

PRESS RELEASE

Air Canada Selects Mercator to Optimize Cargo Revenue Accounting Processes

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Air Canada, Canada's largest domestic and international airline serving more than 190 destinations on five continents, has signed an agreement with Mercator, a leading provider of software and technology-enabled outsourcing solutions to the global aviation industry, to manage and optimize its revenue accounting system for cargo operations using Mercator's RAPID Cargo solution.

Air Canada will implement RAPID Cargo to help align its processes to industry leading practices, standards and quality. The carrier was looking for an integrated, modern and scalable revenue accounting solution that would seamlessly interface with its existing cargo system, and one that would improve the efficiency of Accounts Receivables (AR) and Collections, the integration of Cargo Revenue Accounting and Postal Mail Revenue Accounting, the reduction of manual processing and intervention, and the capability to generate real-time reports.

RAPID Cargo is a next-generation cargo revenue accounting solution that gives airlines the tools to efficiently manage their complex cargo operations, by providing them with a clear view of how their businesses are performing. It quickly and accurately transforms the data on cargo air waybills into a stream of financial and strategic information.

"We reviewed and evaluated several cargo revenue accounting solutions on the market, and ultimately chose Mercator for its track record in rapidly responding to the changing financial needs of airlines by using the latest industry-tested technologies," said Chris Isford, Vice President and Controller, Air Canada. "We sought a modern, reliable and robust framework to handle our revenue accounting processes, and RAPID Cargo enables us to handle the most complex revenue accounting demands with speed, accuracy and profitability."

Bernard Donoghue, Chief Commercial Officer, Mercator, added to say, "Air Canada joins a growing community of more than 60 air carriers worldwide that use RAPID to manage their revenue accounting as they seek innovative ways to streamline their businesses and reduce costs in challenging economic times."

Air Canada and Mercator have begun work on the RAPID Cargo implementation and the airline is scheduled to migrate to the new system in the fourth quarter of 2015.

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About Air Canada

Air Canada is Canada's largest domestic and international airline serving more than 190 destinations on five continents. Canada's flag carrier is among the 20 largest airlines in the world and in 2014 served more than 38 million customers. Air Canada provides scheduled passenger service directly to 64 Canadian cities, 52 destinations in the United States and 78 cities in Europe, the Middle East, Asia, Australia, the Caribbean, Mexico, Central America and South America. Air Canada is a founding member of Star Alliance, the world's most comprehensive air transportation network serving 1,321 airports in 193 countries. Serving more than 190 destinations on five continents, Canada's flag carrier is among the 20 largest airlines in the world, and in 2014 Skytrax ranked Air Canada in a worldwide survey of more than 18 million airline passengers as 'Best Airline in North America' for the fifth consecutive year. For more information, please visit: aircanada.com.

About Mercator

Mercator is a leading provider of software and tech-enabled outsourcing solutions to the global aviation industry. We help airlines to deliver on the promise they make to their customers - getting passengers and cargo to their destinations - safely and on time. Our aviation heritage, built from years of experience in developing IT solutions specifically for airlines - gives us unrivalled insight. Our specialized team of aviation experts developed a specific portfolio of solutions, rigorously testing them in the real world. Our key products and services include Cargo Operations and Management, Financial Solutions, Loyalty CRM, and Passenger Reservation & Departure Control. These technologies manage critical processes for all segments of the aviation industry: award-winning carriers, hybrid, low-cost, regional, national and international airlines. For more information please visit www.mercator.com.