



# What Leakage?

Presented by  
Luce Bureau  
Director Air Service Development

AÉROPORTS DE  
**MONTREAL**



Plattsburgh NY (PBG)

One hour drive plus US customs



Burlington (BTV)

Two hour drive plus US customs



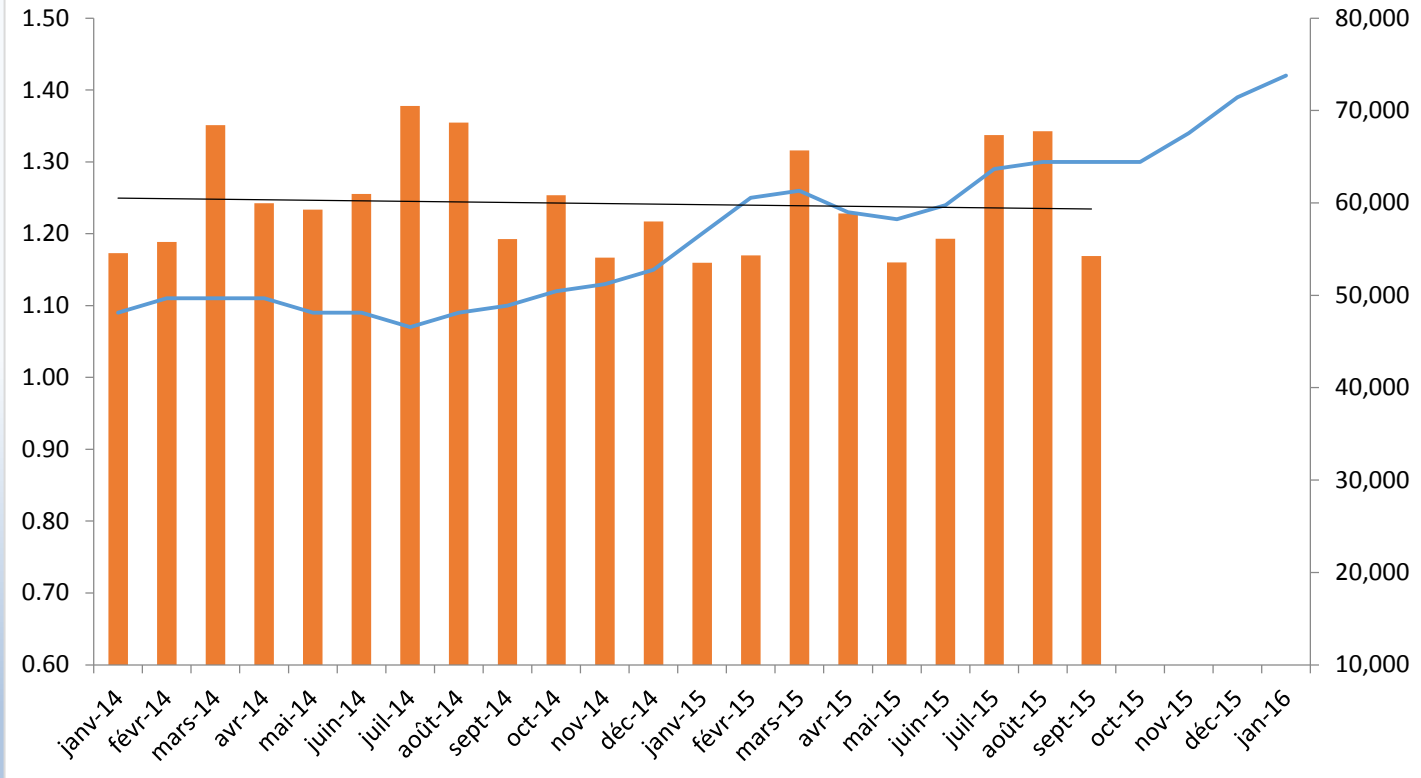
# Comparison

	Montréal YUL	Plattsburgh PBG	Burlington BTV
Distance from MTL Downtown (miles)	3.2 miles	75 miles	103 miles
Traveling time	15 minutes	One hour plus US Customs	Two hours plus US Customs
Highway	Yes	Yes	No
Parking fees – one week in Jan. 2016	\$87 cad Incl. tax	\$56 usd \$78 cad	\$84 usd \$118 cad
Carriers serving US	AA, AC, DL, TS,UA,WG,WS	G4,KS,NK	AA,B6,DL,G4,UA
