



CANADA Aviation Analysis

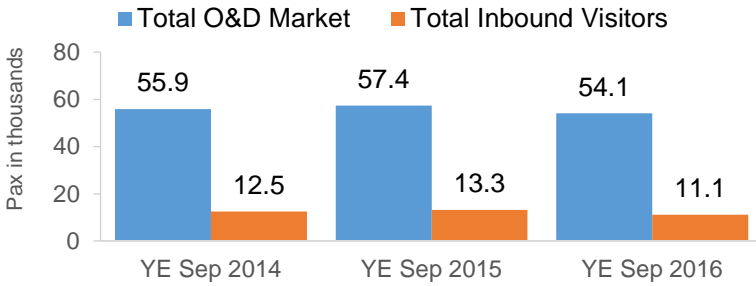
YE September 2016

Prepared by the Aviation Team
December 2016

Overview

Canada

Total O&D Market for WA vs Inbound Visitors to WA



Total O&D and inbound visitor traffic from Canada to WA has fluctuated from year-to-year.

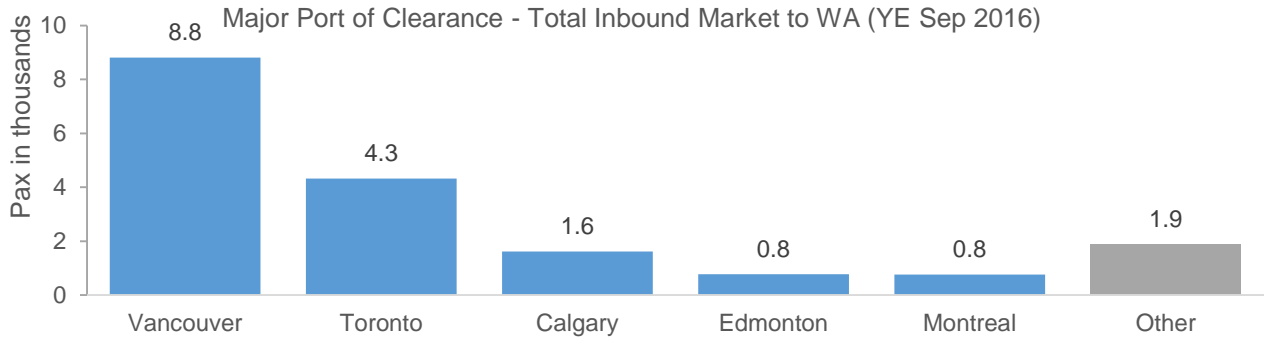
| YoY Growth Rates | Total O&D | Inbound Visitors |
|------------------|-----------|------------------|
| YE Sep 2015 | + 3% | + 6% |
| YE Sep 2016 | - 6% | - 16% |

Source: DIBP

Major Ports of Clearance

- The majority of inbound passengers (Australian residents and international visitors) to Perth from Canada originate from Vancouver (49%) and Toronto (24%). This was followed by Calgary (9%), Edmonton (4%) and Montreal (4%).

Canada



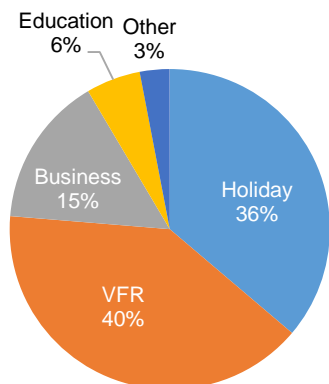
Source: Airport IS, YE Sep 2016

Main Purpose of Visit

- Looking at the total inbound visitor segment, the majority travelled from Canada to WA for the purpose of VFR (40%) and holiday (36%). This was followed by business (15%).

Canada

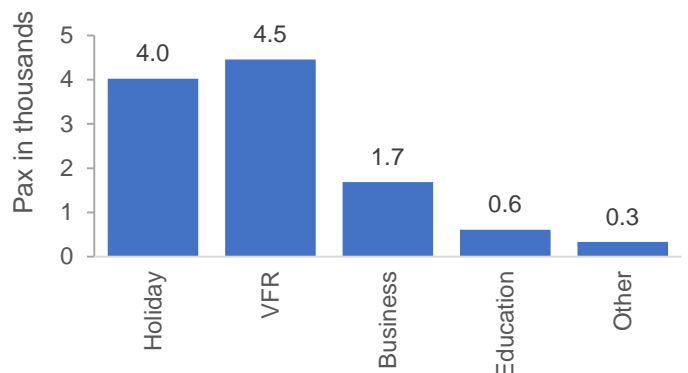
Main Purpose of Visit - Inbound Visitors to WA (YE Sep 2016)



Source: DIBP, YE Sep 2016

Canada

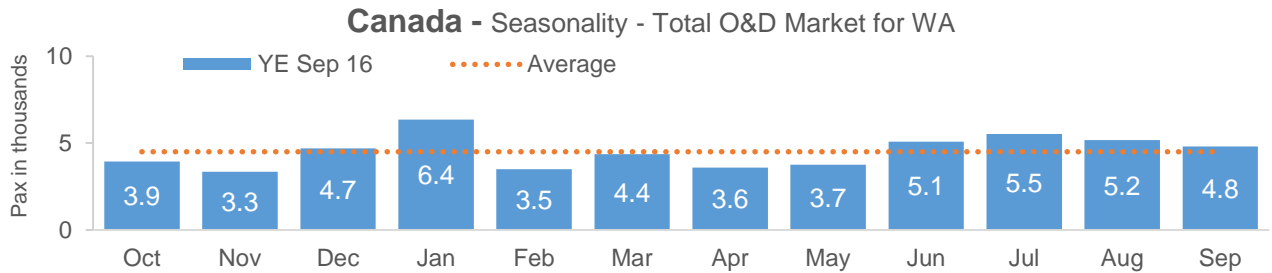
Main Purpose of Visit - Inbound Visitors to WA (YE Sep 2016)



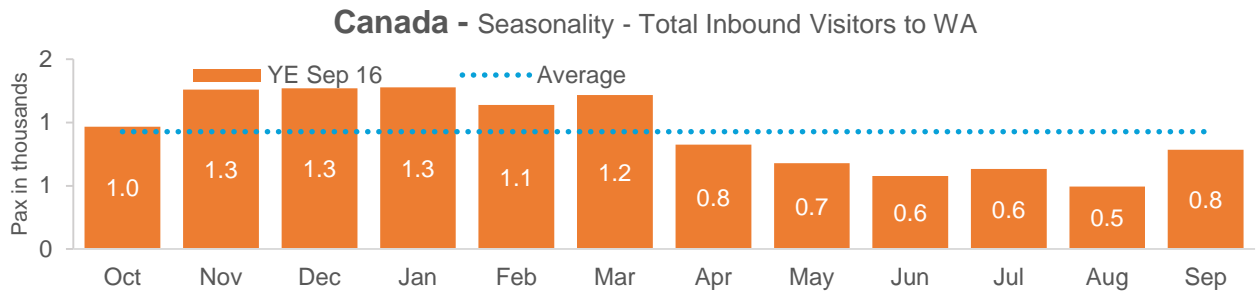
Source: DIBP, YE Sep 2016

Seasonality

- For Canada – Perth in YE September 2016, the peak travel months for the total O&D market was January 2016 (6,400), followed by July (5,500) to August 2015 (5,200).
- Looking at the total inbound visitor segment, the peak travel period was November 2015 to March 2016, ranging from 1,100 to 1,300 visitors.



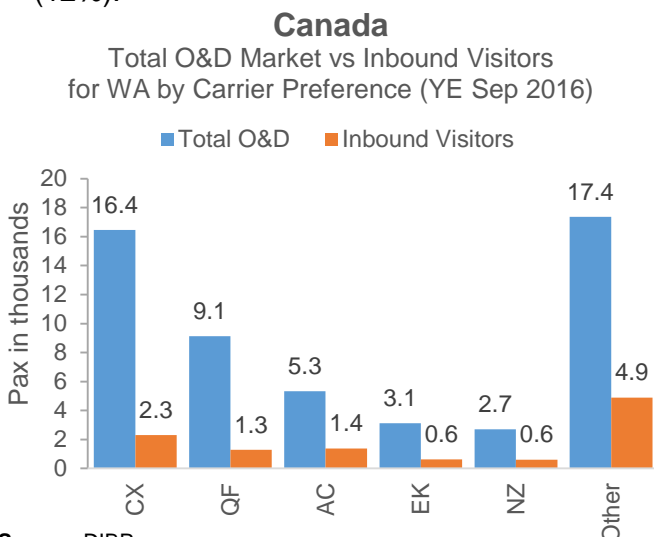
Source: DIBP, YE Sep 2016



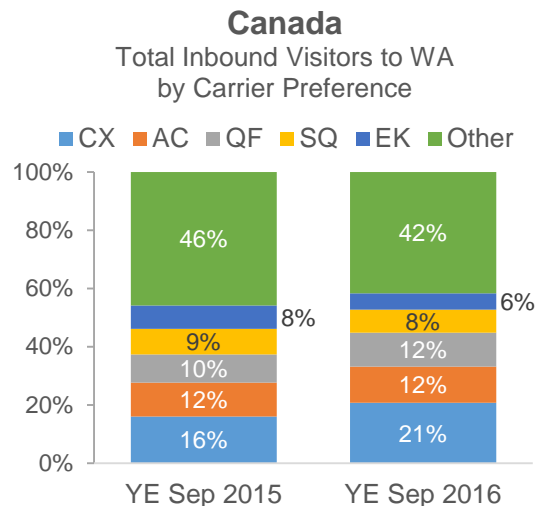
Source: DIBP, YE Sep 2016

Preferred Carriers

- The total O&D and inbound visitor markets for Canada – Perth are highly competitive, with many carriers competing for a share, largely in part due to the need to travel via a connecting hub given Perth's geographical distance from Canada.
- Looking at the inbound visitor segment, Cathay Pacific expands its lead in the market at 21% market share with 9% growth in visitors. This was followed by Air Canada (12%) and Qantas (12%).



