

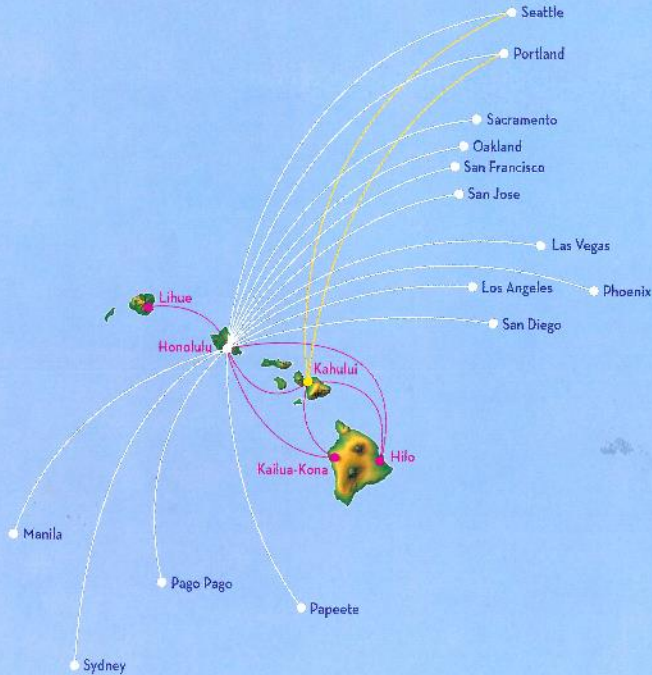


Business Update

Avi Mannis
Senior Vice President, Marketing



Hawaiian Airlines a decade ago



Network:

- 10 mid-haul U.S West Coast cities
- 4 South Pacific destinations
- 6 Interisland routes

Fleet:

- 18 Boeing 767-300s
- 11 Boeing 717-200s

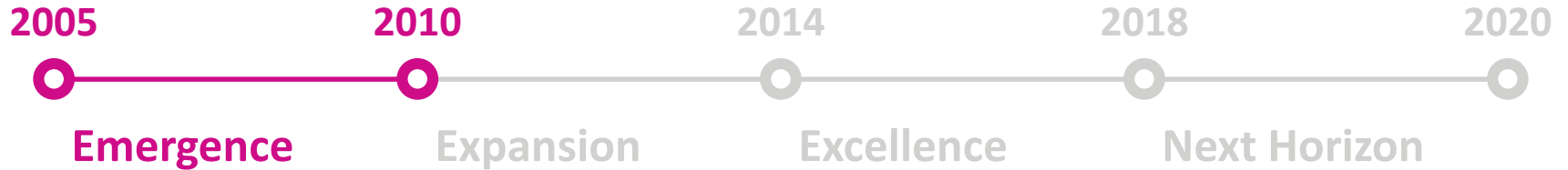
Passengers:

- 7.8 million

Employees:

- 3,700

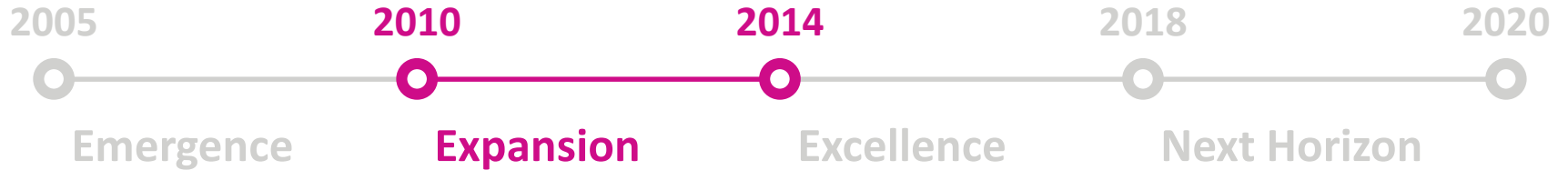
Our decision to expand our international footprint led to unprecedented growth



Three options:

- Stay the same size
- Expand Domestically
- Expand Internationally

We began a period of rapid investment and expansion



Three options:

- Stay the same size
- Grow Neighbor Island narrow-body fleet
- Expand Internationally