No US destinations (Jan 2016)	23	4	11
No of US Flights /week (Jan 2016)	559	28	199
No of seats to US/week (Jan 2016)	47,563	2,818	13,654

# Comparison \$

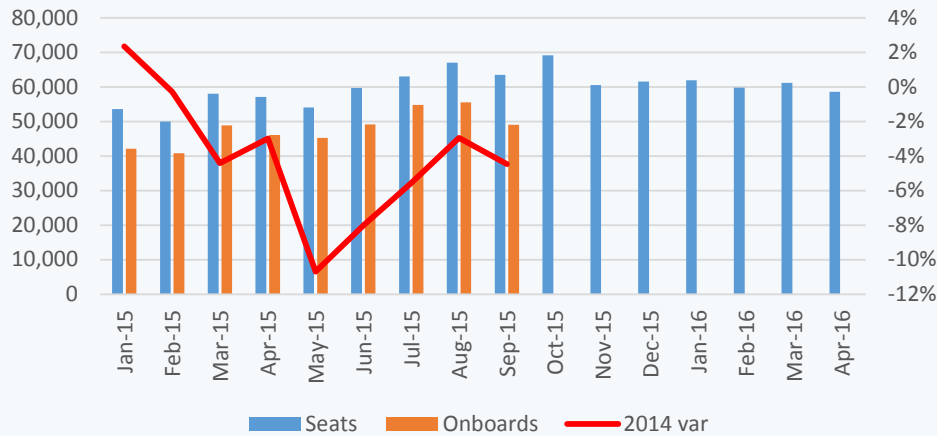
Departure (one week) Jan. 7, 2016 search	Airline		2016-01-15	2016-02-15	2016-03-15	website
BTV-FLL-BTV	Jetblue - 1 cnx	USD	362.30 \$	447.50 \$	377.46 \$	cheapoair
		equiv cad	507.22 \$	626.50 \$	528.44 \$	
PBG-FLL-PBG	Spirit - non stop	USD	207.77 \$	200.90 \$	200.90 \$	cheapoair
		equiv cad	290.88 \$	281.26 \$	281.26 \$	
YUL-FLL-YUL	AC - nonstop	CAD	351.73 \$	351.73 \$	351.73 \$	Expedia
YUL-FLL-YUL	Sunwing - nonstop	CAD	300.45 \$	342.45 \$	510.45 \$	Sunwing

