

Curaçao,
November 15th,
2018



Interreg Caraïbes



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CARIBSKY



Fonds européen de développement régional
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WINAIR



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Caire

Compagnie Aérienne Inter Régionale Express





The Company **CAIRE** operates 2 airline brands:

Fench West Indies > **Air Antilles** :



French Guyana > **Air Guyane** :





2002-2007

- CAIRE starts after the takeover of Air Guyane SP, operating domestic routes within French Guyana.
- Air Guyane moves its ATR42 base to the French West Indies. Service between Guadeloupe, Martinique and Saint Martin is introduced.

2008-2009

- Fleet is renewed: 2 new ATR 42-500 and 2 new Let 410 replace the existing aircrafts
- Air Guyane SP becomes Compagnie Aérienne Inter Régionale Express (CAIRE).
- IPO is successfully launched on Euronext- NYSE

2010-2013

- A third new ATR 42-500 is acquired and a second Twin Otter joins the fleet
- New caribbean destination are launched (Santo Domingo and Saint Lucia)
- Code share agreements are introduced with Air France, and Corsair

•2014

- A fourth new ATR 42 is acquired and a fourth LET410 joins the fleet
- New international destinations are opened



2014

- Codeshare with Winair
- Opening Pointe à Pitre <> Dominique <> Saint Martin Juliana.
- Opening of FWI -San Juan.

2015

- Opening Sint Maarten <> San Juan

2017

- A Fifth new ATR (ATR72-600) is acquired
- Codeshare with Air France to Miami and Port au Prince
- Opening of Barbados and Punta Cana

2018

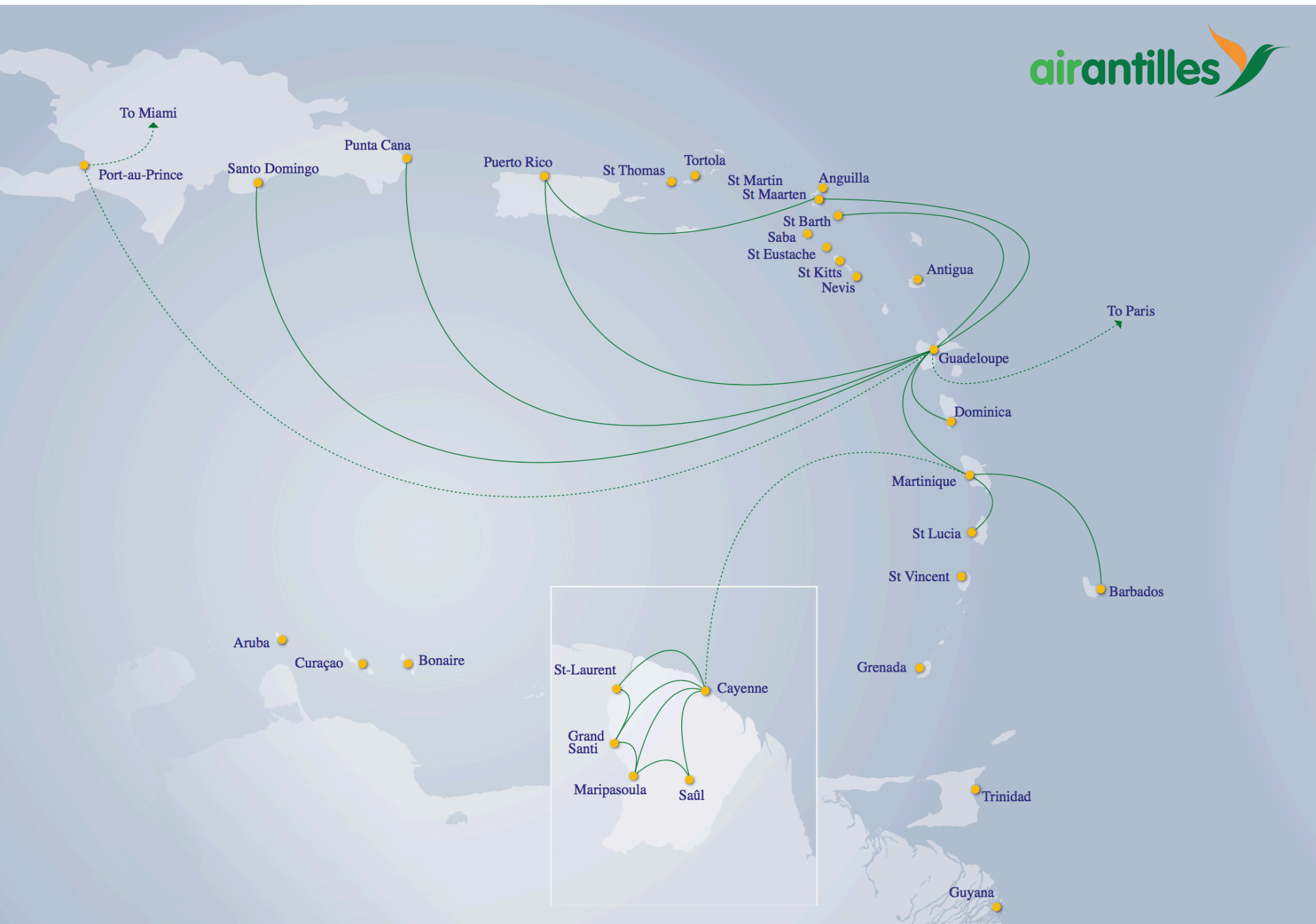
- A sixth new ATR (ATR72-600) is acquired
- Development of Winair network to CUR/SDQ/AUA/PAP/BON





