



Benefits from an Air-Rail partnerships between VIA Rail and Air Transat

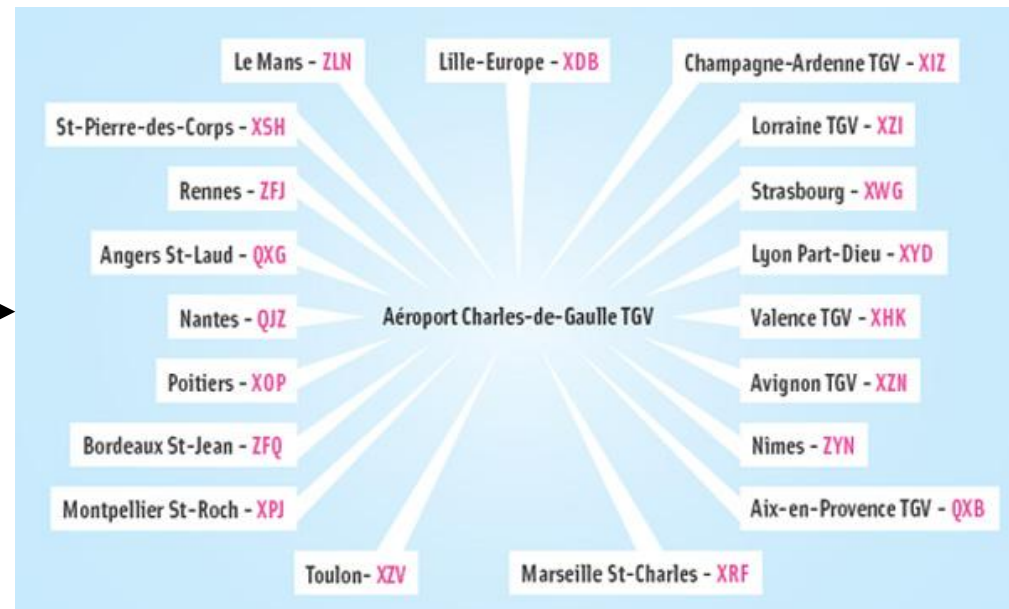
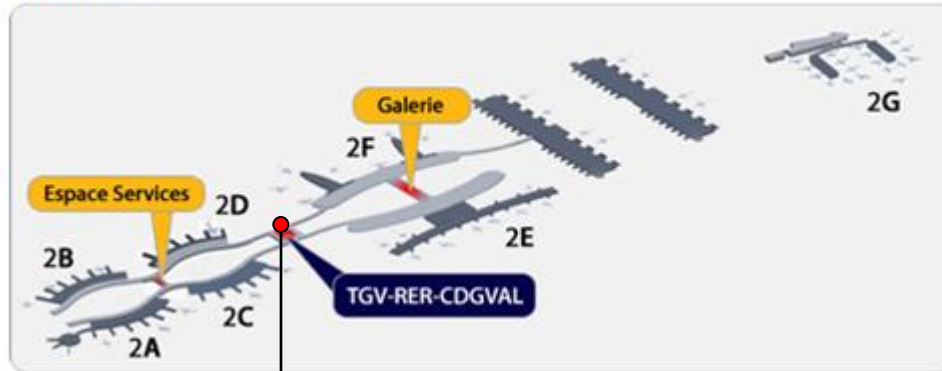
**Presented by François Choquette
Sr. Director – Internet Marketing and E-commerce**

9th May 2012

Air-Rail Intermodal example: Paris-CDG

2

Terminal 2



Brussels and Ottawa – A comparison

3

Brussels to Paris CDG

- CDG to Brussels Midi is 280 km and 2h46 by car
- By High speed TGV 1h35
- AF no longer operates planes on the route
- Dedicated TGV service – 5 times a day – matched to connecting banks in CDG
- Seamless travel, on e-ticket
- Distribution worldwide enhanced by use of AF flight numbers
- Lounges in Brussels-Midi