## Exchange rate CAD for 1 \$ USD vs Onboards PBG-BTV

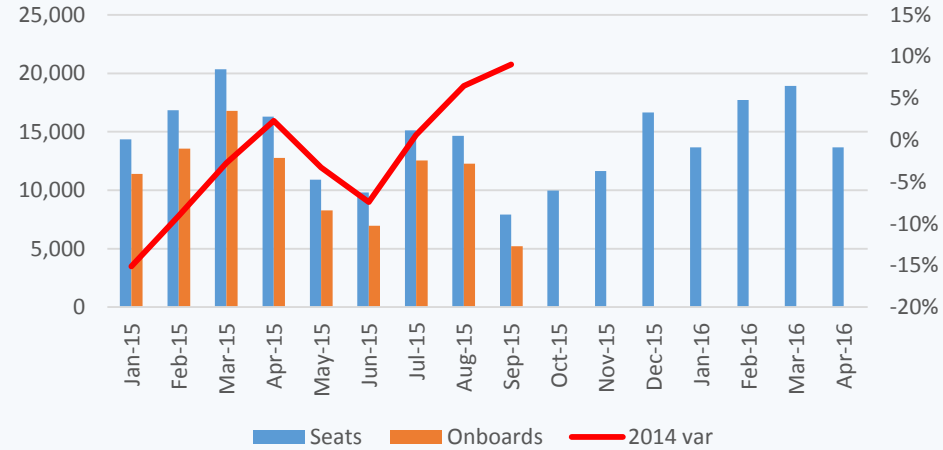


# 2015

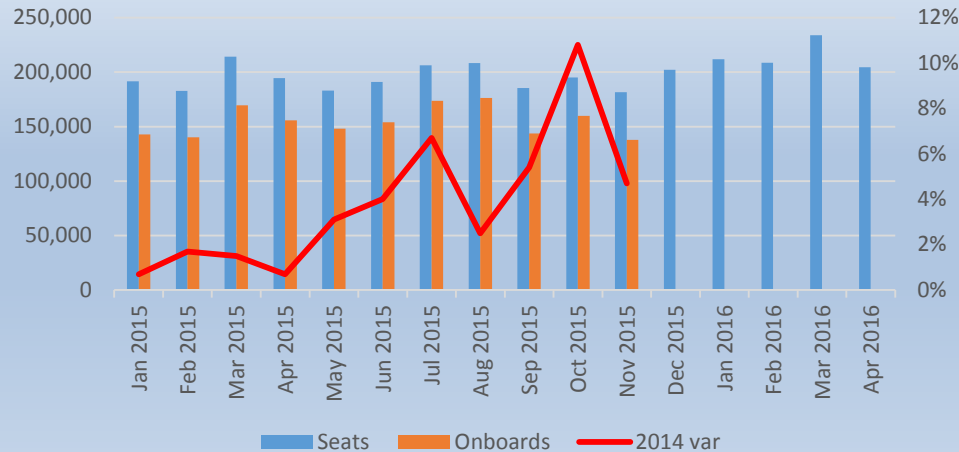
## BTV Demand vs Capacity



