

## **AEROPLAN**





| AEROPLAN                                       | Aeroplan is a means of making places accessible. A way to travel more<br>often than you might otherwise be able to do, or to dare to dream of a<br>trip that otherwise might be out of reach. And, in particular, a way to<br>travel smart, to make your travel give back to you, and it's even a way to<br>help your travel give back to the planet.<br><b>Over 30 Years of Innovation</b>  |
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|  | Aeroplan was created in 1984 and for over three decades has been<br>marked by continual innovation and increasing value for members.<br>Aeroplan now has more than 5 million members who have redeemed<br>over 1081 billion miles for more than 19 million seats to over 1,300<br>destinations worldwide. In fact rewards are now so achievable that in<br>2016, Aeroplan Member redeemed for 1.9 million flight rewards. One<br>astonishing fact - an Aeroplan member takes off on average every 12<br>seconds thanks to their miles. |
|  | Aeroplan Members have access to flight rewards on 28 airlines with<br>more than 18,450 daily departures to over 1,300 destinations in more<br>than 190 countries worldwide through the Star Alliance network. In<br>addition to flights, members also have access to over 1,000 exciting<br>specialty, merchandise, hotel, car rental and experiential rewards.  |
|  | Aeroplan's millions of members earn Aeroplan Miles with its growing<br>network of over 75 world-class partners, representing more than 150<br>brands in the financial, retail, and travel sectors. Members can earn<br>miles at retailers such as Uniprix, and Esso as well as by using an<br>Aeroplan affiliated credit card – not just by flying with Air Canada. And<br>members can redeem miles, for example, on hotel stays, car rental, gift<br>cards, merchandise and experiences – not just flights.                           |
|  | The Aeroplan program is building a stronger program for the future. The next-generation of the Aeroplan program will allow members to make flexible and convenient travel plans: a reimagined program that provides access not only to flight bookings on many different airlines, but also to a complete travel rewards experience.   |
| Canada's leading<br>Loyalty rewards<br>program | Aeroplan issues more flight rewards than all other loyalty programs in Canada. And Aeroplan Miles are worth more than points from any other loyalty program in Canada – so members need fewer miles to travel than with any other loyalty program in Canada.   |
|  | Aeroplan continues to enhance the way that Members redeem for flights. There is more flexibility and availability of airline seats than even   |



|                             | before. So much so that, if there is a seat available on any Air Canada flight, then it is available for you to book using your Aeroplan Miles.  |
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|                             | Aeroplan represents Canada's most accessible Business Class and<br>Economy flight rewards. Plus frequent seat sales provide even greater<br>value. Aeroplan also offers the most flexible flight rewards – members<br>can change flights up to 2 hours prior to departure and get a full refund<br>up to 22 days prior. They can also take two stop overs as part of their<br>trip at no extra charge.   |
|                             | Technology investments and the comprehensive and easy to use<br>functionality of www.aeroplan.com mean that flight redemptions are<br>now very seamless online. Aeroplan Members get self-service access<br>to access to more flight seats than ever before plus improved value,<br>including last minute availability.  |
|                             | Aeroplan have recently created a better, more user friendly way for<br>members to book car rentals. In addition to Avis, you can now redeem<br>for Budget car rentals online at aeroplan.com. With over 3,000 Budget<br>rental locations throughout Canada, US, Latin America, and Europe, it's<br>easier than ever to find a car that fits your plans. There is more flexibility<br>- you can now cancel up until your scheduled pick-up time, and your<br>miles will be refunded at no cost. There are more options - you can<br>redeem for one-way rentals with Avis and Budget, by simply choosing to<br>return your vehicle at a different location than the original pick-up<br>location. The brand new online experience includes user-friendly search<br>options and more. |
|                             | Plus it is now possible to shop online, for instance through Aeroplan partner www.shop.ca and at Aeroplan's eStore, and earn Aeroplan Miles.   |
| Aeroplan Miles give<br>back | Aeroplan have worked hard over the years to build more sustainable<br>elements into the program. The Carbon Offset Program allows Aeroplan<br>members to offset their carbon footprint using Aeroplan Miles. There are<br>two ways to offset flight rewards using Aeroplan Miles. Members may<br>offset each flight when completing a flight reward booking online or just<br>redeem their miles for carbon offsets any time.  |
|                             | Aeroplan Miles can also do good in the world. The "Beyond Miles" program allows members to donate to charities such as War Child Canada and Médecins sans Frontières. To date donations have reached over 530 million miles and Aeroplan frequently has promotions where they will match member donations to double the impact of their giving.  |



