

# Airport Performance Update

November 5, 2012

# 14 Nonstop Markets – Some with Limited Service

## 59 departures/day versus 111 in 2005

### Current Markets

Destination	Airline	Average Daily Departures	
		3Q 2012	3Q2005
Oakland	Southwest	6.6	12.1
Sacramento	Southwest	6.2	10.9
Las Vegas	Southwest	5.9	9.8
Phoenix	Southwest	5.7	11.4
Phoenix	US Airways	5.2	7.0
San Jose	Southwest	4.4	8.3
San Francisco	United	4.0	0.5
Dallas/Fort Worth	American	3.9	5.6
Salt Lake City	Delta	3.7	6.0
Portland	Alaska Airlines	3.0	5.0
Seattle/Tacoma	Alaska Airlines	2.7	4.0
Houston	United	2.0	3.4
Denver	United	2.0	4.0
Denver	Southwest	2.0	
Chicago Midway	Southwest	1.0	
Guadalajara	AeroMexico	0.7	1.0
Reno	Southwest (seasonal service begins Jan '13)		

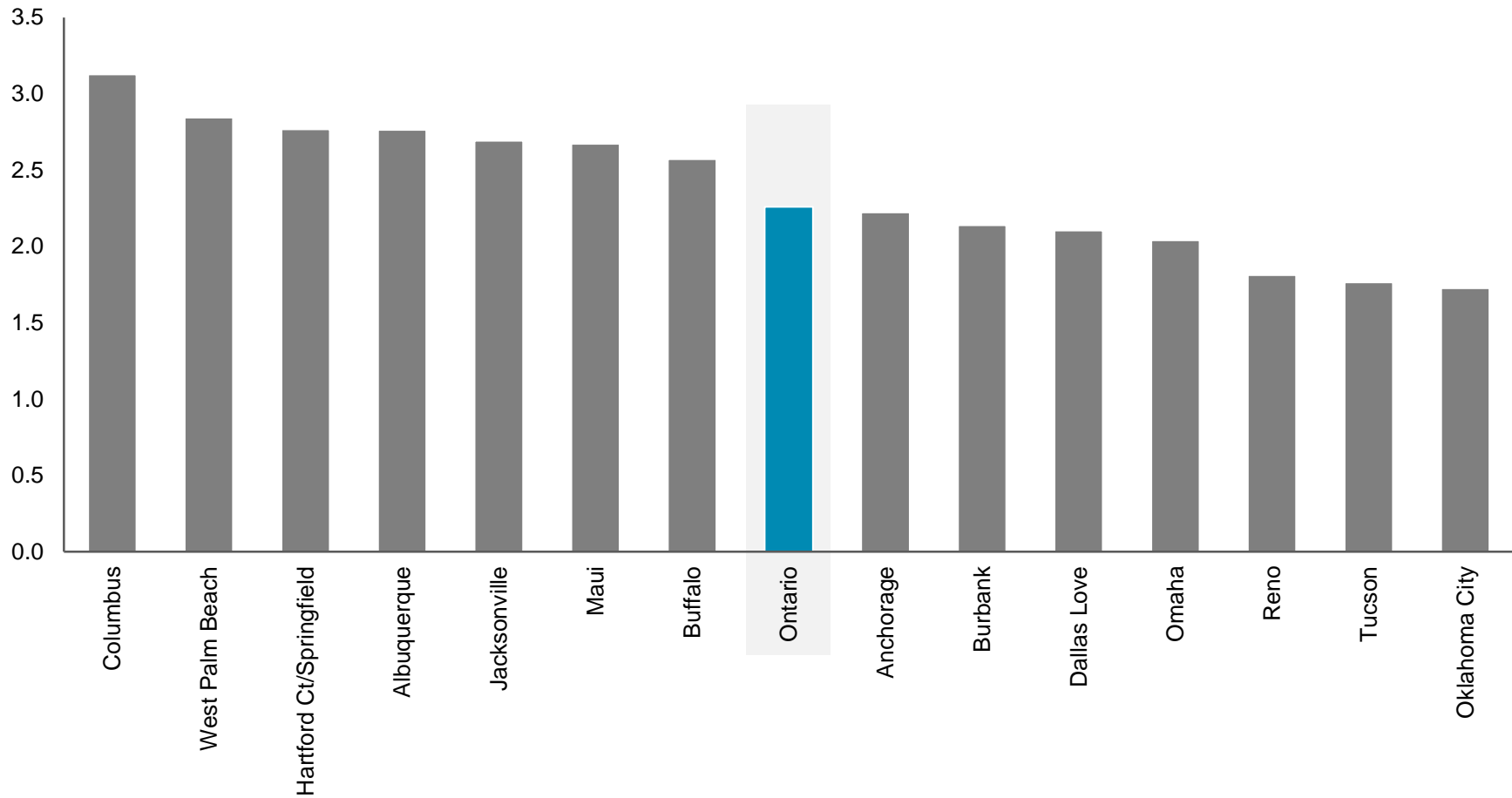
### No Longer Served

Destination	Airline	Average Daily Departures 3Q 2005
Los Angeles	United	7.9
Las Vegas	US Airways	4.2
Atlanta	Delta	4.0
New York JFK	JetBlue	2.0
Minneapolis	Northwest	2.0
Nashville	Southwest	1.0
Mexico City	Azteca	0.9
Los Cabos	AeroMexico	0.5

# Similarly Sized Airports

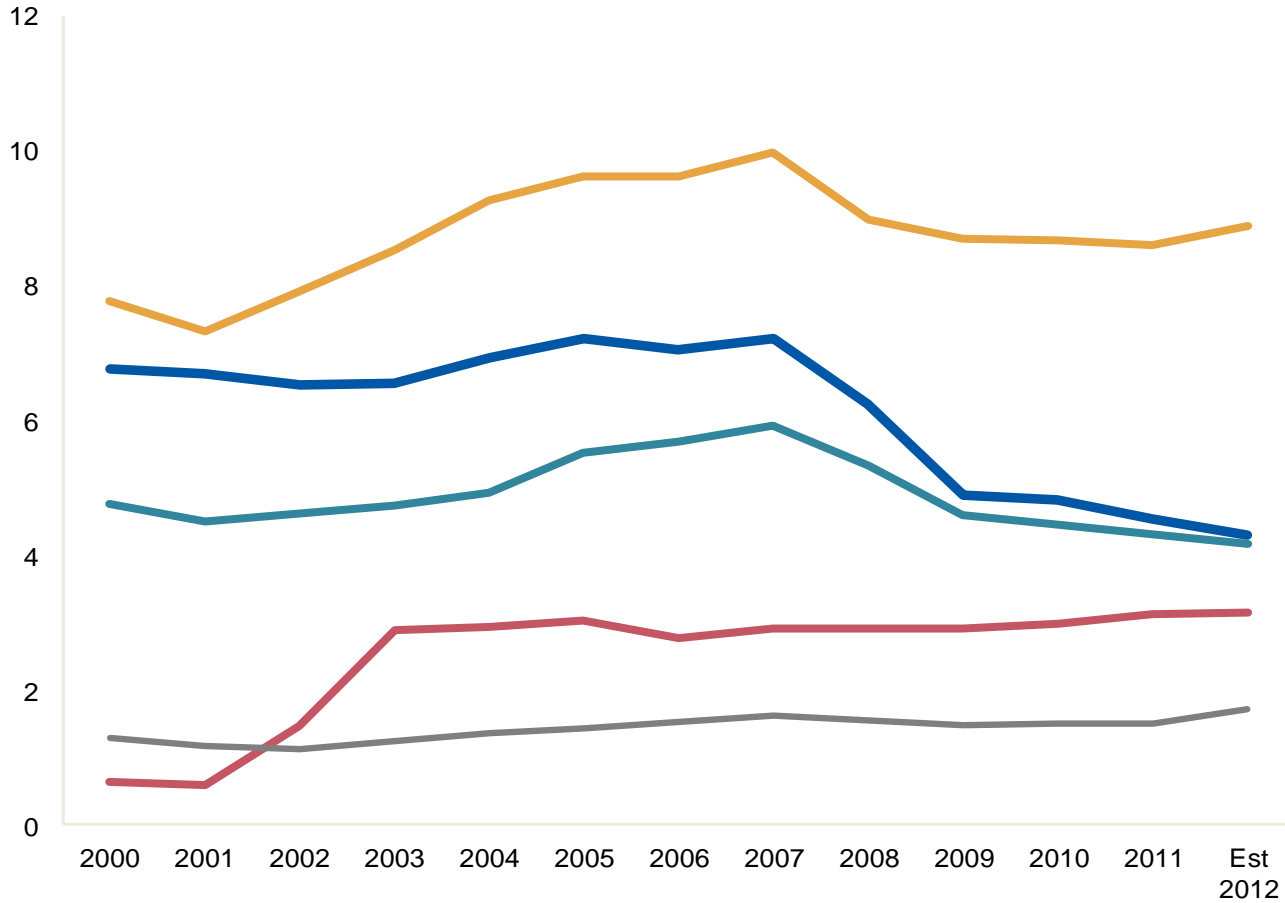
ONT faces different challenges than most, despite its similar size