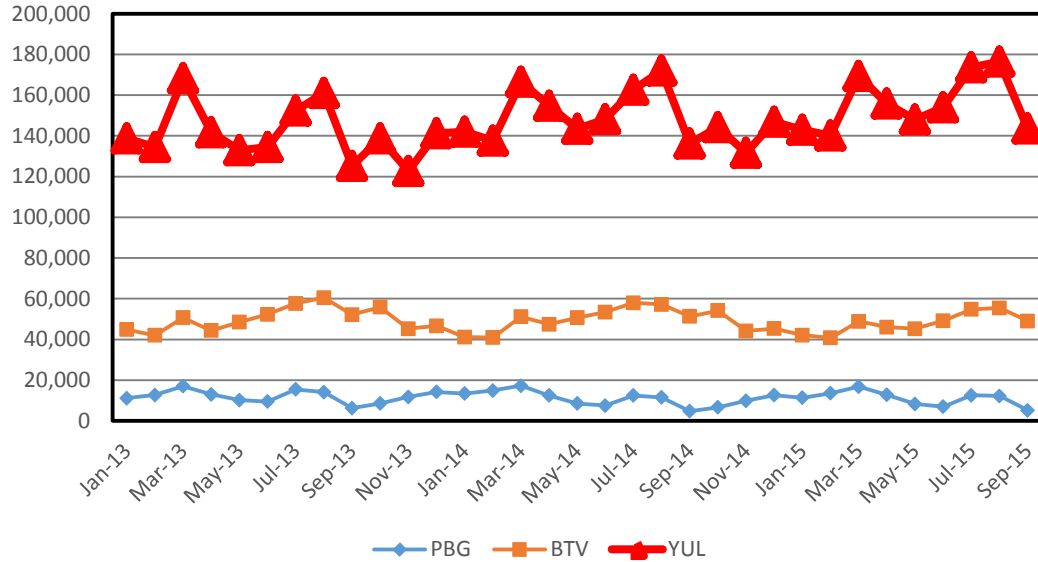
## PBG Demand vs Capacity



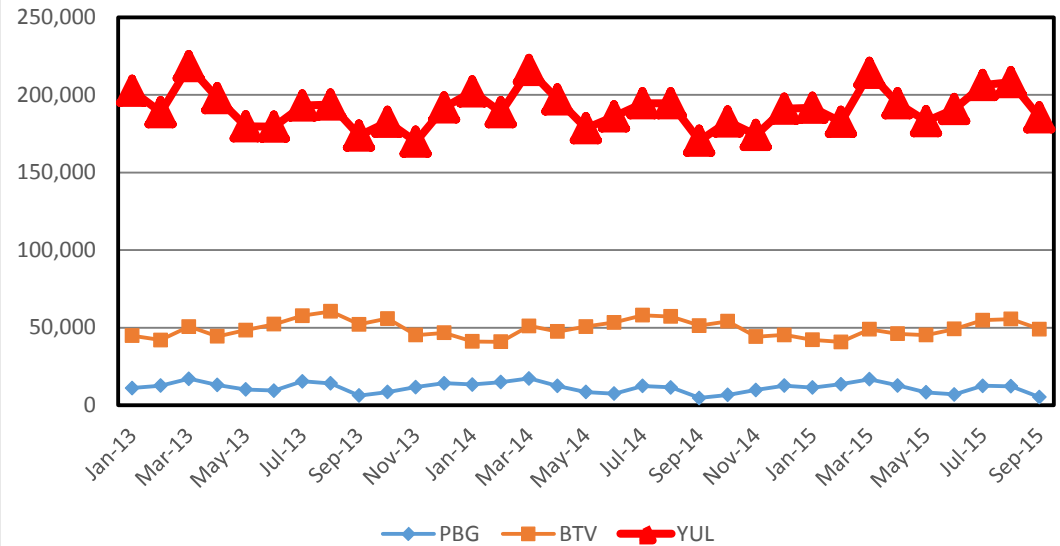
## YUL-USA Demand vs Capacity



# PBG - BTV - YUL Onboards

