

Inbound Tourism : Revenue Drivers

1. Applicants	:	QF +	QF Hols +	NZ	=	Vol & Rev
2. Holistic	:	Airlines +	NTOs +	Ground Inf	=	Vol & Rev
3. CashFlows	:	Airfares QF) QF Hols) + Airfares NZ)	0 +	Invest A/pts Prov Tsp Accom L&B F&B Attracts	=	Vol & Rev
4. Trans Tas Pax	:	NZD 510 QF/NZ 50/50	0 +	NZD1828	=	Vol & Rev
5. 50kPax p.a	:	NZD 26m	0 +	NZD 92m	=	NewZ Benefit
6. 6k Pax p.a.	:	NZD 11m	0 +	NZD 11m	=	STR Benefit

New Zealand Flag Airline

Year		Status (A/cBility)	Equity	Business Model	Business Objective	Notes
2001	:	PubListd (Shrhldrs)	Private	FSA, FCA, Multimarket Part LCC	Rev Max Div Max	Failed
2003 CntrFact	:	Same (Taxpr)	Taxpayer Sole Risk	Same & Inc LCC	Survival	StateDep N-a/cParl Unviable
2004 Factual	:	Same	MajTaxpr 25% QF	Same & Inc LCC	Survival	Same
P.I. Pref Factual	:	Same	Same	Same + RegDevl	Profit Tourism	Delivery

Submissions Made by IAL

- ◆ Final Determinations Need to Differ from Draft
- ◆ Add More Weight to Public Interest / Taxpayer Risk
- ◆ Rescue of Flag Airline to Carry Obligations
- ◆ State lacks Power to Impose – NZCC does
- ◆ Any Approvals Should be Qualified

Qualifications by NZCC of Any Approval(s)

Deliver Public Interest Tourism Benefits to Southern Region Taxpayers;

- Applicants Inbound Tourism Plan within 12m for Regions
- Approved by State Nominated Agency e.g. NTO
- Applicants to JV with IAL & fly on runway completion
- Trans Tasman Direct Services min. 1 X wk RT
- East Australia Port(s) at IAL election, B737-300 or equiv.
- At Least 2 Years Trial
- J.V. Terms as per June 2003 IAL Submissions
- No Reduction in Domestic Ops to IAL

