

DLH Air Service Snapshot



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Executive Summary

- DLH will see 30%+ increases in seat/flights through the fall, thanks largely to new AA service.
- Versus comparable airports, DLH sees the largest increase in passengers (24%) and the largest decrease in fare level (8%), in 4Q18.
- RASM were near system averages in 4Q18, with UA's service adds putting downward pressure on RASMs.
 - *Revenue Per Available Seat Mile (RASM) is a unit of measurement commonly used to compare the efficiency of various airlines*
- O&Ds seeing the largest increases year/year were DEN and MCO.
- Leakage improved about 9% year/year in April 2019.
- Delta's seat share of DLH will approximate 49% in 2019, well off historical peaks when DL dominated the market



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DLH Forward Looking Seats and Flights

Destination	Airline	YOY Change - Monthly Flights and Seats									
		May 2019		Jun 2019		Jul 2019		Aug 2019		Sep 2019	
		Flights	Seats	Flights	Seats	Flights	Seats	Flights	Seats	Flights	Seats
Percent Difference											
Chicago-O'Hare, IL (ORD)	American	NEW	NEW	NEW	NEW	NEW	NEW	NEW	NEW	NEW	NEW
Minneapolis/St. Paul, MN	Delta	0.7%	4.7%	15.3%	21.1%	20.7%	28.6%	19.2%	22.0%	18.2%	31.0%
Chicago-O'Hare, IL (ORD)	United	1.1%	2.0%	5.7%	3.9%	11.7%	9.6%	20.4%	14.5%	4.3%	3.2%
Total		8.7%	9.9%	34.8%	32.3%	40.2%	38.7%	44.1%	38.4%	35.7%	36.7%



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4Q18 Fare Benchmarking

4Q18 Benchmarking: DLH versus other regional Airports

	Average	O&D	Year/Year Change			Carrier Share				
	Fare*	Psgs	Avg Fare	Psgs		AA	DL	UA	Other	
DLH	\$242	33,091		(8%)	24%		0%	54%	45%	1%
MSP	\$203	2,635,694		4%	2%		9%	56%	7%	28%
FAR	\$244	102,488		(3%)	7%		17%	41%	22%	20%
ATW	\$221	88,150		(4%)	22%		12%	47%	23%	18%
RST	\$239	46,437		0%	5%		30%	47%	21%	3%
GFK	\$247	28,510		2%	(1%)		0%	75%	1%	24%
MQT	\$252	12,452		(2%)	9%		36%	63%	0%	1%
BJI	\$261	7,324		13%	5%		0%	99%	0%	0%
BRD	\$245	4,842		3%	(0%)		0%	100%	0%	0%
HIB	\$245	3,881		0%	0%		0%	100%	0%	0%