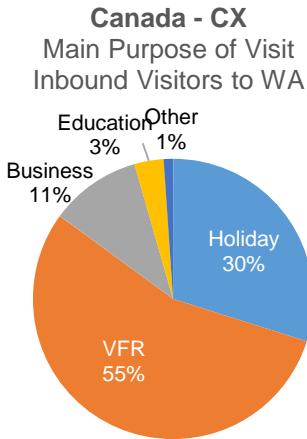
Source: DIBP



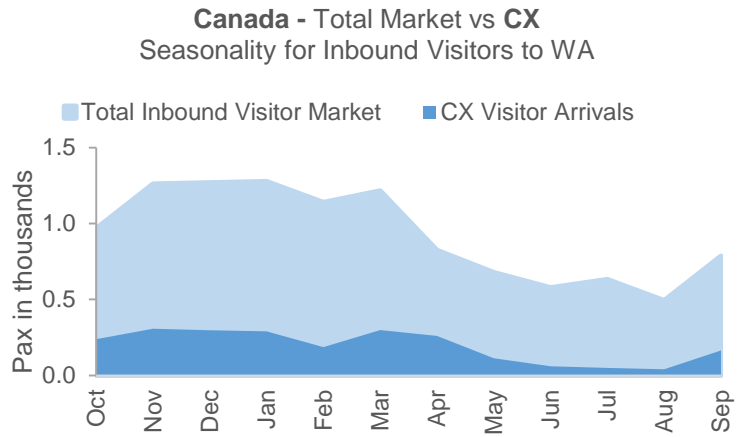
Source: DIBP

Seasonality and Purpose of Travel Detail for Preferred Carriers

• Cathay Pacific

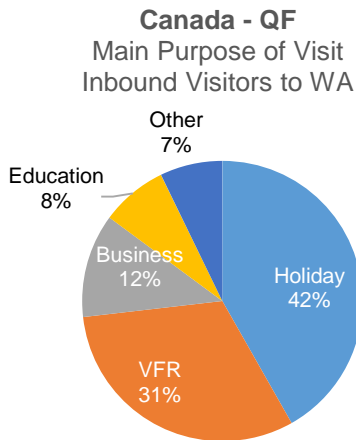


Source: DIBP, YE Sep 2016

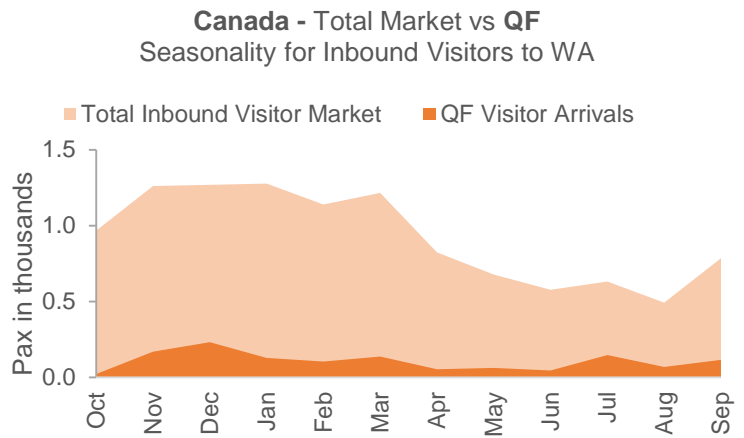


Source: DIBP, YE Sep 2016

• Qantas

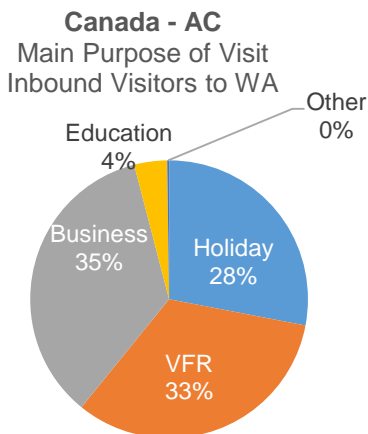


Source: DIBP, YE Sep 2016

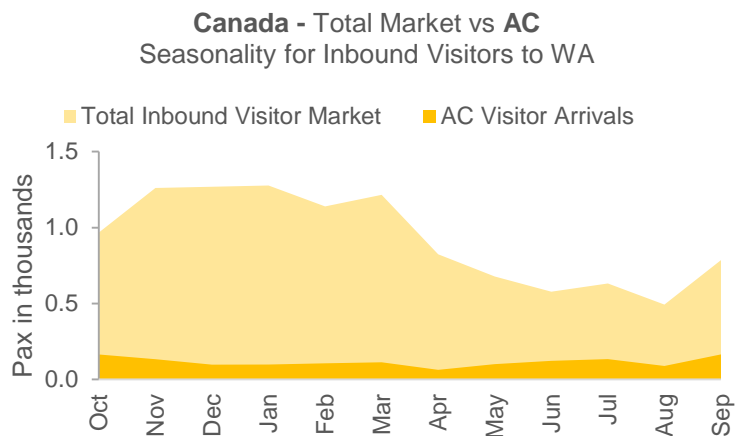


Source: DIBP, YE Sep 2016

• Air Canada



Source: DIBP, YE Sep 2016



Source: DIBP, YE Sep 2016



GERMANY Aviation Analysis

YE September 2016

Prepared by the Aviation Team
December 2016

GERMANY Aviation Analysis

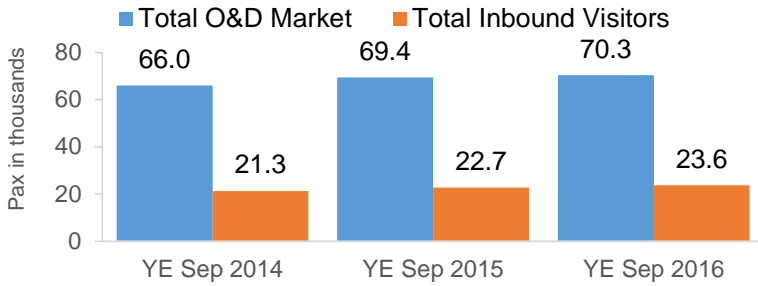
YE September 2016



Overview

Germany

Total O&D Market for WA vs Inbound Visitors to WA



Source: DIBP

German visitation to WA has been growing year-on-year in terms of the total O&D and inbound visitor market. The CAGR for inbound visitation was 5% over the last three years.

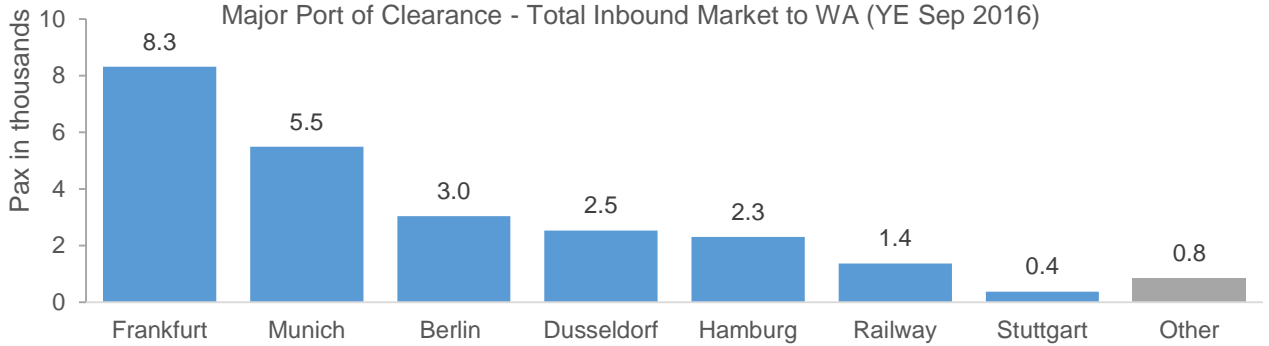
| YoY Growth Rates | Total O&D | Inbound Visitors |
|------------------|-----------|------------------|
| YE Sep 2015 | + 5% | + 1% |
| YE Sep 2016 | + 1% | + 4% |

Major Ports of Clearance

- The majority of inbound passengers (Australian residents and international visitors) to Perth from Germany originate from Frankfurt (34%) and Munich (23%). This was followed by Berlin (13%), Dusseldorf (10%) and Hamburg (9%).

