



CANADA ARIZONA BUSINESS COUNCIL

December 6, 2019

Maria Benson, Regional Sales Manager



220 Destinations

6 Continents

60 U.S. cities

\$12 Billion spent since 2010

80 New routes in 3 years

51 Million passengers in 2018



Air Canada Awards

Just Announced: Air Canada named 2019 Airline of the Year by Global Traveler!



Also, named the **Best Airline in North America** by Skytrax, marking the **third year in a row and the eighth time in 10 years!** We also received the award for:

Best Airline Staff in Canada

Best Business Class in North America

Best Business Class Lounge Dining

Best Airline Cabin Cleanliness in North America



Our hubs are now global players

Ranking by highest seat capacity in main hubs

Europe



RANK	AIRLINE	HUB
1	AC	YYZ
2	UA	EWR
3	DL	JFK
4	DL	ATL
5	AA	PHL
6	AC	YUL
7	UA	IAD
8	AA	DFW
9	UA	ORD
10	DL	DTW

Asia



RANK	AIRLINE	HUB
1	UA	SFO
2	AC	YVR
3	AC	YYZ
4	UA	EWR
5	AA	DFW
6	AA	LAX
7	DL	DTW
8	DL	SEA
9	UA	ORD
10	DL	ATL

South America



RANK	AIRLINE	HUB
1	AA	MIA
2	DL	ATL
3	UA	IAH
4	AA	DFW
5	AC	YYZ
6	UA	EWR
7	AA	JFK
8	AA	LAX
9	UA	ORD
10	UA	IAD



Air Canada in Phoenix

2019/2020 Fall/Winter Schedule Service to:

Montreal – Up to 4 departures per week (TU, WE, FR, SU) operated by Air Canada Rouge A319, in service through end of May.

Vancouver – 1 daily departure currently operated by Air Canada Express/JAZZ CRJ 900; Omni Air International will operate December 14, 2019 to April 19, 2020 767-200

Calgary – 1 daily departure operated by Air Canada Express/JAZZ CRJ 900 from 14Dec-05JAN; after will be operated by AC mainline A319

Toronto – Up to 2 daily departures operated by Air Canada Rouge A321. 1 daily will operate JAN-FEB



Air Canada in Phoenix

- In 2018, passenger bookings increased by +10%
- Jan-May2019 bookings jumped +16%
- The increase in traffic growth was driven mainly by capacity growth in Winter and Shoulder seasons
- Bookings are predominantly sold in Canada...we are trying to grow and obviously would welcome growth for sales in the US!! It's Ski Season in Whistler!
- The majority of bookings were for local travel (i.e. PHX to our Hubs); main secondary flows include: Edmonton, Ottawa, Halifax and Quebec City.





Air Canada – Air Canada Rouge



AIR CANADA ROUGE - PREMIUM

- **Two free** checked bags
- **Complimentary** premium meals and beverages
- More leg-room and recline
- Access player on a complimentary iPad
- **Priority** check-in, Priority boarding, Priority security (where available)



AIR CANADA ROUGE – ECONOMY



- Complimentary hot meal, non-alcoholic beverages when travelling to Europe, South America, Africa or Asia*
- Modern cabin interiors with slimline seats for more space
- In-seat power
- Preferred seats offers more legroom for a small additional fee

*A selection of snacks, hot and cold meals and alcoholic beverages are available for purchase for flights to/from Reykjavík



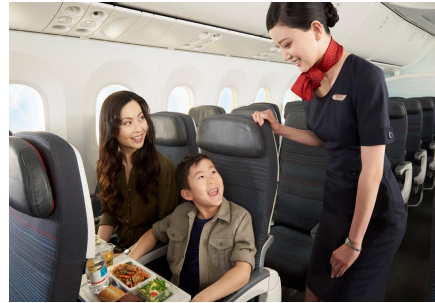


AIR CANADA/AIR CANADA ROUGE



Air Canada Rouge; Economy Class

Complimentary hot meal, non-alcoholic beverages when travelling to Europe, South America, Africa or Asia; Modern cabin interiors with slim line seats for more space; iPad Air 2 tablets with the latest Hollywood releases and games available for rent, or streamed to your personal device



Air Canada Economy;

Complimentary meals and beverages on international flights; Air Canada Bistro available for purchase on North America/Caribbean flights; In-seat power; 600 hours of video on demand;



Air Canada Rouge; Premium Rouge

Two free checked bags; Complimentary premium meals and beverages; More leg room and recline; Access player on complimentary iPad; Priority check-in, priority boarding and priority security (where available)



Air Canada Premium Economy; International and select Transcontinental flights

7 Inches more legroom, wider seat and more recline; Dedicated cabin; USB charging ports; Two free checked bags; Complimentary premium meals and beverages; 600 hours of video on demand; Priority check-in, priority boarding and priority security (where available)



Air Canada North America/Caribbean Business Class;

Two free checked bags; Complimentary premium meals and beverages; In-seat power; 600 hours of video on demand; Priority check-in, priority boarding, priority security (where available)



Air Canada; Signature Class, International and select Transcontinental flights

Fully flat seat with quilted mattress pad, duvet and large pillow; New Amenity kits with premium products; In-seat Power; Two free checked bags; Complimentary premium meals and beverages; 600 hours of video on demand; Priority check-in, priority boarding and priority security (where available)

Preferred Seats are available for purchase in the Economy cabins for **Air Canada** and **Air Canada Rouge**, offering up to 4" of extra legroom. Complimentary Preferred Seats for Altitude Elite 50K and Latitude and Comfort fares

Wi-Fi

- Check email, browse the web, send messages, and stay connected to social networks
- **Gogo® Inflight Internet service** is available on select Air Canada flights within North America and across Air Canada's wide-body, international fleet on 777-300ER aircraft and on Air Canada Rouge's narrow-body fleet
- First Canadian airline to offer internet services that enable customers to stream TV shows and movies on their own devices





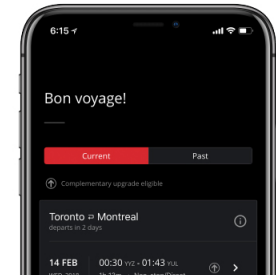
PRODUCTS/SERVICES

FLIGHT PASSES

FLIGHT PASS

THE ULTIMATE CONVENIENCE FOR FREQUENT TRAVELLERS

NEW: THE FLIGHT PASS APP,
THE EASIEST WAY TO BOOK USING A FLIGHT PASS



- Flight Passes are a **prepaid package** of electronic one-way flight credits used for travel within a selected geographic zone during a specific period
- A Flight Pass is comprised of a **fixed** or **unlimited number** of flight credits which can be managed online with ease

Locked-in pricing	Flexible	Convenient	Rewarding
Price per flight credit	Complimentary advanced seat selection	Simple online booking, changes and cancellation	Earn Aeroplan Miles for every flight



AIR CANADA FOR BUSINESS



- Air Canada for Business is a free program for small to medium sized companies.
- Thanks to our **intuitive online tool**, it is easier than ever to book business travel, reserve cars, manage and share itineraries, and keep track of both **travel expenses and program rewards**
- Members can enjoy exclusive offers from day one, which can be shared throughout the company and are on top of the Aeroplan Miles that business traveller earn when flying







Thank you
Merci