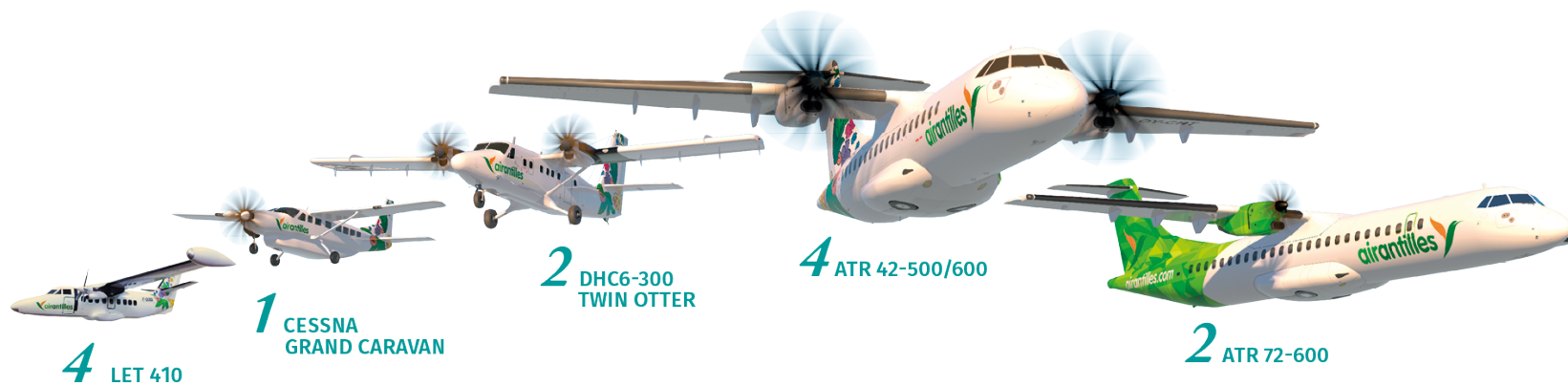
En 2018, **CAIRE** represents:

- A fleet of 13 aircrafts
- 230 employees
- 25.000 Flights
- 20.000 Flight hours
- 18 stations served
- 420.000 passengers
- 70 millions Euros Revenue
- An European company





Compagnie Aérienne Inter Régionale Express – The Fleet



The Caribbean Airline



LIAT THE CARIBBEAN AIRLINE

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WHO WE ARE?

- LIAT (1974) Ltd. was founded in 1956.
- We currently serve 15 destinations across the Caribbean-.
- Majority Ownership by the governments of Barbados, Antigua & Barbuda and St. Vincent & the Grenadines.



HISTORY

- Proudly connecting the region for over 61 years
- Operated several aircraft types over its history including the Avro , Twin Otter, and Bombardier Dash 8 Series.
- Transitioned from the Dash8 to an all ATR Fleet
- Fly to English, French and Dutch and Spanish speaking Caribbean.

OUR FLEET

- We operate a modern fleet of ATR 42-600s and ATR 72-6020s.
- 10 aircraft fleet

5 ATR 42s

5 ATR 72s



KEY FIGURES

- 10 Aircraft
- 15 Destinations
- 650 Employees
- On average, LIAT transports 750,000 passengers annually.
- Operates 490 flights weekly
- We serve the English, French, Dutch and Spanish Speaking Caribbean.