| Earning Aeroplan<br>Miles | Wherever you plan to go - or dream of going – Aeroplan has a way to<br>get you there. Aeroplan Miles are being used every minute of every day<br>for travel and to reward Aeroplan members with treats from gift cards to<br>an extraordinary experience. Your Aeroplan Miles are like the Genie<br>who grants your special wishes - from exciting trips to small<br>indulgences. So the important thing is to maximize the number of points<br>that you rack up so that you earn rewards faster. |
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|                           | Here are some tips to accelerate you towards your goal  |
|                           | If you aren't a <b>member</b> then you can't earn Aeroplan Miles – so if you don't have an Aeroplan card you can sign up at www.aeroplan.com or at many of the retail locations where you can earn miles.   |
|                           | One of the most straightforward ways is to earn Aeroplan Miles when<br>you buy flights with <b>Air Canada</b> and its 28 Star Alliance Partners.<br>Always make sure you enter your Aeroplan Card number when you<br>book or show your card when you check in to ensure you get your miles.   |
|                           | If you are booking a package vacation with <b>Air Canada Vacations</b> then<br>you collect miles as well and, as it is a large transaction, you will likely<br>earn lots of miles. So make sure your Travel Agent takes your Aeroplan<br>number and enters it on the booking to get you your miles.   |
|                           | <b>Hotel stays</b> can also earn you Aeroplan Miles when you stay with Best Western, Fairmont, Hilton, Le Meridien, Sheraton, W Hotels, Westin just to name a few. Check out all the participating hotels at <u>www.Aeroplan.com</u> . And make sure you enter your Aeroplan number when you book, or show your card at reception, to collect your miles.   |
|                           | You can also earn when you <b>rent a car</b> with Avis or Budget – and even<br>when you park at select Airports with ParkNFly in Toronto, Aeroports de<br>Montreal in Montreal and Vancouver International Airport parking!   |
|                           | You can also earn in retail stores when you shop for <b>everyday items</b> –<br>it's not just when you travel. Collect Aeroplan Miles with partners such<br>as Esso, Home Hardware, Primus Canada, Uniprix, and The UPS<br>Store the list goes on and on so always check <u>www.aeroplan.com</u>  |
|                           | There is a handy <b>partner locator</b> on the website to find your nearest retail store for any given partner where you can earn Aeroplan Miles.   |
|                           | If you are making <b>large one off purchases</b> – always check if there is the opportunity to earn miles. Higher price electronics goods – even  |



|                  | buying a Toyota car – all mean an opportunity to earn Aeroplan Miles.   |
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|                  | You can earn Aeroplan Miles at <b>online stores</b> – even some US<br>retailers. You can shop at Hudson's Bay, Indigo, Sephora, EBay, the<br>Apple Store, Kobo, Roots, Nordstrom, Footlocker, Lands' End and LL<br>Bean - the list goes on and on. Aeroplan's eStore lists many of the<br>online retailers for you – you simply log in to eStore with your Aeroplan<br>number and then link through to their site to shop and automatically<br>earn your miles. |
|                  | <b>Shop.ca</b> is a large online retail site offering a wide range of goods and<br>another great way to earn miles when you shop online. Add your<br>Aeroplan Number to your Shop.ca Account to start earning Aeroplan<br>Miles on every purchase! Buy everything from clothing to accessories to<br>pet supplies to computers  |
|                  | There is no doubt that one of the quickest and easiest ways to earn<br>Aeroplan Miles is to use a <b>credit card</b> that gives you Aeroplan Miles for<br>every dollar that you spend. That is so easy – you just use the card and<br>automatically earn the miles and you can't forget. And it covers<br>everything that you buy on the card.  |
|                  | Once you have an <b>Aeroplan affiliated credit card</b> you have the chance to earn miles not once but twice on every transaction. So if you book a flight or a hotel room that qualifies you to earn Aeroplan Miles, or you fill up your car at Esso, or shop at Shop.ca – use your Aeroplan Credit Card to pay. That way you earn miles once with the retail partner and then a second time from the credit card provider.                                    |
|                  | Aeroplan has <b>credit card partnerships</b> with TD, AMEX and CIBC.<br>There are a whole range of different cards with different benefits so you can be sure to find one that suits you.   |
| Aeroplan Rewards | Anything that helps people attain their travel goals has got to be a good<br>thing - and what's not to love about treating yourself by using Aeroplan<br>Miles? Getting rewards with Aeroplan Miles is all about guilt-free<br>indulgence and getting something for nothing! Check out<br>www.aeroplan.com to see all that is on offer!   |
|                  | Aeroplan recently launched a campaign dedicated to capturing member<br>goals. The approach is to make Aeroplan a resource that can help you<br>achieve your mileage goals with a more personalized experience and<br>targeted opportunities to engage with the Aeroplan program.  |



