

*Take off* with Queenstown Airport



## QUEENSTOWN AIRPORT COMMERCIAL OPPORTUNITIES

Airport and Passenger Information

[queenstownairport.com](http://queenstownairport.com)





In our winter months  
June, July, August the  
terminal has over  
15,000 passengers pass  
through each week



## Take off with Queenstown

Queenstown is a world-class alpine resort that offers adventure and inspirational activities for international and domestic visitors, all year round. Queenstown Airport provides you the access to this unique slice of the typically higher spending leisure travel and tourist market.

We are situated in the Wakatipu Basin, 8km from downtown Queenstown and 15 minutes from the nearest ski field. The glorious Remarkables mountain range is the backdrop to the Airport runway and terminal, greeting arriving passengers and providing a lasting image for all those departing.

New Zealand's 100% pure image is part of the appeal of coming to Queenstown. Holiday visitors cited "natural attractions" and "opportunities for personal challenge" as their reasons for coming to the Wakatipu Basin.

Australians can leave Sydney or Melbourne and be on the ski slopes within four hours. It won't be long before trans-Tasman visitors can leave on a Friday night to enjoy a weekend's

skiing and depart on a Monday morning to be back in Australia in time for work.

The Queenstown Lakes area and nearby Fiordland were recently voted the top 2 international destinations by Trip Advisor travellers, the world's largest travel community. Queenstown Airport is proud to be the major transport hub servicing these destinations.

On average, 1,900 travellers come through our terminal every day - greeted or waved off by friends, families and tour guides. Visitors to Queenstown are of higher net worth and spend more than visitors to other New Zealand destinations.

This significant foot traffic supports over 65 tourist providers, travel organisations and specialised retail outlets in and around the airport terminal and precinct.

Queenstown Airport achieved a new milestone with over 700,000 passengers coming through the terminal in the year ending June 2008.

Queenstown Airport ranks as the fourth busiest of New Zealand's airports for aircraft movements, following closely behind Wellington, New Zealand's capital.

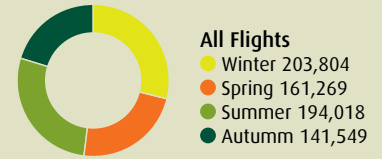
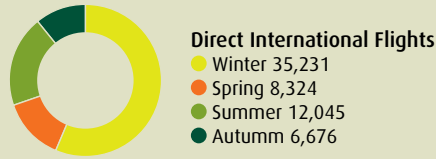
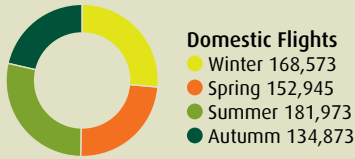
The strong passenger growth of the past four years is expected to continue, with projections of significant growth in international visitors and a robust domestic tourism market.

The major airlines operating in New Zealand service Queenstown Airport, both domestically and internationally. A wide range of regional tourism aviation operators offer services from Queenstown Airport to the domestic and international visitor.

Join with Queenstown Airport. As our business grows you can take off with us, and access unique marketing and exciting commercial opportunities.

# Passenger Statistics

## Passenger Numbers by Season (as at June 08)

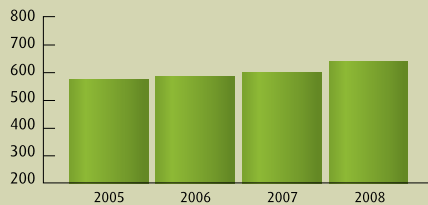


Passenger numbers follow seasonal patterns with winter and summer seeing most visitors passing through Queenstown Airport. While winter sees direct international passenger numbers boosted by the additional trans-Tasman services, summer sees a large proportion of international passengers arriving on domestic services.

## Annual Passenger Numbers

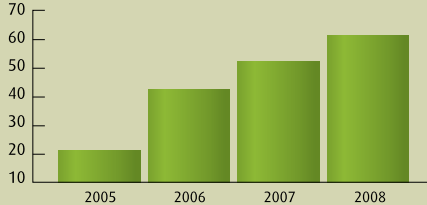
### Domestic Flights

All numbers in thousands.



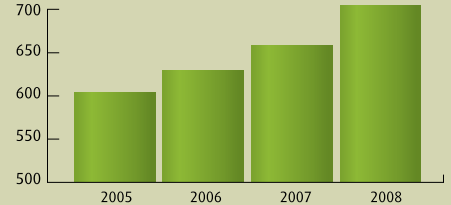
### Direct International Flights

All numbers in thousands.



