About Seaborne Airlines

• Caribbean based
  – One of the largest private, non-hospital employer in the USVI
  – Over 2.5 million customers carried

• Mainline standards for maintenance, number of pilots and training
  – Mainline standard for training and safety mandates two pilots with additional experience and training requirements

• Excellent safety record and operational performance
  – 20 years of operation without an accident or major incident
  – Dependability and on-time performance in the high 90% range

• High quality operations
  – Focus on business travelers and high-end customers
  – Voted the Best Small Air Transport serving the US Virgin Islands every year since 2007 by readers of The Virgin Islands Daily News

• Over 1,700 monthly departures
Seaborne’s History

Seaborne has a long and storied history in the Caribbean

- 1994: Seaborne founded as seaplane tour company for major cruise lines
- 1995: Introduced scheduled seaplane operations
- 2008: Launched airport based air shuttle serving STT-STX
- 2010: Expanded beyond the Virgin Islands for the first time, launching service to Vieques (VQS) in Puerto Rico
- 2011: Introduced service from San Juan with service to three markets - STT, STX and VQS
- 2011: Launched Premium Lounge at San Juan, targeted to corporate and premium customers
- 2012: Established New Business Model, Key New Personnel and New Service to British Virgin Islands
Seaborne’s Accomplishments

In less than a year, Seaborne has accomplished:

• Implemented on a new reservation system
• Introduced a new aircraft type, SAAB 340B
• Refreshed the Seaborne Brand
• Linked to five Global Distribution Systems
• Linked to five Online Travel Agencies
• Launched our first interline program
• Became an affiliate of American Airlines through a codeshare agreement
• Forged interline agreements with other national carriers
• Launched five new markets
Seaborne Today: Saab 340B

Launched Saab 340B service in April 2013
- 34 seats; two pilots; flight attendant and lavatory
- 450 mile range comfortably
- Ideally-sized for the SJU market
  - Smaller gauge than the ATR which lends itself to better time of day coverage

- Four units are currently in the fleet with four more units expected to be delivered in Q1 2014
• Tortola (EIS): High Value Customers
• Virgin Gorda (VIJ): High Value Customers
• Dominica (DOM): Home of Ross University
• Martinique (FDF): Few options to/from U.S.
• Guadeloupe (PTP): Few options to/from U.S.
A Historic Opportunity

• A historic opportunity to capitalize on a demand – supply imbalance in the Caribbean as American Airlines closed the American Eagle operation at SJU April 1, after a 27-year run

• American Eagle served 23 destinations carrying over 262,000 passengers per year from SJU at the peak

• Left many large mature markets without service in its absence

• SJU has by far the most seats from the U.S. mainland to the Caribbean with 12,048 daily seats from 22 mainland locations

• Seaborne has worked hard to change its business model from a seaplane operator to connecting passengers to American and other airlines at SJU

• Seaborne will continue to evaluate and promote Seaplane, intra-island opportunities to capitalized on the various demand drivers of such service (local friends and family, local business, leisure, and cruise, among others)