* One way-trip excluding taxes and fees



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Top O&D Markets: 4Q18

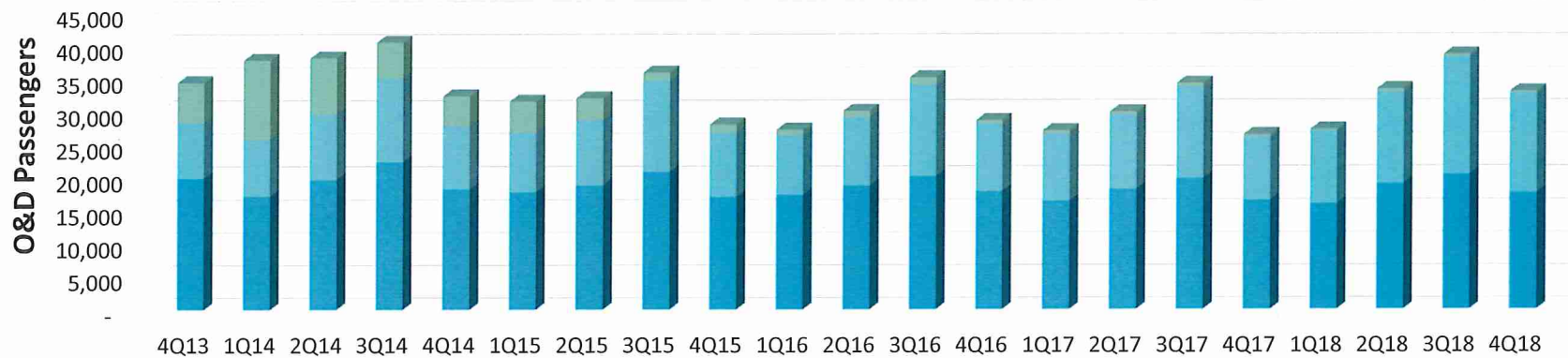
Rank	Destination	O&D Passengers	O&D Revenue (\$)	Average Fare (\$)	YOY % Change		
					Pax	Rev	Fare
1	Chicago-O'Hare, IL (ORD)	42	5,486	132	34%	31%	(3%)
2	Denver, CO	12	2,244	186	106%	61%	(22%)
3	Orlando, FL (MCO)	12	2,414	201	50%	38%	(8%)
4	Phoenix, AZ (PHX)	9	2,220	242	34%	20%	(10%)
5	Atlanta, GA	8	2,016	243	28%	31%	2%
6	New York-La Guardia, NY (LGA)	8	1,676	204	28%	19%	(8%)
7	Las Vegas, NV	8	2,114	264	(19%)	9%	35%
8	Boston, MA	8	1,519	191	23%	(3%)	(21%)
9	Detroit, MI	8	1,660	219	35%	28%	(5%)
10	Dallas-Fort Worth, TX (DFW)	7	1,368	193	52%	37%	(10%)
11	Seattle, WA	7	1,565	238	13%	(1%)	(12%)
12	Los Angeles, CA	6	1,467	236	(7%)	(16%)	(10%)
13	Minneapolis-St. Paul, MN	6	706	114	85%	57%	(15%)
14	Ft. Myers, FL	6	1,364	231	130%	113%	(7%)
15	Houston-Intercontinental, TX (IAH)	6	1,565	269	14%	10%	(4%)
16	St. Louis, MO	6	1,195	208	82%	79%	(2%)
17	Tampa, FL	5	1,078	206	65%	71%	3%
18	San Francisco, CA	5	1,332	261	53%	73%	13%
19	Portland, OR	5	1,014	209	1%	(15%)	(16%)
20	Washington-National, D.C.	5	1,210	258	(22%)	(12%)	13%
Total All Markets		360	86,992	242	24%	15%	(8%)



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DLH O&D Passenger Market Share



Year	Quarter	Airline Market Share		
		DL	UA	OTHER
2017	Q1	61%	38%	2%
	Q2	61%	37%	1%
	Q3	58%	40%	2%
	Q4	63%	36%	2%
2018	Q1	59%	40%	1%
	Q2	57%	41%	2%
	Q3	53%	46%	1%
	Q4	54%	45%	1%