### All Flights

All numbers in thousands.



International passengers grew to 62,276 in 2008, a 16% increase year on year supported by a lift of 15% in international flights. Load factor was an impressive 78%, an improvement of 1% year on year. Domestic passenger numbers grew to 638,364, a 6% increase year on year, with a 1% increase in flights.

## Visiting Queenstown

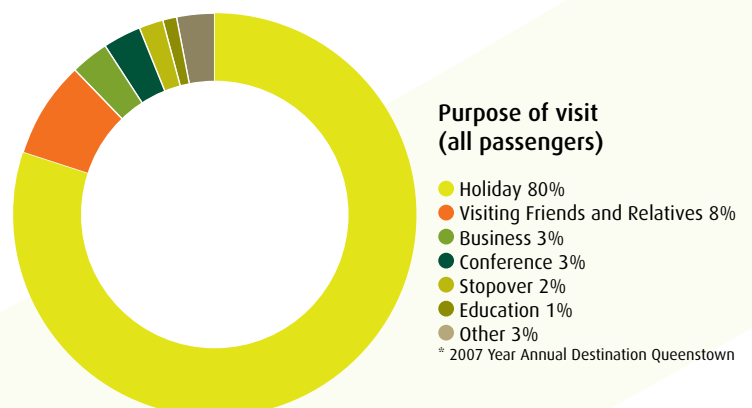
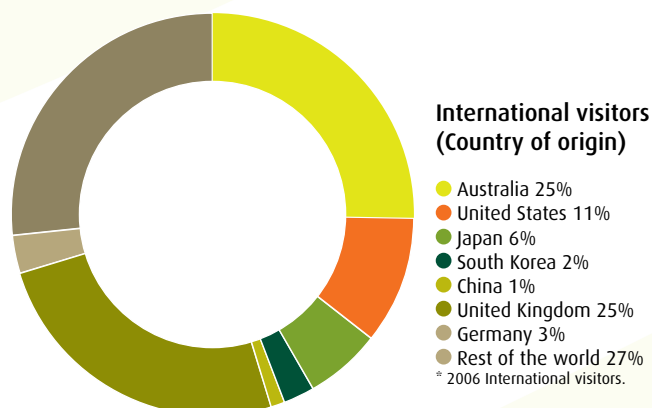
### Spending in Queenstown

Queenstown visitors are likely to be higher net worth or higher earning individuals who, on average, spend more than visitors to other NZ destinations.

In the most recent 12 month figures, international and domestic travellers spent a total of \$501m in Queenstown. Of this \$379m (76%) was from international overnight travellers, and \$10m from international day travellers. Domestic travellers spent \$112m.

While all visitors to Queenstown Lakes spend an average \$447 per day, overseas overnight visitors spend \$536 per day which compares to a national average of \$282 per day.

Half of all international travellers visiting Queenstown arrive on domestic flights. A significant 40% of all visitors to New Zealand visit Queenstown and that figure rises to 55% with respect to the lucrative leisure market.





**Queenstown Airport is the starting point for the Queenstown experience – a place where visitors and locals have inspirational adventures**



## Airport Operations

Queenstown Airport with an asset base of \$48m and equity of \$15.5m, is 100% owned by the Queenstown Lakes District Council.

As an integral part of the Queenstown tourism and commercial markets, the Airport is actively involved in the region ensuring that the demands of a growing resort and community are met by the ongoing development of the major transport hub.

### Queenstown terminal

In 2007 Queenstown Airport extended the terminal from 3200sqm to over 9600sqm allowing for expanding and enhancing retail and passenger facilities for our growing market.

The terminal is open daily an hour before and an hour after the first and latest scheduled flights of the day. Airport Administration hours are currently 8.30am to 5.00pm.