Ottawa to Montréal-Trudeau

- 180 km by car, 2h10 mins
- By train, 1h35
- AirConnect™ Service with 15 mins connection time to airport
- Air Transat (TS) has no feeder
- AF/KL and LX offer daily bus services with seamless connection to their transatlantic flights
- No baggage thru check

Existing Intermodal Examples: Canada/Europe

4

Montréal/Trudeau -Brussels

AIRFRANCE

Achat & enregistrement en ligne | Infos vols & destinations | Préparation voyage | A l'aéroport | A bord | Flying Blue | Offre entreprises

Réservation en ligne

recherche | tarification | réservation | paiement | confirmation

☒ Masquez le détail de votre voyage

Votre vol aller : Montreal - Bruxelles

☐ Samedi 9 juin 2012
AF349 - Voyageur

23:00	Montreal , P. Trudeau Intl (YUL) QC - Canada
11:35	Paris, Charles de Gaulle (CDG) - France - Terminal 2E
+1 Jour	

Effectué par : Air France
Classe de réservation : N

Appareil : Boeing 777-200
durée : 06h35mn Sans escale

Repas servi(s) à bord : repas petit déjeuner
Franchise : 1 Bagage autorisé de 23 kg maximum

☐ Dimanche 10 juin 2012
AF7183 - Economique

13:10	Paris, Charles de Gaulle (CDG) - France - Terminal TN
14:23	Bruxelles , Gare de Bruxelles Midi (ZJR) - Belgique

Effectué par : Air France
Classe de réservation : L

Appareil : Train
durée : 01h13mn Sans escale

Repas servi(s) à bord : information non disponible
Franchise : 1 Bagage autorisé de 23 kg maximum

Info
Votre voyage comporte un transfert du train (TGV) vers l'avion. A la Gare de Bruxelles-Midi, rendez-vous au comptoir Air France où des agents Air France vous remettront votre carte d'embarquement jusqu'à votre destination finale. A votre arrivée à la gare de CDG 2, vous devrez récupérer vos bagages puis vous rendre à la zone dépose-bagages de votre vol.

Rail connection CDG

Ottawa to Zurich

SWISS Book Information Flying

Flight Hotel Rent

1 Travel dates 2 Outbound

Personal details

Enter the names of all passengers through Immigration. Fields marked with * are required.

Adult 1

Salutation* Please select

First name*

Last name*

Gender* Please select

Date of birth* dd.mm.yyyy

Frequent Flyer Program No.

Requested seat No pref.

Contact details

Phone* ? Mobile

E-mail*

Flight information

Ottawa - Zurich Fri. 18.05.2012

Ottawa (YOW) - Montreal (YUL)

Fri. 18.05.2012 > LX 4657 13:50 YOW - 14:30 YUL Economy - U

Operated by AIR CANADA JAZZ FOR AC

Montreal (YUL) - Zurich (ZRH)

Fri. 18.05.2012 > LX 87 17:00 YUL - 06:20 +1 ZRH Economy - U

Operated by SWISS

Zurich - Ottawa Fri. 25.05.2012

Zurich (ZRH) - Montreal (YUL)

Fri. 25.05.2012 > LX 86 12:50 ZRH - 15:00 YUL Economy - B

Operated by SWISS

Montreal (YUL) - Ottawa (YDS)

Fri. 25.05.2012 > LX 7490 16:30 YUL - 18:30 YDS Economy - B

Operated by SKYPORT AIRPORT SERVICES

Please Note

- All times noted are local times.
- Fares are not guaranteed until you receive a booking reference.
- Use the [Mileage Calculator](#) to check how many miles you will earn.

