



WestJet Encore **“Let’s fly together”**

**Calgary Region As A Transportation Hub
Conference**



Flight plan today

- WestJet and WestJet Encore
- Why YYC
- Present state & Possibilities
- Future outlook



Our mission... our purpose



Enrich the lives of everyone in WestJet's world.....



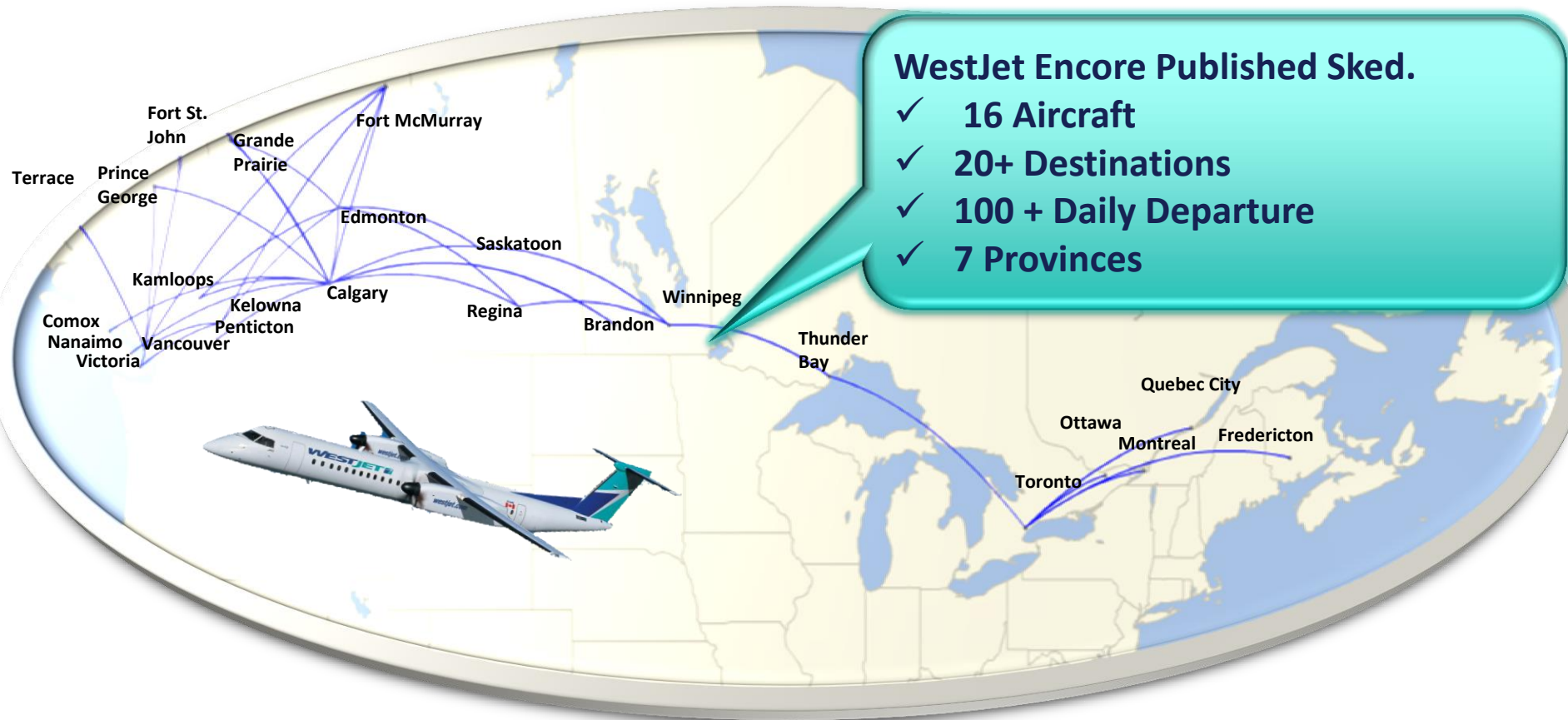
Our fundamentals keep us local



we succeed because i care



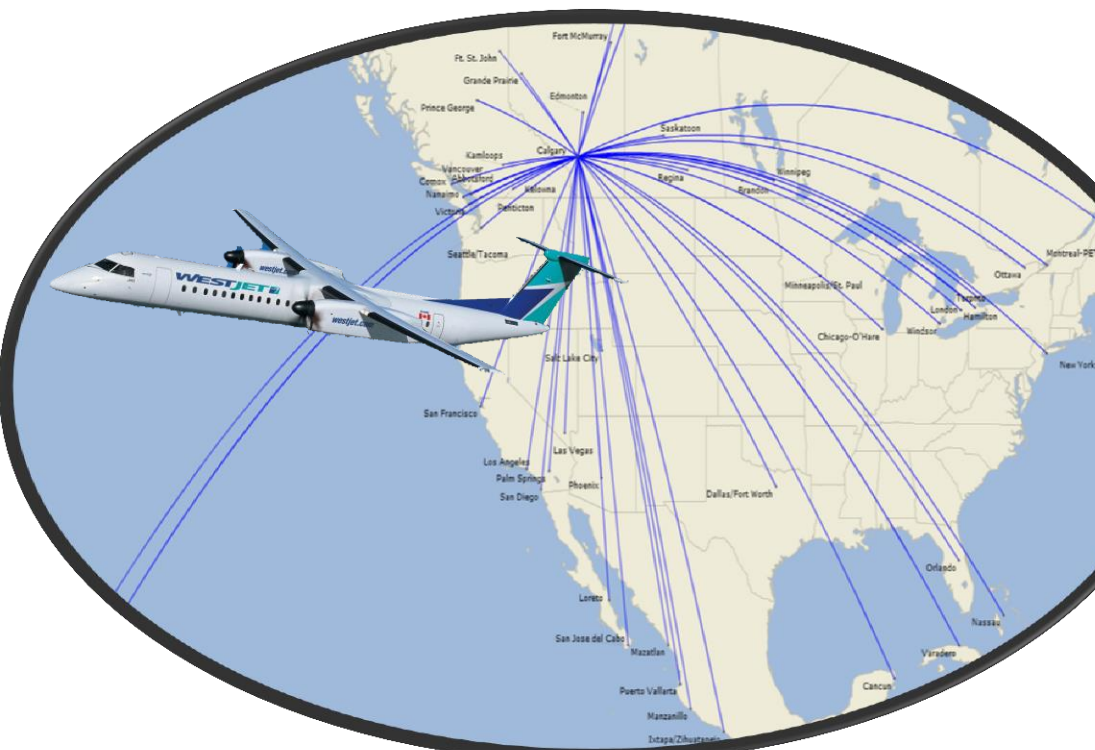
Current WestJet Encore network



WestJet Encore Published Sked.

