



March 5th, 2020

Who We Are

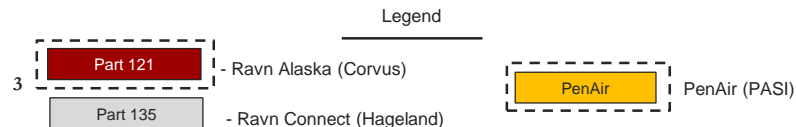
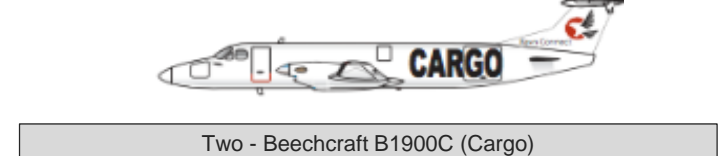
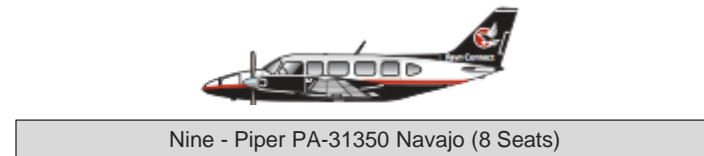
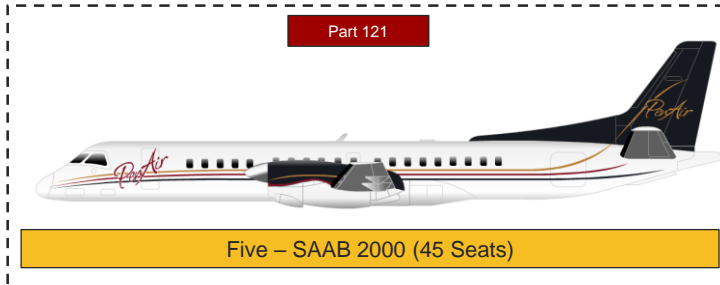
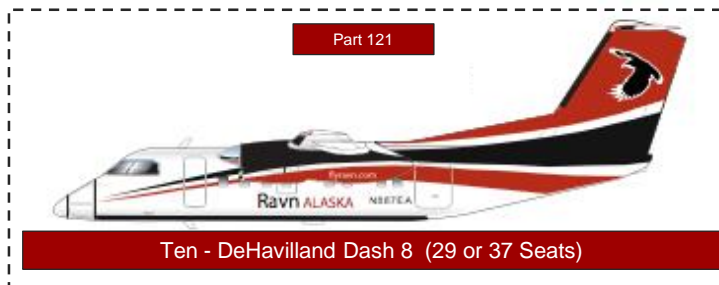


- RavnAir Group is comprised of three separate airlines:



Our Ravn Fleet

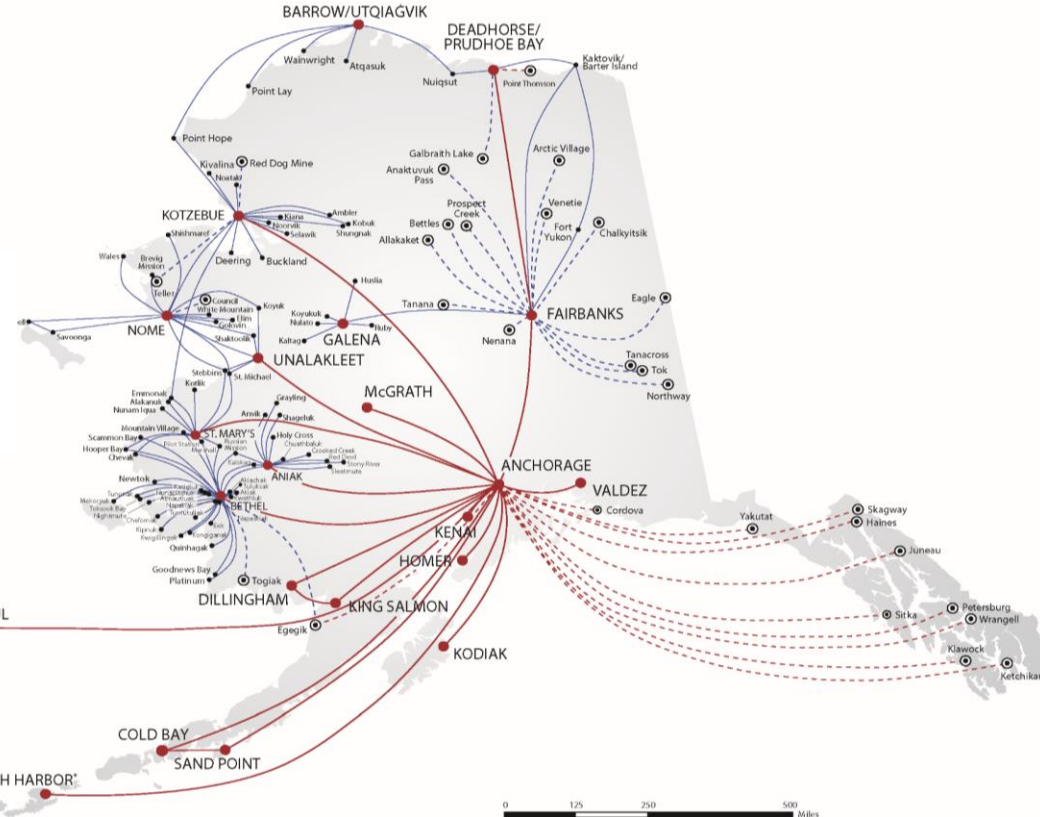
- Combined Fleet of 75 aircraft
- RavnAir Group owns and operates aircraft well-suited for the demanding Alaskan market



Ravn Air Group Network



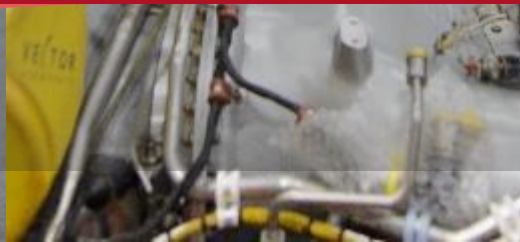
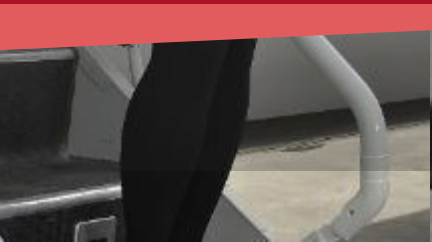
- Fleet of **75** aircraft
 - Operate **400** flights per day
 - **800,000** passengers annually
- Daily flights to **118** cities, villages and communities including:
 - Anchorage, Fairbanks, Kenai, Homer, Valdez, Cold Bay, Kodiak, King Salmon, Dillingham, Bethel, Nome, Kotzebue, Unalakleet, Barrow, Galena, McGrath, St Paul, Prudhoe Bay and now Dutch Harbor/Unalaska