Close

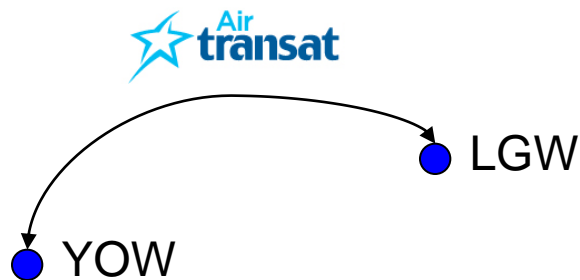
New Check-in options

BUS connection YUL

Sample Benefits – Ottawa to London

July 2012

5



- 4 flights operated by TS (Air Transat) on the route in July 2012
- Operates on Tuesday
- 10 return options to Ottawa passengers



- 5 flights operated by TS (Air Transat) between YUL-LGW
- Operates on Sunday
- Opens up 45 options to Ottawa passengers

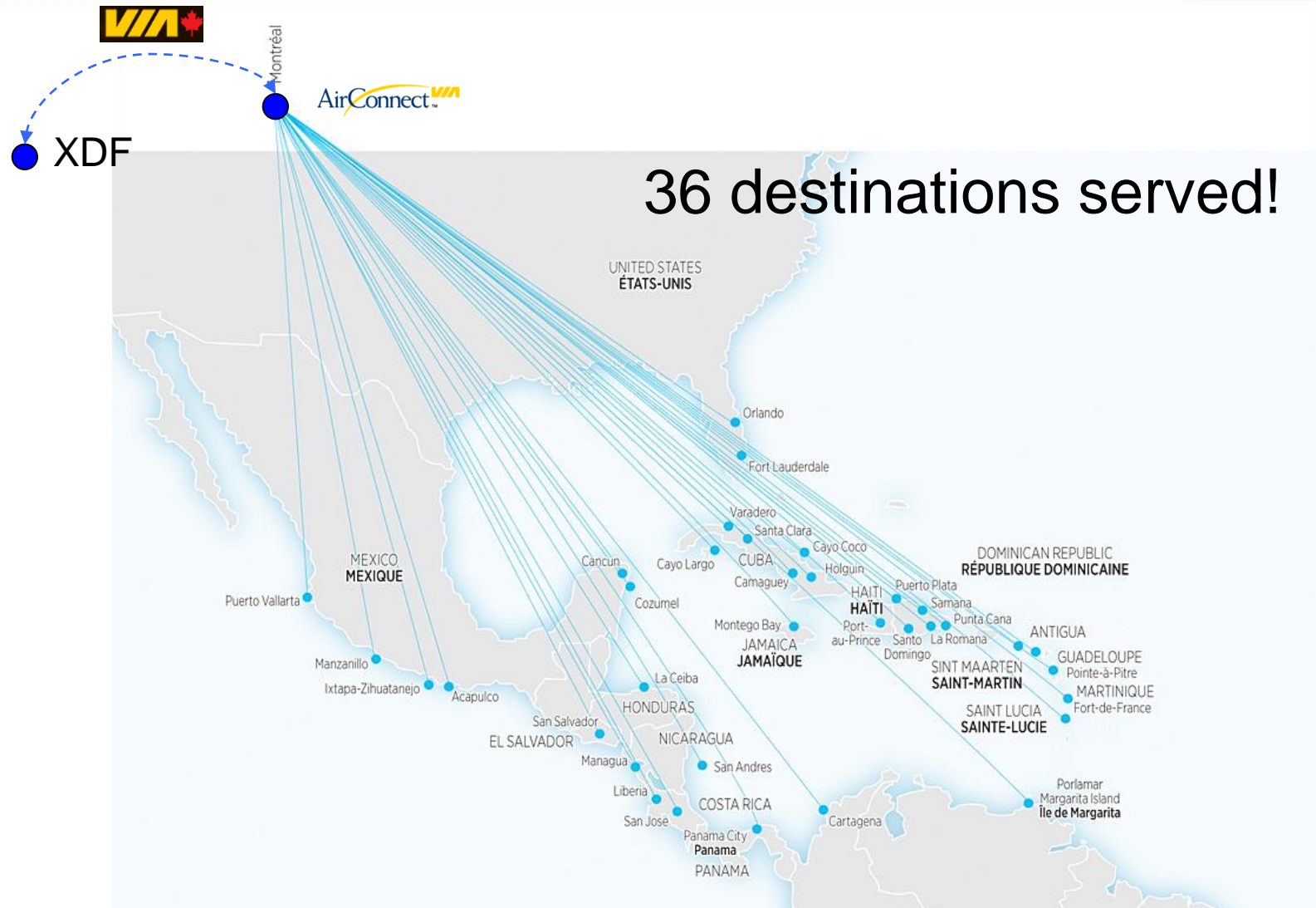
Ottawa to south leisure destinations – Transat Holidays