- ✓ 16 Aircraft
- ✓ 20+ Destinations
- ✓ 100 + Daily Departure
- ✓ 7 Provinces

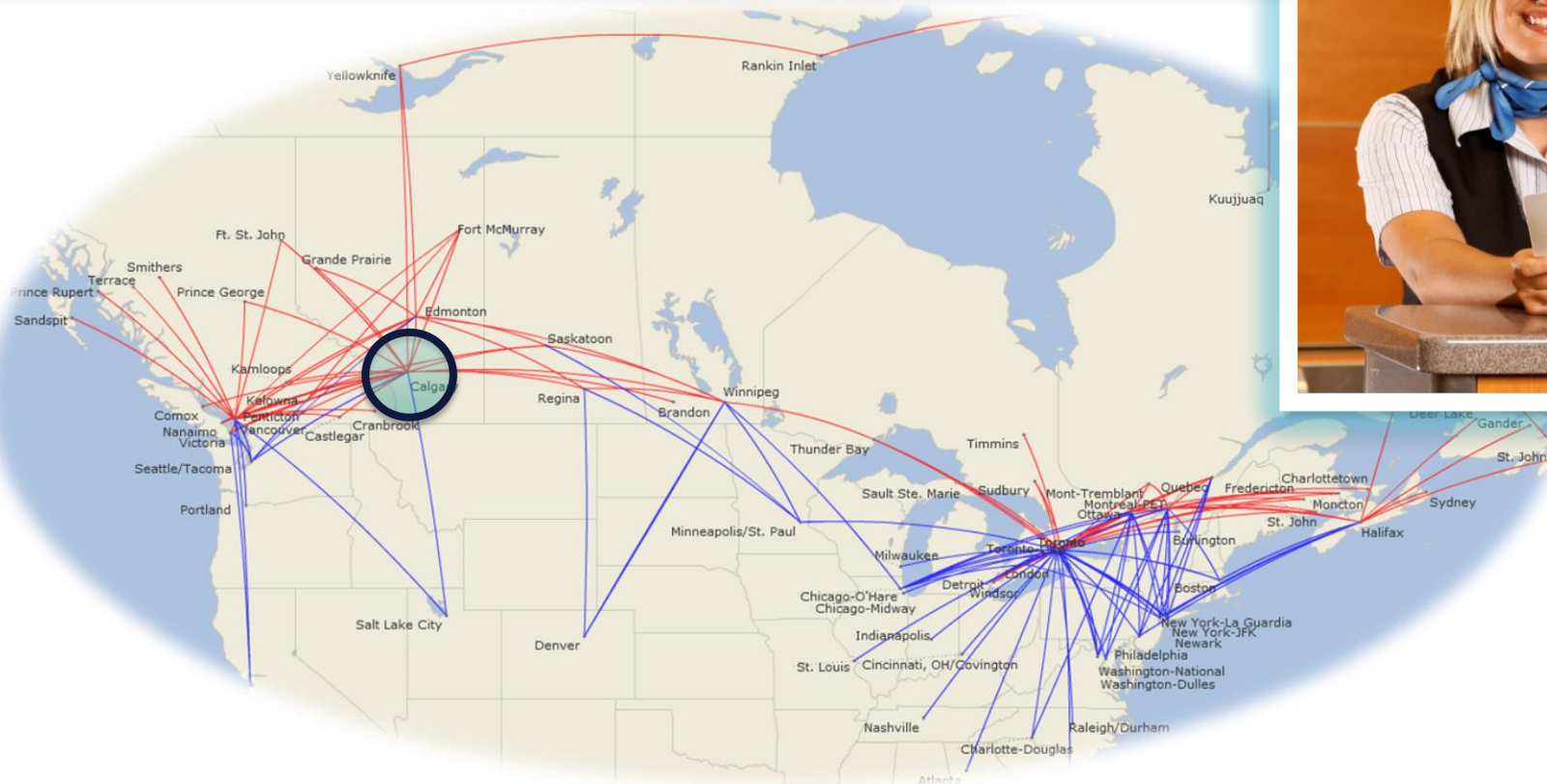
750 weekly departures to 47 destinations from YYC



Airline	Weekly Departures	Approximate Weekly Seats
WestJet	681	88,300
American	14	2,200
Delta	41	3,200
Air France	0	0
British Airways	7	1,500
Cathay Pacific	0	0
China Eastern	0	0
China Southern	0	0
Japan Airlines	0	0
KLM	7	1,800
Korean	0	0
Qantas	0	0
Total	750	97,000