Germany

Major Port of Clearance - Total Inbound Market to WA (YE Sep 2016)



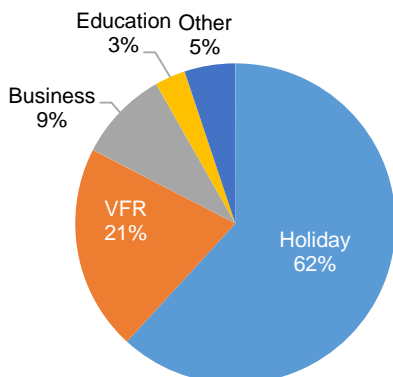
Source: Airport IS, YE Sep 2016

Main Purpose of Visit

- Over half of inbound visitors from Germany travelled to WA for the main purpose of holiday (62%). This was followed by VFR (21%) and business (9%) travel.

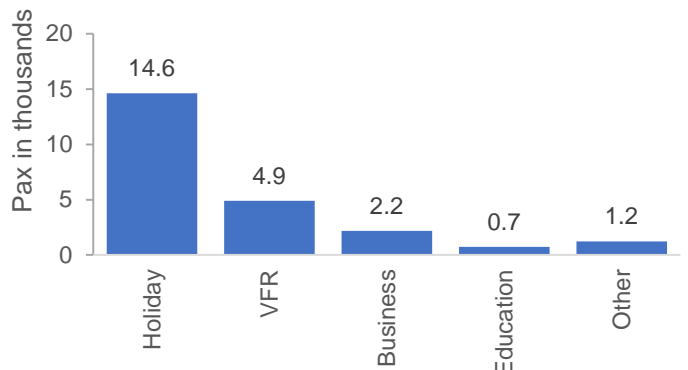
Germany

Main Purpose of Visit - Inbound Visitors to WA (YE Sep 2016)



Germany

Main Purpose of Visit - Inbound Visitors to WA (YE Sep 2016)

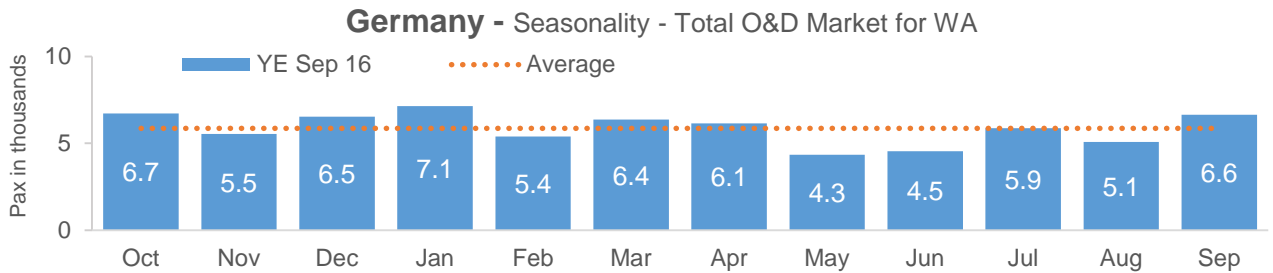


Source: DIBP, YE Sep 2016

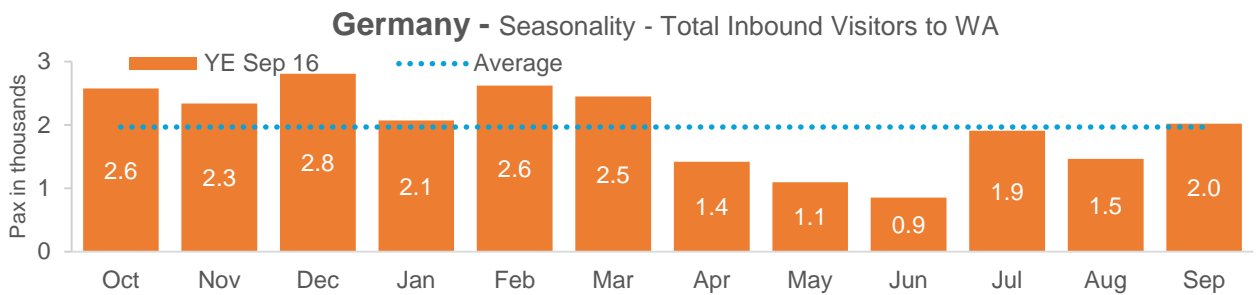
Source: DIBP, YE Sep 2016

Seasonality

- For the total O&D market, the peak travel periods were October 2015 (6,700), December 2015 to January 2016, and September 2016, with passenger numbers ranging from 6,500 to 7,100.
- Looking at the inbound visitor segment, the peak travel period for YE September 2016 was October 2015 to March 2016, ranging from 2,100 to 2,800 passengers.



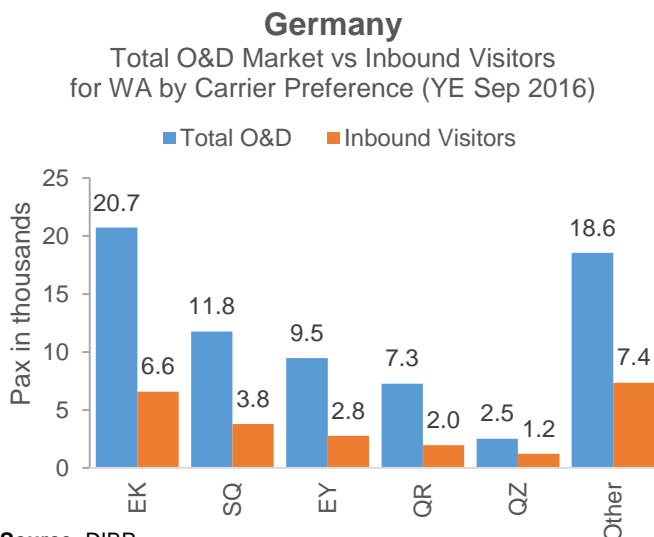
Source: DIBP, YE Sep 2016



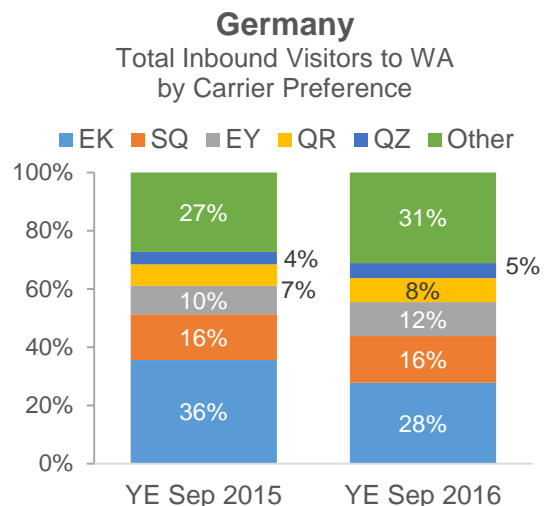
Source: DIBP, YE Sep 2016

Preferred Carriers

- Many passengers choose to travel from Germany to WA via the Middle East or Singapore due to capacity. Emirates provides double daily services to Perth from Dubai, while Singapore Airlines provides four daily services from Singapore.
- Looking at total inbound visitors, Emirates was the lead carrier with 28% market share in YE September 2016, but experienced a 19% decline in passenger numbers (inbound visitors) from Germany. This was followed by Singapore Airlines (16%), Etihad Airways (12%) and Qatar Airways (8%) – all three grew its market share and passenger numbers.