6



10 destinations served

7



Rail/Bus has price advantage!




Sample routing – same transatlantic flights – impact of fuel surcharge

8

Itinerary details

Itinerary

Zurich (ZRH) to Ottawa (YOW) - Sat, Jul 14

	Zurich (ZRH) to Montreal (YUL) - Sat, Jul 14 Swiss International Airlines 86	Dep: 12:50PM	Arr: 3:00PM	8h 10m	Airbus A330	Economy (U)	
	Layover in YUL			4h 35m			
	Montreal (YUL) to Ottawa (YOW) - Sat, Jul 14 Swiss International Airlines 4656 OPERATED BY AIR CANADA JAZZ FOR AIR CANADA	Dep: 7:35PM	Arr: 8:15PM	0h 40m	Canadair RJ 705	Economy (U)	

Ottawa (YOW) to Zurich (ZRH) - Sat, Jul 21

	Ottawa (YOW) to Montreal (YUL) - Sat, Jul 21 Swiss International Airlines 4657 OPERATED BY AIR CANADA Layover in YUL JAZZ FOR AIR CANADA	Dep: 1:50PM	Arr: 2:30PM	0h 40m	Canadair RJ 705	Economy (T)	
	Layover in YUL			2h 30m			
	Montreal (YUL) to Zurich (ZRH) - Sat, Jul 21 Swiss International Airlines 87	Dep: 5:00PM	Arr: 6:20AM	7h 20m	Airbus A330	Economy (T)	

Cost per passenger (including taxes & fees) CA\$2,223.71
Total cost for 1 passenger CA\$2,223.71

How to buy this ticket

Tickets cannot be purchased directly from ITA Software.

Provide this information to a travel agent to help them match the fares found.
Make sure to provide the exact booking and fare codes shown.

Fare 1: Carrier LX UHRCSSWW ZRH to YOW (rules)

Passenger type ADT, round trip fare, booking code U
Covers ZRH-YUL (Economy), YUL-YOW (Economy)

Fare 2: Carrier LX THNCSWW YOW to ZRH (rules)

Passenger type ADT, round trip fare, booking code T
Covers YOW-YUL (Economy), YUL-ZRH (Economy)

(YQ)

Swiss Airport Passenger Security & Noise Charge (CH)

Ottawa Airport Improvement Fee (SQ)

Canadian Harmonized Sales Tax (ON) (RC)

Canadian Air Travelers Security Charge (CA)

Subtotal per passenger

Number of passengers

TOTAL AIRFARE & TAXES

CA\$1,074.45

CA\$74.19

CA\$480.20

CA\$46.00

CA\$20.00

CA\$2.60

CA\$25.91

CA\$2,223.71

x1




CA\$2,223.71

- This ticket is non-refundable.
- Changes to this ticket will incur a penalty fee.