8 new cities

20+ new aircraft

1,400 new employees

Optimal fleet for each of our missions

128 Seats

1HR



20 B717

189 Seats

6HR



18 A321neo

278 Seats

12HR



24 A330

We configure our cabins optimally for the demand on our network

A330 (278 seats)



Lie-flat Premium Cabin
18 seats (7%)

Extra Comfort
68 seats (24%)

Main Cabin
192 seats (69%)

A321neo (189 seats)



Premium Cabin
16 seats (9%)

Extra Comfort
44 seats (23%)

Main Cabin
129 seats (68%)

Newly designed cabins to meet the needs of our guests

Main Cabin



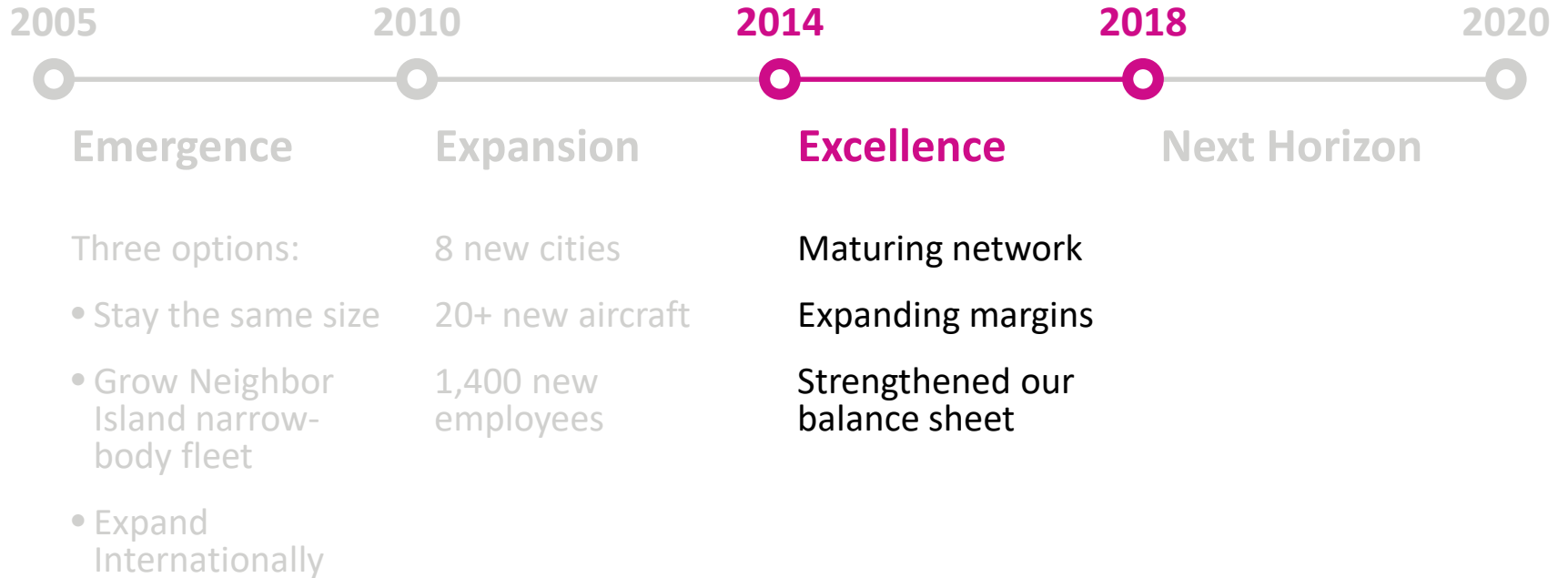
Extra Comfort



Premium Cabin



A period of focus and refinement



We aspire to serve Hawai'i better than anyone

People



Product



Schedule and Network



Ho'okipa is the core of our brand promise



Hospitality is innate to Hawai'i's culture

Pride in being the flag carrier of our home

Warm, unscripted and personal

Sharing insider, "local knowledge" with our guests

How we foster it:

- Reinforce our culture
- Empower front-line employees
- Build hospitality into the service design