Source: DIBP

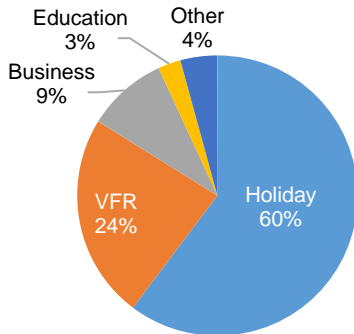


Source: DIBP

Seasonality and Purpose of Travel Detail for Preferred Carriers

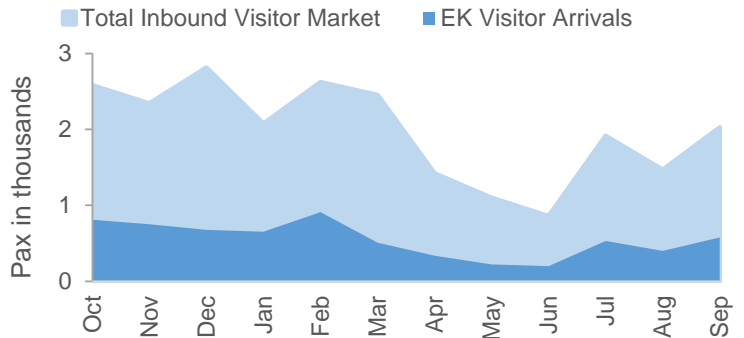
Emirates

Germany - EK
Main Purpose of Visit
Inbound Visitors to WA



Source: DIBP, YE Sep 2016

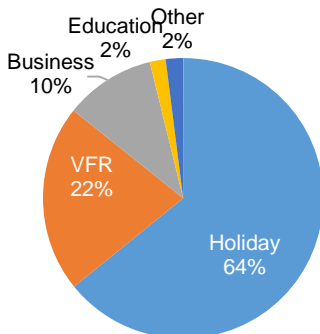
Germany - Total Market vs EK
Seasonality for Inbound Visitors to WA



Source: DIBP, YE Sep 2016

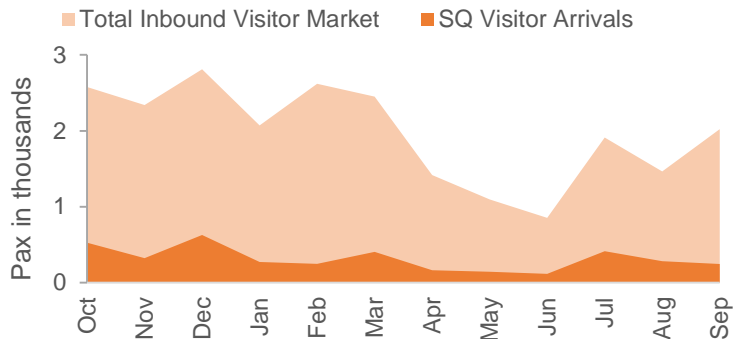
Singapore Airlines

Germany - SQ
Main Purpose of Visit
Inbound Visitors to WA



Source: DIBP, YE Sep 2016

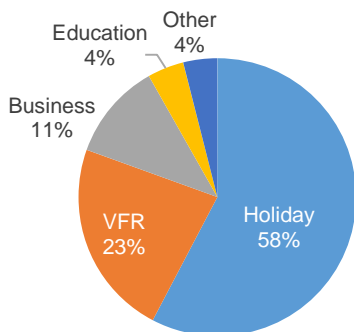
Germany - Total Market vs SQ
Seasonality for Inbound Visitors to WA



Source: DIBP, YE Sep 2016

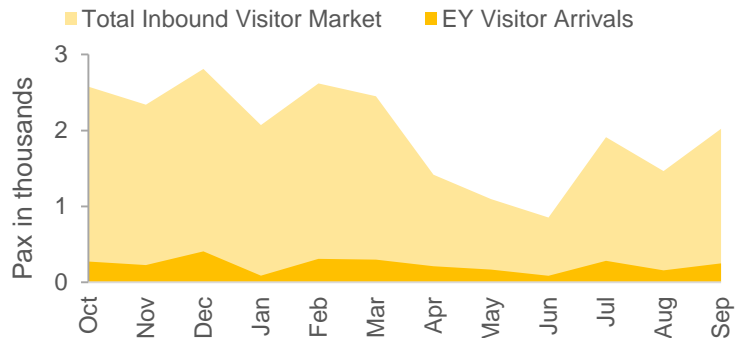
Etihad Airways

Germany - EY
Main Purpose of Visit
Inbound Visitors to WA



Source: DIBP, YE Sep 2016

Germany - Total Market vs EY
Seasonality for Inbound Visitors to WA



Source: DIBP, YE Sep 2016



NEW ZEALAND Aviation Analysis

YE September 2016

Prepared by the Aviation Team
December 2016

NEW ZEALAND Aviation Analysis

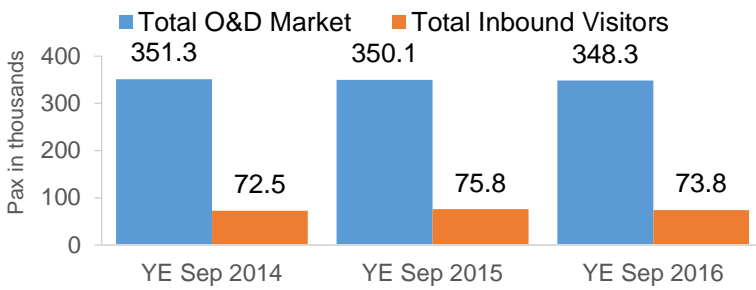
YE September 2016



Overview

New Zealand

Total O&D Market for WA vs Inbound Visitors to WA



Source: DIBP

The total O&D market has declined slightly, while inbound visitors to WA from New Zealand has experienced CAGR of 1% over the last three years.

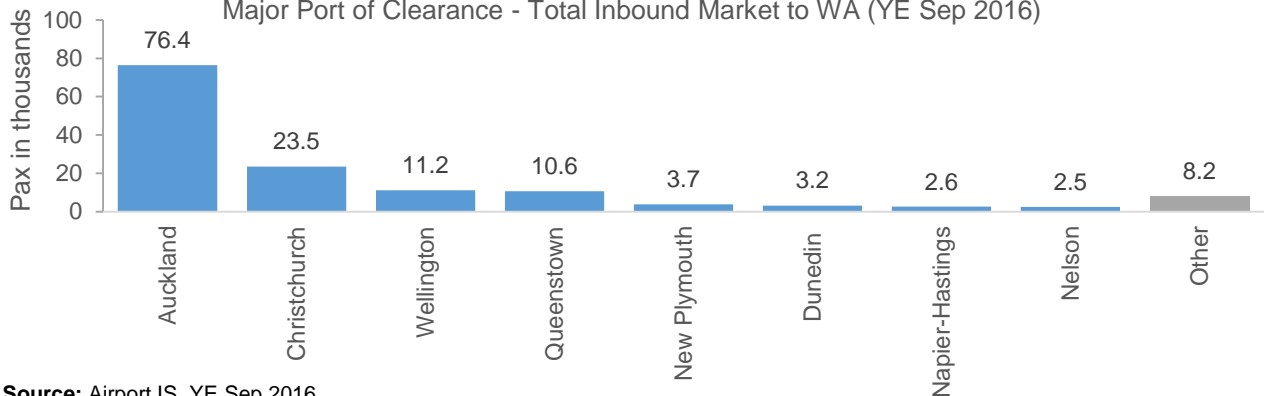
| YoY Growth Rates | Total O&D | Inbound Visitors |
|------------------|-----------|------------------|
| YE Sep 2015 | 0% | -1% |
| YE Sep 2016 | -1% | -3% |

Major Ports of Clearance

- The majority of inbound passengers (Australian residents and international visitors) to Perth from New Zealand originate from Auckland (54%) and Christchurch (17%).

New Zealand

Major Port of Clearance - Total Inbound Market to WA (YE Sep 2016)



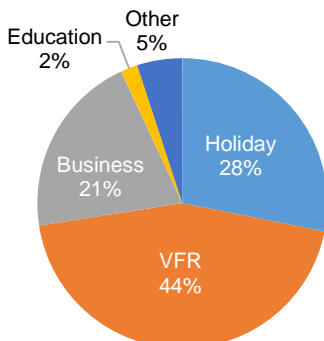
Source: Airport IS, YE Sep 2016

Main Purpose of Visit

- The majority of inbound visitors from New Zealand travelled to WA for the main purpose of VFR (44%), followed by holiday (28%) and business (21%).

New Zealand

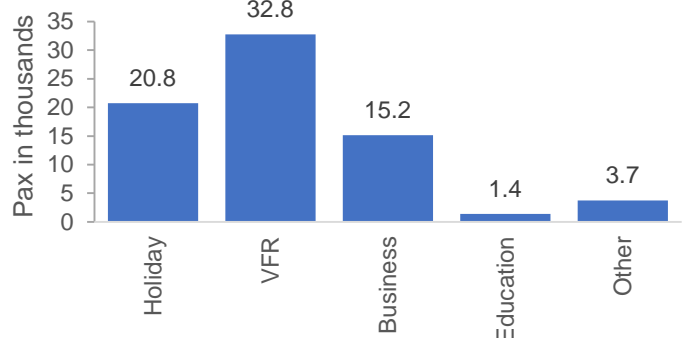
Main Purpose of Visit - Inbound Visitors to WA (YE Sep 2016)



Source: DIBP, YE Sep 2016

New Zealand

Main Purpose of Visit - Inbound Visitors to WA (YE Sep 2016)