2011 Enplanement (Millions)



# ONT Versus Competing Airports in the Region

**Passengers at Southern California Regional Airports (Millions)**  
2000-2012

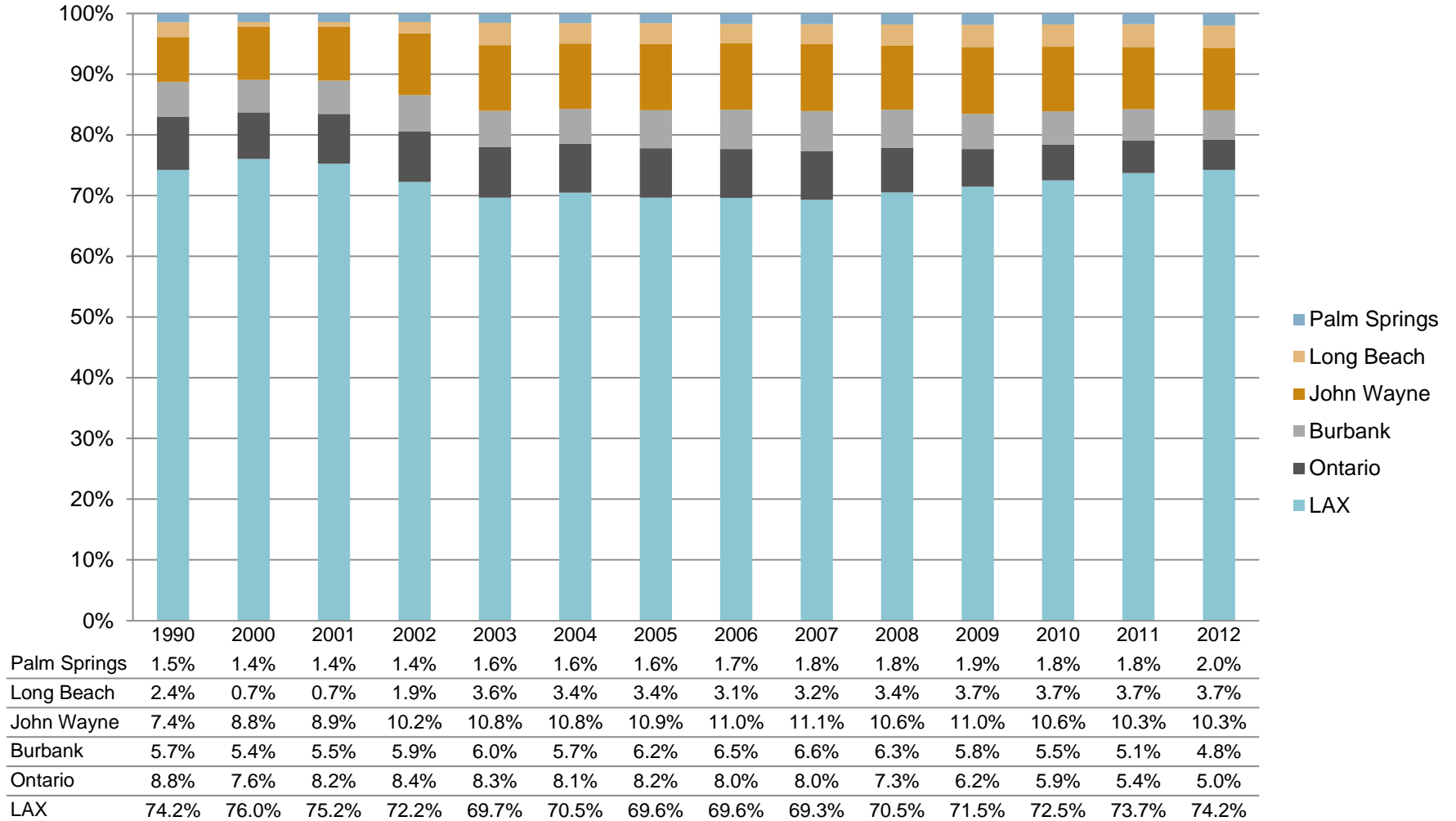


Change 2000-2012	
John Wayne	14.2%
Ontario	-36.3%
Burbank	-12.4%
Long Beach	392.6%
Palm Springs	33.6%
LAX	-5.1%

# Southern California Airport Regionalization

LAX's market share has steadily increased since 2007, and is the same as in 1990