Itinerary details

Itinerary

Zurich (ZRH) to Ottawa (XDS) - Sat, Jul 14

	Zurich (ZRH) to Montreal (YUL) - Sat, Jul 14 Swiss International Airlines 86	Dep: 12:50PM	Arr: 3:00PM	8h 10m	Airbus A330	Economy (U)	
	Layover in YUL			1h 30m			
	Montreal (YUL) to Ottawa (XDS) - Sat, Jul 14 Swiss International Airlines 7490 OPERATED BY SKYPORT AIRPORT SERVICES	Dep: 4:30PM	Arr: 6:30PM	2h 0m	Bus	Economy (U)	

Ottawa (XDS) to Zurich (ZRH) - Sat, Jul 21

	Ottawa (XDS) to Montreal (YUL) - Sat, Jul 21 Swiss International Airlines 7491 OPERATED BY SKYPORT AIRPORT SERVICES	Dep: 1:35PM	Arr: 3:35PM	2h 0m	Bus	Economy (T)	
	Layover in YUL			1h 25m			
	Montreal (YUL) to Zurich (ZRH) - Sat, Jul 21 Swiss International Airlines 87	Dep: 5:00PM	Arr: 6:20AM	7h 20m	Airbus A330	Economy (T)	

Cost per passenger (including taxes & fees) CA\$2,103.31
Total cost for 1 passenger CA\$2,103.31

How to buy this ticket

Tickets cannot be purchased directly from ITA Software.

Provide this information to a travel agent to help them match the fares found.
Make sure to provide the exact booking and fare codes shown.

Fare 1: Carrier LX UHRCSSWW ZRH to YOW (rules)

Passenger type ADT, round trip fare, booking code U
Covers ZRH-YUL (Economy), YUL-XDS (Economy)

Fare 2: Carrier LX THNCSWW YOW to ZRH (rules)

Passenger type ADT, round trip fare, booking code T
Covers XDS-YUL (Economy), YUL-ZRH (Economy)

(YQ)

Swiss Airport Passenger Security & Noise Charge (CH)

Canadian Air Travelers Security Charge (CA)

Subtotal per passenger

Number of passengers

TOTAL AIRFARE & TAXES

CA\$1,074.45

CA\$74.19

CA\$382.40

CA\$46.00

CA\$25.91

CA\$2,103.31

x1

CA\$2,103.31

- This ticket is non-refundable.
- Changes to this ticket will incur a penalty fee.

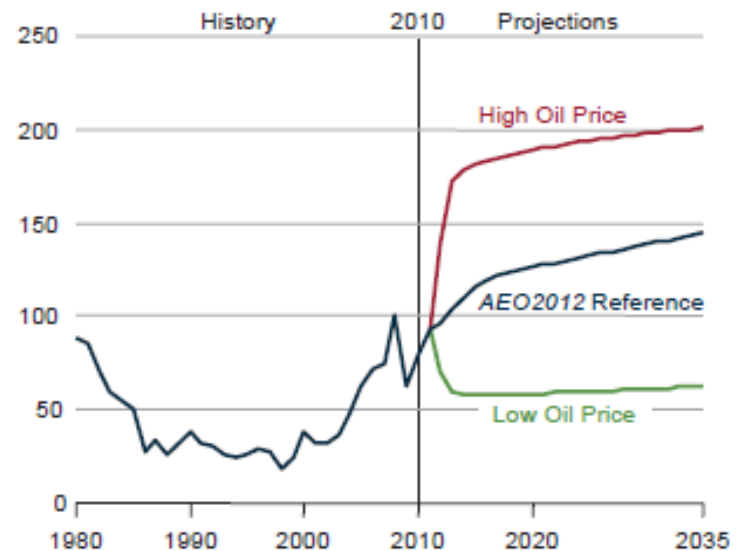
High airport taxes and fuel surcharges by Airlines favouring rail!

Fuel price could drive change to the airline industry in Canada – Intermodality can play a role

9

- Forecasts of fuel prices show volatility could impact profits of airlines
- This could lead to network optimisation and great opportunities for air-rail connections.
- Competitiveness of intermodality will also appeal to customers faced with more expensive car driving to access airports.
- Further, should Montreal move to pay bridges/access across the road network, it would enhance the air-rail value proposition, including with transit network.

Figure 5. Average annual world oil prices in three cases, 1980-2035 (real 2010 dollars per barrel)



U.S. Energy Information Administration | Annual Energy Outlook 2012 Early Release Overview