Source: DIBP, YE Sep 2016

NEW ZEALAND Aviation Analysis

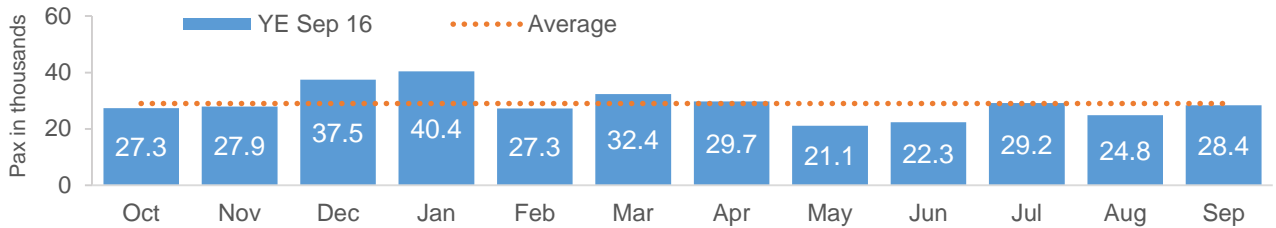
YE September 2016



Seasonality

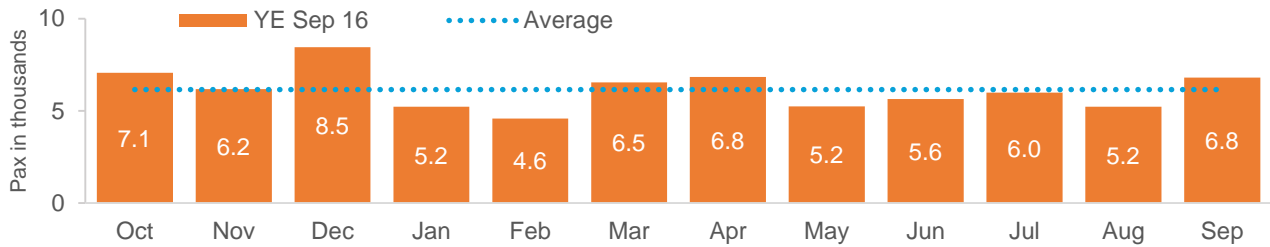
- In YE September 2016, the peak travel months for the total O&D market was December 2015 (37,500) to January 2016 (40,400) over the Christmas and New Year holiday season.
- Looking at the New Zealand inbound visitor segment, peak travel periods to WA were October (7,100) to December 2015 (8,500) and March (6,500) to April 2016 (6,800).

New Zealand - Seasonality - Total O&D Market for WA



Source: DIBP, YE Sep 2016

New Zealand - Seasonality - Total Inbound Visitors to WA



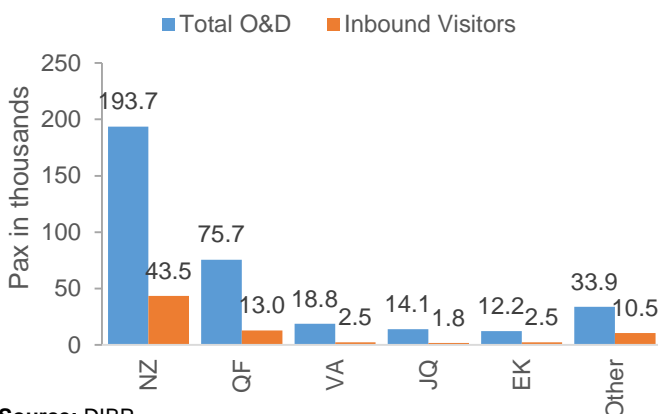
Source: DIBP, YE Sep 2016

Preferred Carriers

- Air New Zealand was the lead carrier for the total O&D and inbound visitor market. Looking at the inbound visitor segment, Air New Zealand has grown its market share and passenger numbers from 41,300 in YE September 2015 to 43,500 in YE September 2016 (up 6%). This can, in part, be attributed to the airline increasing frequency on its Auckland – Perth route from 7 to 10 times weekly between 11 December 2015 and 1 May 2016 (33% increase in weekly seat capacity).
- Qantas maintained second position for the inbound visitor segment, but experienced slight declines in market share and passenger numbers. Please note Qantas offers direct seasonal Auckland – Perth flights. Emirates (who codeshares with Qantas) and Virgin Australia were even for third position, offering flights via the East Coast.

New Zealand

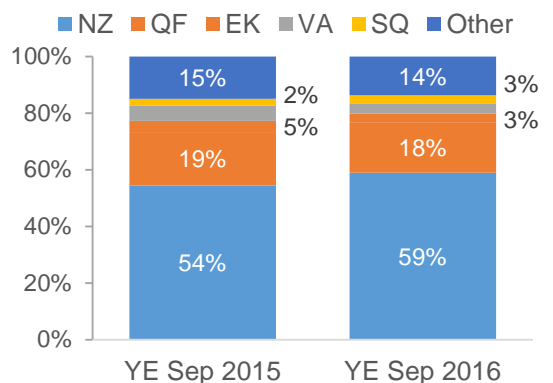
Total O&D Market vs Inbound Visitors for WA by Carrier Preference (YE Sep 2016)



Source: DIBP

New Zealand

Total Inbound Visitors to WA by Carrier Preference

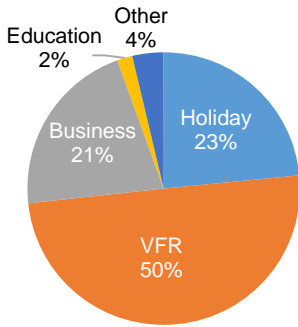


Source: DIBP

Seasonality and Purpose of Travel Detail for Preferred Carriers

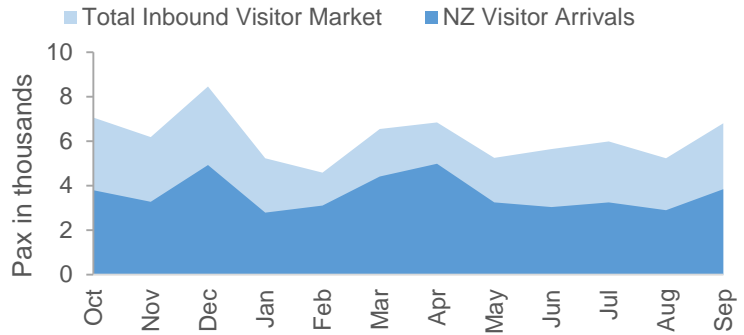
Air New Zealand

New Zealand - NZ
Main Purpose of Visit
Inbound Visitors to WA



Source: DIBP, YE Sep 2016

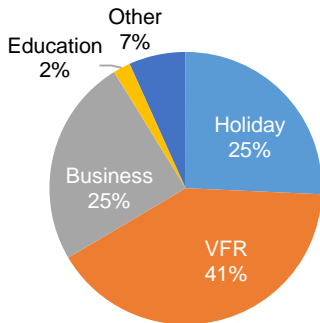
New Zealand - Total Market vs NZ
Seasonality for Inbound Visitors to WA



Source: DIBP, YE Sep 2016

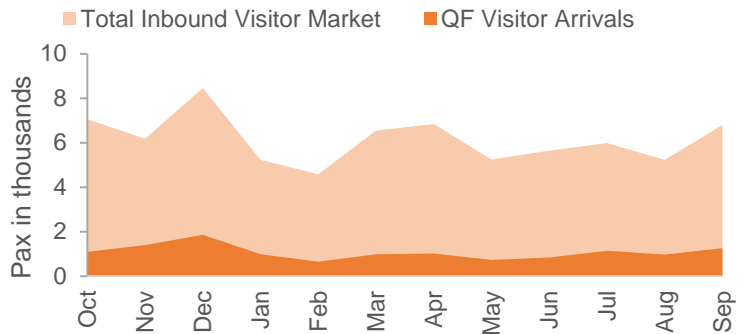
Qantas

New Zealand - QF
Main Purpose of Visit
Inbound Visitors to WA



Source: DIBP, YE Sep 2016

New Zealand - Total Market vs QF
Seasonality for Inbound Visitors to WA



Source: DIBP, YE Sep 2016



UNITED KINGDOM Aviation Analysis

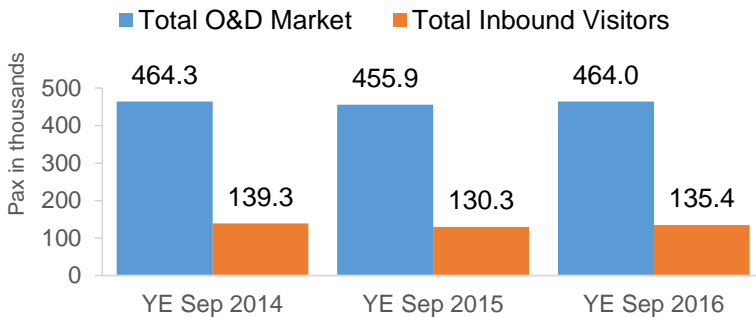
YE September 2016

Prepared by the Aviation Team
December 2016

Overview

United Kingdom

Total O&D Market for WA vs Inbound Visitors to WA



Source: DIBP

Total O&D traffic from the United Kingdom (UK) to WA has been fairly stable in the last three years. Total UK inbound visitors to WA has declined slightly over the last three years (CAGR -1%), but remains our largest source of international visitors and showed growth year-on-year for YE September 2016