**Passenger Share of Southern California Airports  
LAX, Ontario, Burbank, John Wayne, Long Beach, Palm Springs**



# Comparing Average Airfares

Airfare comparisons should be made on a market-by-market basis

**Average Domestic Market Stage Length and Fare**

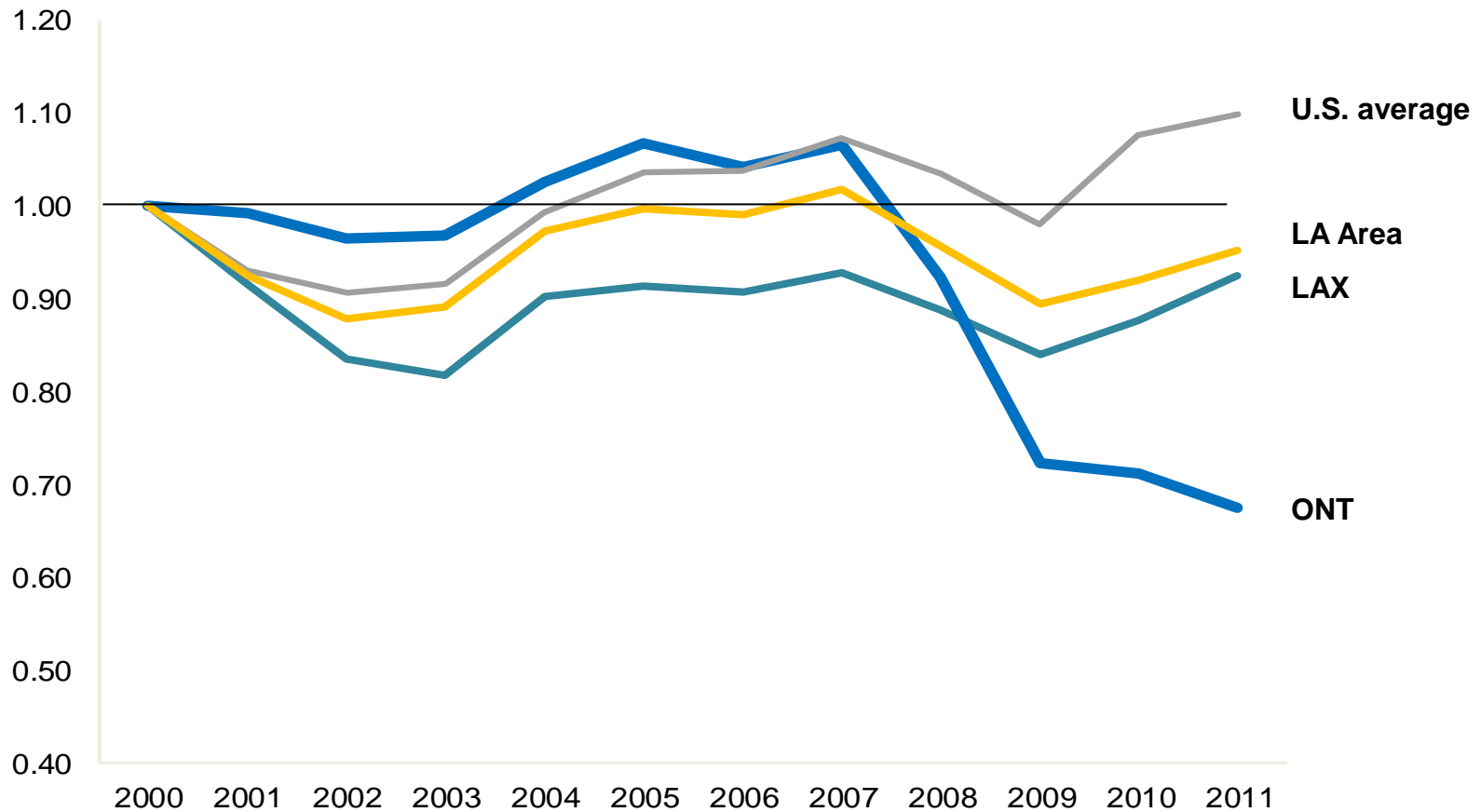
Airport	Stage Length	Average Fare
BUR	795	\$140
LAX	1,606	\$193
LGB	922	\$113
ONT	1,124	\$160
PSP	1,336	\$189
SAN	1,381	\$171
SNA	1,189	\$168

