



WESTJET 

WESTJET  Love Where
You're Going

Agenda

Lift into Arizona

What's New

Corporate programs

Max Update

Schedule from Canada to Phoenix

Over 60 flights per week from the following gateways

Into Sky Harbour

Vancouver

Calgary

Edmonton *

Regina

Saskatoon

Kelowna

Winnipeg

Toronto

Into Mesa

Calgary

* *Swoop flies from Edmonton and Winnipeg*

WestJet and Swoop

- 52% of the capacity between Canada and Arizona
- Past five-year seat growth is approximately 12%, or nearly 60,000 additional round trip seats, 50% more seats than our nearest competitor
- 60x/wk peak winter weekly departures, nearly double our closest competitor, (approximately same story for March 2020)
- In 2019 we increased from previously scheduled 5x/wk to 12x/wk service between YYC-PHX, or a nearly 60% seat increase, for round trip connections with our 787 transatlantic markets
- This past winter WestJet YEG-AZA 1x/wk service with 2x/wk Swoop service, more than doubled our YEG-AZA capacity

What's News at WestJet

Discover WestJet Premium.

(previously Plus)

We've reimagined the Plus experience. In doing so, we asked ourselves what the ideal combination of comfort, value and guest service could look like. By looking beyond what's expected, we arrived at the answer: WestJet Premium. The fare benefits make Premium an attractive choice, from the moment you first start planning your trip.

In the air, Premium ambience and amenities make travel a more satisfying and fulfilling experience. Whether you're flying for business or pleasure, we think you'll be pleasantly surprised by what air travel can be. We invite you to try Premium, and discover an exceptional way to fly.



The 787 Dreamliner

A smooth journey

- The WestJet 787 Dreamliner has smart sensors that detect turbulence and are designed to reduce motion sickness eightfold, according to Boeing.

A spectacular view of the world

- The biggest window size of any aircraft, positioned so that everyone can enjoy the views
- Dreamliner interior includes high vaulted ceiling, wide body, and adjustable LED lighting
- No more shades - windows are dimmable at the touch of a button



Welcome a breath of fresh air

- More humid cabin air means your throat and eyes suffer less dryness
- Cabin is pressurized to 2,000 ft lower than the standard 6000ft, making it easier to breathe
- HEPA (high efficiency particulate air) filtering technology - the same used in hospital operating rooms

Experience a quieter cabin

- A quiet air conditioner and technology that reduces vibrations in sidewalls, ceilings, and softens engine noise
- Better speakers make the public address system easy to hear

A greener machine

- Dreamliners use 25% less fuel per passenger compared with aircraft of a similar size
- 10% more fuel efficient than the best of its competition, according to Boeing

Business, with personal pods and lie-flat seats

Boeing 787 Dreamliner – Coming early 2019

Whether you're travelling for business or leisure, you'll quickly understand that we mean business. With our state-of-the-art Boeing 787 Dreamliner, you're in for an exceptional experience on board. From restaurant-style dining to lie-flat seats accompanied by luxurious blankets and pillows, custom designed with your well-being in mind. We have also partnered with top Canadian brands to provide you with exclusive amenity items, including nourishing skin care products and more.



Artist renderings, may not be exactly as shown. WestJet Boeing 787-9 Dreamliner coming early 2019.

WestJet Rewards tiers and benefits (Effective August 28, 2019)

	Teal	Silver	Gold	Platinum
Qualifying spend	Up to \$2,999	\$3,000 - \$4,999	\$5,000 - \$7,999	\$8,000 and beyond
Move to the next tier with qualifying spend Here's how we calculate it:	100% of your base fare for eligible WestJet-marketed flights 20% of your base package price for eligible WestJet Vacations packages			
Earn WestJet dollars at these rates				
WestJet flights	0.5%	3%	5%	8%
WestJet Vacations packages	0.5%	1%	1.5%	2%
WestJet dollars earn on partner flights	Based on mileage and class of service	50% more	75% more	100% more
WestJet RBC® World Elite Mastercard [‡] on everyday purchases	1.5%	1.5%	1.5%	1.5%
WestJet RBC® World Elite Mastercard [‡] on WestJet purchases	2%	2%	2%	2%
Flight benefits				
Free checked bags		2	2	3*
Advance seat selection		4 vouchers	6 vouchers	Unlimited + 6 guest vouchers
Airport lounge access*		4 vouchers + 2 guest vouchers	Unlimited + immediate family + 2 guest vouchers	Unlimited + immediate family + 2 guest vouchers
Boarding privileges		Zone 2	Priority/Zone 1	Priority/Zone 1
Priority check-in*		✓	✓	✓
Priority baggage			✓	✓
Priority security screening*			✓	✓
Priority support number			✓	✓
No fee for same-day flight changes at check-in			✓	✓
Early access to purchase an upgrade to Premium or Business			✓	✓
Eligibility for complimentary upgrade to Premium with the purchase of an eligible fare		Eligible (Eligible fare: EconoFlex)	Higher priority (Eligible fare: EconoFlex)	Highest priority (Eligible fare: EconoFlex & Econo)



WestJet for Business

Business Travel Program

Earn tiered discounts for your company with our Business Travel Program — the more you spend the more you save.

