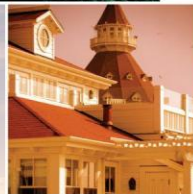




SAN DIEGO INTERNATIONAL AIRPORT



## **AUTHORITY ADVISORY COMMITTEE BRIEFING**

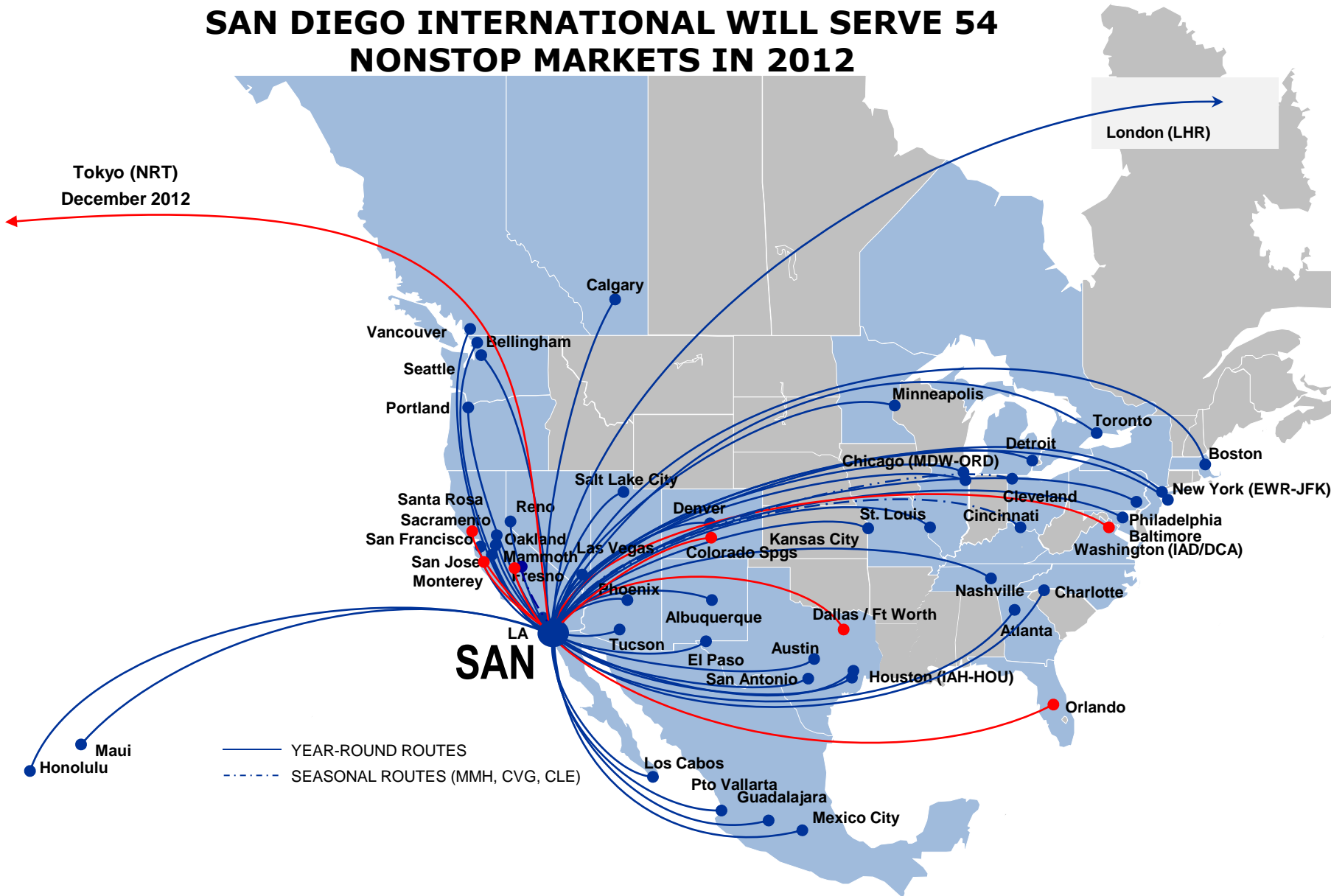
**Air Service Development**

**July 11, 2012**

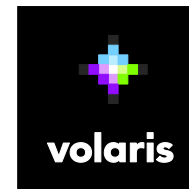
**Hampton Brown  
San Diego International Airport**