| Travel Rewards   |
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| The reward that perhaps most people think about is flights, and you can<br>fly on 28 airlines with more than 18,450 daily departures to over 1,300<br>destinations in more than 190 countries worldwide through the Star<br>Alliance network.  |
| The important thing when you choose a loyalty program is to pick the program with the greatest number of seats available and which gives you the best value for your miles. With Aeroplan you get the best of all possible worlds with two options when you redeem:  |
| ClassicFlight Rewards (Best Value)   |
| ClassicFlight Rewards offer you great value with Air Canada and Star<br>Alliance member airlines at low fixed mileage levels.  |
| Market Fare Flight Rewards (Greater Availability).   |
| Market Fare Flight Rewards offer you greater availability on flights<br>operated by Air Canada, Air Canada Express and Air Canada rouge at<br>variable mileage levels.<br>Market Fare Flight Rewards are derived from market fares at the time of<br>booking and the conversion of these fares into mileage levels.  |
| Other Travel Rewards   |
| There are other rewards beyond flights that can enhance your travel<br>plans – for instance an airport lounge pass, a hotel stay or a car rental.<br>Or maybe you redeem your miles for an activity or entertainment in your<br>destination. Just a few examples are to treat yourself to admission to<br>San Diego Zoo, a Toronto CityPASS or Legoland Park Pass. |
| Non Travel Rewards   |
| Rewards don't have to be travel related - there are more than 1,000 other Aeroplan rewards to choose from. Here are just a few examples of other uses of your Aeroplan Miles:  |
| Redeeming for gift cards can be a great way to use your miles and they also make great Holiday gifts. You can redeem for gift cards from Starbucks, iTunes, Cineplex, The Keg – and many more.   |
| Use your miles to treat someone you love with gift baskets.  |



|                    | There is also a huge selection of rewards to choose from electronics such as ereaders, phones or TVs, kitchen appliances, merchandise for  |
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|                    | home and bath, garden and patio and more.  |
|                    | One of the lesser known rewards Higher Ed points. Members can  |
|                    | redeem Aeroplan Miles and convert them in \$250 increments to Higher<br>Ed points which can be used to help offset University and College  |
|                    | tuition, meal plans and/or residence fees in Canada at participating universities.   |
| Distinction Status | For members who collect a significant number of Aeroplan Miles each year the Distinction program will enhance the whole Aeroplan   |
|                    | experience. Top accumulating members enjoy preferential mileage  |
|                    | levels for redemption, bonus mile offers and exclusive privileges.   |
|                    | Distinction levels are achieved based on miles earned across all   |
|                    | coalition partners including airline, travel, retail and financial card partners. And the higher your Distinction level, the greater the benefits  |
|                    | you'll enjoy. You qualify for dSilver by collecting 25,000 eligible miles  |
|                    | between Jan and December of one year. dBlack is achieved by collecting 50,000 eligible miles and dDiamond by collecting 100,000  |
|                    | miles in the same time period.   |
|                    | It's important to understand that these miles can be earned not just by taking flights. It could be for instance a contractor who is earning miles on the gas they buy at Esso and the materials they obtain at Home Hardware. Or it could be a small business owner earning thanks to the spend on a credit card that gives you Aeroplan Miles. |
|                    | Once they qualify, Distinction members receive between 20 – 35% off flight redemptions. They also receive exclusive bonus mile offers and dDiamond members get preferential treatment at Aeroplan Contact Centres.   |
| Goal Setter        | By better understanding what their members want to do with their miles,<br>Aeroplan is better placed to help them reach their goals.   |
|                    | Once you've shared your goal(s) with them, they will use this  |
|                    | information to better tailor your experience in the program by   |
|                    | personalizing the communications and offers you receive from Aeroplan to help you reach your goals faster.   |
|                    | So this is like your personal bucket list – and Aeroplan will send you tips  |
|                    | on how to achieve your own personal trip.<br>They will send advice and offers that will help you accumulate more   |
|                    | miles. Such as for instance – you don't have to earn miles through   |
|                    | taking Air Canada flights. You can also earn miles through everyday purchases such as gas at your local Esso station.  |
| <u> </u>           |  |