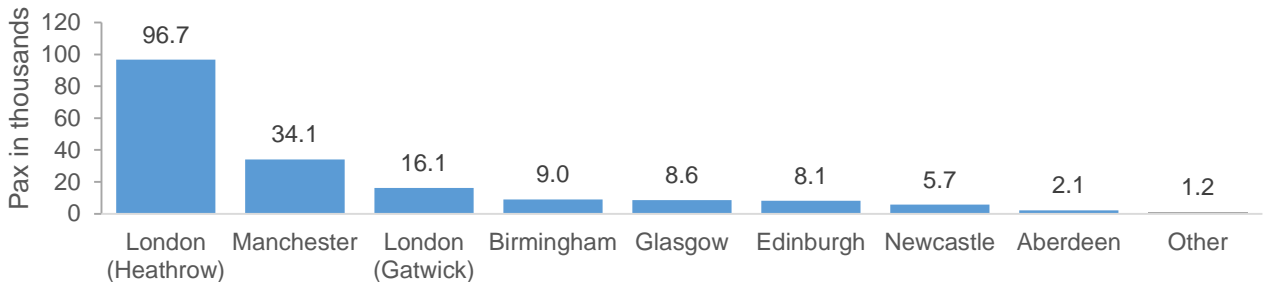
| YoY Growth Rates | Total O&D | Inbound Visitors |
|------------------|-----------|------------------|
| YE Sep 2015 | - 2% | - 7% |
| YE Sep 2016 | + 2% | + 4% |

Major Ports of Clearance

- The majority of inbound passengers (Australian residents and international visitors) to Perth from the UK originate from London – Heathrow airport with 53%. This is followed by Manchester (19%) and London – Gatwick (9%).

United Kingdom

Major Port of Clearance - Total Inbound Market to WA (YE Sep 2016)



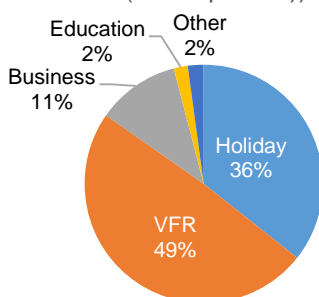
Source: Airport IS, YE Sep 2016

Main Purpose of Visit

- Approximately half of UK inbound visitors travelled to WA for the main purpose of visiting friends and relatives (VFR) (49%). This was followed by a third travelling for holiday (36%).

United Kingdom

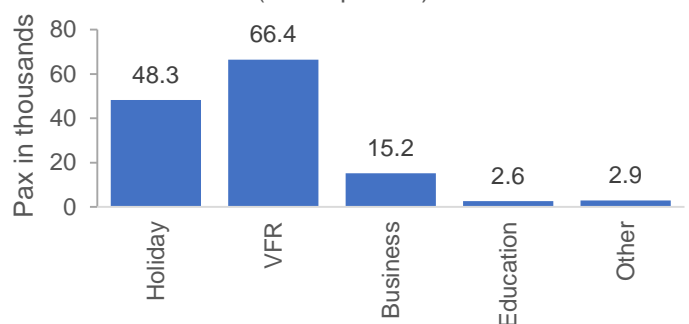
Main Purpose of Visit - Inbound Visitors to WA (YE Sep 2016)



Source: DIBP, YE Sep 2016

United Kingdom

Main Purpose of Visit - Inbound Visitors to WA (YE Sep 2016)

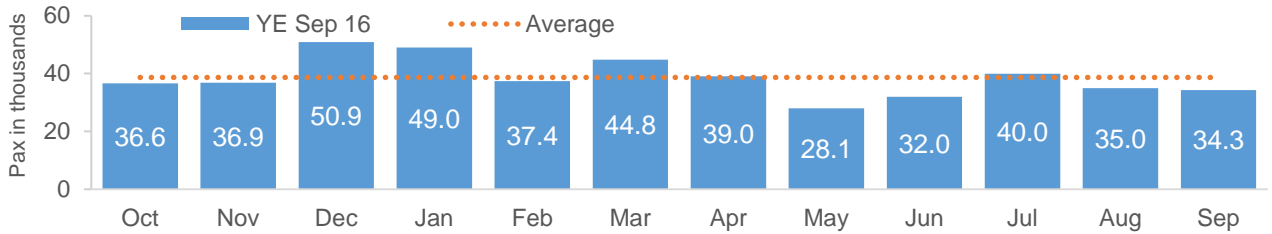


Source: DIBP, YE Sep 2016

Seasonality

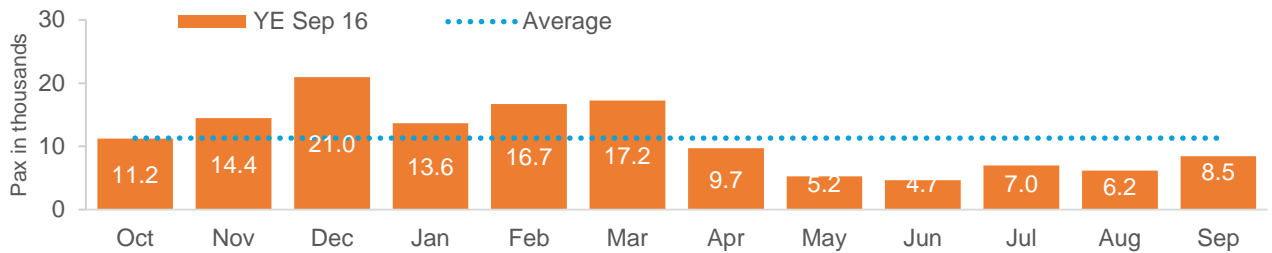
- For UK – Perth in YE September 2016, the peak travel months for the total O&D market was over the Christmas and New Year holiday season – December 2015 (50,900) and January 2016 (49,000). Other strong performing months were July 2016 (40,000) and March 2016 (44,800).
- Looking at UK inbound visitors travelling to WA, the peak travel months were November 2015 to March 2016, ranging from 13,600 to 21,000.

United Kingdom - Seasonality - Total O&D Market for WA



Source: DIBP, YE Sep 2016

United Kingdom - Seasonality - Total Inbound Visitors to WA

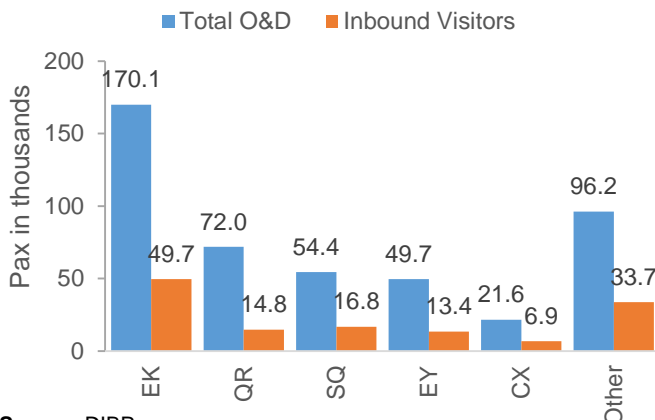


Source: DIBP, YE Sep 2016

Preferred Carriers

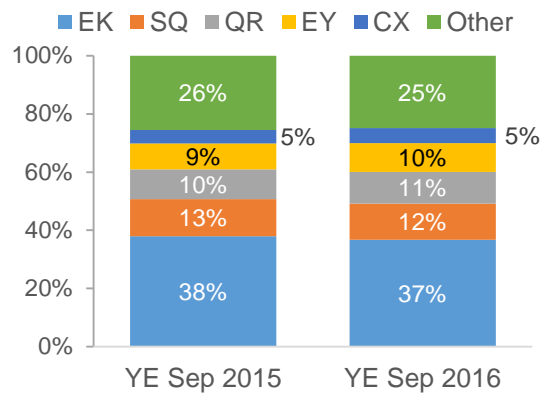
- Although Singapore Airlines is the second largest, overall the Middle Eastern carriers dominate the total O&D and inbound visitor markets from the UK to Perth with Emirates the lead carrier. For inbound visitors to WA, Emirates held 37% market share, followed by Singapore Airlines (12%), Qatar Airways (11%) and Etihad Airways (10%).

