-It means a lot to us that our customers are satisfied with our product. There is no reason to conceal that the Armed Forces is a large and important customer for us with its approximately 300 000 trips per year. We take the new agreement with the Armed Forces as a sign that we have lived up to their expectations, which we will work hard to do going forward as well. We know that they have reduced their travel costs with a three-digit million figure after they started to fly with us, said Norwegian's CEO Bjørn Kjos.

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Norwegian Air Shuttle ASA, commercially branded "Norwegian," is a public low-cost airline noted on the Oslo Stock Exchange. The company is the second largest airline in Scandinavia, and has a route portfolio that stretches across Europe into North Africa and the Middle East. With competitive prices

and customer friendly solutions and service, the company has experienced significant growth over the previous years. With more than 13 million passengers in 2010, Norwegian is the 3rd largest low-cost airline in Europe. Norwegian currently operates 59 aircraft on 261 routes to 100 destinations and employs approximately 2 500 people.

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