



CBRM COUNCIL: ROUTE EXPANSION PRESENTATION

EIC FAMILY OF COMPANIES

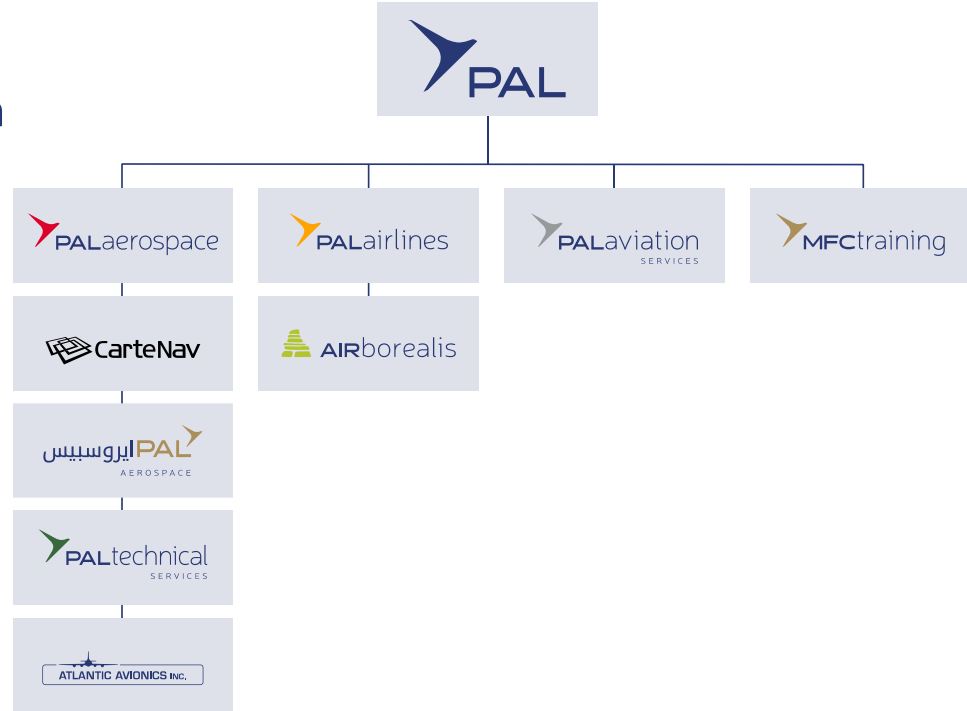


40,000+ Shareholders
 •
4,500+ employees
 across North America
 •
1 of Top 10 Defense &
 Aerospace companies
 in Canada
 •
3rd largest Aircraft
 Operator in Canada
 •
10 unique and
 complementary
manufacturing
companies in Canada
 and the USA



PAL Group of Companies

- PAL is a group of 10 companies with over 1,400 employees
- Businesses ranging across Canada from Newfoundland to British Columbia
- International business in the United Arab Emirates (UAE) and the Caribbean
- Owned by parent company Exchange Income Corporation (EIC)
- PAL Technical Services provides heavy maintenance and aircraft modification services for all EIC aircraft operators resulting in significant job creation in NL.



Who We Are

- PAL Airlines is part of the Exchange Income Corp. (EIC) Group of Companies.
- Headquartered in St. John's, NL, PAL Airlines has over 45 years operating as a full service regional airline offering commercial, charter and cargo services.
- 7 time award winner of the Bombardier On Time Performance Award.



Who We Are



Air Borealis

Air Borealis was born of a partnership between PAL Airlines and the Innu and Inuit of Labrador to bring more travel options to the people of Labrador. The company is dedicated to providing sustainable air transportation that respects the community, the environment and the people of the North.



Moncton Flight College

Since 1929, Moncton Flight College has trained more than 20,000 pilots from around the world. With campuses in Moncton and Fredericton, it is the largest private flight school in Canada and is internationally recognized for its dedicated focus to quality and safety.