**Average Fare in Selected Markets**

	ONT	LAX	BUR	SNA
<i>Southwest</i>				
DEN	\$134	\$109	\$119	\$114
LAS	\$97	\$83	\$105	\$113
MDW	\$165	\$145	\$167	\$162
OAK	\$108	\$109	\$112	\$122
PHX	\$105	\$102	\$102	\$115
SJC	\$101	\$104	\$111	\$124
SMF	\$120	\$114	\$120	\$120
<i>Market Average</i>				
DEN	\$144	\$126	\$152	\$125
LAS	\$97	\$77	\$97	\$113
MDW	\$165	\$145	\$167	\$162
OAK	\$108	\$108	\$112	\$122
PHX	\$104	\$106	\$103	\$113
SJC	\$101	\$105	\$111	\$124
SMF	\$120	\$119	\$120	\$120

# ONT in Perspective

**2000-2011 Passenger Growth Comparison**  
Indexed to 2000=1.00



# ONT Passengers Projected to Decline by 5.5% in 2012

## Passenger decline will be less than the 7.7% decline in number of seats

### Estimated 2012 ONT Annual Passengers

Market	Jan-Sep 2012 Actual Passengers	Oct-Dec 2012 Estimate			Annual Passengers		
		Scheduled Seats	Oct-Dec 2011 Load Factor	Projected Passengers	2012 Estimate	2011 Actual	YOY Change
Domestic	3,198,626	1,368,347	76.2	1,043,284	4,241,910	4,482,964	-5.4%
International	45,599	16,568	79.4	13,156	58,755	68,911	-14.7%
<b>Total</b>	<b>3,244,225</b>	<b>1,384,915</b>		<b>1,056,441</b>	<b>4,300,666</b>	<b>4,551,875</b>	<b>-5.5%</b>

