



Kevin Howlett

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Ms. Nancy Phillips
VP Investment, Trade and International Partnerships Halifax Partnership

via email: nphillips@halifaxpartnership.com

Dear Ms. Phillips,

I am writing to you regarding your city's candidacy to attract Amazon's second corporate headquarters (HQ2). We have been made aware that different Canadian cities intend to apply and that as part of the Request for Proposal (RFP) process, Amazon has signaled that daily direct flights to Seattle, New York, San Francisco/Bay Area, and Washington, D.C. will be an important consideration in its final decision.

As such, I wanted to provide you with Air Canada's position that could support your city's bid for Amazon HQ2. Air Canada is particularly proud of its critical role in connecting the whole of Canada, but particularly its major metropolitan areas to markets in the United States and the world. This is strongly evidenced by these facts:

- 1- Air Canada is Canada's largest airline and the largest provider of scheduled passenger services in the Canadian market, the Canada-U.S. transborder market and in the international market to and from Canada. We fly to 64 airports in Canada, 57 in the United States and 91 in Europe, Africa, the Middle East, Asia, Australia, the Caribbean, Mexico, Central America and South America.
- 2- We do so by flying to more than 200 destinations on six continents from Canada. A customer of Air Canada from the major metropolitan centres can fly directly, or in many instances through only one connection to most of our destinations. Air Canada, Air Canada Rouge and its Air Canada Express regional partners operate on average 1,580 scheduled flights each day.

Air Canada knows air connectivity is a prime consideration for any company choosing a headquarters location. As Canada's largest carrier and the airline with the most transborder services between Canada and the U.S., we are uniquely positioned to connect Seattle or any other U.S. city with any successful Canadian city on a commercially viable basis. As such, steps would be taken to further facilitate travel to/from any successful Canadian city.

Sincerely,

Kevin Howlett

Senior Vice President, Regional Markets and Government Relations
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