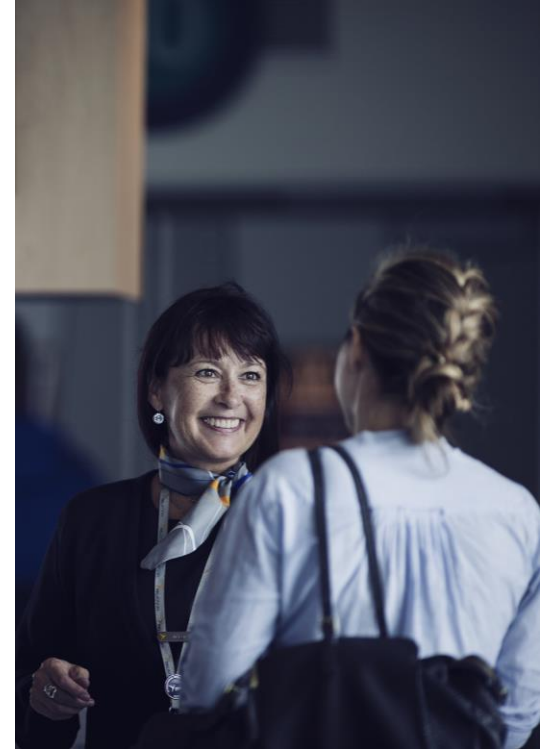


PAL Aviation Services

PAL Aviation Services' two locations — in Halifax, Nova Scotia, and St. John's, Newfoundland and Labrador — have been voted the Top 2 Fixed-Base Operators in Atlantic Canada, providing exceptional services to commercial, corporate, military and private aircraft for more than 30 years. Offering refuelling, de-icing, the largest hangarage, cargo services and extensive amenities, PAL Aviation Services gets its clients in the air on schedule.

Who We Are

- Leading air service provider in Eastern Canada and Quebec.
- Specializing in leisure and group travel with a significant corporate segment.
- The PAL Airlines differentiator is our customer service. PAL staff consistently go above and beyond to provide the finest hospitality to our passengers.



Our Fleet



DASH 8-Q400 | 4

Crew: 2
Flight Attendants: 2
Seating: 76
Lavatory: Yes
In Flight Service: Yes



DASH 8-300 | 7

Crew: 2
Flight Attendants: 2
Seating: 50/47
Lavatory: Yes
In Flight Service: Yes



DASH 8-100 | 2

Crew: 2
Flight Attendants: 1
Seating: 37/29/21
Lavatory: Yes
In Flight Service: Yes



BEECHCRAFT 1900D | 2

Crew: 2
Seating: 16
Lavatory: Yes
In Flight Service: No



TWIN OTTER | 9

Crew: 2
Seating: 19
Lavatory: No
In Flight Service: No



KING AIR 350 | 2

Crew: 2
Seating: 8
Lavatory: Yes
In Flight Service: No



CITATION X | 1

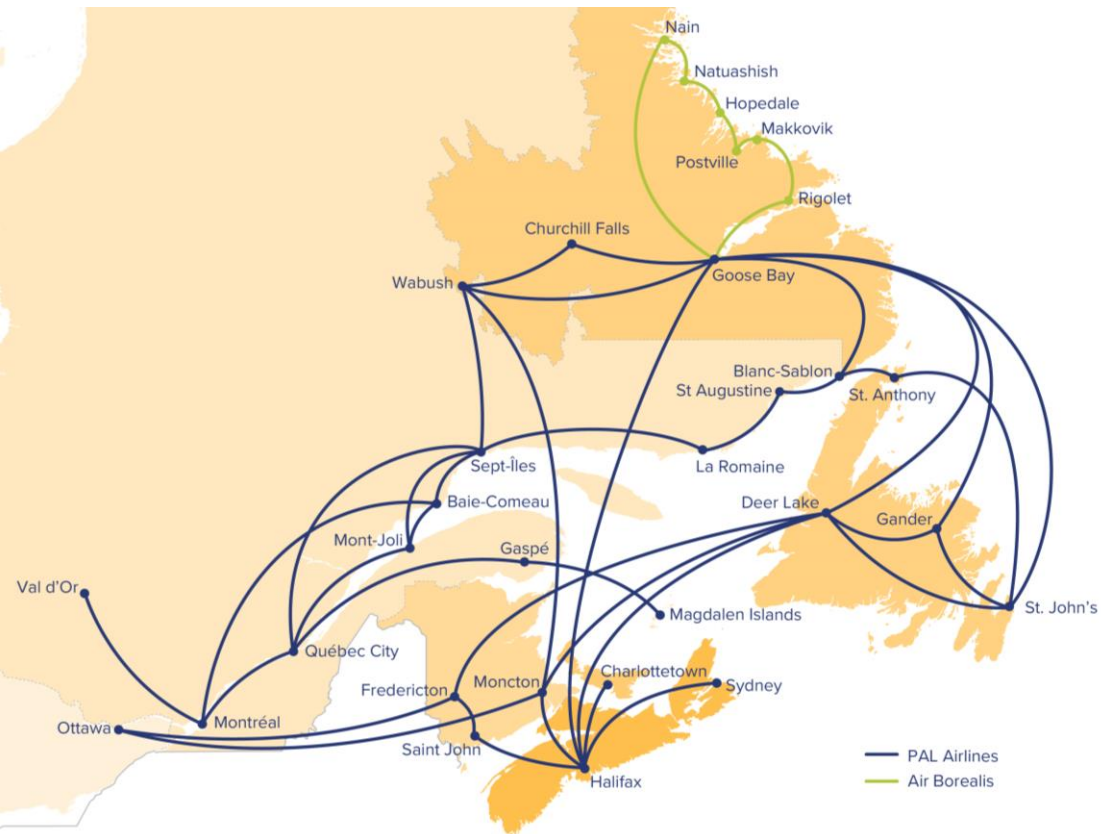
Crew: 2
Seating: 8
Lavatory: Yes
In Flight Service: No





