Overcoming the Hurdles and the Challenges in the Caribbean

CTO State of the Industry Conference
Westin Resort, St. Maarten
Presenter: Mr. Edwin Hodge
Managing Director of Winair

- Brief History of Winair
- Current role in the aviation of the region
- Hurdles in the environment
- Future Plans
Winair was founded in 1962, with the main intention of connecting the sister islands of Saba, Statia and St. Maarten for the purpose of Socio-Economic reasons.

Current Winair Route Structure:

An average of 15 flights per day are operated to St. Barths
# Past/Present Fleet

<table>
<thead>
<tr>
<th>Aircraft Type</th>
<th>Seats</th>
<th>2012</th>
<th>2011</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Twin Otter - DHC-6</td>
<td>19</td>
<td>4*</td>
<td>3*</td>
<td>4*</td>
<td>4</td>
</tr>
</tbody>
</table>
Book a Flight

From
- Select origin -

To
- Select destination -

Departure date
21 - July 2009

Return date
20 - July 2009

Return

One way

1 Adults
0 Children 2-12 years
0 Infant 0-2 years

Next

E-Newsletter

Sign-Up/ Register

Name
E-mail
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Current Passenger Carriage

- Winair transports an average of 150,000 passengers per year.
- About 66,000 flights per year.
- Of the 150,000, some 82,000 are on essential routes (Saba, Statia and Nevis).
- Some 50,000 passengers annually travel for medical reasons using Winair.
Hurdles within the Environment

- Cost of doing business in general
- The choice of Aircraft and destinations we fly to
- Government and airport taxation
- Geographical location of the islands
Hurdles within the Environment

- Trying to educate the public that the closer the Islands are does not mean cheaper fares
- Pricing that the market can bear with, while still not operating at a loss
- Political Issues
Future Plans

- Expansion to viable destinations
- Attract higher end tourists
Questions and Comments