

# Qantas/Air New Zealand

## Proposed Alliance

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# **Global Trends**

## **The Changing World of Travel, Tourism and Aviation**

### **A New Zealand and Australian Perspective**



# Markets

- **Provincial**
- **Main Trunk**
- **Pacific**
- **USA**
- **Asia**
- **International**
- **Trans Tasman - Auckland, Wellington, Christchurch**



Table 1

# Impact of 5<sup>th</sup> Freedom Airlines on Trans Tasman Market Share (source DOTARS)

	<b>FLTS</b>	<b>PAX</b>	<b>SEATS</b>
<b>CA,GA,TG</b>	<b>4.4%</b>	<b>4.8%</b>	<b>8.5%</b>
<b>Freedom</b>	<b>11.9%</b>	<b>8.6%</b>	<b>9.0%</b>
<b>Combined</b>	<b>16.3%</b>	<b>13.4%</b>	<b>17.5%</b>



Table 2

# Trans Tasman Load Factors YE 6/02

(source DOTARS) NZ-AU/AU-NZ

Air	Flts	Pax 000	Seat 000	% Load	Flts	Pax 000	Seat 000	% load	AV %	Apr 03 %
<b>NZ</b>	5844	741	983	75.3	5841	745	985	75.6	75.5	78.0
<b>CA</b>	52	6.1	13.5	45.2	52	7.0	13.5	51.5	49.0	0
<b>SJ</b>	1461	148	196	75.4	1460	146	205	71.0	73.3	76.1
<b>GA</b>	117	16	34	47.2	117	16	34	46.6	46.8	32.5
<b>QF</b>	4412	709	903	78.6	4418	729	904	80.6	79.6	79.0
<b>TG</b>	375	65	147	44.6	375	60	147	40.6	42.5	40.3
<b>MH</b>										18.7





# **Tourism and Qantas Holidays**

**50,000 additional tourists?**

**Primarily a Domestic and Outbound Operator not  
Inbound Operator**

**IT Platform – Calypso is a standard software  
package available off the shelf**