COMMITMENT TO SAFETY

Scheduled Service

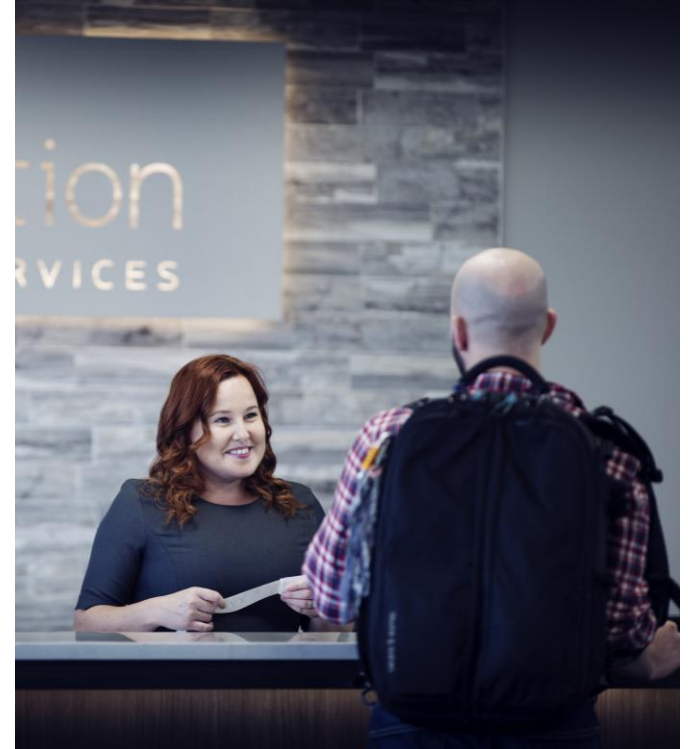


- Serving 25* destinations throughout Eastern Canada and Quebec.
- Schedule and routings designed to offer the best of both worlds to business and leisure passengers.
- Schedule designed to maximize connectivity.

**31 destinations including Air Borealis*

Charters

- On demand around the clock service.
- Accommodating groups of any size as well as time sensitive parts and freight.
- An array of aircraft types and sizes to suit every need.
- 24-7 service with private FBO's in St. John's and Halifax and access to a diverse fleet of aircraft.
- Specialize in executive charters, crew rotation and group travel.



Cargo



- Robust cargo service throughout PAL Airlines network.
- 3 shipping service options:
 - General: 4 business days
 - Express: 2 business days
 - Priority: Same day shipping



Community Involvement



- Pride ourselves on being true community ambassadors with countless volunteer hours and over \$150, 000 in cash and in-kind donations annually.
- Give back generously to each market we serve by way of the following:
 - Event sponsorships
 - Hosting of family focused community events
 - In-kind air travel donations for non-profits
 - In-kind cargo shipments
 - Volunteer work



Flex Plus Program

- Our business travel program is customized to fit the business needs of our customers. The Flex Plus Program gives both consistent rates and unmatched flexibility.
- Program perks:
 - Pay as you go; no up-front costs
 - No advance booking restrictions
 - No flight change fee
 - No name change fees
 - First bag free
 - Flights fully refundable up to 24 hours before flight
 - Unlimited number of employees under one contract
 - Secures long-term rates for your business



Q&A

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**THANK
YOU**