# SAN DIEGO INTERNATIONAL WILL SERVE 54 NONSTOP MARKETS IN 2012



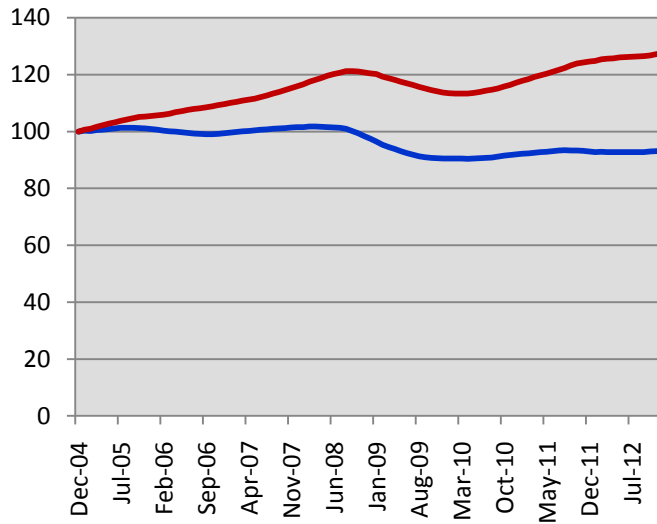
# SAN DIEGO INTERNATIONAL AIRPORT IS SERVED BY 16 AIRLINES



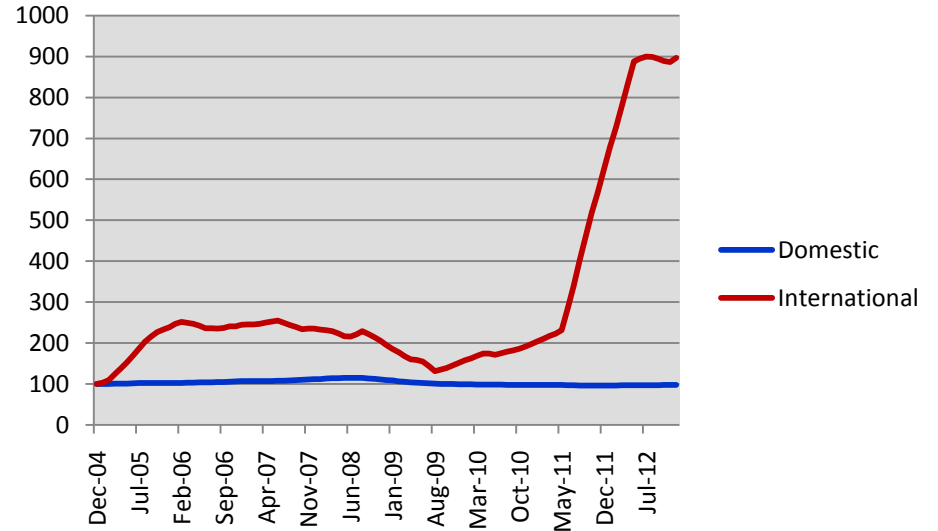
# AIR SERVICE TREND: INTERNATIONAL GROWTH