Opportunities to serve more

Sizable Domestic and Transborder Markets

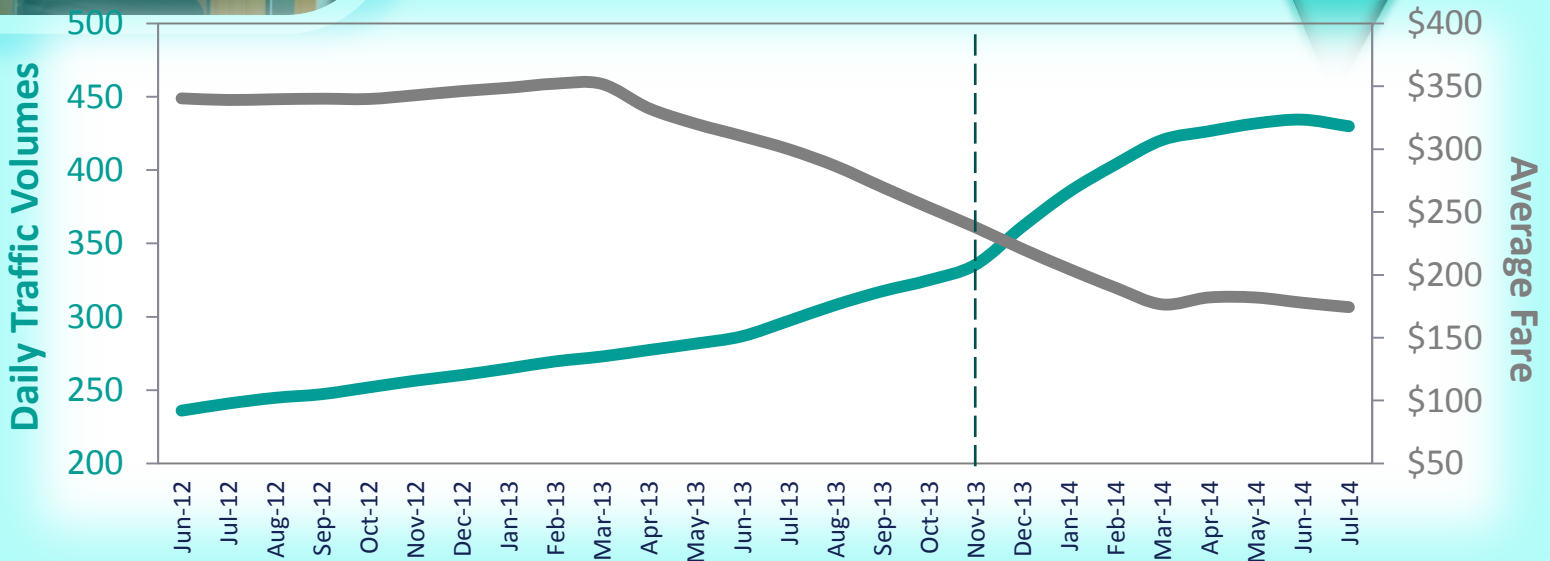


- Note:
1. Map is based on SRS for April 2015 for markets less than 800 miles served with 50 to 100 seat aircraft
 2. Statistics are based on a published schedules for a typical week in April, 2015. Sourced from SRS

Low fares stimulating demand



- WestJet Encore introduced service to new destinations in 2013.
- Average fares decreased by 45%, with overall traffic up over 50%.



WestJet Encore's impact to economy

Encore – <u>20</u> Q400 Aircraft Fleet	FTEs	Economic output
Total impact related to the purchase of 20 Canadian-built aircraft	3,432	\$639,600
Total impact related to Encore airline operations	2,232	\$964,595
Total impact related to construction of Encore HQ – hangar expansion	126	\$24,460
Projected Total Domestic Impact in Canada	5,790	1,628,655

Encore – <u>45</u> Q400 Aircraft Fleet	FTEs	Economic output
Total impact related to the purchase of 45 Canadian-built aircraft	7,722	\$1,439,100
Total impact related to Encore airline operations	5,022	\$2,170,338
Total impact related to construction of Encore HQ – hangar expansion	126	\$24,460
Projected Total Domestic Impact in Canada	12,870	3,633,898



Future outlook

- Continued expansion
 - Expand our regional service
 - Enhance Network Utility
 - Expand WestJet Fleet
 - Q400
 - 737
 - 767 -300 ER (X4)

