

Connecting Wellington to Singapore and beyond

Wellington City Council
20 January 2016

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The Announcement

After years of work WCC, WIAL and Singapore Airlines
are delighted to announce a new service
between Wellington and Singapore via Canberra

This is a transformational step



This is a huge step up in connecting
Wellington to Asia and Europe

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With a tier 1 airline (a long term player) and the best hub in Asia (200+ international connections)

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With flight times choreographed to link with European and Asian transfers

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With a tier 1 airline (a long term player) and the best hub in Asia (200+ international connections)

With flight times choreographed to link with European and Asian transfers

It proves that direct flights to Asia will be commercially feasible



The Service

Begins in August 2016

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Four flights per week initially

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Wide body jet with business class seats and freight capability

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Travel time of 13 hours 25 minutes — 1 hour 35 minutes faster than via Auckland

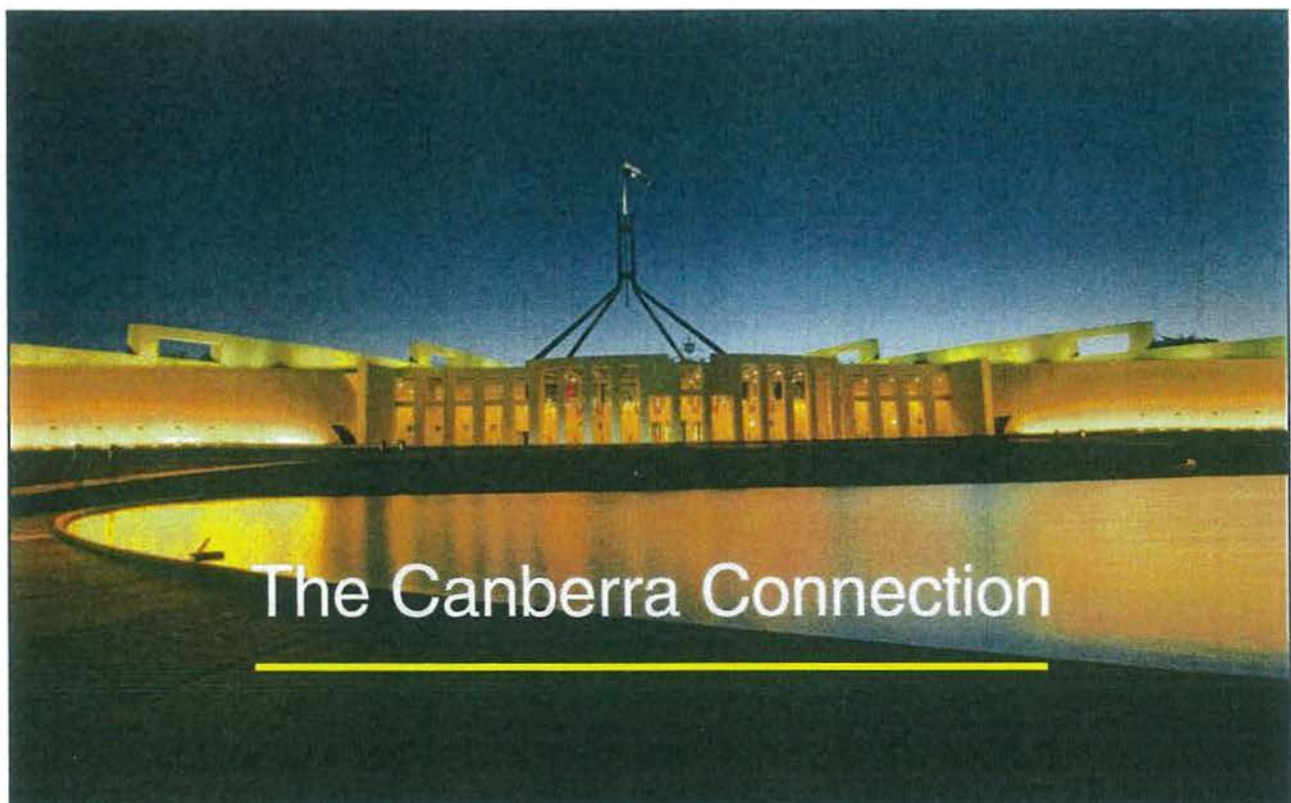
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Wide body jet with business class seats and freight capability

Travel time of 13 hours 25 minutes — 1 hour 35 minutes faster than via Auckland

Transit stop in Canberra of 1 hour and 30 minutes but same plane, same seat and no customs



A transit stop for international travellers

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Opens up Wellington and mid NZ to Canberrian tourists

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Makes Government to Government travel
easier, better, cheaper and faster

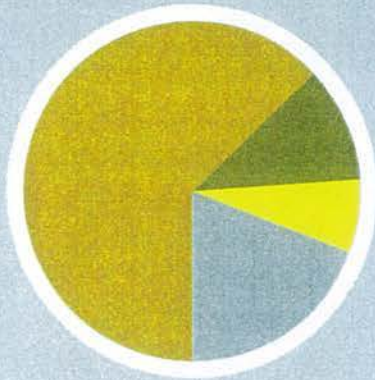
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Business opportunities with Canberra having the wealthiest
and smartest demographic in Oz

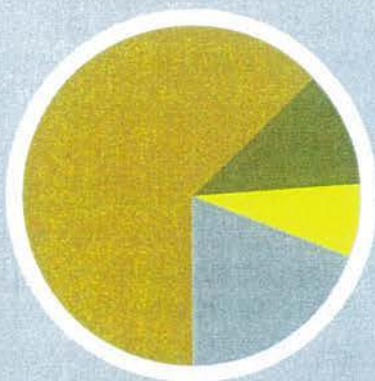
Who will travel?