United Kingdom
Total O&D Market vs Inbound Visitors
for WA by Carrier Preference (YE Sep 2016)



Source: DIBP

United Kingdom
Total Inbound Visitors to WA
by Carrier Preference

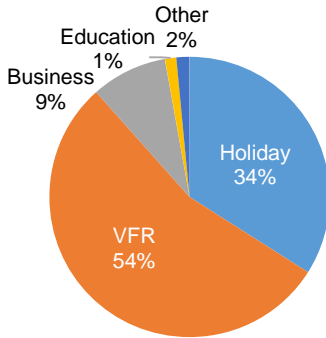


Source: DIBP

Seasonality and Purpose of Travel Detail for Preferred Carriers

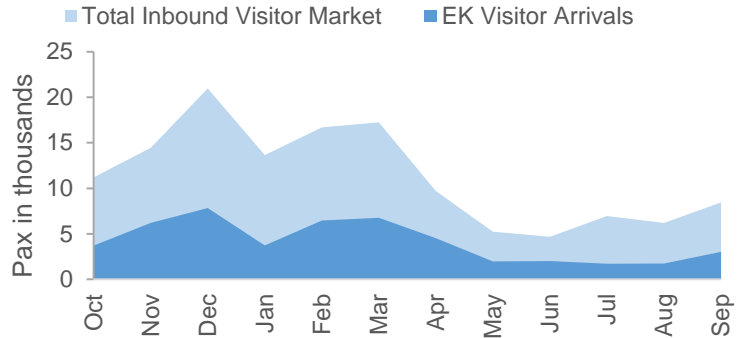
• Emirates

United Kingdom - EK
Main Purpose of Visit
Inbound Visitors to WA



Source: DIBP, YE Sep 2016

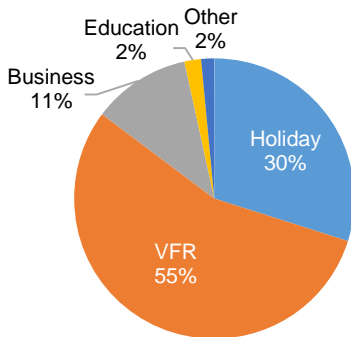
United Kingdom - Total Market vs EK
Seasonality for Inbound Visitors to WA



Source: DIBP, YE Sep 2016

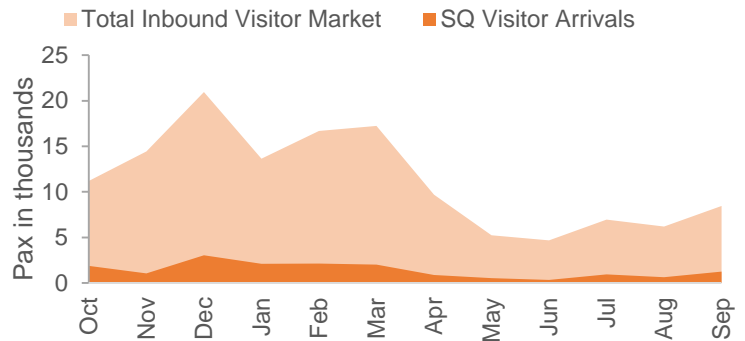
• Singapore Airlines

United Kingdom - SQ
Main Purpose of Visit
Inbound Visitors to WA



Source: DIBP, YE Sep 2016

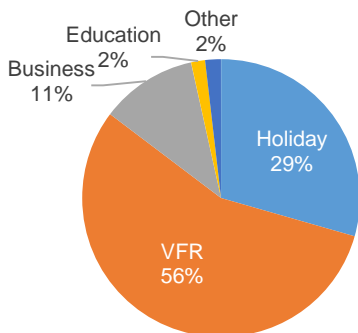
United Kingdom - Total Market vs SQ
Seasonality for Inbound Visitors to WA



Source: DIBP, YE Sep 2016

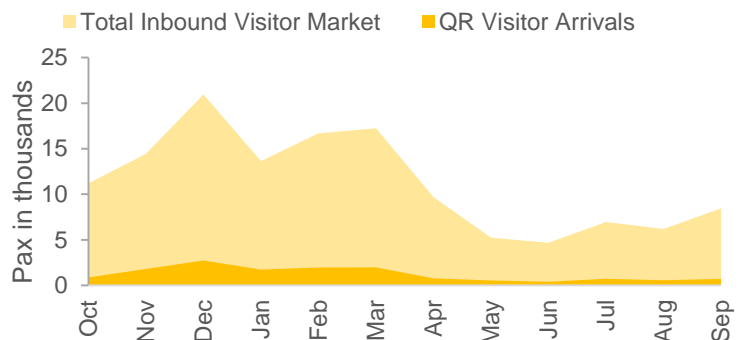
• Qatar Airways

United Kingdom - QR
Main Purpose of Visit
Inbound Visitors to WA



Source: DIBP, YE Sep 2016

United Kingdom - Total Market vs QR
Seasonality for Inbound Visitors to WA



Source: DIBP, YE Sep 2016



UNITED STATES Aviation Analysis

YE September 2016

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December 2016

UNITED STATES Aviation Analysis

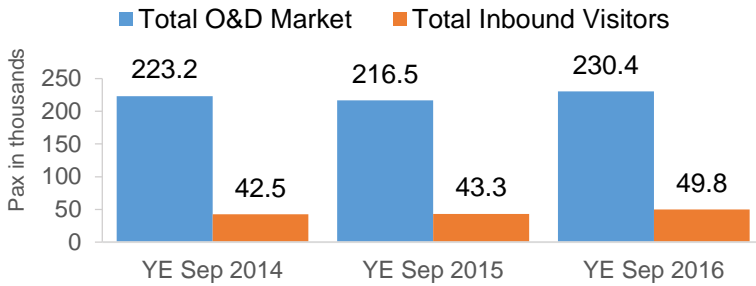
YE September 2016



Overview

United States

Total O&D Market for WA vs Inbound Visitors to WA



Source: DIBP

The total O&D market for WA from the US slightly declined, while total inbound visitors experienced growth year-on-year. The CAGR for inbound visitation was +8%.

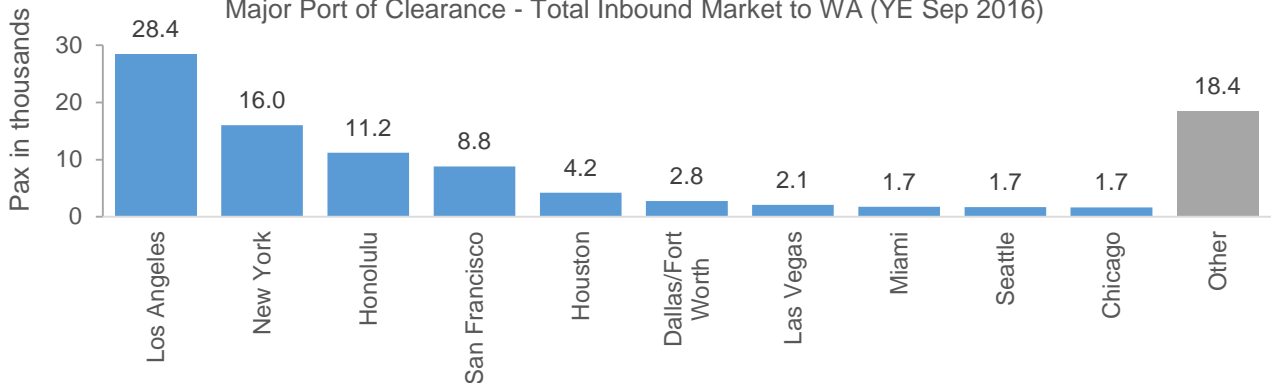
| YoY Growth Rates | Total O&D | Inbound Visitors |
|------------------|-----------|------------------|
| YE Sep 2015 | - 3% | + 6% |
| YE Sep 2016 | 2% | + 15% |

Major Ports of Clearance

- The majority of inbound passengers (Australian residents and international visitors) to Perth from the United States originate from the Los Angeles (29%), New York (16%) and Honolulu (12%).

United States

Major Port of Clearance - Total Inbound Market to WA (YE Sep 2016)



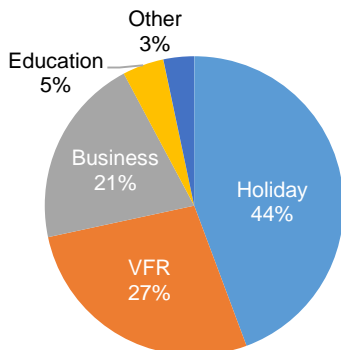
Source: Airport IS, YE Sep 2016

Main Purpose of Visit

- The main purpose of visit for US inbound visitors to WA is holiday (44%), followed by VFR (27%) and business (21%).

