



EL PASO
INTERNATIONAL AIRPORT

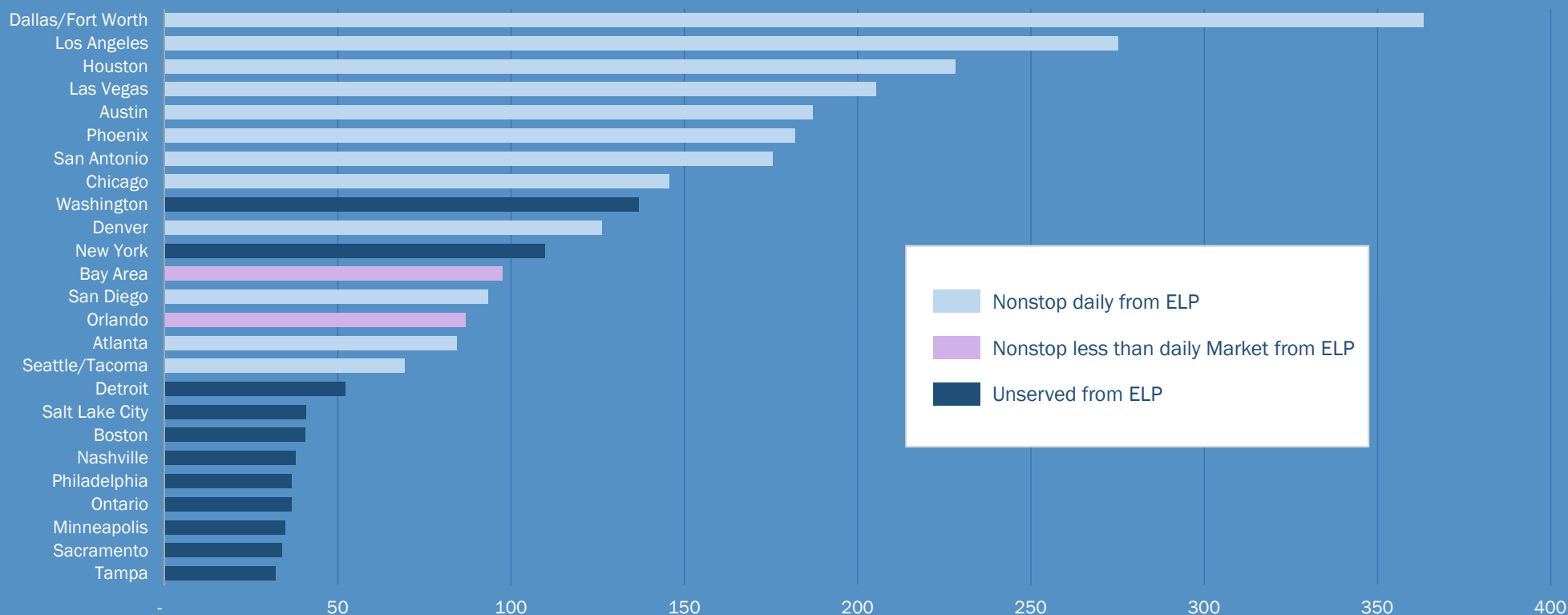
Air Service Development Incentive Program

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EL PASO HAS NONSTOP SERVICE TO 14 OF ITS TOP 25 O&D MARKETS

Top 25 O&D Markets for ELP
PDEW – CY 2018



Source: US DOT DB1B database, via Diio online portal; Innovata Schedules CY 2019

Note: Washington D.C includes DCA, IAD and BWI San Francisco includes SFO, OAK and SJC; New York includes EWR, LGA and JFK; Dallas/Fort Worth includes DFW, and DAL.; Orlando includes MCO and SFB.



NEW AIRLINE INCENTIVE PROGRAM

| | INCENTIVE | CURRENT | PROPOSED | CHANGE |
|---|--------------------------------|---------------------------|-------------------------|-----------------|
| DOMESTIC | | | | |
| | Landing Fee Waiver | 100% First Year | 100% First Year | No change |
| | Marketing 1 st year | \$3 per departure seat | \$5 per departure seat | \$2 increase |
| | Marketing 2 nd year | \$1.50 per departure seat | \$2.50 departure seat | \$1 increase |
| INTERNATIONAL | | | | |
| | Landing Fee Waiver | 100% First Year | 100% First Year | No change |
| | Marketing 1 st year | \$7 per departure seat | \$10 per departure seat | \$3 increase |
| | Marketing 2 nd year | \$3.50 per departure seat | \$5 per departure seat | \$1.50 increase |
| CARGO | | | | |
| | Landing Fee Waiver | 100% First Year | 100% First Year | No change |
| DIRECT (no change of plane) New Airport | | | | |
| | Marketing – 6 mos. | \$3 per departure seat | \$3 per departure seat | No change |

