

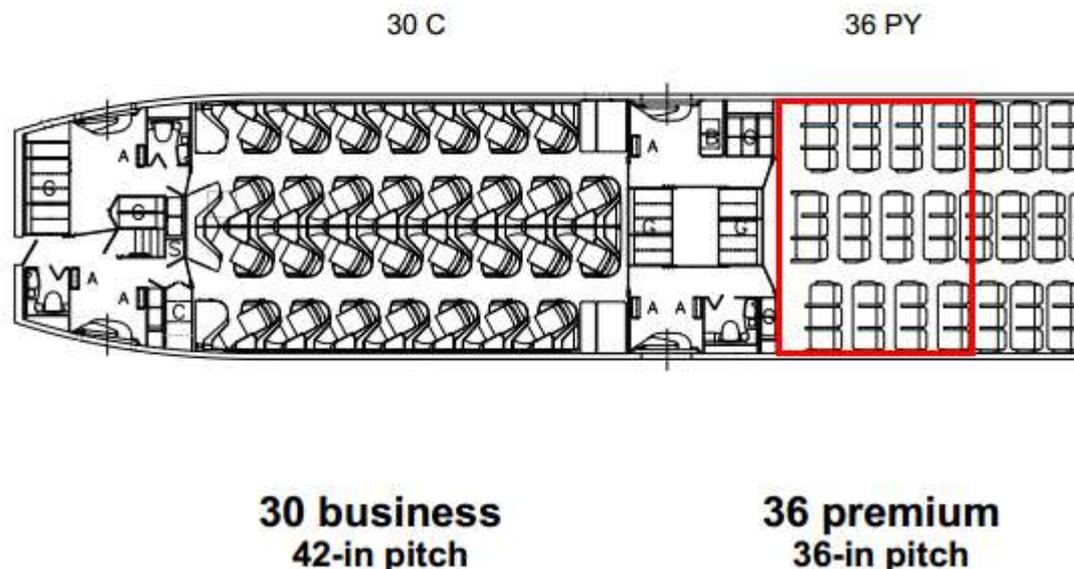
## Announcement of Hainan Plus on 787-9 Aircrafts

From May 2017 to October 2018, Hainan Airlines will introduce 13 B787-9 aircrafts with 36 extra-spaced seats located in the first 4 rows of the Economy Class. Based on the seat features of 787-9 aircrafts, it is decided to upgrade the extra-spaced seats in the front of Economy Class and launch the product called Hainan Plus, which will provide customers with more careful, comfortable and convenient services. Details include:

### 1. Layout and seat features of B787-9 aircrafts

There are 292 seats located on the introduced B787-9 aircrafts with the layout of 30C+36PY+226Y=292. The first 4 rows of Economy Class will be settled as the 36 extra-spaced seats with 36 inches of the seat space which is 4 more inches wider than the normal economy class ones (32 inches). The seat type will be the same as the others in Economy Class. This area will be separated from the 5<sup>th</sup> normal economy class seats with the designed half partition, providing customers with more private and comfortable room.

## 787-9



### 2. Product name and applied airlines

- 1) Chinese name: 舒适经济舱
- 2) English name: Hainan Plus
- 3) Applied airlines:

Hainan Plus is the special product provided on the introduced B787-9 aircrafts (30C+36PY+226Y= 292). Thus, this product will be available when the aircraft flies either domestic or international airlines (The availability can be checked through the layout of B787-9 aircrafts).

### 3. Sales

- 1) International airlines: sold as Optimal Seat Selection. The initial stage of the product launch will be the promotion period when its price will keep the same as that of the extra-spaced seats located on the other aircrafts.
- 2) Domestic airlines: sold as the W Cabin product of Economy Class.

### 4. Ground Service

The international and domestic ground service standards will be the same. That is:

- 1) Priority of boarding: customers of Hainan Plus can get aboard with priority whenever they come;
- 2) Priority of getting off;
- 3) Priority of upgrade

### 5. Air service

- 1) International airlines:
  - a. Provide a bottle of water as a gift before departure;
  - b. Provide the back cushion of Business Class;
  - c. Provide a pair of disposable slippers.
- 2) Domestic airlines:
  - a. Provide the back cushion of Business Class;
  - b. Provide blanket of Economy Class in priority;