We tailor our product to meet the needs of our guests



And feature Hawai'i products wherever possible



MANA UP

Local Executive & Featured Chefs



Leeanne Wong



Mark Noguchi



Eric Oto



Changwook Chung



Wade Ueoka

We connect the world to Hawaii



Network:

- 11 U.S West Coast gateways and one East Coast city (New York)
- 10 international destinations
- 11 Interisland routes, including turboprop flights serving Moloka'i, Lāna'i and Kapalua.
- Interisland freighter service (launched Aug. 1)

Fleet:

- 24 Airbus A330s
- 8 Airbus A321neos (18 by 2020)
- 8 Boeing 767-300 (retiring by 1Q 2019)
- 20 Boeing 717-200s
- 4 ATR-42s
- 2 ATR-72s (5 by 2019)
- 10 Boeing 787s on order

Passengers: ~12 million (13 straight years of growth)

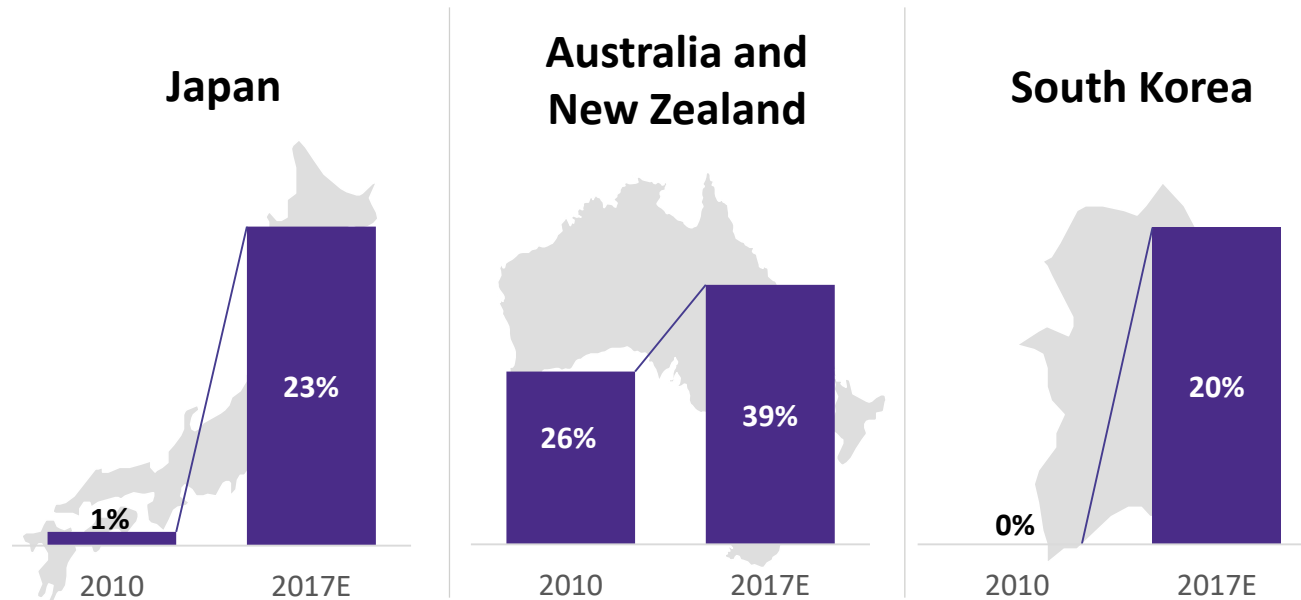
Employees: 7,100+

As we approach the end of the decade, we are preparing the company for our next stage of growth

