



[www.jetlines.ca](http://www.jetlines.ca)

JET: TSX-V / JETMF: OTCQB



***Our Vision*** is to be Canada's ultra-low fare carrier of choice

#### Assembled an "A-list" Board and Management Team

- Significant aviation and start-up experience with expertise in low-cost airline business development, capital markets, and public company governance

#### Ultra-Low Cost Carrier (ULCC) is a globally tried-and-true model

- Canada is the only G7 country that does not have a ULCC, leaving the Canadian market with little competition in a duopoly environment – 86% of the market is controlled by Air Canada & WestJet

#### Significant Market Opportunity

- Room for more than one ULCC
- 17M customer market by 2023 or approximately 50 aircrafts at 3.5% CAGR

#### Financial Highlights

- Costs 40% lower than WestJet & Air Canada
- Base fares up to 50% lower
- Cash breakeven after first full year of operations



## TARGET MARKET

(2017 estimate)

**78.9M** Share Shift

**23.8M** Trans-Border Traffic – All U.S. Points

**10.7M** New Demand From Price Stimulation



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**Share Structure**  
*(as of December 31, 2018)*

Shares Outstanding	73,948,611
Options	6,107,500
RSUs	2,750,000
Warrants	17,454,697
Fully Diluted	100,260,808

**Board of Directors and Executive Management**

Javier Suarez, MSc, MIM, BA  
Chief Executive Officer

Michael Bata  
Chief Operations Officer

Mark Morabito, BA, JD  
Executive Chairman

Jason Grant, BA, MBA  
Independent Director

Saad Hammad, BA, MBA  
Independent Director

Tony Lefebvre, BA  
Independent Director

Réjean Bourque, BAA, ICD.D  
Independent Director

Deborah Robinson, ICD.D  
Independent Director

Carlo Valente, BBA, CA, CPA  
Chief Financial Officer

Jordi Porcel, AMP, MBA, BA  
Chief Sales, Marketing, & Customer Experience Officer

Dixon Lawson, OMM, CD, MPM, PMP, PCIP  
VP Strategic Planning & Cost Control

Olen Aasen, JD  
VP Legal & Corporate Secretary

Jennifer Paterson, BA  
Director, Corporate Development

**ULCC PROVEN SUCCESS**

- ULCC models have operated successfully around the world, both commercially and for investors
- Will use the proven global ULCC model that has historically achieved significantly lower costs than other scheduled legacy airlines

**STRATEGY AND NETWORK**

- Southern Ontario focus with additional bases as the airline grows
- Modern aircraft Airbus A320 – the most used aircraft by ULCCs world-wide
- Seasonal service to Florida, Mexico, and the Caribbean
- Year-round service to Canadian and select U.S. markets

**NEXT STEPS**

**Selection of a State-of-the-Art ULCC Commercial System**

- Selection of reservations, revenue and ancillary management, and digital marketing systems

**Airline Build Out**

- Commercial launch
- Infrastructure, hiring, and training

**Certification Process**

- Air Operator Certificate (AOC) from Transport Canada
- Final approval from Canadian Transportation Agency

**INVESTOR RELATIONS**

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investor.relations@jetlines.ca

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