

Gerald Wissel  
AIRBORNE Consulting Hamburg GmbH

Hindenburghoehe 3  
23909 Ratzeburg

Vienna, 13.11.2020

### To whom it may concern

In summer 2020, we commissioned AIRBORNE Consulting Hamburg GmbH to support the Austrian government in rescuing Austrian Airlines from the COVID-19 crisis.

Gerald Wissel was assigned (i) to coordinate all activities and participants in the project, (ii) to conduct market analyses and a market outlook, (iii) to evaluate the existing business plan on this basis, (iv) to develop and evaluate possible scenarios with regard to the future of Austrian Airlines as part of the Lufthansa Group and (v) to assess the impact of these scenarios on Vienna as aviation hub . In cooperation with, involved ministries and other external partners such as lawyers, COFAG and their advisors, AIRBORNE Consulting Hamburg developed and successfully supported in negotiating an agreement with AUA and Lufthansa for the continuity of AUA and Vienna as a hub as a basis for financial support to AUA.

All parties involved highly appreciated the cooperation with Gerald and his profound expertise. Especially his creative ideas and his cooperative approach have contributed significantly to the success of the project and thus to the rescue of Austrian Airlines. Gerald has the talent to combine strategic visions with practical implementation know-how and is thus an ideal partner to discuss long-term change projects and quick fix solutions at the same time. His tight network within the aviation industry provides him with deep insights of future trends and he is able to grasp a weak spot in a proposed strategy.

The project Gerald has been involved for ÖBAG was finished on time, within budget and delivering the expected results. He is an experienced, cooperative project manager with a longstanding expertise in managing a diverse team for complex projects, even in a difficult environment.

Gerald is highly trust-worthy and honest. I can recommend him and his AIRBORNE Consulting team for projects within aviation industry.

Best regards,