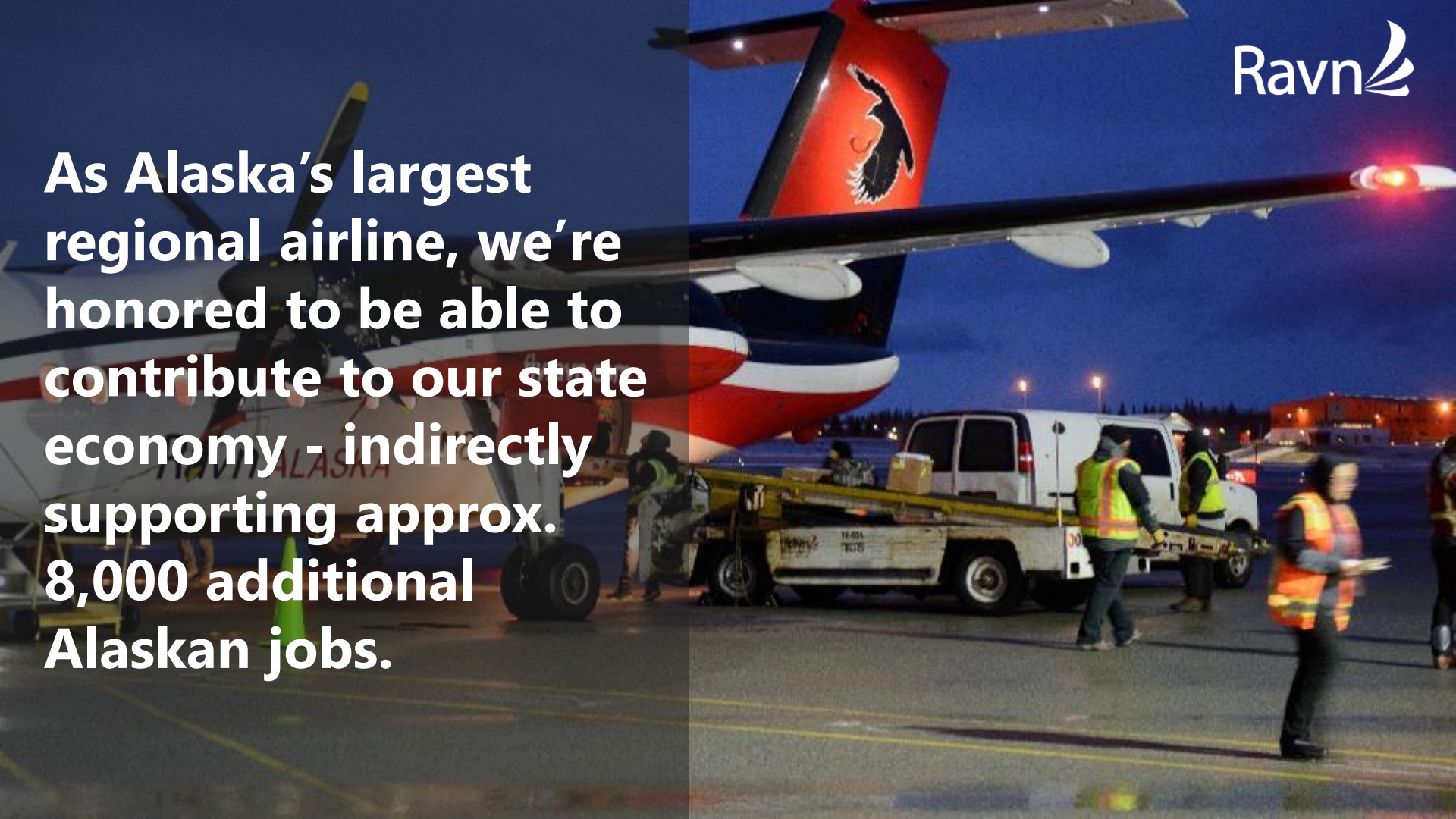


Ravn

Our People: 1,300 Team Members Strong



As Alaska's largest regional airline, we're honored to be able to contribute to our state economy - indirectly supporting approx. 8,000 additional Alaskan jobs.





