

OPEN SKIES AGREEMENTS WORK

Open Skies Work for the U.S. AIRLINE INDUSTRY

- Multiple American passenger and cargo airlines support Open Skies agreements with UAE and Qatar. These airlines have been able to benefit from the increase in demand for connecting flights under Open Skies and employ approximately **430,000 workers**.
- Atlas AirWorldWide, FedEx, Hawaiian Airlines, and JetBlue all support Open Skies agreements with UAE and Qatar.
- Even the legacy carriers have benefitted from Open Skies agreements. American, Delta, and United Airlines now control **almost 75 percent** of all transatlantic routes.
- Gulf carriers deliver **620,000** travelers and **\$140 million** in revenue directly to the U.S. carriers.
- Approximately **30 percent** of all Gulf carrier passengers to the U.S. are directly handed off to U.S. airlines upon their arrival in the U.S. to complete their journey.
- Around **16 percent** of all Gulf carrier passengers to the U.S. are handed off to the three U.S. legacy carriers themselves – a total of **350,000** passengers per year.
- Open Skies works by addition, not subtraction. All carriers and their passengers should reap the proven benefits of these agreements – new entrants to market, both American and international, as well as the legacy carriers.
- Cities such as Dallas, Detroit, Las Vegas, Memphis, Minneapolis, Orlando, Portland, and Salt Lake City had very few or no direct international air connections before Open Skies.



Open Skies Work for TRAVELERS

- Open Skies has opened new destinations for American travelers.
- Fares are, on average, **32 percent lower** on routes subject to Open Skies agreements.
- Open Skies generate **\$4 billion** in annual passenger savings.
- Increased competition puts pressure on all providers of a product or service to improve customer service and the customer experience.
- With new direct international air connections in cities such as Dallas, Detroit, Las Vegas, Minneapolis, Orlando, Portland and Salt Lake City, traveling abroad is more accessible for Americans.
- With legacy airlines offering few flight options to India, Open Skies have allowed other airlines to meet this demand.



Open Skies Work for the UNITED STATES ECONOMY

- International travel helps drive America's economy.
- In 2016, **75.6 million** international visitors generated **\$246 billion** in total travel exports.
- Gulf carriers brought **1.7 million** international visitors to the U.S., in 2016. These visitors spent a total of **\$7.8 billion**.
- Open Skies increase travel to the U.S. among the rising middle classes of emerging economies such as Brazil, China, India and others.
- With new direct international air connections in cities such as Dallas, Detroit, Las Vegas, Memphis, Minneapolis, Orlando, Portland and Salt Lake City, local economies benefit from additional international visitors.
- Each overseas traveler spends approximately **\$4,360** when they visit the U.S., and stays an average of **18 nights**.
- Thanks to Open Skies agreements, the United States welcomed a record **1.13 million** visitors from India in 2015, spending an average of **\$5,600** each.
- In 2016, the tourist spending of visitors arriving by way of these Gulf carriers for all or part of their journey, directly and indirectly supported **114,000** jobs and generated **\$2.3 billion** in taxes.



Open Skies BY THE NUMBERS

- **122 Open Skies agreements** with other nations.
- **75.6 million** international visitors generated **\$246 billion** in total travel exports.
- **\$99.6 billion** in total travel exports added to our economy compared to 2009.
- **1.7 million** international visitors via Gulf carriers.
- **\$7.8 billion** spent in 2016 by visitors arriving in the U.S. via Gulf carriers.
- **32 percent** lower fares on routes subject to Open Skies agreements.
- **\$4 billion** in annual passenger savings.
- **\$4,360** spent, on average, by each overseas visitor.
- **\$4,600** spent, on average, by each overseas visitor via Gulf carriers.
- **114,000 jobs** directly and indirectly supported by the spending of international tourists arriving on Gulf carriers.
- **\$4.1 billion** in labor income supported by the spending of international tourists arriving on Gulf carriers.
- **\$2.3 billion** in taxes generated by the spending of international tourists arriving via Gulf carriers.