WHERE WE FLY

The image features a map of the Caribbean region with Liat's flight routes indicated by dotted lines. The routes radiate from two primary hubs: Antigua and Barbados. Other destinations shown include Puerto Rico, Tortola, St. Maarten, St. Kitts, Guadeloupe, Dominica, Martinique, St. Lucia, St. Vincent, Grenada, and Trinidad. The Guiana region is also marked at the bottom. In the top left corner, the Liat logo is displayed with the tagline 'The Caribbean Airline'. The central text reads 'COME FLY WITH ME...'. At the bottom, two photographs are shown: one of a group of people playing a card game at a table, and another of a vibrant red cocktail in a martini glass.

liat
The Caribbean Airline

PUERTO RICO
TORTOLA
ST MAARTEN
ST KITTS
ANTIGUA
GUADELOUPE
DOMINICA
MARTINIQUE
ST LUCIA
ST VINCENT
BARBADOS
GRENADA
TRINIDAD
GUIANA

COME FLY WITH ME...

WINAIR

Windward Islands Airways International
(Winair) N.V.



St. Maarten



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History

1961

- Founded by two aviation pioneers and a businessman with a vision to provide air service to the surrounding Islands,

1976

- The Government of the Netherlands Antilles recognizing their responsibility to assure safe and reliable air-connectivity between the three Dutch Windward Islands, acquired the airline,

2010

- October 10, 2010, ownership of Winair was transferred to Country St. Maarten and the Netherlands (majority shareholder is country St. Maarten),
- Destinations served via Princess Juliana International Airport, St. Maarten: Saba, St. Eustatius, St. Barth, St. Kitts and Nevis

History

2014

- Signed Code Share agreement with Air France,
- Partnership forged with Air Antilles,
- Additional destinations added to our route network: Dominica, Guadeloupe,



2015

- Commenced flights to destination San Juan,

2016

- In August of 2016 WINAIR is celebrating 55 years of service from our hub Princess Juliana Airport, St. Maarten to surrounding Islands,
- Commenced flights to destinations Antigua and Tortola,

2017

- Signed Code Share agreement with KLM,
- Commenced flights to destinations Curacao and Haiti,



History

2017

- On September 6th Hurricane Irma caused severe damage to St. Maarten, our main hub airport 'Princess Juliana International Airport' and Winair's main offices. The Winair destinations Antigua, St. Barth and Tortola were also severely affected, rendering the airports inoperative for weeks. Hurricane Maria followed a path that wreaked havoc in Winair's destinations Dominica and Puerto Rico. The damage rendered the airports Douglas-Charles and Canefield in Dominica inoperative, as well as Luis Muñoz Marín International Airport in Puerto Rico,
- Winair was able to commence service to most destinations within 8 weeks,

2018

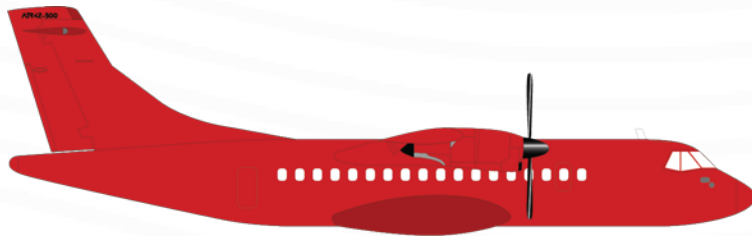
- Commenced new service to Santo Domingo, Port au Prince, Aruba, Bonaire and Curaçao.

Winair's Fleet



DE HAVILLAND CANADA 6-300 TWIN
OTTER

4 AIRCRAFT
19-PASSENGER STOL UTILITY
AIRCRAFT



ATR42 – 500/600

2 AIRCRAFT OPERATED BY AIR
ANTILLES
48-PASSENGER TWIN-TURBOPROP
AIRCRAFT



Operational Statistics 2017

- WINAIR operated 20,000 flights in 2017 from PJIAE Airport,
- 190,000 passengers transported in 2017,
- 75-80% of our customers were connecting passengers via interline agreements,
- WINAIR's maintenance reliability was 99.6% completion factor, meaning scheduled maintenance was performed on-time and aircraft back in service when scheduled,
- WINAIR is a full service airline – consisting of maintenance dept., reservations/customer service dept., sales dept., airport staff and flight dept.,
- Approx. 250 people represent Winair, 125 direct employees and 125 indirect through handling agents and GSA's in the region,
- Due to the devastating hurricane season of 2017, the years 2017 and 2018 continue to be a period of rebuilding.