Proud to serve:

- Rural Alaskans
- Local Business People
- Commuters
- Visitors & Tourists
- US Post Office
- Local Schools (*via Charters*)
- Department of Defense personnel
- Oil & Seafood companies

Proudly serving our home

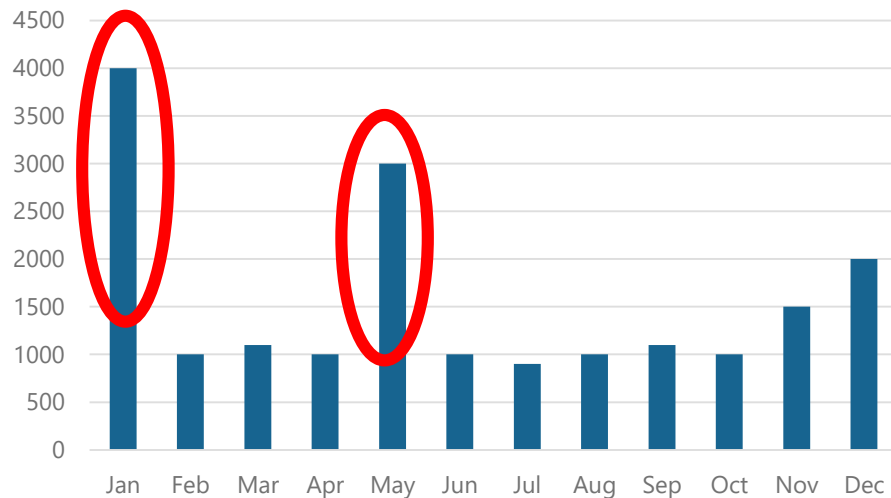
Opportunities and Challenges



MANAGING PEAK DEMANDS

- Fishing Industry
 - Managing “One Way” demand for Unalaska/ Dutch Harbor, St. Paul and Cold Bay
- Tourism demand St. Paul Tourism
 - Charter solutions?
- Unalaska/Dutch Harbor
 - Implementing new scheduled services on the Dash-8
 - Network change to meet the needs of all our customers throughout Alaska

Market Demand Example



Opportunities and Challenges



GROWTH OF “NO-SHOWS” – MEDICAID

- Increasing cost of servicing the Medicaid patients
 - No-Shows as high as 20% on some routes
- Statewide issue of patients not flying when booked

“MEDICAL EMERGENCIES”

- Helping non-medivac patients
- Agreed “formal” process with Iliuliuk Family and Health Services, Unalaska
- Helping patients on Village Flying.

Opportunities and Challenges



RESOURCES

- Lack of Qualified Mechanics – ongoing challenge airlines
 - Major recruitment program
 - Higher costs – retention and joining bonuses
- Pilots - attracting and retaining quality pilots
 - Good pathway from RavnAir Connect through to RavnAir Alaska & PenAir
 - Pilot Training programs in place
 - Program with University of Alaska
- Training Opportunities with RavnAir Group



Opportunities and Challenges

Aircraft Maintenance Technician Requirements

Alaska's largest regional airline.



RavnAir
GROUP

Aircraft Maintenance Technician

HIRING REQUIREMENTS

- Valid Airframe and Powerplant certificate
- Previous aircraft maintenance experience
- Valid US Passport
- Able to pass a comprehensive background check and a Department of Transportation drug screening
- Legal right to work in, and travel freely in and out of the United States of America

PREFERRED REQUIREMENTS

- Previous experience working on multi-engine turboprops

RavnAir Group offers additional training experience to increase your experience and skill set. Ask a member of our recruitment team for more information.

Unlicensed Aircraft Maintenance Technician

HIRING REQUIREMENTS

- Must have demonstrated the pursuit of a career in aircraft maintenance
- Requires a High School Diploma/GED
- Previous mechanical experience
- Legal right to work in, and travel freely in and out of the United States of America

RavnAir Group will cover the cost of your Airframe and Powerplant license! Ask a member of our recruitment team for more information.



Opportunities and Challenges



WEATHER CHALLENGES

- Industry standard/Target as high as 99% Completion
- Alaska Weather is a challenge
 - Completion is 85-92%



Unalaska "A" Season Challenges

- Bad Weather & Volcanoes!
 - Impact on TOTAL Network
 - Up-to 400 people waiting for flights
 - Moving Stand-By passengers & Bags

Thank You

FlyRavn.com