United States

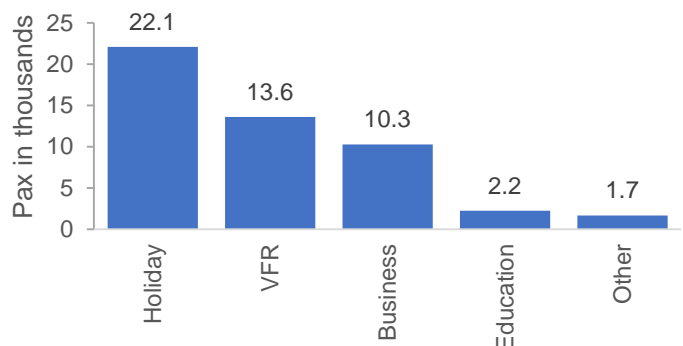
Main Purpose of Visit - Inbound Visitors to WA (YE Sep 2016)



Source: DIBP, YE Sep 2016

United States

Main Purpose of Visit - Inbound Visitors to WA (YE Sep 2016)

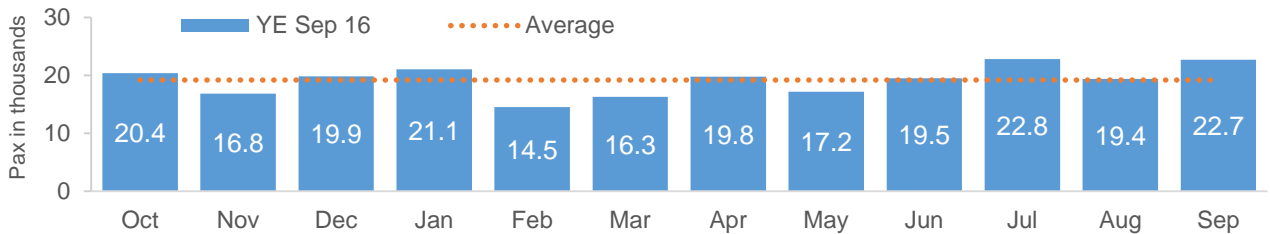


Source: DIBP, YE Sep 2016

Seasonality

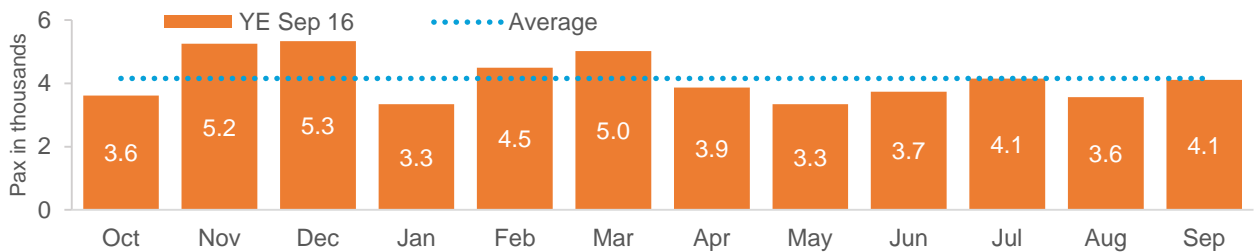
- In YE September 2016, the peak travel months for the total O&D market were July 2016 (22,800), September 2016 (22,700), October 2015 (20,400), and December 2015 (19,900) to January 2016 (21,100).
- For total inbound visitors from the United States to WA, the peak travel periods were November (5,200) to December 2015 (5,300), followed by February (4,500) to March 2016 (5,000).

United States - Seasonality - Total O&D Market for WA



Source: DIBP, YE Sep 2016

United States - Seasonality - Total Inbound Visitors to WA



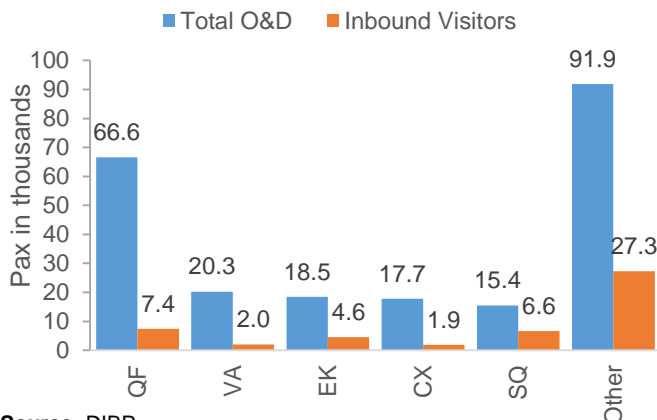
Source: DIBP, YE Sep 2016

Preferred Carriers

- Qantas was the lead carrier for both the total O&D and inbound visitor market. For the inbound visitor segment, Qantas held 15% market share, closely followed by Singapore Airlines (13%) and Emirates (9%).
- The United States' routes are highly competitive and each carrier only holds a small market share of total inbound visitor arrivals to WA.

United States

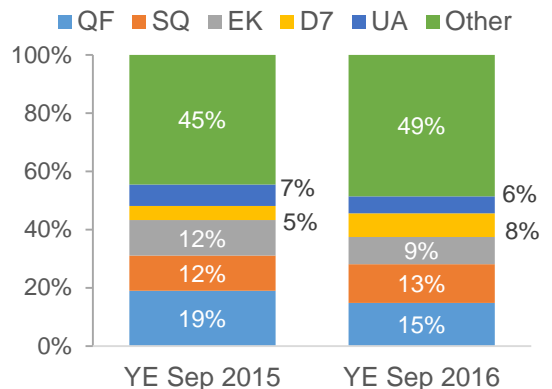
Total O&D Market vs Inbound Visitors for WA by Carrier Preference (YE Sep 2016)



Source: DIBP

United States

Total Inbound Visitors to WA by Carrier Preference

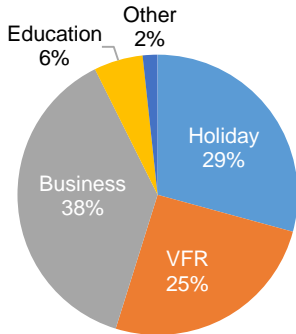


Source: DIBP

Seasonality and Purpose of Travel Detail for Preferred Carriers

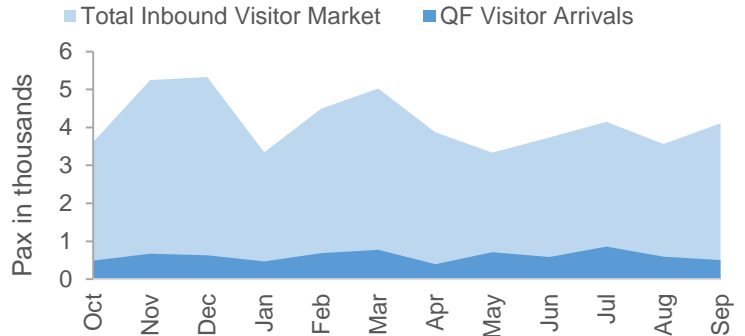
• Qantas

United States - QF
Main Purpose of Visit
Inbound Visitors to WA



Source: DIBP, YE Sep 2016

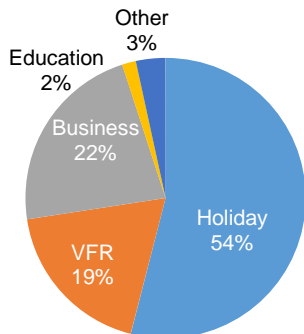
United States - Total Market vs QF
Seasonality for Inbound Visitors to WA



Source: DIBP, YE Sep 2016

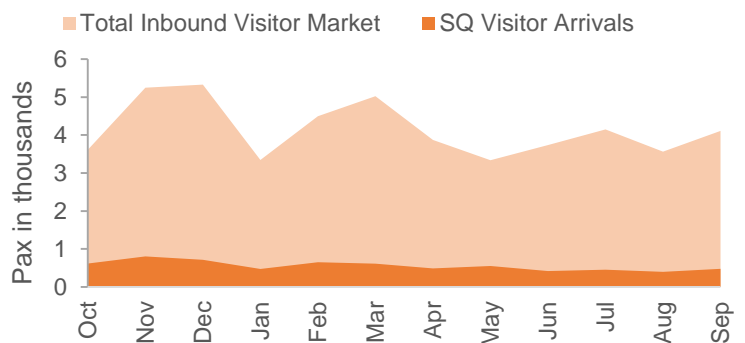
• Singapore Airlines

United States - SQ
Main Purpose of Visit
Inbound Visitors to WA



Source: DIBP, YE Sep 2016

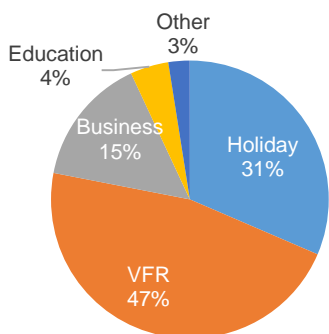
United States - Total Market vs SQ
Seasonality for Inbound Visitors to WA



Source: DIBP, YE Sep 2016

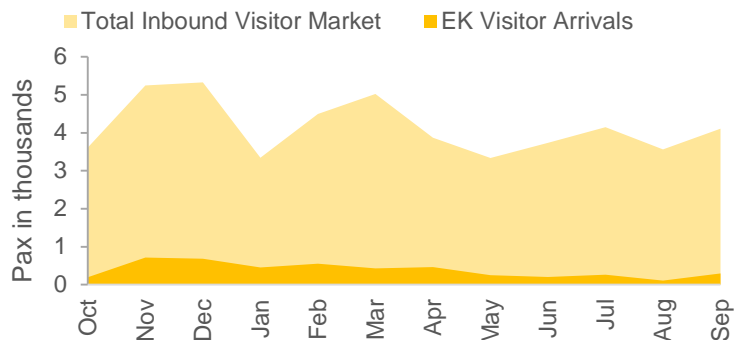
• Emirates

United States - EK
Main Purpose of Visit
Inbound Visitors to WA



Source: DIBP, YE Sep 2016

United States - Total Market vs EK
Seasonality for Inbound Visitors to WA



Source: DIBP, YE Sep 2016