Interline & Code Share 2017

WINAIR has signed several interline agreements with various carriers in order to facilitate the travel experience for our passengers and clients. Passengers that purchase a ticket that includes one of our interline partners can have their luggage checked through to their final destination and can proceed to the transfer desk at the airports to be checked in for their connecting flight. Passengers can also check in on-line. This allows our passengers to spend less time at the airport.

WINAIR Code Share and Interline partners are the following:



WINAIR has implemented thru check in services with Air France, Air Caraïbes and Insel Air. All passengers that book one ticket containing both airlines, can check their baggage and receive their boarding passes for all flights at the check-in desk or on-line. WINAIR also has special thru fares with the following interline carriers: Air Caraïbes, Air France and Copa Airline.

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Caribsky

Welcome aboard...

Air transportation in the Caribbean is:

- 35 islands spanning 3,500 kms
- 50 airports
- 4 million passengers

But it is also...

- Difficult to travel between islands
- Few direct flights between islands
- No (Few) connections
- Prices are too high
- Lower quality of service



The Reasons:

- Lower volume of passengers
- Travel oriented along colonial lines (French, Spanish, Dutch, English)
- Important differences of buying power
- Visa problems
- Companies that are too scattered
- Fleets are too small
- Public vs Private companies
- Traffic rights are very highly regulated and protectionism is built in
- No Fifth Freedom
- Low profits on certain sectors



Solution: *Caribsky*

A single company is not able to solve the problem of air transport in the Caribbean

The solution is through cooperation

In the Caribbean, Air Antilles, LIAT, Winair are complementary and share a common vision. They wish to :

- Facilitate air transportation
- Provide more services for passengers
- Make transportation more accessible
- Stimulate economic development



Solution: *Caribsky Partnership*

The 3 companies agree to:

- Share their know-how
- Connect their networks
- Optimize their schedules
- Bring closer their production tools
- Develop synergies
- Bring teams together

...and keep their own identity



Solution: *Caribsky*

The objective:

- A common network accessible to all
- 32 destinations
- One ticket for the Caribbean
- A common loyalty program



Solution: *Caribsky*

Customer benefits

- Increased direct links
- Increased connections
- Increased frequencies for flights
- Lower fares for travel
- Flexibility at airports
- A loyalty program



Solutions: *Caribsky*

For the Caribbean:

- Increased links
- More companies
- Increased Transatlantic connections
- More accessible tourism product



Solutions: *Caribsky*

For Airlines

- Greater teamwork
- Optimization of production
- Improved fleet utilization
- Shared Purchasing Opportunities
- Common Training Procedures
- Lower costs



Solutions: *Caribsky*

3 year project

Many working groups are needed:

- Scheduling
- I.T
- Commercial activities
- Operational activities
- Financial
- Regulatory
- Maintenance
- Crew Training
- Institutional



Solutions: *Caribsky*

3 year project

This work will mobilize a lot of human and financial resources.

It would not have been possible without the help of the INTERREG Caribbean Program, which has supported us.



Caribsky

Key figures (projected)

