

Gol Intelligent Airlines Inc.  
Form 6-K  
December 29, 2004

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**SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549**

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**FORM 6-K**

**REPORT OF FOREIGN ISSUER  
PURSUANT TO RULE 13a-16 OR 15d-16 OF THE  
SECURITIES EXCHANGE ACT OF 1934**

**For the month of December, 2004**

**(Commission File No. 001-32221)**

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**GOL LINHAS AÉREAS INTELIGENTES S.A.**  
*(Exact name of registrant as specified in its charter)*

**GOL INTELLIGENT AIRLINES INC.**  
*(Translation of Registrant's name into English)*

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**Rua Tamoios 246  
Jardim Aeroporto  
04630-000 São Paulo, São Paulo  
Federative Republic of Brazil**  
*(Address of Registrant's principal executive offices)*

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Indicate by check mark whether the registrant files or will file  
annual reports under cover Form 20-F or Form 40-F.

Form 20-F  Form 40-F

Indicate by check mark whether the registrant by furnishing the  
information contained in this Form is also thereby furnishing the  
information to the Commission pursuant to Rule 12g3-2(b) under  
the Securities Exchange Act of 1934.

Yes  No

If "Yes" is marked, indicated below the file number assigned to the  
registrant in connection with Rule 12g3-2(b):

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## GOL Conquers Corporate Client and Reaches 24% Market Share

**São Paulo, December 29, 2004** GOL Linhas Aéreas Inteligentes S.A. (NYSE: GOL and Bovespa: GOLL4), Brazil's low-fare, low-cost airline, developed a strategy to conquer the corporate client, one of the most demanding and traditional customers in the market. In November 2004, the strategy helped the Company to reach a 24% overall domestic market share. Currently, corporate clients account for 60% of GOL's business volume. More importantly, this customer has provided greater stability in the Company's demand, as business travelers fly regularly and not only during peak travel seasons.

As increasing flight frequencies is the greatest challenge to conquering the corporate market, the Company expanded its routes by adding 30 new destinations and increased its fleet from 6 to 27 Boeing 737 aircraft from 2001 to 2004. A constant focus on planning and logistics were key factors to achieve client loyalty. These efforts led GOL to a 97% average regularity and punctuality rate in 2004, one of the corporate market's chief concerns.

In November this year, the case "Vencendo Desafios do Mercado Corporativo" (Overcoming Corporate Market Challenges), developed by GOL, received the "TOP de Vendas" Award (TOP of Sales), organized by ADVB (Sales and Marketing Directors Association). The case study's success was mainly due to a precise diagnostic of the corporate client, as well as GOL's increased attendance at events, charter sales, fairs and congresses, and the constant focus on planning and logistics. Furthermore, the intensive use of technological resources also contributed to the case study's success. In the third quarter of 2004, the Company's website accounted for 79% of total bookings. These positive results were achieved thanks to increasing our integrated and continuous relationship with our customers, says Lincoln Amano, GOL's Commercial Director.

### About GOL Linhas Aéreas Inteligentes

GOL Linhas Aéreas Inteligentes, a low-cost, low-fare airline, is one of the most profitable and fastest growing airlines in the industry worldwide. GOL operates a simplified fleet with a single-class of service. It also has one of the youngest and most modern fleets in the industry that results in low maintenance, fuel and training costs, and therefore high aircraft utilization and efficiency ratios. In addition, safe and reliable services, which stimulate GOL's brand recognition and customer satisfaction, allow GOL to have the best cost-benefit service in the market. GOL currently offers service to 37 major business and travel destinations in Brazil and one international destination, with substantial expansion opportunities. In 2005, GOL plans to grow by increasing frequencies in existing markets and adding service to additional markets in both Brazil and other high-traffic South American travel destinations. GOL listed its shares on the NYSE and the Bovespa in June 2004.

For additional information please contact:

#### Media - International:

Gavin Anderson

Gabriela Juncadella

Ph: 212-515-1957

e-mail: [GJuncadella@GavinAnderson.com](mailto:GJuncadella@GavinAnderson.com)

#### Investor Relations:

Ph: (5511) 5033 4393

e-mail: [ri@golnaweb.com.br](mailto:ri@golnaweb.com.br)

[www.voegol.com.br](http://www.voegol.com.br) (IR section)

#### Media - Brazil:

MVL Comunicação

Juliana Cabrini or Roberta Corbioli

Ph: (5511) 3049-0343 / 0342

e-mail: [juliana.cabrini@mvl.com.br](mailto:juliana.cabrini@mvl.com.br)

*This release contains forward-looking statements relating to the prospects of the business, estimates for operating and financial results, and those related to growth prospects of GOL. These are merely projections and, as such, are based exclusively on the expectations of GOL's management concerning the future of the business and its continued access to capital to fund the Company's business plan. Such forward-looking statements depend, substantially, on changes in market conditions, government regulations, competitive pressures, the performance of the Brazilian economy and the industry, among other factors and risks disclosed in GOL's filed disclosure documents and are, therefore, subject to change without prior notice.*

**SIGNATURE**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

Date: December 29, 2004

**GOL LINHAS AÉREAS INTELIGENTES S.A.**

By:    /s/ Richard F. Lark, Jr.

Name: Richard F. Lark, Jr.  
Title: Vice President Finance, Chief  
Financial Officer

**FORWARD-LOOKING STATEMENTS**

This press release may contain forward-looking statements. These statements are statements that are not historical facts, and are based on management's current view and estimates of future economic circumstances, industry conditions, company performance and financial results. The words "anticipates", "believes", "estimates", "expects", "plans" and similar expressions, as they relate to the company, are intended to identify forward-looking statements. Statements regarding the declaration or payment of dividends, the implementation of principal operating and financing strategies and capital expenditure plans, the direction of future operations and the factors or trends affecting financial condition, liquidity or results of operations are examples of forward-looking statements. Such statements reflect the current views of management and are subject to a number of risks and uncertainties. There is no guarantee that the expected events, trends or results will actually occur. The statements are based on many assumptions and factors, including general economic and market conditions, industry conditions, and operating factors. Any changes in such assumptions or factors could cause actual results to differ materially from current expectations.

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