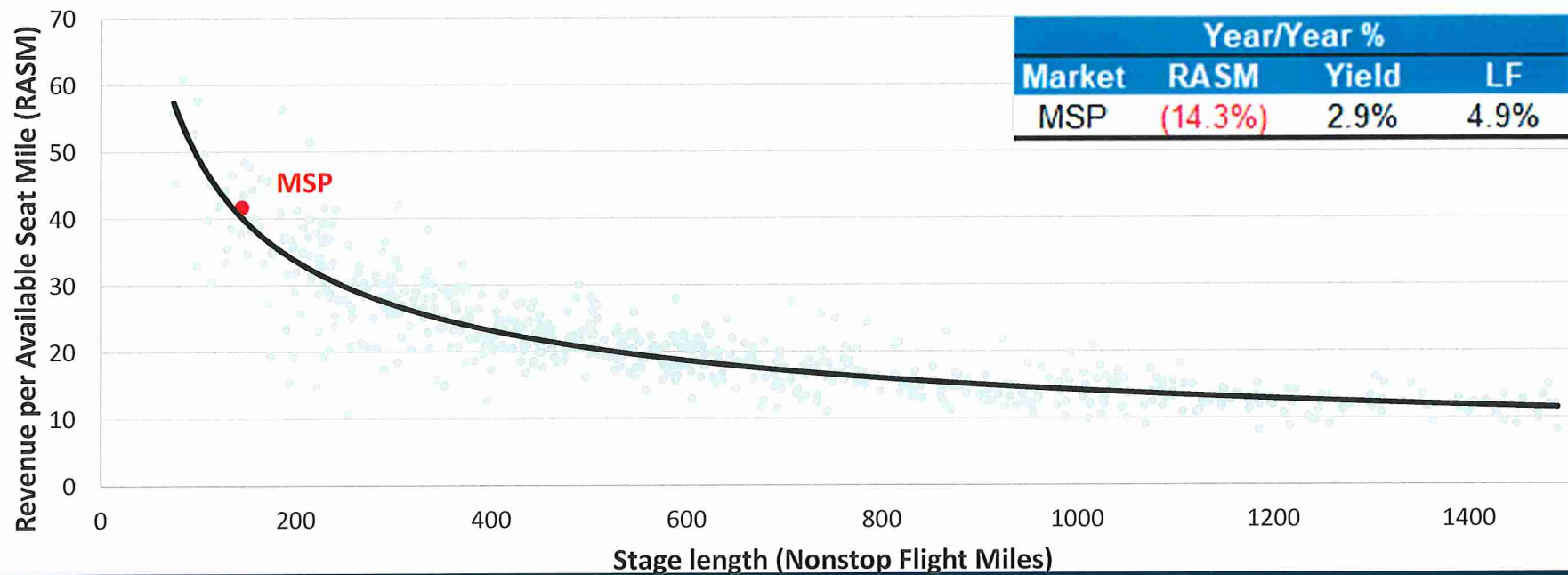


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DL RASM Performance

RASM & Stage Length
For markets < 1,500 miles

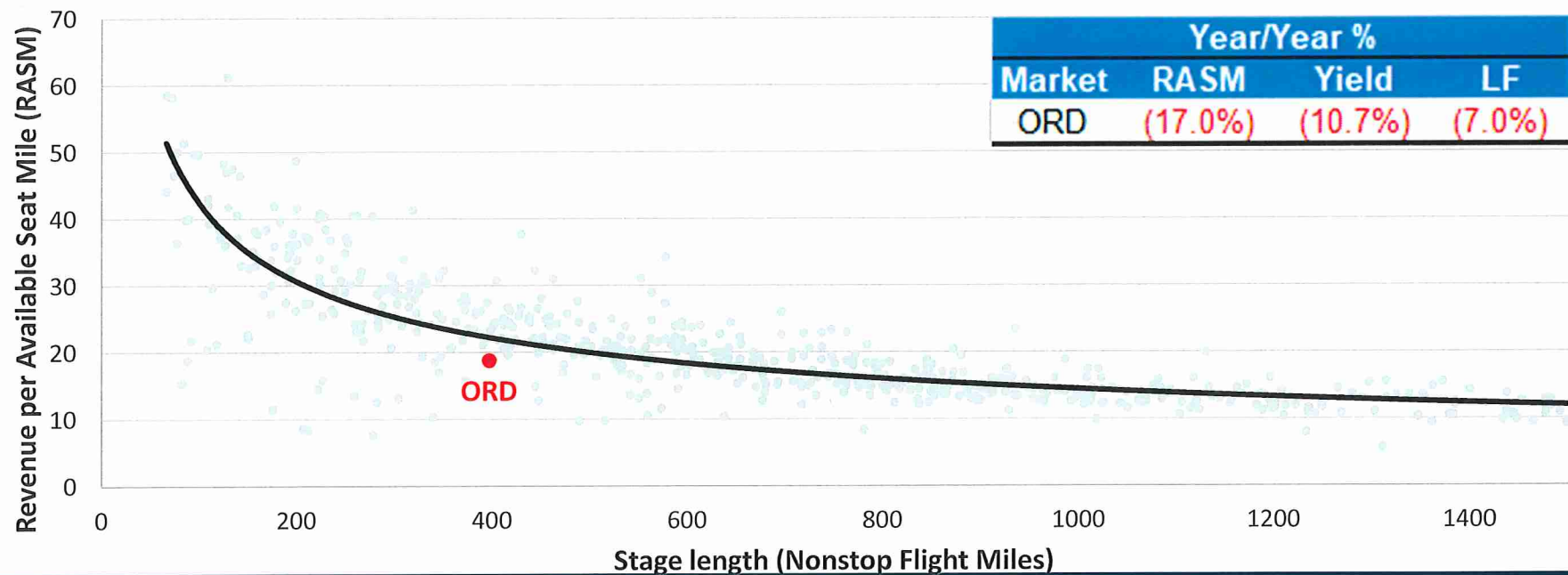


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UA RASM Performance

RASM & Stage Length
For markets < 1,500 miles

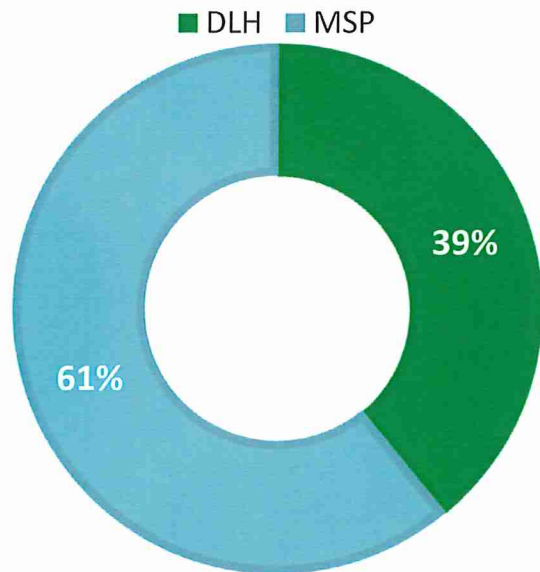


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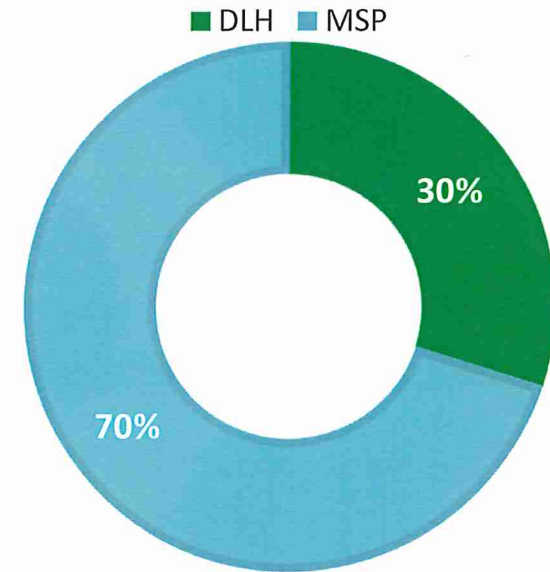
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DLH Leakage (Market Share by Airport)