## Change in Available Seat Miles (ASM) (Indexed to YE 2004 = 100)

USA Change



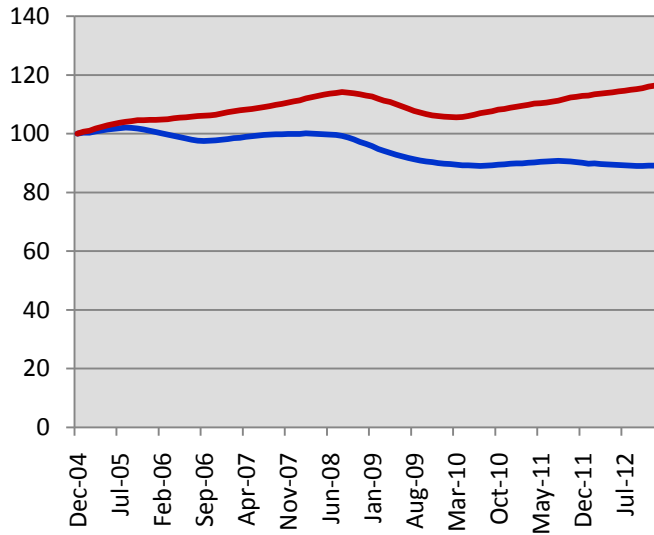
San Diego Change



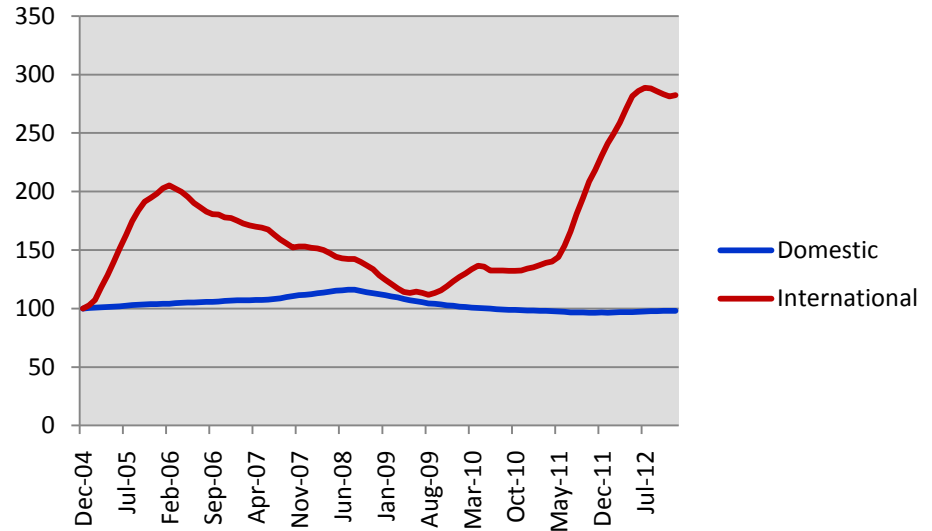
# AIR SERVICE TREND: INTERNATIONAL GROWTH

## Change in Seats (Indexed to YE 2004 = 100)

USA Change



San Diego Change



Source: Diio schedules relevant years

## AIR SERVICE TREND: Domestic Growth Opportunities Tied to Niche / Unaligned / Low Cost Segment

Airline	Domestic ASM Change YE Jul 2012 vs. YE Dec 2004	Domestic Seat Change YE Jul 2012 vs. YE Dec 2004
American Airlines	-19.7%	-15.4%
Alaska Airlines	26.5%	-0.1%
JetBlue Airways	76.5%	110.2%
Delta Air Lines	-24.9%	-28.3%
Frontier Airlines	46.8%	59.0%
Allegiant Air	812.7%	842.6%
Hawaiian Airlines	36.9%	45.8%
Spirit Airlines	43.2%	64.1%
SunCountry	-4.3%	-4.5%
United Airlines	-16.3%	-18.0%
US Airways	-16.0%	-17.0%
Southwest Airlines	40.8%	20.7%