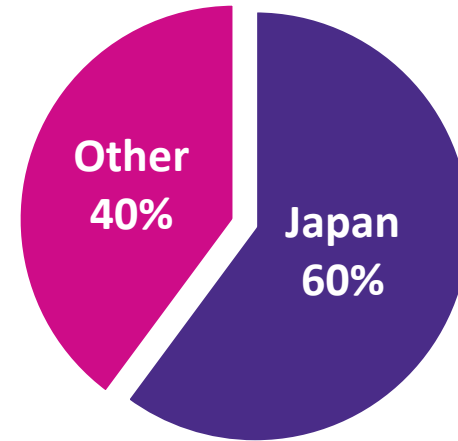
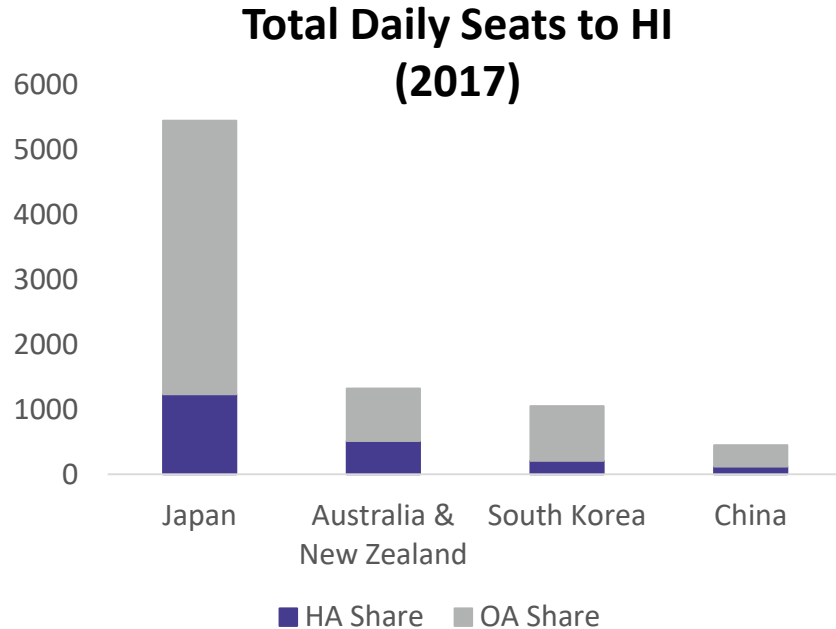


We have established a strong presence in all key international markets over the last 7 years

