

29 April 2015

Sam Ponniah  
Adviser - Strategic Direction and Performance  
Ministry of Transport  
P O Box 3175  
Wellington 6140

By email: [s.ponniah@transport.govt.nz](mailto:s.ponniah@transport.govt.nz)

Dear Sam

**Application for authorisation of the Air New Zealand and Air China Alliance  
("Alliance")**

Auckland Airport has reviewed Air New Zealand's and Air China's application to the Minister of Transport for an authorisation to give effect to the Strategic Alliance Agreement and related Implementing Agreements.

Auckland Airport is aware airlines face considerable economic pressures and that strategic alliances and alignments are a tool to reduce operational costs, support streamlined services and improve management of passenger throughput and a key to unlock greater access to markets and connectivity of networks flown. Auckland Airport is generally supportive of such initiatives provided there is no detrimental impact on the international air services that are so vital to New Zealand's economic prosperity.

Auckland Airport supports the application.

Auckland Airport shares and supports the goal of achieving and sustaining regular and direct air services that will underpin efforts to improve the attractiveness of New Zealand as a destination for Chinese visitors. We support measures that will:

- strengthen the sustainability of the existing Air New Zealand Auckland-Shanghai daily service, so that there can continue to be a level of competition that ultimately will benefit the travelling public;
- re-establish direct air services between New Zealand and Beijing with Air China services, which will improve the interface with a significant number of potential travellers in the Chinese capital's catchment area; and
- lead to an increase in domestic air travel within New Zealand.

Please do not hesitate to contact me if there is anything further in relation to the Application or the Minister's consideration of it that Auckland Airport can assist with.

Yours sincerely



Charles Spillane  
General Manager Corporate Affairs