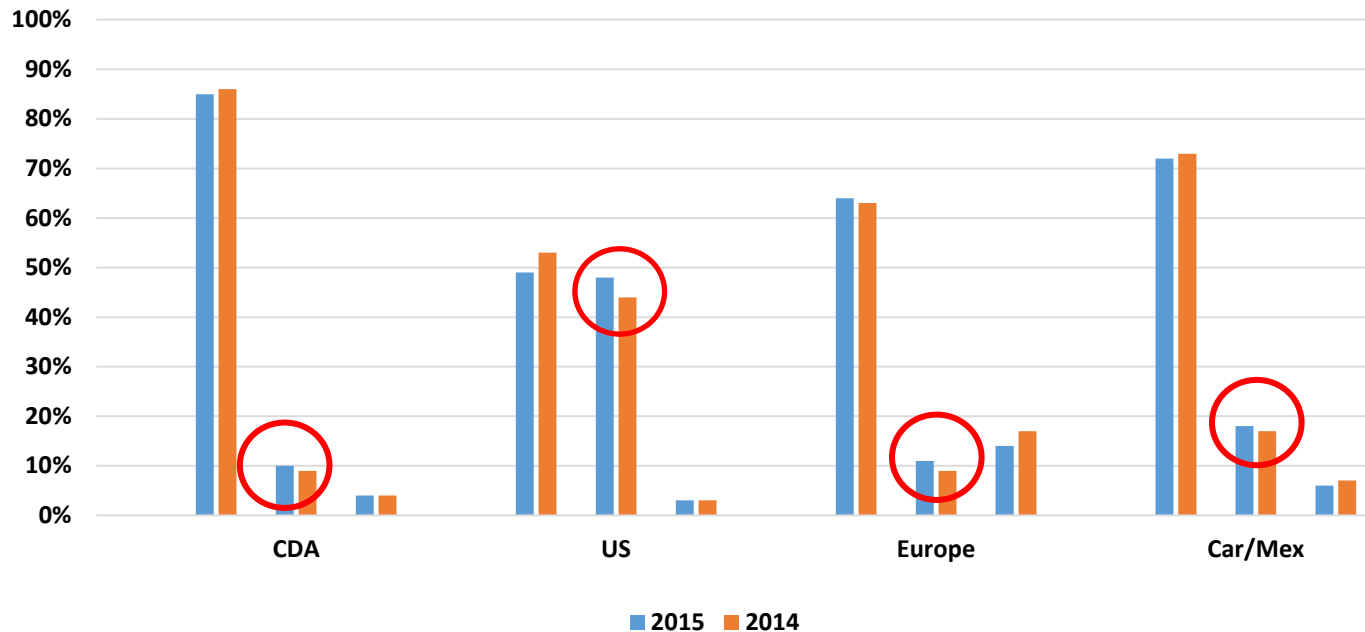


# PBG - BTV - YUL Seats



## Point of Sales

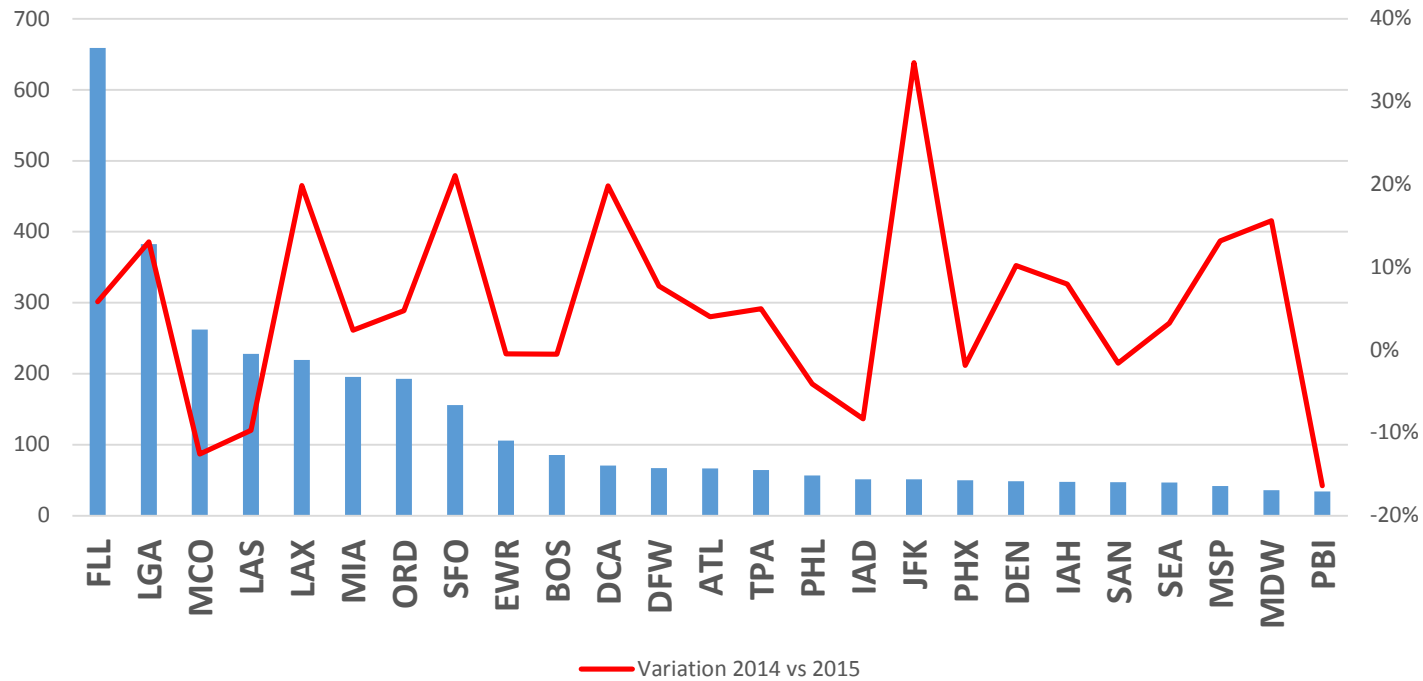
Column 1-Cda, Column 2-US, Column 3-Oth markets  
2015 vs 2014