|                           | And one of the best ways to accumulate miles quickly is to get a credit card that gives you Aeroplan miles on every purchase that you make.   |
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| Booking Flight<br>Rewards | All rewards may be booked 24 hours a day, 7 days a week, via the <b>website</b> at <u>www.aeroplan.com</u> .  |
|                           | If you have questions or a more complex route, members can call <b>Aeroplan's Contact Centre</b> at 1-800-361-5373 from 7am until midnight ET. Tip: the best days to call are Tuesdays and Thursday and the best times to call are between 2pm to 5pm ET (Tuesday to Friday). Also, if you enter your Aeroplan number when you call in, you can hear your approximate wait time up front.   |
|                           | Aeroplan also have a special section on Aeroplan.com designed to assist members with answers to frequently asked questions.   |
| Fuel Surcharges           | <ul> <li>Aeroplan's policy on fuel surcharges is consistent with most major international carriers and other loyalty programs: Aeroplan will apply, on Air Canada's behalf, a carrier surcharge for flight rewards on applicable Star Alliance member airlines. These amounts are usually determined by market and by class of service. The amount of carrier surcharges applied on Air Canada's behalf is determined by each airline and the surcharge will only be applied for carriers that already apply the surcharge to their own frequent flyer program tickets. Aeroplan applies those amounts which it is legally and contractually obligated to on its tickets. It's important to note that carrier surcharges are a direct pass through to the ticketing carrier (Aeroplan neither collects nor remits fuel surcharges). All tickets booked by other loyalty programs in Canada are also subject to these taxes, fees and surcharges, where applicable. Aeroplan now give you a choice</li> <li>You can still pay for taxes and surcharges with money. But now you also have the option to use more miles and cover the taxes and fees as well.</li> </ul> |
| Expiry Policy             | <ul> <li>Aeroplan has a 12-month expiry policy: mileage will expire in accounts that have had no accumulation or redemption activity in the previous 12 months. In other words, members must have <b>one qualifying</b></li> <li><b>transaction</b> (by either earning or using miles) within a 12-month period to ensure their accounts stay active.</li> </ul>  |
|                           | To ensure Aeroplan Member accounts stay active, all it takes is one<br>qualifying transaction (either by earning or redeeming miles) every 12<br>months. It's as simple as filling up your car with gas from Esso once or<br>using an affiliated Aeroplan credit card, staying at a partner hotel etc.<br>So you don't need to fly off somewhere with Air Canada to preserve<br>your miles Filling up one tank of gas and earning miles. Or donating<br>some miles maybe. Or redeeming miles to send flowers to a friend.<br>All of these would qualify to keep your Aeroplan account active.   |



| Online contacts | Website: www.aeroplan.com   |
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|                 | Become aa Aeroplan member: <u>https://www4.aeroplan.com/enroll.do</u>   |
|                 | Connect with Aeroplan on facebook:  |
|                 | https://www.facebook.com/aeroplan   |
|                 | Follow Aeroplan on Twitter: <u>https://twitter.com/aeroplan</u>   |
|                 | Earn Aeroplan miles when you shop online at eSTORE Aeroplan:  |
|                 | https://www4.aeroplan.com/estore/   |
|                 | www.shop.ca   |
|                 | The Aeroplan mobile app helps you keep track of all your activity –<br>access your account, set goals and locate a retail partner giving<br>Aeroplan miles They have an Android and Blackberry app and they're<br>working on new enhancements on the app so stay tuned. |