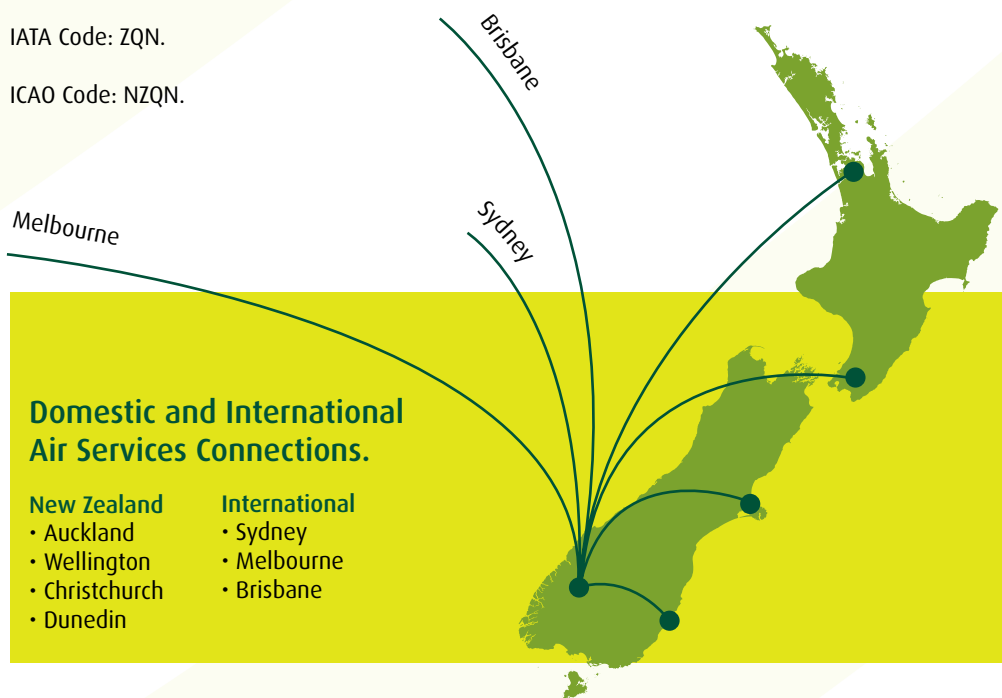
### Runway operation

Queenstown Airport land holdings comprise 100ha, the runway is 1911m long by 30m wide, plus apron.

The runway is currently consented to operate from 6.00am to 10.00pm. The Use of RNP technology to minimise weather disrupts has been pioneered at Queenstown Airport in what is a challenging alpine environment.

IATA Code: ZQN.

ICAO Code: NZQN.





## The Future

### Passengers

The magic and unique qualities that Queenstown offers are reflected in projections that show the number of travellers that are visiting Queenstown as their sole New Zealand destination is increasing. Total visits by travellers to Queenstown are forecast to rise from 1.34m in 2006 to 1.63m in 2013, an increase of 2.8% per annum. Average expenditure per visitor is projected to increase from \$447 to \$584 by 2013 as people spend more on a growing range of adventure and inspirational activities. Queenstown Airport is the point of entry to the region for these travellers.

### Operating hours

Things are looking good for future development as Queenstown Airport is extending its operating hours to cater for more Australian weekend visitors. This also includes continuing to develop the runway and terminal facilities to ensure greater opportunities for travellers.

### Airport growth

Queenstown Airport's master planning incorporates progressive commercial development both for its land holdings and terminal precinct over the coming years to capture the significant projected growth in domestic and international travellers. Opportunities for tourism related and operational support businesses will be explored as we look to partner with operators that identify the huge potential afforded at Queenstown Airport as the entry point to a globally recognised international destination.

### Growing capacity for tourism in Queenstown

Accommodation capacity continues to increase in Queenstown. As at January 2008 there were over 130 hotels, motels, backpackers, serviced apartment complexes and other short stay accommodation facilities. In 2006 3.36m visitor nights were recorded, 65% of which were international travellers. Confidence in the projected traveller numbers, both

international and domestic, sees a further major international hotel chain (Hilton) commencing construction on a new 5 star luxury facility, complementing the recently opened Sofitel and taking the number of international hotel brands to six. Jacks Point and Kawarau Falls Station are significant high end premium commercial, accommodation, retail and recreational developments within ten minutes of Queenstown Airport. Both are further examples of the investment confidence and development opportunity in the region and both are positioned to attract significant additional travellers to the area.

Queenstown Airport is the inaugural sponsor of the Queenstown Coast Guard which was launched on 29 March 2008. Queenstown Airport is already committed to safety in all that it does in the aviation business and is promoting safety for Queenstown Lake activities.



## Be Part of the Future of Queenstown Airport

Significant projected growth in international passengers coupled with a strong domestic passenger market, makes a commercial business partnership with Queenstown Airport an exciting and enviable proposition - all in a location recognised globally as being unique and inspirational.

To learn more about opportunities to take off with Queenstown Airport contact:  
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### Disclaimer

While every care has been taken in the preparation of data and the projections for Queenstown and Queenstown Airport the information should be seen as indicative. Organisations working with Queenstown Airport need to make judgements based on their own findings and no claims can be made on Queenstown Airport Ltd if information is incorrect and decisions made based upon this information do not yield any particular set of outcomes.