Ticket purchases by Americans for travel between YUL and all four sectors have increased in 2015.



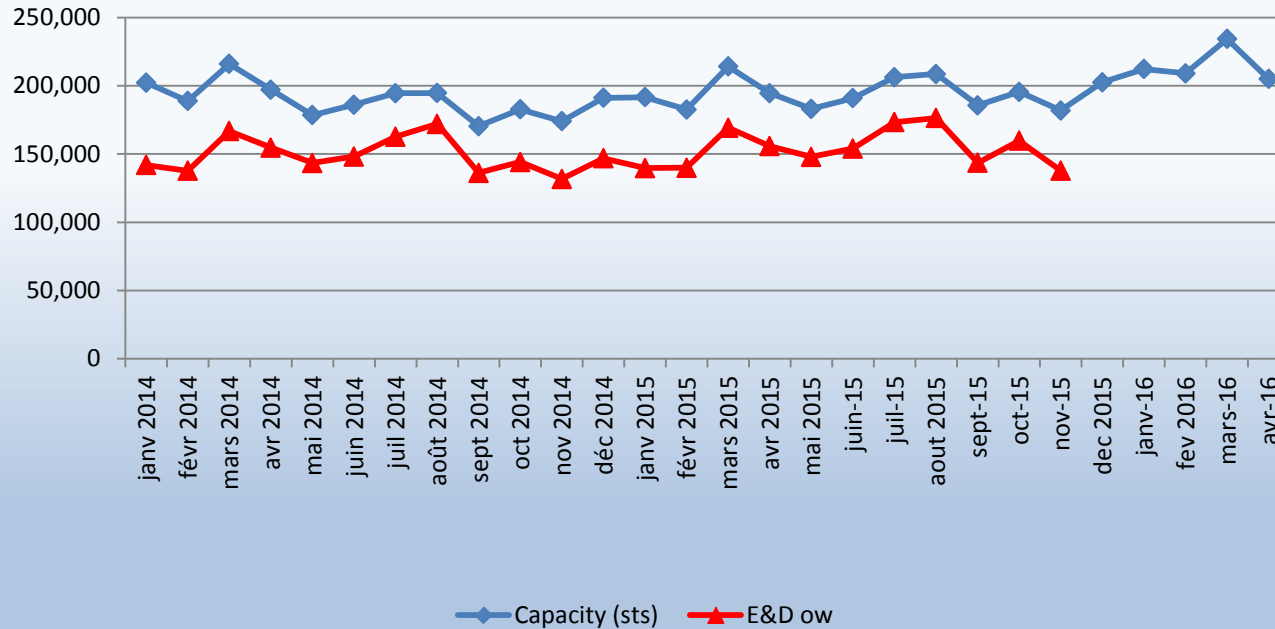
## Top 25 U.S. Jan. to Sept (ppdew)



Top 3		Demand	Capacity
Winners	JFK	35%	8%
	SFO	21%	11%
	LAX	20%	24%
Losers	PBI	-16%	6%
	MCO	-13%	2%
	LAS	-10%	9%

# YUL needs more capacity

YUL- USA  
Demand vs Capacity  
PLF 77%





- **The Canadian dollar lost 30 per cent since 2014**
- **No sign of recovery in 2016**
- **US Capacity stable**
- **More US tourists**
- **More 6<sup>th</sup> freedom traffic**