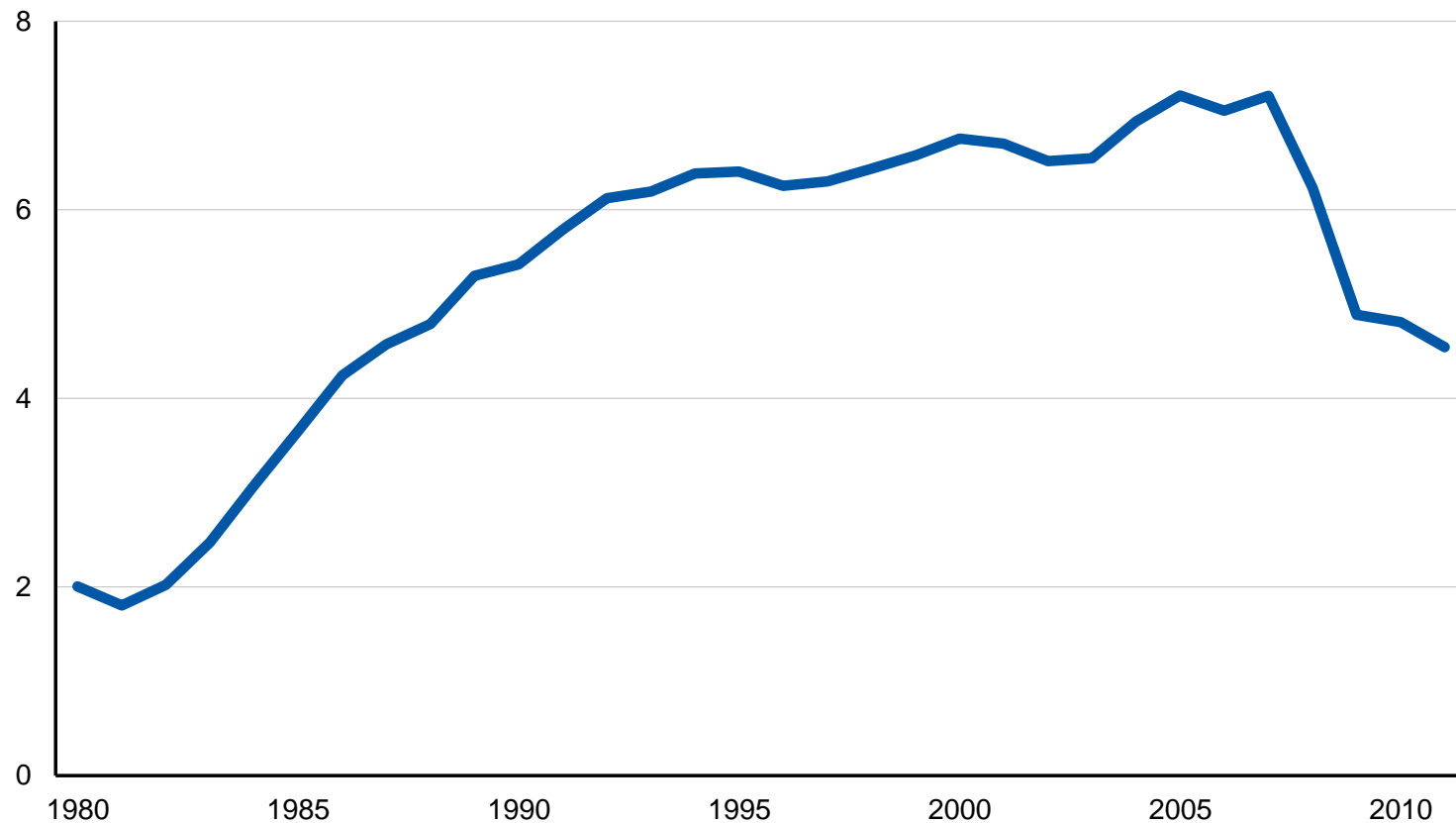


# ONT – A Growth Airport throughout Much of Its History Until Recently

2012 passengers at same level as in mid-1980s when Los Angeles acquired the airport