BUDGETED RATES & CHARGES

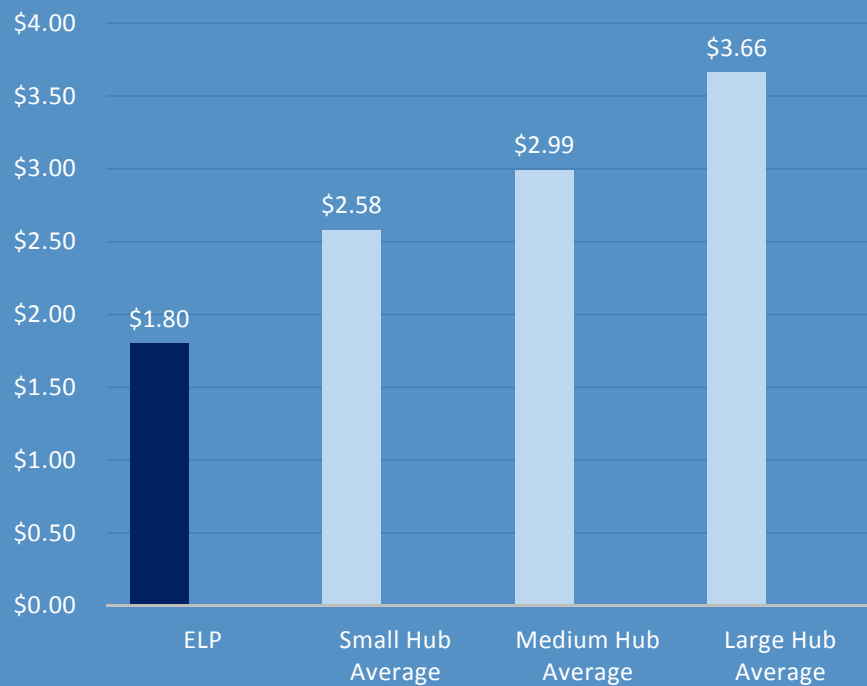
| | FY2019 | FY2020 | VARIANCE |
|---------------|---------|---------|----------|
| TERMINAL RATE | \$42.68 | \$43.23 | 1.3% |
| LANDING FEE | \$1.75 | \$1.81 | 3.4% |
| CPE | \$5.92 | \$5.35 | -9.6% |