Fleet: 25

Passengers: 1 400 000

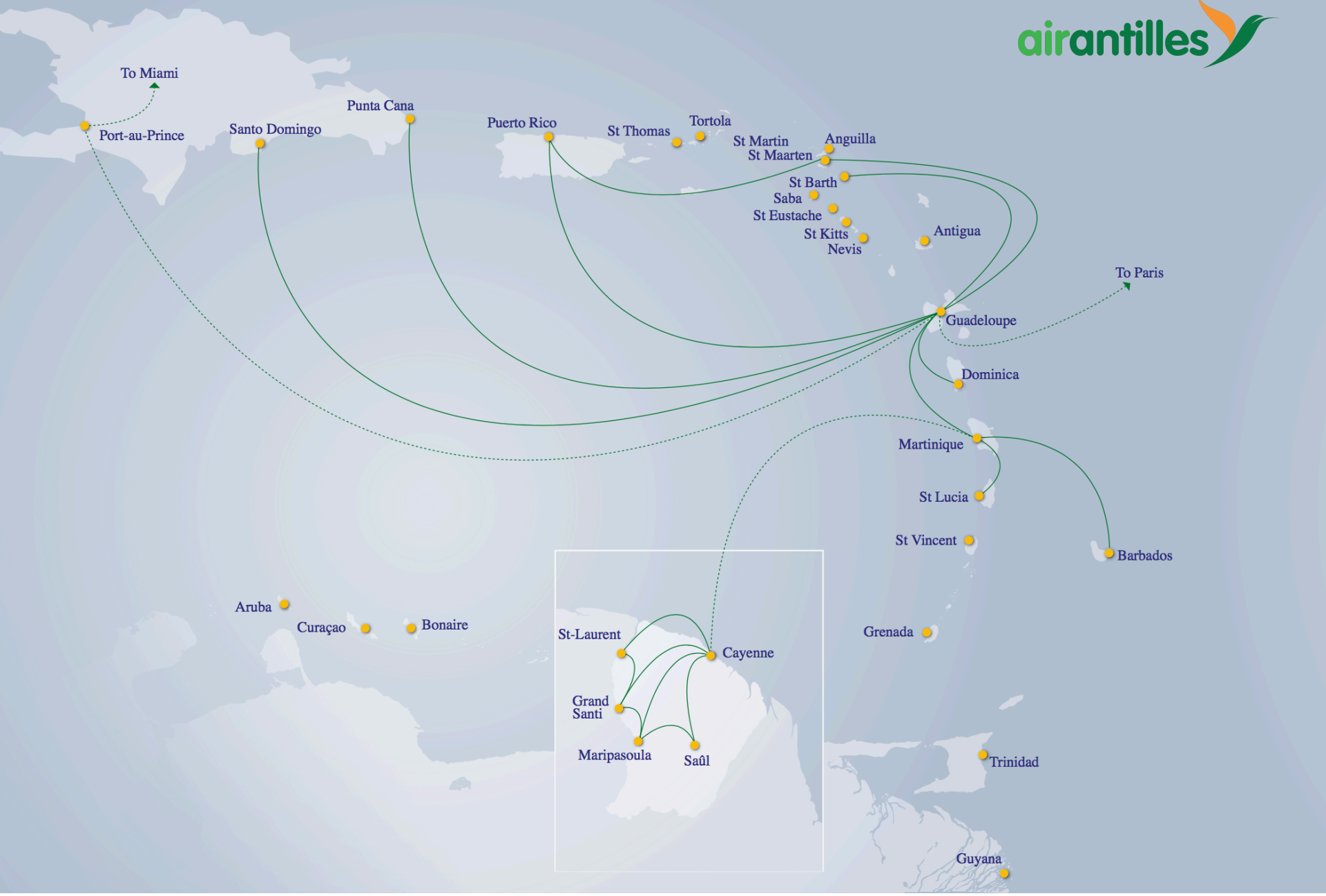
Flights: 70 000

Staff: 1 100

Destinations: 32

Hubs : 5









Port-au-Prince

Santo Domingo

Punta Cana

Puerto Rico

St Thomas

Tortola

St Martin
St Maarten

Anguilla

St Barth
Saba

St Eustache

St Kitts
Nevis

Antigua

Guadeloupe

Dominica

Martinique

St Lucia

St Vincent

Barbados

Grenada

Trinidad

Guyana

Aruba

Curaçao

Bonaire

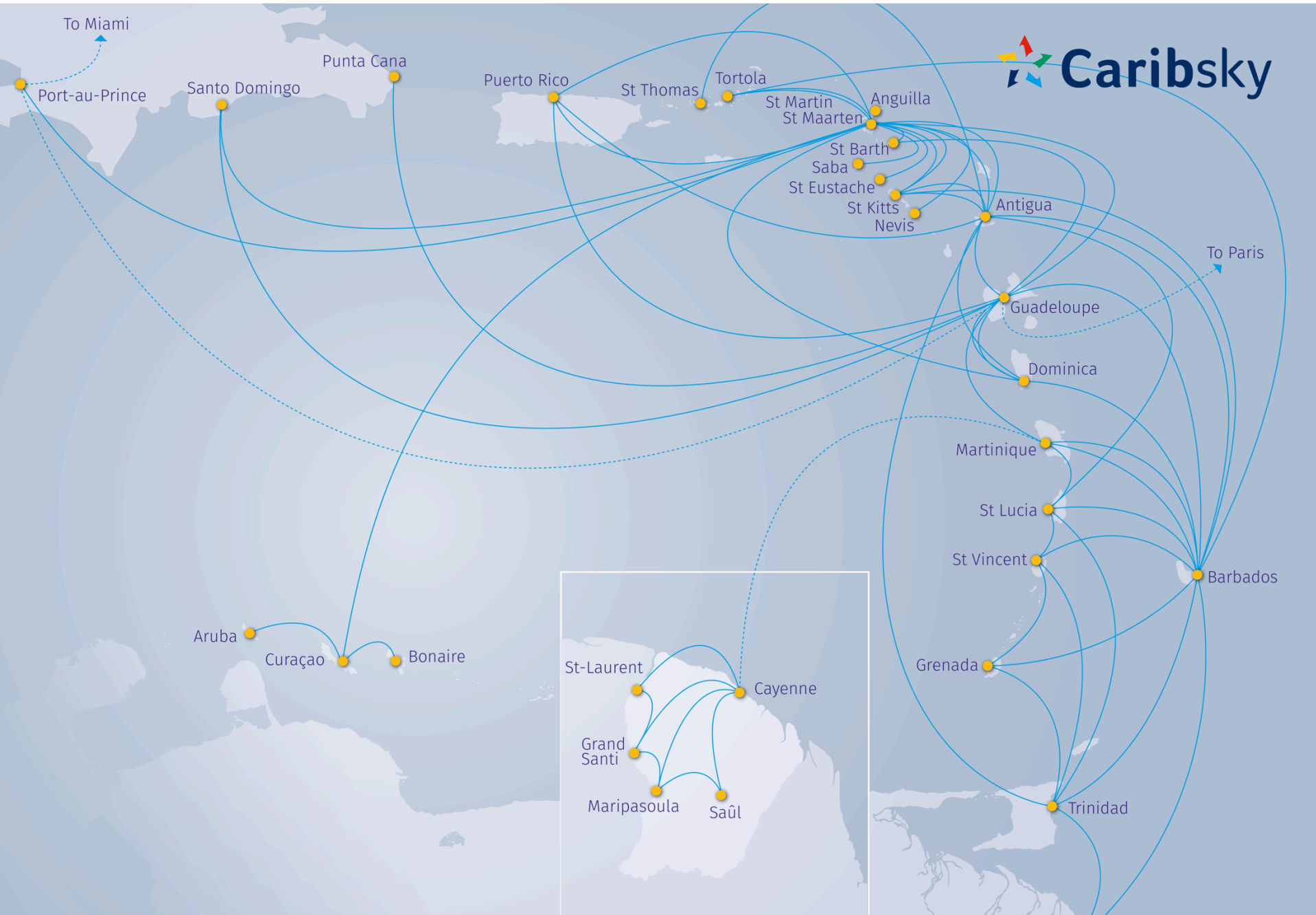
St-Laurent

Cayenne

Grand
Santi

Maripasoula

Saül



Curaçao and Caribsky

The Curaçao route is important for both companies:

- WINAIR desires to grow and operate in Curaçao,
- to serve the travelling public of with safe reliable transportation in the region, as current travel conditions in ABC islands is insufficient,
- We share historical and cultural ties between the people of Sint Maarten and Curacao,
- to further build social and economic bonds between the former inhabitants of NA and its people, focusing on local and international markets,
- WINAIR is providing medical travel for patients in need of treatment which is currently unavailable in SXM, which benefits both countries,



Curaçao and Caribsky

The Curaçao route is important for both companies:

- Ensuring commerce continues uninterrupted to the business community of both SXM/CUR further enhancing this important key component in our relationship,
- by providing safe/reliable connections between SXM-CUR-SXM sporting teams, school children, religious organizations, charitable organizations will continue and further develop our cultural relationship,
- complimenting each other's economies as we share many joint government institutions and business entities, Central Bank, UTS, Courts, ENNIA, etc,
- with current and expanded air service between SXM-CUR-AUA-BON, direct and indirect meaningful employment is created in all destinations which cannot be understated,



Curaçao and Caribsky

For Air Antilles the Curaçao route represents an opening on the Dutch Caribbean

For years the French West Indies and Dutch West Indies have little communicated

This is the time to change

Thanks to Caribsky we will have daily flight from Guadeloupe and Martinique via Sint Maarten to Curaçao

Traffic will start slowly.

We expect 2000 pax the 1st year, rapidly increasing



Inaugural Flight

- This inaugural flight was the occasion to present the new ATR 72-600 of the Air Antilles fleet.
- In a short future an ATR like this one will serve on the Curacao route with Winair.



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Thank you for your attention and see you soon aboard

Merci de votre attention et à bientôt sur nos lignes !

 **Caribsky**