HA Share of Total Daily Seats to HI

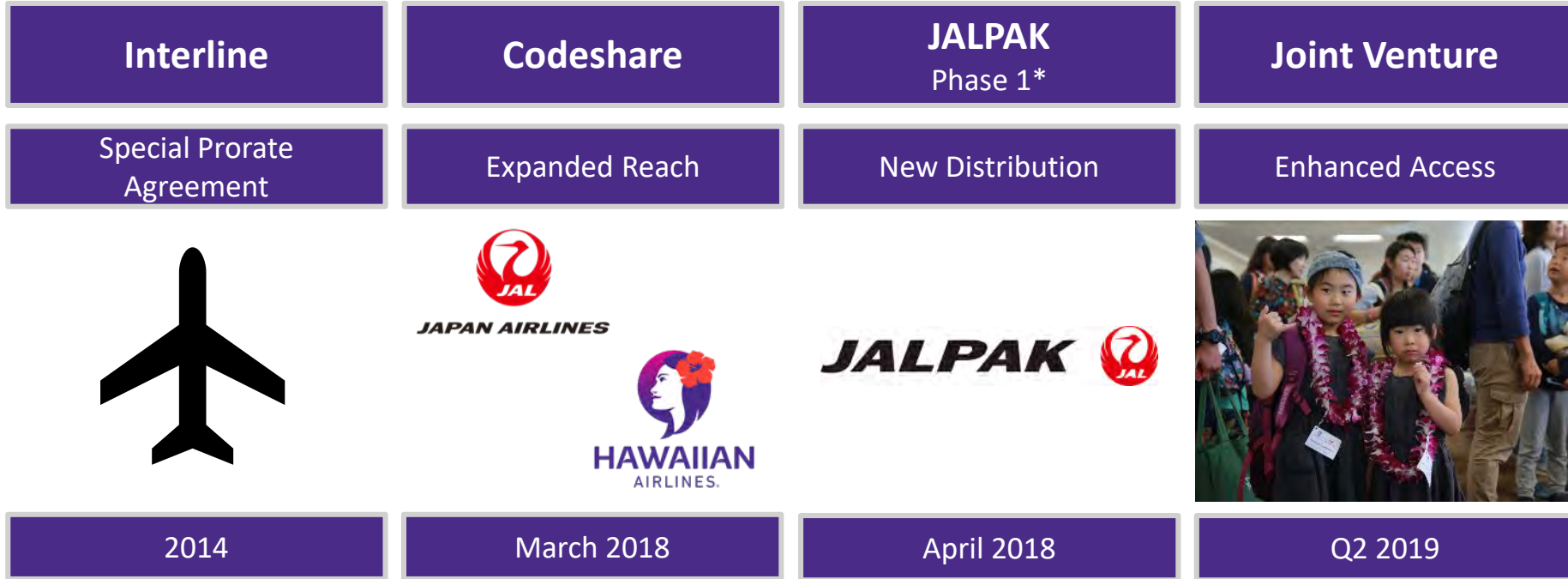


Japan has the most daily seats to Hawai'i by a wide margin



Annual international arrivals to Hawai'i (excluding Canada)

The first stages of our comprehensive JAL partnership are underway



Subject to US and Japanese government approvals, included but not limited to Antitrust Immunity (ATI)

JV: Schedule flexibility for passengers traveling between Hawai'i and Japan

Increased Convenience

Schedule Optimization



Subject to US and Japanese government approvals, included but not limited to Antitrust Immunity (ATI)

JV: More product options to passengers traveling between Hawai'i and Japan

Increased Convenience

More Options

Schedule Optimization

Product Enhancement



Subject to US and Japanese government approvals, included but not limited to Antitrust Immunity (ATI)

JV: Expanded connections for passengers traveling between Hawai'i and Japan

Increased Convenience

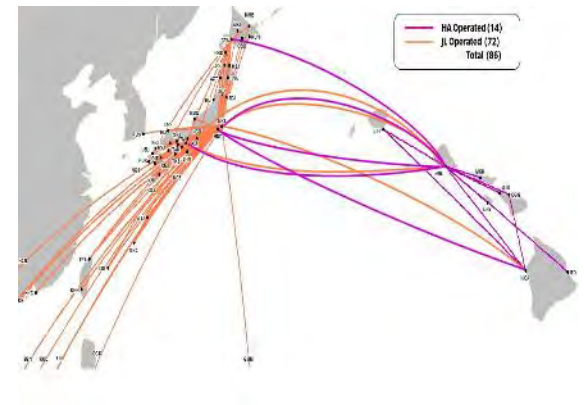
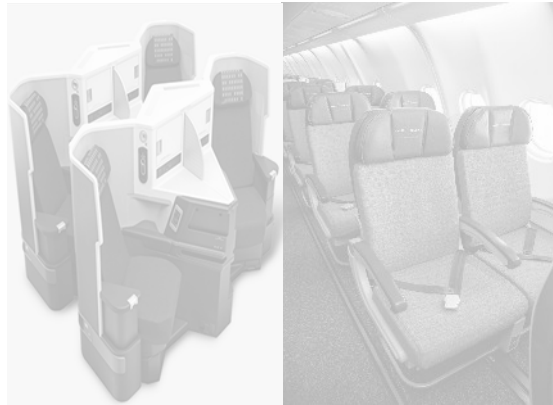
More Options

Additional Choices

Schedule Optimization

Product Enhancement

Network Expansion



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Beyond 2020:

Modernizing our fleet yet again with the Boeing 787-9 Dreamliner



Honolulu airport is critical to our continued growth



As we grow globally, we remain deeply rooted in our home

Helping in times of need

- Transportation of first responders via Airlink
- Meals and furniture to assist those displaced from Puna by volcano
- Financial contribution and tools to support Kaua'i Habitat for Humanity after flood

Community giving / Team Kōkua

- Employee-directed community giving: cash, miles or hands-on kōkua
- More than 200 organizations supported this year
- More than 1,600 employees volunteers
- Hawaiian Airlines Foundation grants in education, environment, and culture/arts

Environmental sustainability

- Partnership with Polynesian Voyaging Society and Mālama Honua Worldwide Voyage
- IAGOS Global Observing System
- Emission-reducing demonstration flights
- Ocean preservation

Mahalo.



HAWAIIAN
AIRLINES.