**AIRPORT OF ORIGIN
APRIL 2019 (WITHIN 60 MILES)**



**AIRPORT OF ORIGIN
APRIL 2018 (WITHIN 60 MILES)**

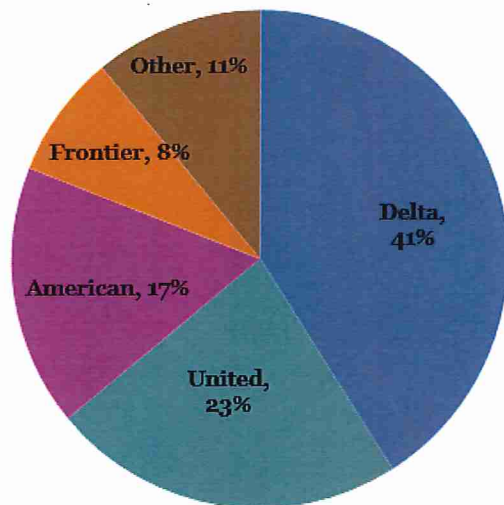


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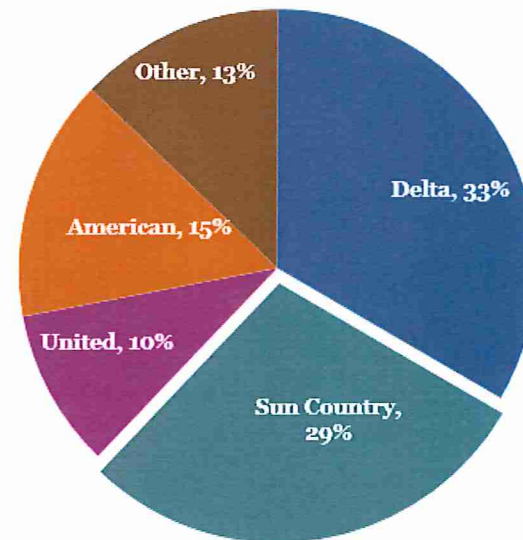
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Market Share of DLH Leakage by Carrier

Market Share of DLH Leakage by Carrier 2013



Market Share of DLH Leakage by Carrier 2018



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