Wellington to Canberra
Wellington to Singapore
Wellington to Asia/ Europe
Other New Zealand regions

Inter vistas predict
90,000 passengers per year

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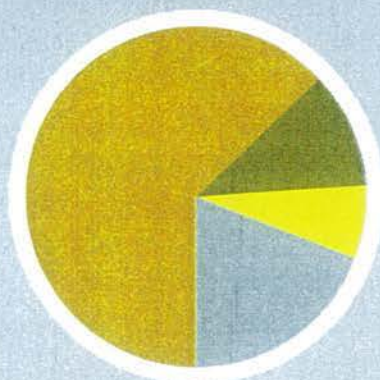


Wellington to Canberra
Wellington to Singapore
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19% Wellington to Canberra

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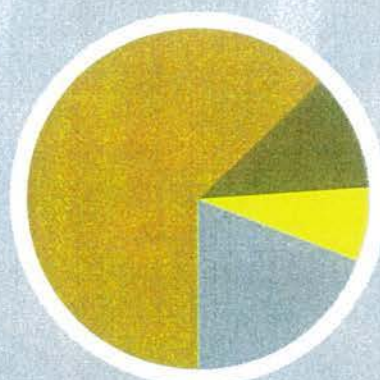
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11% Wellington to Singapore

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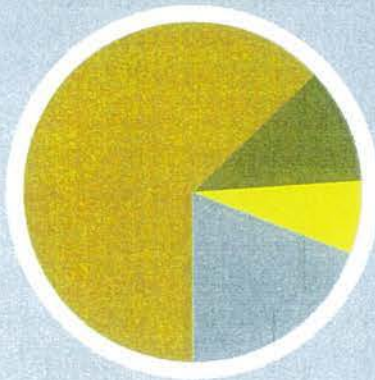
Inter vistas predict
90,000 passengers per year

19% Wellington to Canberra

11% Wellington to Singapore

7% from the rest of NZ

Who will travel?



Wellington to Canberra
Wellington to Singapore
Wellington to Asia/ Europe
Other New Zealand regions

Inter vistas predict
90,000 passengers per year

19% Wellington to Canberra

11% Wellington to Singapore

7% from the rest of NZ

63% beyond to Asia and Europe



Singapore Airlines
— the perfect partner

Rated number 3 in the World

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A reputation for longevity

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A member of the Star Alliance

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Will attract other airlines

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Singapore Changi Airport — Asia's best hub with the most comprehensive range of international connections



Supporting NZ Inc

Directly links the two Australasian capitals

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Improves the Wellington region's connectivity
and international competitiveness

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Will lead to lower prices from other long haul carriers
to compete with the superior SIA service

Make no mistake — this is an
important step to direct flights

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This is much more powerful than a MOU promise to come when built

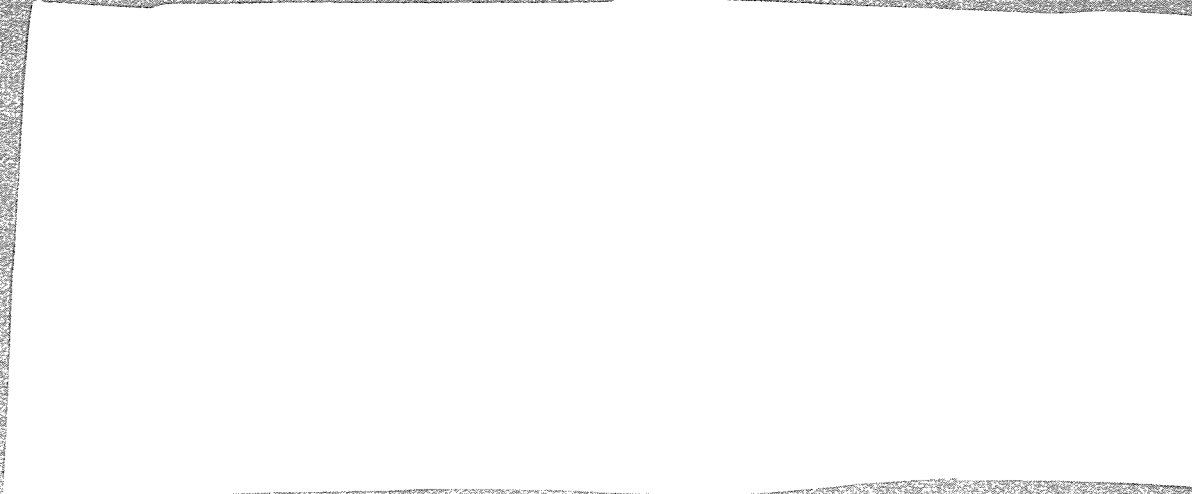
Cost and Funding

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Summary

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We are partnering with Singapore Airlines,
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This is a major step towards realising our dream
of direct flights to Asia and Europe

Thank you