Source: Diio schedules relevant years

## **FUTURE FACTORS AFFECTING AIR SERVICE OPPORTUNITIES**

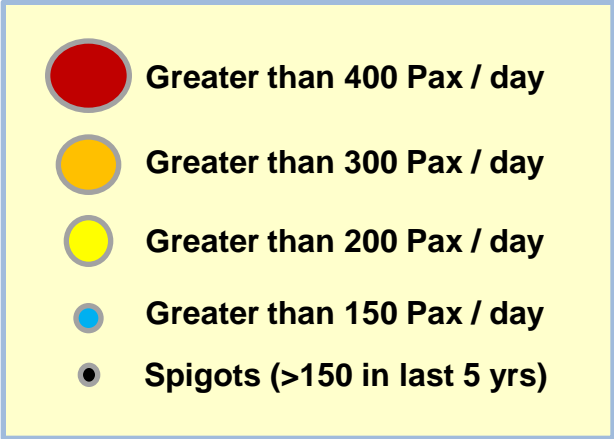
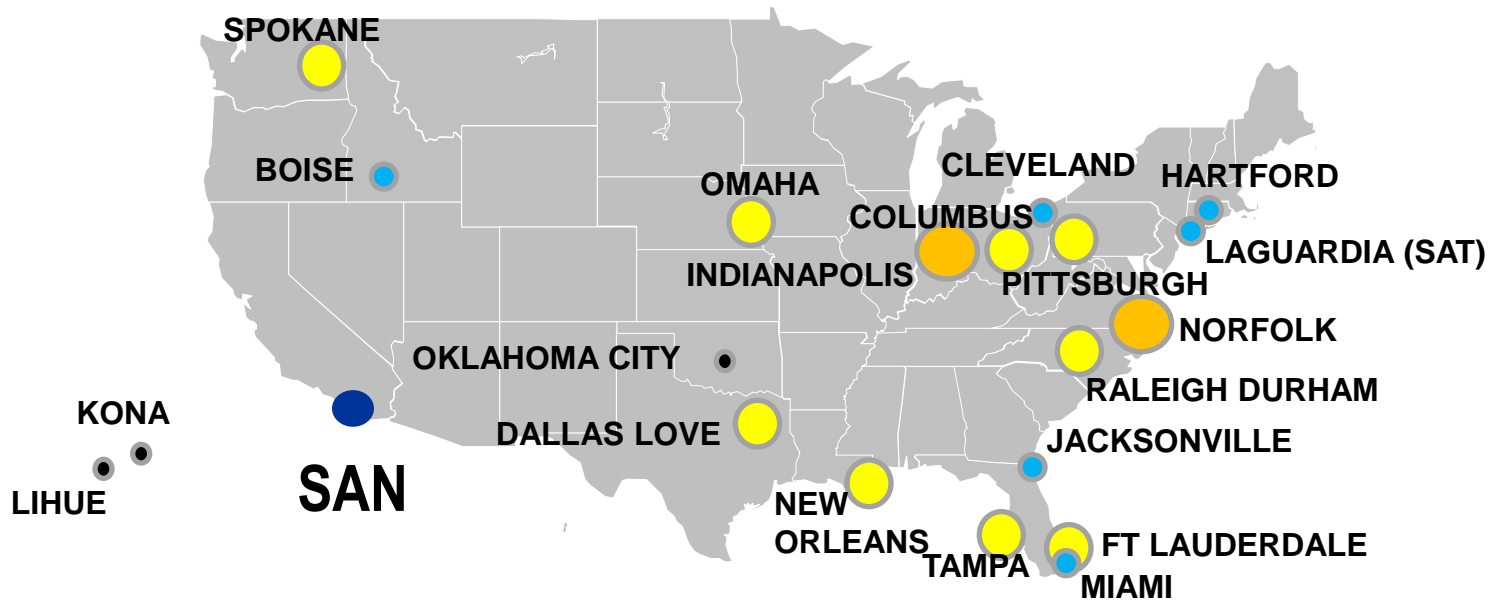
- **New technology (Boeing 787) makes long-thin routes viable even with current fuel prices**
  - **San Diego’s airport will be more international**
  - **Departure environment will still limit range from SAN**
- **“Open-skies” agreements have created open air service markets to most regions of the world (exceptions: China, Mexico, and Brazil)**
- **Visa-policy / visa-waiver: Korea and maybe future Taiwan and Argentina, more efficient visa processing needed for “BRIC” countries (center of aviation growth worldwide)**
- **Domestically**
  - **Legacy carriers focus on hubs (limited point to point opportunities)**
  - **Niche carriers willing to operate seasonal or less than daily services (will need airport flexibility)**
  - **Air Service targets will focus on airlines with growth aircraft**

# FUTURE INTERNATIONAL GOALS OF SAN DIEGO NONSTOP FLIGHTS TO MAJOR ECONOMIC AREAS





## FUTURE DOMESTIC GOALS OF SAN DIEGO SAN DIEGO'S LARGEST UNSERVED DOMESTIC MARKETS



**Questions?**