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**Seaborne Airlines**

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**SEABORNE**

# About Seaborne Airlines

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- **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**

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# Seaborne's History

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*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

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# Seaborne's Accomplishments

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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**

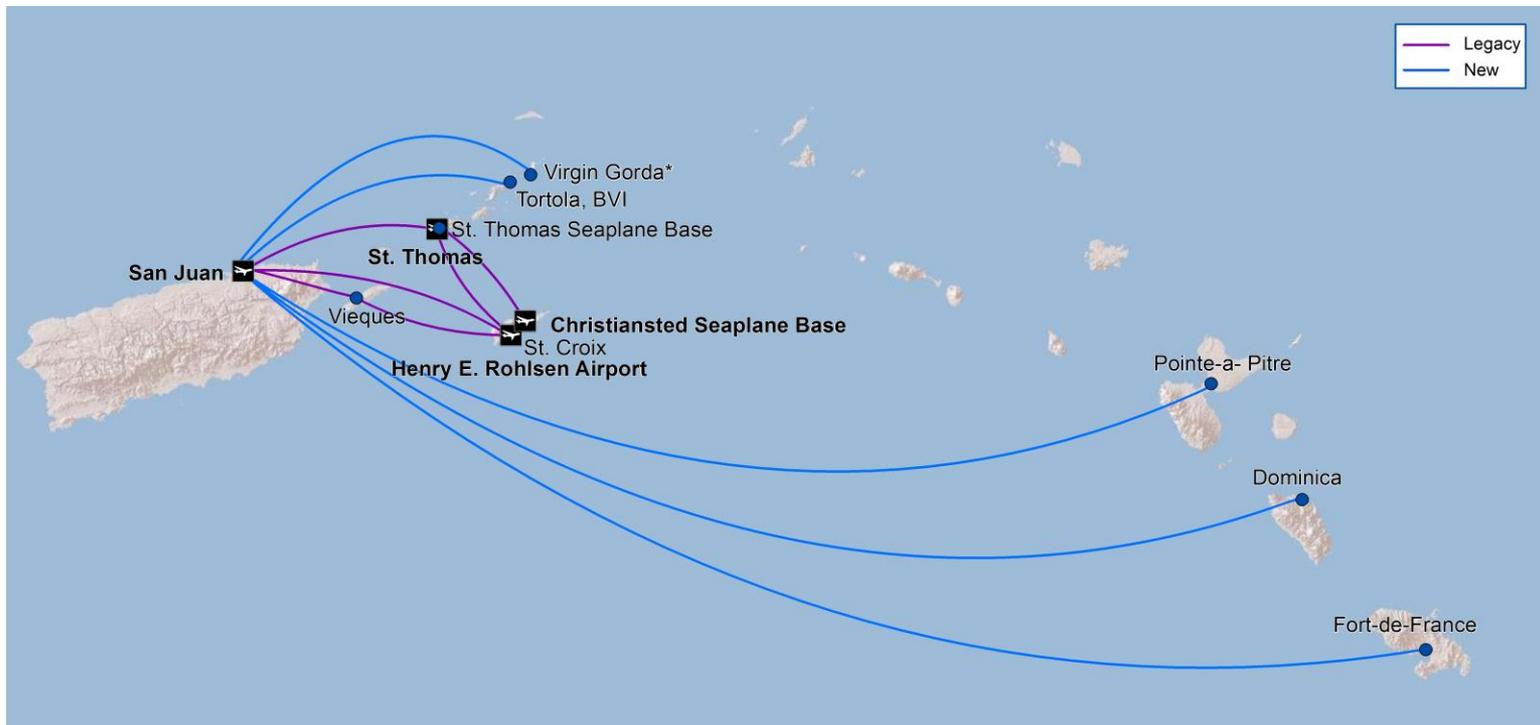


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# Seaborne Today: Growth in the Past Year

- 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

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- **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)**