



## Monthly Statistical Report

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From: Brian Pratte, Chief Air Service Development Officer  
Copies: San Antonio Regional Stakeholders  
Subject: April 2019 Monthly Statistics  
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### NEW FLIGHTS LEAD TO RECORD GROWTH AND INCREASED RETENTION AT SAT

#### SUMMARY

In an impressive streak, San Antonio International Airport (SAT) again experienced record passengers during the month of April. A total of 861,896 passengers flew through the airport representing a 3% increase, the highest of any April on record. While passenger growth slowed relative to recent months, the increase remains impressive considering during this month last year, San Antonio hosted the NCAA Final Four which accounted for the single busiest travel day in the airport's history. This growth reflects an ongoing trend of progress at SAT in its effort to attain and retain air service with multiple new routes added in the past three years, record passengers for the last consecutive 34 months and a four point increase in passenger retention. With capacity forecasted to increase between 6-7% in 2019, the airport anticipates this positive trend to continue.

Domestic traffic for April rose 2.2% compared to the same month last year while international traffic increased 25.0%. Additionally, a total of 23,961,980 pounds of air cargo moved through SAT during the month representing a remarkable 11.5% increase and reaching levels not experienced during the month of April since 2008. This growth further supports the economic momentum apparent in the San Antonio region.

(Please see Exhibit A for a detailed breakdown of all passenger and cargo stats)

Since 2016, the airport has welcomed multiple new flights which have contributed to the recent passenger growth and retention at the airport. These flights are not only to new destinations, but also represent added capacity to existing markets as well. As a result, SAT exceeded 10 million passengers for the first time in 2018 and a recent retention analysis indicated that more passengers in SAT's catchment area are choosing to utilize their local airport as opposed to alternatives, leading to a four point increase in passenger retention in 2018 versus 2015. The study also found that in 2018 SAT's fares were on average 3% higher in domestic markets the airport shares with Austin-Bergstrom International (AUS), compared to 6% higher in 2015. As SAT continues to add more flight options for its customers, fares will likely continue to decrease, both resulting in even more passenger growth and retention at the airport.

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## DOMESTIC PASSENGERS

While passenger growth for April slowed to 3.0%, consider that last year SAT hosted the NCAA Men's Final Four in March and April which increased traffic sharply at the airport. Many airlines added capacity beyond their normal schedule, especially Southwest, who operated a number of charter flights to/from SAT for the event. A traffic increase of 3.0% this year, without hosting such an event, further illustrates the strong and growing demand of the SAT region met by the continued confidence of our air carriers.

American Airlines, who has grown aggressively at SAT during the last few years, increased seats by over 21% during the month following the launch of daily flights to New York-JFK in February and additional flights/capacity to almost every other market the airline served. Equally impressive, United also grew capacity to almost every one of its markets representing a 13% increase for the month. Southwest also grew capacity by 3% by launching Fort Lauderdale and Oakland service in July 2018 and by adding seats to multiple other markets. Airlines that made seasonal cutbacks included Allegiant, Delta and Frontier.

Airline	Seat Capacity Change	Passenger Change
Alaska Airlines	0.0%	(0.3%)
Allegiant Air	(8.8%)	(11.3%)
American Airlines	21.4%	17.4%
Delta Air Lines	(3.7%)	(6.4%)
Frontier Airlines	(22.7%)	(22.2%)
Southwest Airlines	3.0%	(2.2%)
United Airlines	13.0%	10.5%

When comparing year-over-year domestic capacity changes, the results were based on the following:

- American Airlines: began daily nonstop service to New York JFK in February 2019 and increased aircraft gauge to Chicago O'Hare in May 2018, Charlotte in September 2018 and Los Angeles in November 2018
- Delta: increased frequency to Salt Lake City June 2018
- Frontier Airlines: Seasonal route adjustments and some route discontinuations began in late 2018, early 2019
- Southwest Airlines: launched new daily service to Fort Lauderdale and Oakland in July 2018 with recent added capacity to several markets
- United Airlines: increased seasonal frequency to Denver in June 2018, year-round frequency to Newark in October 2018 and an additional frequency to Chicago O'Hare in March 2019



## INTERNATIONAL PASSENGERS

Scheduled international capacity increased by 24% in April 2019, with a total of 27,305 monthly departure seats. This increase was driven by Interjet increasing flights to Guadalajara from weekly to daily and seasonal adjustments made by Volaris to Mexico City.

The increase in capacity translated to an almost equal increase in international passengers which grew by 25.0% during the month. This growth is a positive indicator of an improving international environment, particularly to/from Mexico despite current macro-level economic and political uncertainties continue to strain demand.

To some degree, San Antonio's strong cultural and economic ties to Mexico limit the negative effect these external factors play on air service between Mexico and our region. To illustrate, SAT ranked #2 among all U.S. medium-hubs in terms of total seat growth to Mexico year-end April 2019, behind San José, CA. SAT's air service team continues to monitor these macro-level factors closely and any effect they may have on service levels to/from Mexico.

Airline	Seat Capacity Change	Passenger Change
Air Canada	(13.0%)	(2.7%)
Aeromexico	0.6%	3.9%
Interjet	23.1%	19.0%
Southwest*	0.0%	(42.2%)
United*	N/A	N/A
Volaris	61.8%	163.7%

\*Southwest and United offer seasonal service to Cancún, Mexico.

