

Sun Country Airlines Company Background

Over 40 years of flight

Based in Minneapolis, Minnesota, Sun Country Airlines was founded in 1982 by a small group of former Braniff International Airways pilots and flight attendants. Its first flight departed on January 20, 1983 from Sioux Falls to Las Vegas.

The current management team, led by CEO Jude Bricker since 2017, positioned the airline for a sale to Apollo Global Management. Under new leadership and ownership, they transformed the airline into a low-cost carrier, diversified the business model, grew the fleet, and lowered costs. In 2019, an agreement to bring on 12 cargo aircraft created a third line of business that helped the company survive during COVID and positioned the airline for a strong recovery.

In 2021, Sun Country went public, increasing investment to support growth. In early 2025, Apollo sold their remaining shares. Since then, Sun Country has become the 10th largest airline in the U.S. by passengers carried and is second only to Delta in Minneapolis-St. Paul (MSP) in MSP-originating market share, increasing from 12% to 21% since 2018.

Today, the airline employs about 3,000 employees, primarily based in the Twin Cities area.

The key to our success: A unique and diversified business model

Sun Country is a new breed of hybrid low-cost airline, whose mission is to connect guests to their favorite people and places, creating lifelong memories and transformative experiences. It currently operates nearly 120 routes and serves nearly 100 airports across the US, Canada, Mexico, Central America and the Caribbean.

Sun Country dynamically and resiliently deploys shared resources across scheduled service, charter, and cargo businesses. These three lines of business provide a diverse range of opportunities and greater stability during downtimes. Currently, revenue is about 70% from scheduled service, 20% from charter and 10% from cargo.

- **Scheduled Passenger Service:** Sun Country adopted a unique and differentiated business model in its scheduled passenger business, dynamically adjusting its route network and schedule to meet customer demand. Sun Country is primarily focused on leisure travelers. The Sun Country model peaks in the first quarter including winter vacations and spring break; July; Minnesota's unique Minnesota Education Association (MEA) weekend in October; and the holidays. Winter travel is focused on routes from north to south, while summer travel is typically more east-west flying to bigger cities and coastal destinations. Sun Country distinguishes itself from other ULCCs by operating a low-utilization model, ensuring planes are full. Nearly 94% of flights originate from or return to Minneapolis-St.

Paul, with some seasonal service from Duluth, Minnesota; Milwaukee, Madison, and Green Bay, Wisconsin; and Dallas-Fort Worth to the Caribbean and Mexico in the summer.

Sun Country primarily flies Minnesotans to and from their destinations.

- **Passenger Charter Business:** The Charter business includes ad hoc, short-term and long-term service contracts with casinos, Major League Soccer, collegiate sports teams, and the Department of Defense. It is a key component of Sun Country's strategy, providing inherent diversification and downside demand protection.
- **Cargo:** In December 2019, Sun Country signed a 10-year asset-light cargo contract with Amazon's Prime Air subsidiary, making the airline the third largest narrow-body freighter operating in the U.S. The agreement leverages the shared pilot pool with the scheduled and charter operations, ensuring labor efficiency. In June 2024, Sun Country signed an Amended and Restated Air Transport Services Agreement with Amazon, extending the contract through 2030 with options to further extend the terms through 2037.

Core operational competencies that enable the Sun Country strategy include: 1) agility in moving in and out of destinations when demand arises, 2) efficient operations with large swings in demand by day-of-week and time-of-year, 3) operating a mid-life fleet of 737-800s with very high reliability.

A fleet of 44 passenger and 20 freighter aircraft

The Sun Country fleet includes 44 fully owned 737-800 passenger aircraft used for scheduled service and charter operations.

In late 2025 and early 2026, five 737-900s (of which four are currently out on lease), will enter passenger service in 2026-2027. Two other 737-800s currently owned will remain out on lease until needed.

In terms of cargo aircraft, Sun Country's fleet of 12 737-800s will increase with the delivery of eight additional freighters by the third quarter of 2025. A consistent revenue stream from cargo supports the scheduled service business, including its valleys in off peak months, and allows the airline to maintain an increased number of pilots throughout the year.