Source: El Paso International Airport

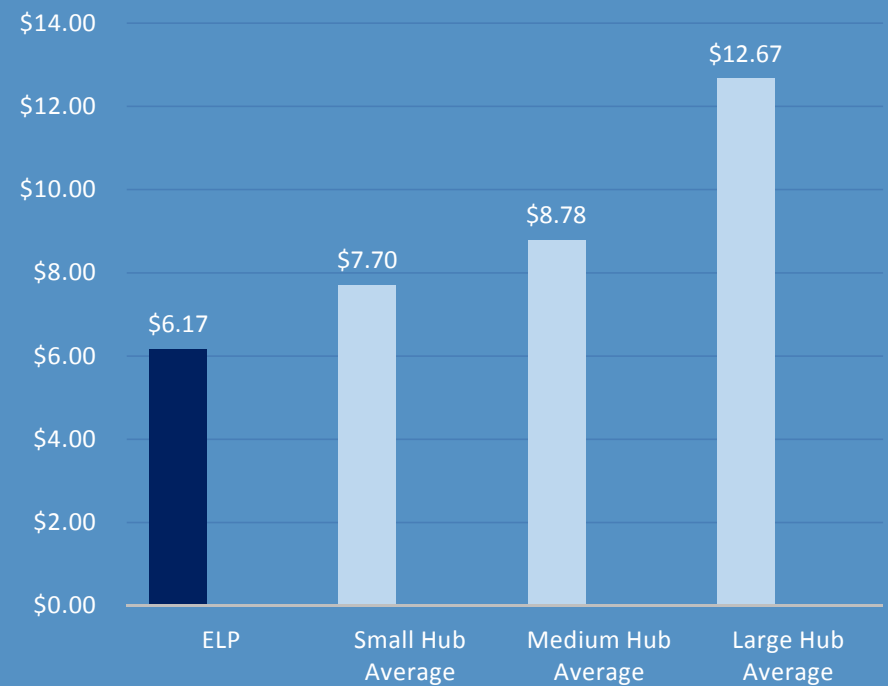


COMPARATIVE LANDING FEE'S AND CPE

2018 Landing Fee Rate
(per 1,00 lbs)

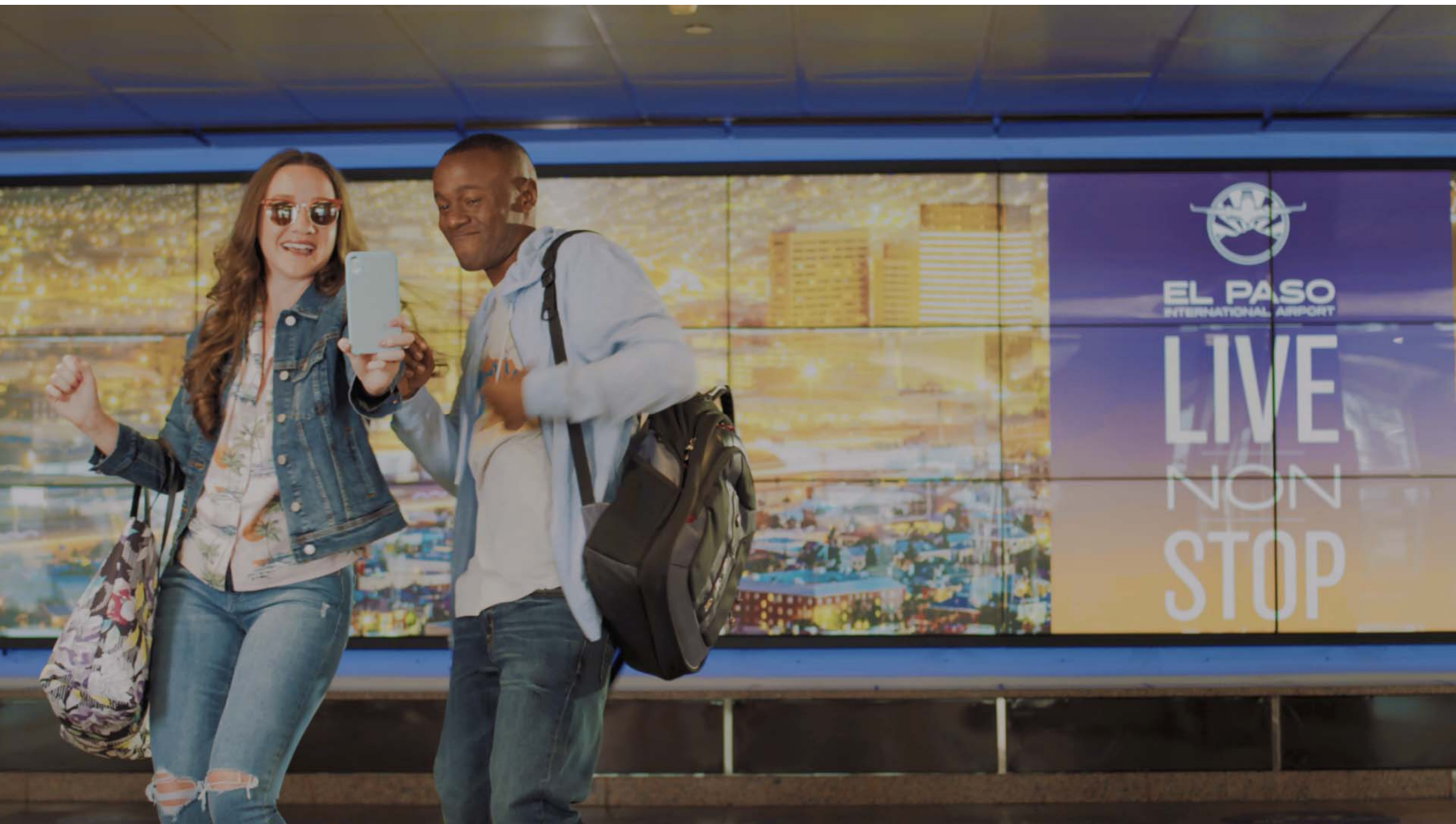


2018 Airline Cost per Enplaned
Passenger



Source: FAA Form 127 – Operating and Financial Summary, 2018 – for El Paso International Airport and 77 Small Hub, 31 Medium Hub, and 29 Large Hub Commercial Service Airports.

Note: Landing Fee rate is calculated from FAA Form 127 data by dividing reported Passenger airline landing fees (Line 1.1) by Landing weights (Section 16.2)



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