When comparing year-over-year international capacity changes, the results were based on the following:

- Air Canada: ended nonstop service to SAT April 28, 2019
- Interjet: increased frequency from weekly to daily to Guadalajara in March 2019
- Southwest & United: offers service to Cancún on a seasonal basis
- Volaris: increased seasonal capacity to Guadalajara in June 2018 during peak months only



## RECENT SCHEDULE CHANGES

In May 2019, Sun Country Airlines, a new carrier for SAT, launched **NEW** nonstop, 4X weekly service to Minneapolis with seasonal Portland and Las Vegas service to follow this June and September. As a top unserved market for the airport, Portland will be a welcomed addition to SAT's air service portfolio while the added service to Las Vegas and Minneapolis will complement SAT's current level of service. All flights will operate on B737-700/800 aircraft with up to 182 seats.

In February 2019, American Airlines launched **NEW** daily nonstop service to New York's JFK Airport. The airline joined Delta and United with nonstop service to the New York City area, a top underserved market for SAT prior to this additional flight. The new American flight departs SAT in the mid-morning and returns late evening on a 160-seat Boeing 737-800 aircraft.

Over the past several months, Frontier Airlines has launched seasonal and year-round service to several markets from SAT that will continue throughout 2019. These markets include Atlanta, Colorado Springs, Denver, Las Vegas, New Orleans, Ontario, CA, Orlando, San Diego and Washington-Dulles.

In August 2018, Frontier and Volaris launched a first of its kind codeshare agreement between the two ultra-low-cost carriers. The codeshare allows for each airline to sell combined passenger itineraries for seamless transfer between the U.S. and Mexico and is anticipated to have a positive impact on passenger traffic between the two carriers at SAT.

In July 2018, Southwest Airlines began **NEW** daily, year-round, nonstop service to Oakland (OAK) and Fort Lauderdale (FLL). Prior to launch, OAK was an unserved market and FLL was only served seasonally. Both markets bring much needed capacity to the Bay Area and Southeast Florida and are flown on 143/175-seat Boeing 737 aircraft. Southwest has also recently increased frequencies to multiple cities, mostly during the peak summer season.

In February 2018, American Airlines launched **NEW** daily, year-round, nonstop service to Philadelphia, a market previously served only seasonally by Frontier. The new service is operated on a 150-seat Airbus A320 aircraft and provides added capacity to the east coast and American's primary transatlantic gateway.

In January 2018, Southwest Airlines began daily, direct (one-stop, no plane change) service to Ronald Reagan Washington National Airport (DCA). Though the layover city fluctuates, the schedule remains consistent each day.



## EXHIBIT A

### San Antonio International Airport Passenger & Air Cargo Activity Summary Report

	April			Calendar Year-to-Date		
	2019	2018	% Change	2019	2018	% Change
<b>Passengers</b>						
Domestic Enplanements	417,997	418,251	-0.1%	1,553,207	1,469,835	5.7%
Domestic Deplanements	406,892	388,935	4.6%	1,544,569	1,467,499	5.3%
<b>Total Domestic Passengers</b>	<b>824,889</b>	<b>807,186</b>	<b>2.2%</b>	<b>3,097,776</b>	<b>2,937,334</b>	<b>5.5%</b>
Intl Enplanements	17,861	15,605	14.5%	64,434	58,397	10.3%
Intl Deplanements	19,146	14,001	36.7%	68,642	59,690	15.0%
<b>Total Intl Passengers</b>	<b>37,007</b>	<b>29,606</b>	<b>25.0%</b>	<b>133,076</b>	<b>118,087</b>	<b>12.7%</b>
<b>Grand Total All Passengers</b>	<b>861,896</b>	<b>836,792</b>	<b>3.0%</b>	<b>3,230,852</b>	<b>3,055,421</b>	<b>5.7%</b>
<b>Air Cargo (in Pounds)</b>						
Domestic Freight Enplaned	7,473,533	6,276,073	19.1%	27,305,370	25,230,579	8.2%
Domestic Freight Deplaned	9,421,294	8,345,760	12.9%	35,664,817	32,986,207	8.1%
<b>Total Domestic Freight</b>	<b>16,894,827</b>	<b>14,621,833</b>	<b>15.5%</b>	<b>62,970,188</b>	<b>58,216,786</b>	<b>8.2%</b>
Intl Freight Enplaned	805,418	640,915	25.7%	2,144,660	1,955,570	9.7%
Intl Freight Deplaned	266,816	244,023	9.3%	780,134	648,725	20.3%
<b>Total Intl Freight</b>	<b>1,072,234</b>	<b>884,938</b>	<b>21.2%</b>	<b>2,924,794</b>	<b>2,604,295</b>	<b>12.3%</b>
<b>Total Freight</b>	<b>17,967,061</b>	<b>15,506,771</b>	<b>15.9%</b>	<b>65,894,982</b>	<b>60,821,081</b>	<b>8.3%</b>
Mail Enplaned	2,146,322	2,310,938	-7.1%	8,819,543	9,155,930	-3.7%
Mail Deplaned	3,848,597	3,678,473	4.6%	16,174,542	14,943,243	8.2%
<b>Total Mail</b>	<b>5,994,919</b>	<b>5,989,411</b>	<b>0.1%</b>	<b>24,994,084</b>	<b>24,099,173</b>	<b>3.7%</b>
<b>Grand Total All Air Cargo</b>	<b>23,961,980</b>	<b>21,496,182</b>	<b>11.5%</b>	<b>90,889,066</b>	<b>84,920,254</b>	<b>7.0%</b>

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