

WELCOME TO THE WESTJET CARGO Q1 NEWSLETTER!



As we embark on a new year, we're excited to share key updates and milestones that shape our cargo operations. In this issue, we cover:

- **How we ended 2024 and our outlook for 2025**
A record-breaking year and what's ahead.
- **The Sunwing integration**
What it means for cargo and how it expands our network.
- **Expanding global connectivity**
How we're leveraging partnerships and widebody operations.
- **Charters**
A look at our successes and growing charter services.

How DID WE END / START THE YEAR?

2024 marked a transformative year for WestJet Cargo, with achievements that solidify our commitment to excellence. We recorded our highest revenue to date—a remarkable 60% increase from the previous year—and saw tonnage growth rise by 35%.

Our network has expanded across North and South America, strengthening relationships with both new and existing customers. The launch of our new website has further enhanced the digital experience, streamlining processes to better serve our clients. Operational efficiency has been a key focus, bolstered by integrating the #Wiremind capacity forecasting tool. Additionally, we introduced our first cargo marketplace through #CargoOne, offering greater accessibility and flexibility to meet customer needs.

As we prepare for 2025, we remain committed to innovation and adaptability. Kirsten de Bruijn, EVP Cargo, reflects, "2024 was a year of bold strides for WestJet Cargo, and 2025 will be no different. Our vision is clear: we will continue to deliver excellence, innovate in the face of challenges, and ensure every kilogram counts as we support our customers and the communities we serve."

Our vision is clear: we will continue to deliver excellence



Kirsten de Bruijn
EVP Cargo

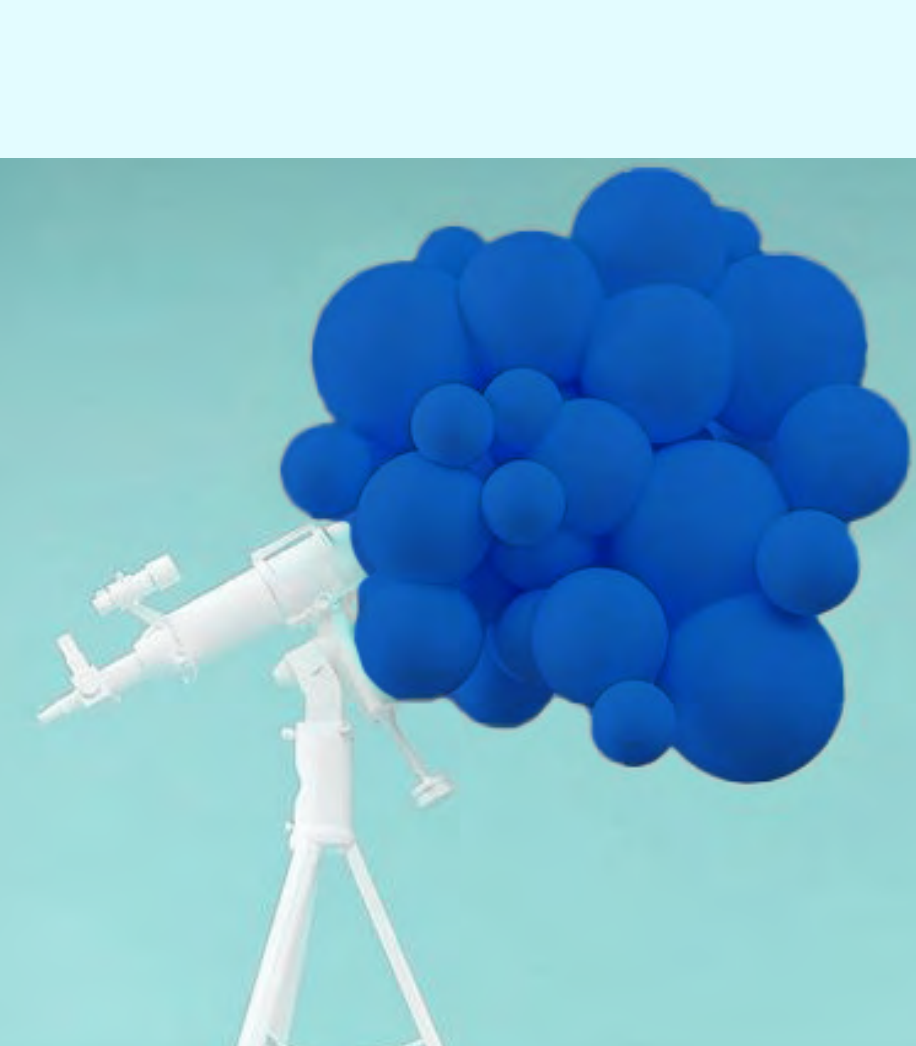
SUNWING INTEGRATION



We are busy planning our Sunwing integration for cargo! We are excited to add more capacity to our international Sun flight network, including new capacity to and from Montreal (YUL) to Cuba – HOG, VRA & SNU, Jamaica (MBJ) and Dominican Republic, (PUJ, POP and LRM).

We will also offer additional capacity into YYC, YEG, YWG and YVR with direct service from Dominican Republic (PUJ) and Jamaica (MBJ). Our Sun destinations are a large part of imports for perishable cargo. As we focus on these important commodities, with our continued commitment to our valued customers, WestJet Cargo ensures your fresh produce is handled safely and arrives on time to its final destination.

EXPANDING GLOBAL CONNECTIVITY



With the seasonality of our passenger widebody network relating to international versus sun destinations, it delivers a recurring complexity in our overall cargo planning. Fortunately, we have several Air and RFS partners that allow us to maintain seamless end-to-end air freight options with unique global connections, equipping our ability to utilize our widebody capacity year-round.

To further illustrate, in winter season Europe sees an overall capacity decrease, however WestJet Cargo experiences expanded support in the regions connecting via our year-round services in LHR & CDG. Our CUN WB enables a via support for Canada-Europe traffic, while also increasing opportunities of North-South America options. Our WB in HNL unlocks Canada-Asia-Oceania traffic. And our new year-round service in NRT maintains our continual presence in Japan and connections throughout SE Asia.

As we approach our Spring schedule adjustments, we will again focus on restarting multiple direct options from Europe (6) & Asia (2) to Canada, where we offer connectivity across North America. This is supplemented with our established international partnerships that will continue to support our ability and expand our network connections throughout the globe.

CHARTER

2024 was a successful year for charters. We have operated ~47 charters, carrying commodities like engines, AOG parts, and e-commerce. We transported around 48 aircraft engines for our charter customers and have worked with airlines like Caribbean Airlines and Cargojet for charters/ACMI. As we move into 2025, we've already had successful pre-Chinese New Year charters to transport live lobsters. Our team is always available to assist you. Feel free to reach out to Cargo Charters at cargocharters@westjet.com.

READY FOR YOUR NEXT JOURNEY?



As we conclude this edition, remember that WestJet Cargo is here for all your transportation needs. Whether it's unique shipments, extensive cargo, or secure transport, we're ready to help you reach your destinations worldwide. For inquiries, support, or to plan your next cargo journey, don't hesitate to reach out. Together, let's make your cargo experience seamless and successful. We look forward to being part of your next venture!

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