

VANCOUVER INTERNATIONAL AIRPORT ACI-NA Air Service Data Seminar



VANCOUVER
INTERNATIONAL
AIRPORT

Beyond. Every Day.





AWARD WINNING



AIRPORT OF
THE YEAR
CAPA AVIATION AWARDS
FOR EXCELLENCE

2016 - A YEAR OF RECORD GROWTH

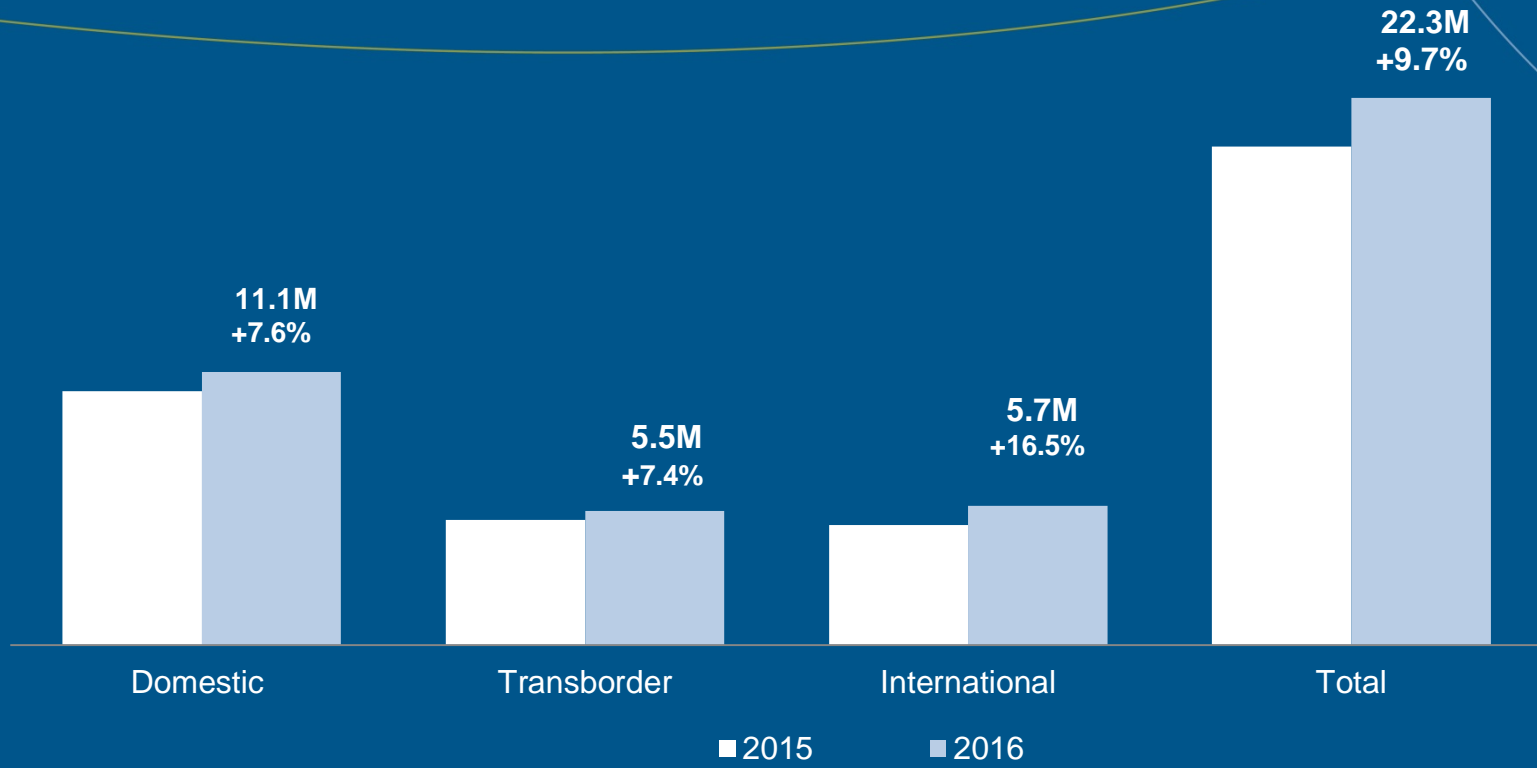
TOTAL
22.3M
PASSENGERS

ADDITIONAL
+2M
PASSENGERS

GROWTH
+10%
PASSENGERS



GROWTH ACROSS ALL SECTORS



+16% GROWTH FOR ASIA PACIFIC



CHINA GROWTH



HNA
Capital Airlines
首都航空



*(Estimated Q1 2018 YVR
launch pending approvals)*

OUR APPROACH



CONNECTYVR



Offers a standard rate structure for airline landing and terminal fees, with no rate increase between 2016 and 2020, plus incentives including marketing funding and fee rebates for two years.

15 %

**LOWER THAN
2015 RATES**

**LOWEST
RATES**

**COMPARED TO OUR
COMPETING AIRPORTS IN
NORTH AMERICA**

INNOVATION





- ♦ **ATL** – Atlanta
- ♦ **AUA** – Aruba
- ♦ **BGI** – Barbados
- ♦ **CLT** – Charlotte
- ♦ **DEN** – Denver
- ♦ **DTW** – Detroit
- ♦ **EWB** – Newark
- ♦ **FLL** – Ft. Lauderdale

- ♦ **GUM** – Guam
- ♦ **IAD** – Washington DC
- ♦ **JFK** – New York
- ♦ **LAX** – Los Angeles
- ♦ **MDW** – Chicago
- ♦ **NAS** – Nassau
- ♦ **OAK** – Oakland
- ♦ **ORD** – Chicago

- ♦ **PDX** – Portland
- ♦ **PFO** – Pafos
- ♦ **PHX** – Phoenix
- ♦ **PIT** – Pittsburgh
- ♦ **PVD** – Rhode Island
- ♦ **RDU** – Raleigh Durham
- ♦ **RNO** – Reno
- ♦ **SEA** – Seattle

- ♦ **SFO** – San Francisco
- ♦ **SLC** – Salt Lake City
- ♦ **SPN** – Saipan
- ♦ **SWF** – Stewart
- ♦ **SXM** – St Maarten
- ♦ **YHZ** – Halifax
- ♦ **YUL** – Montreal
- ♦ **YVR** – Vancouver

- ♦ **YWG** – Winnipeg
- ♦ **YYC** – Calgary
- ♦ **YYZ** – Toronto
- Port Everglades
- Port Metro Vancouver

OUR STRATEGY





TEAM YVR



CLEARLY DEFINED ROLES



MARKETING & COMMUNICATIONS EXAMPLES





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