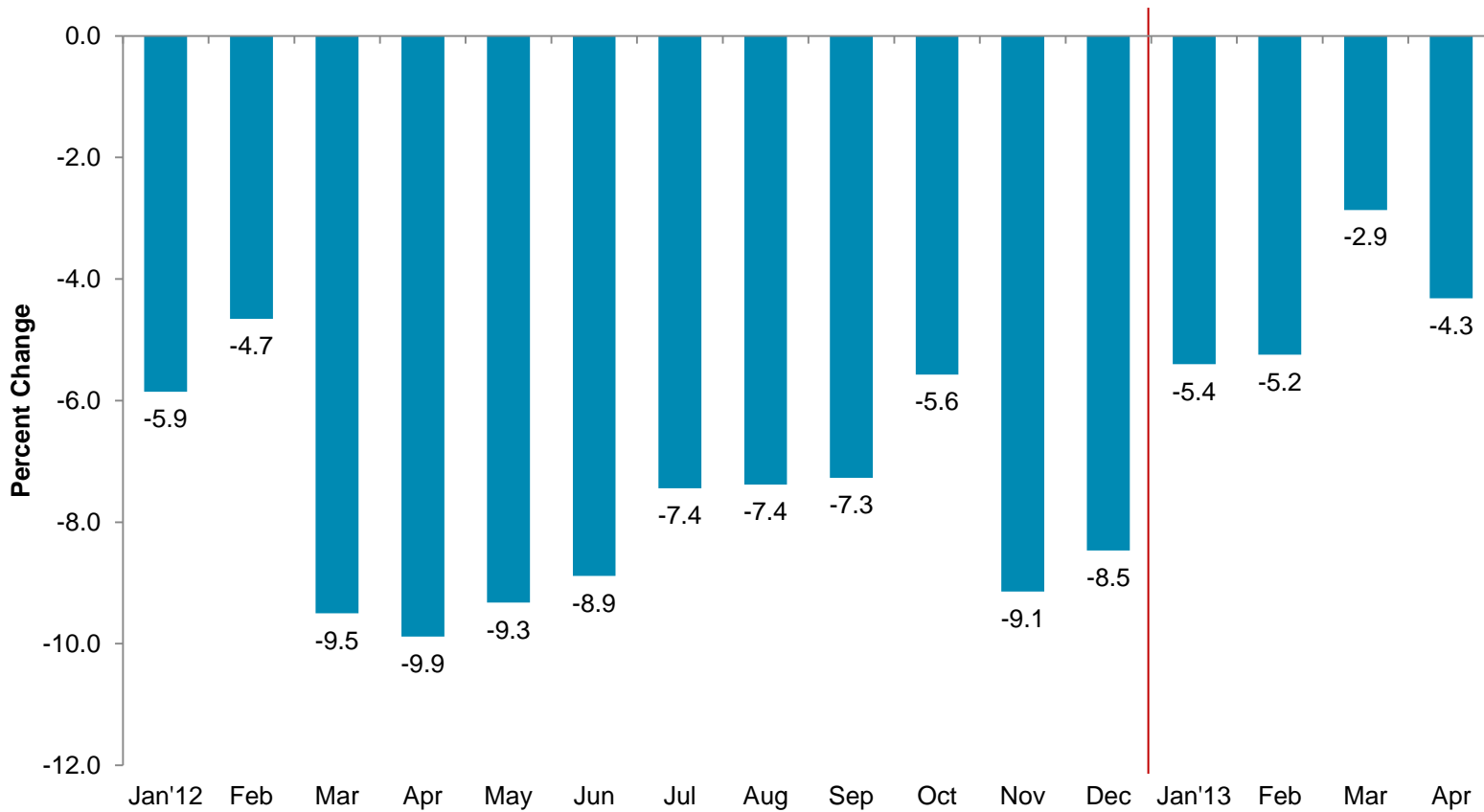
**Annual Passengers at ONT (Millions)**

1980-2011



# Ontario Will Continue to Lose Air Service into Next Year

**Scheduled Seats at Ontario International Airport  
Compared to Prior Year Same Month**  
January 2012 – April 2013



## Medium Hubs Have Been Challenged, But Not as Much as ONT

ONT decline of 37% versus 12.7% for average medium hub

**Change in Enplaned Passengers by Hub Category**

Hub Category*	2006-07	2007-08	2008-09	2009-10	2010-11	2007-2011 CAGR	2011 vs. 2007
Large	2.7%	-5.2%	-5.0%	0.9%	2.4%	-1.2%	-7.0%
Medium	3.2%	-5.8%	-7.7%	0.3%	0.1%	-2.6%	-12.7%
Small	4.7%	-3.6%	-7.0%	-0.8%	0.3%	-1.7%	-10.9%

\*Large hubs: 15M+ annual passengers; Medium hubs: 3.5M+ annual passengers; Small hubs: 675K+ annual passengers  
Source: U.S. DOT T100



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