This cargo business has been key in addressing a major strategic challenge – growing the airline to support peak leisure travel demand without negatively impacting the bottom-line during periods of low demand.

Operating a uniform fleet of 737-800s across the three business lines benefits the airline both in terms of pilot and mechanical familiarity, which enhances efficiency.

Sun Country Financials

Sun Country has outperformed peers in the LCC and ULCC industry in recent years. During the fourth quarter of 2024, the company reported its tenth consecutive quarter of profitability, and

record year-end revenue. Sun Country was second only to Delta in profitability of domestic carriers in 2024. The company has exceeded \$1 billion in revenue for the past two years. More financial information can be found on [Sun Country's Investor Relations page](#).

What sets us apart: A quality, affordable product

Sun Country offers a comfortable and affordable onboard experience with state-of-the-art seating, full-size tray tables, generous recline, and in-seat power in most seats. Sun Country also provides free in-flight entertainment to our guests on their own devices and complimentary N/A beverages including water, coffee, tea, juices, and soda. Additional snack and beverage options are available for purchase, and the airline proudly partners with many Minnesota and Midwest-based companies to highlight local products on its in-flight menu.

Sun Country's customer-friendly a la carte pricing model provides travelers with low base fares while allowing them to purchase only what they need or value – such as best seats, checked bags, or priority boarding. This flexible approach and ancillary fee structure empowers passengers to tailor their itinerary and costs to fit their budget.

Our Minnesota roots run deep

While Sun Country has grown beyond its Twin Cities roots, it remains deeply connected to its headquarters community – which many of its employees call home.

Since 2006, the airline has partnered with Make-A-Wish Minnesota, providing complimentary flights for Wish Kids and their families, raising funds through an Airplane Pull event and hosting an annual Flight to the North Pole.

Sun Country also focuses on collaborating with organizations that seek to inspire the next generation by exposing students to aviation and STEM-related careers. This includes partnerships with STARBASE Minnesota, Minnesota Aviation Career Education Camp, and Stars of the North (the Minneapolis Chapter of Women in Aviation International).

Since 2023, Sun Country has been the Official Airline of Minnesota Gopher Athletics and in 2024 unveiled its first custom-designed livery in celebration of this partnership.

In addition, Sun Country seeks to support family-focused initiatives by teaming up with key community organizations such as Twin Cities In Motion, the Saint Paul Saints, Hennepin Arts, the Minnesota Zoo Foundation.

Together, these initiatives reflect the company's unwavering dedication to making a positive impact in the local community and enriching the lives of those it serves.

Sun Country Ownership

Sun Country is owned by Sun Country Airlines Holdings, Inc. (SNCY), is publicly traded on the NASDAQ, and has a fully independent Board of Directors.

Sun Country Leadership

Sun Country's leadership team consists of individuals with deep experience gained at other airlines, consultancies, and leading companies.



Jude Bricker

Chief Executive Officer



Dave Davis

President and Chief Financial Officer



Gregory Mays

Executive Vice President and Chief Operating Officer



Rose Neale

General Counsel and Senior Vice President



Eric Levenhagen

Senior Vice President, Chief Human Resources Officer



Grant Whitney

Senior Vice President and Chief Revenue Officer



Jim Stathopoulos

Senior Vice President, Chief Information Officer



Colton Snow

Senior Vice President, Chief Marketing Officer



John Gyurci

Vice President, Finance, and Chief Accounting Officer



Bill Trousdale

Vice President, Financial Planning & Analysis, and Treasurer

Sun Country Board of Directors:

- Jennifer Vogel, Chair of the Board
 - Jude Bricker, CEO, Director
 - Dave Davis, President and Chief Financial Officer, Director
 - Marion Blakey, Director
 - Kerry Philipovitch, Director
 - Thomas C. Kennedy, Director
 - Patrick O'Keeffe, Director
 - Gail Peterson, Director
-

More information on Sun Country Airlines can be found by visiting the pages below:

- [Sun Country Homepage](#)
- [Sun Country Overview / Investor Relations](#)
- [Sun Country New Releases](#)
- [Sun Country Stories](#)

- [Sun Country Low Fare Map](#)