

Mokulele Airlines

Community Meeting Summary: March 27, 2023

About Us	Pilots	Interline Partners	Weekly RT Seats
<ul style="list-style-type: none"> 50 aircraft 52 US destinations 700 Team Members 250 daily departures 	<ul style="list-style-type: none"> 14 in training/upgrading Hawai'i will lead to overcrew 16 more committed for April class 	<ul style="list-style-type: none"> Hawaiian United Alaska American 	<ul style="list-style-type: none"> HNL/LNY 1192 OGG/LNY 485

Delays/Cancellations

Airline Reasons	Most Reasons
<ul style="list-style-type: none"> Aircraft Crew Passenger check-in/boarding 	<ul style="list-style-type: none"> Ground hold for incoming traffic Runway closures Air Traffic Control delays Ramp parking Weather Visibility Airport NOTAMS (notices/advisories) Parts availability (supply chain) Late arriving passengers

Global Schedule Change

<p>Is my flight really cancelled?</p> <ul style="list-style-type: none"> We rarely cancel flights We run more flights than scheduled Your flight no longer available is the result of a massive schedule change designed to provide reliability and better flight options Just call in and select another flight
<p>Why have you not notified me of the schedule change?</p> <ul style="list-style-type: none"> We notify by travel date and are getting over the curve If your insurance booked your travel, we don't have your contact information If you booked prior to Feb.25, reach out to confirm your flight

Southern's Investment for Lāna'i and Molokai

<ul style="list-style-type: none"> \$7M new assets \$10M additional aircraft Third Saab 340 arriving 	<ul style="list-style-type: none"> Adequate reserve aircraft to back up Cessna Grand Caravan Three 2022 model P-2012 Tecnam Travellers deployed to Hawaii
---	---

Improved Communication: Proprietary Mobile App

<ul style="list-style-type: none"> Check Live Flight Status One-touch purchasing Change flights from your phone Receive push notifications of delays
--

Two Airlines vs. One Airline

<ul style="list-style-type: none"> Two airlines... Cannot service smaller Hawaiian islands Will compete for pilots & mechanics, driving up wages & fares Sharing passengers results in neither airline generating the operating revenue needed to survive Would force Mokulele to scale back operations in Hawai'i due to loss of business and invest elsewhere
--

Southern's Diversification

<ul style="list-style-type: none"> Govt. subsidized mainland routes to support Hawaii Cap X Contract flying for surf air Public listing on NYSE in Summer 2023 Five fleet types to capitalize on needs of specialized markets Partnership with Sky West, largest airline in the country We hire and train more pilots than any other commuter

Senate Bill 784

Senator DeCoite mentioned the subsidized pilot program for Moloka'i, SB 784. It requires the department of transportation to establish and implement a two-year airline subsidy pilot program at Molokai airport to assist airlines in offsetting the costs of operation. Appropriates funds. Sunsets 7/1/2025.

As she mentioned, if you would like to request that Lāna'i Airport be added to the subsidized pilot program for two years, please consider submitting testimony to the legislature to respectfully consider adding Lāna'i (LNY) to the pilot program. We are in a similar situation as Molokai with one airline servicing our community.



CONTACT INFORMATION

<p>Keith Sisson Chief of Staff, Southern Airways & Mokulele Airlines</p>	<ul style="list-style-type: none"> k.sisson@iFlySouthern.com
<p>Richard Schuman Executive Vice President, Hawaiian Operations</p>	<ul style="list-style-type: none"> r.schuman@iFlySouthern.com (808) 306-1000

For more information, please reach out to communitymeetings@pulamalanai.com

Info as of March 27, 2023, subject to change without notice