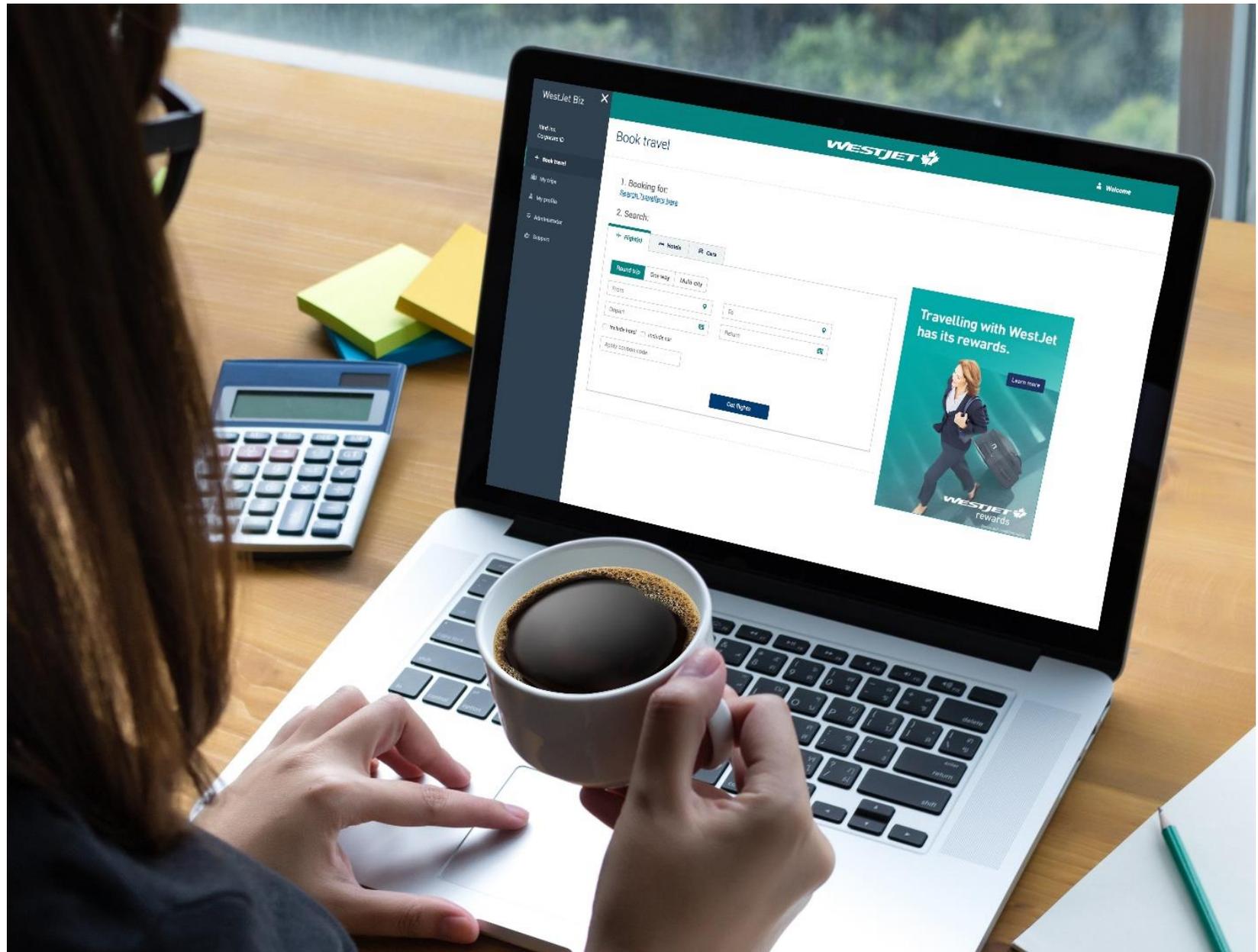
- Competitive at-source discounts.
- Credit tracking through a Corporate Travel Bank.
- Self-serve online booking tool.
- Reports on your WestJet travel spend.
- Dedicated support team for any travel or operational questions.

Level 1	Level 2	Level 3
\$10,000 to \$49,999 Save up to 15%	\$50,000 to \$149,999 Save up to 18%	\$150,000 to \$250,000 Save up to 19%



WestJet Biz

- Agency friendly
- Easy to use, with everything in one place
- Tablet and mobile friendly
- Store payment preferences, loyalty program information and traveller preferences
- Easy access to Corporate Travel Bank



Enrolling in Corporate Discount Programs

Reach out to me to discuss Kimberley.tobias@westjet.com

Our partners

WestJet and Delta

U.S.-Canada joint venture to offer more choices for transborder flying

Delta Air Lines and WestJet have signed a definitive agreement to create a comprehensive Transborder joint venture arrangement that will offer customers an extensive route network within the U.S. and Canada.

Highlights:

The joint venture will provide substantial reach into Canada and the U.S. with transborder service to more than 30 cities covering over 95 percent of U.S.-Canada demand.

The new joint venture will enable Delta and WestJet to compete more effectively against other carriers.

Upon receipt of regulatory approvals in Canada and the U.S., Delta and WestJet will work together to implement all aspects of the enhanced cooperation.

*Subject to regulatory approvals in Canada and the U.S.



Boeing 737 MAX 8 - UPDATE



Thank you!