



Connecting Wellington to Singapore and beyond

Wellington City Council
20 January 2016

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

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

Four flights per week initially

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



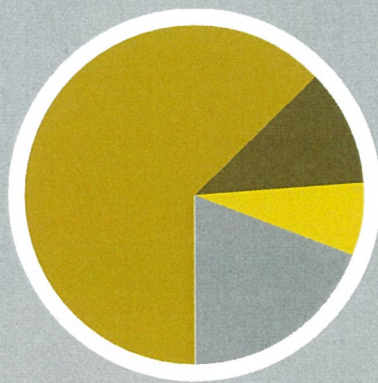
A transit stop for international travellers

Opens up Wellington and mid NZ to Canberra tourists

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

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

19% Wellington to Canberra

11% Wellington to Singapore

7% from the rest of NZ

63% beyond to Asia and Europe



Rated number 3 in the World

A reputation for longevity

A member of the Star Alliance

Will attract other airlines

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

Supporting NZ Inc



Directly links the two Australasian capitals

Improves the Wellington region's connectivity
and international competitiveness

Enhances the tourism offer of mid NZ

Reduces cost and time to get to Canberra

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

The argument that direct flights will not be commercially feasible is now redundant

It proves the runway business case has substance

We have secured a tier 1 airline partner investing millions of dollars now

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

Cost and Funding

WCC will contribute a modest sum
over 10 years

No new money needed

Funded from Destination Wellington

Within budget, no impact on rates



Summary

A new 4 day a week service **will connect Wellington to Asia and Europe from August onwards**

We are partnering with Singapore Airlines, **a tier one airline and the best hub in Asia**

This is a major step towards realising our dream **of direct flights to Asia and Europe**

Thank you
