

The NZ Industry is substantial

- US\$10b worth of activity, approx US\$3.25b in exports
- Export to over 80 countries
- Manufactured over 1000 aircraft
- 4500 aircraft including 815 helicopters
- 1 aircraft for every 1000 people
- 30m km² safely managed airspace

AVIATION IS IN OUR DNA



Innovation abounds in NZ

- **New Zealand quickly appreciated the potential of aviation**
 - **First aviation exports 1912**
 - **First passenger flights 1915**
 - **First Pilot School 1916**
 - **First airmail service 1919**
 - **Pioneered use of aviation in tourism, forestry, agriculture, horticulture**
- **Proven marine composites capabilities now incorporated in aircraft fit-outs**
- **The innovative approach benefits customers**

AVIATION IS IN OUR DNA



International successes

- HNZ supplies offshore services to Shell in the Philippines from 2013
- Air Asia and Skytrans Queensland use the merlot.aero airline management system
- Radiola Calibration secured UK CAA certification in Sep 2011 and won contract in March 2012 to provide air inspection services for Ministry of Defence, India
- CTC Aviation received CAA Singapore approval in Feb 2012 to train pilots for Singapore airlines. In May 2012 it won a cadet agreement with Qatar Airways
- Australian Aerial Firefighting Centre uses the SpiderTracks System
- Air New Zealand Aviation Institute secured a 10 year engineering training contract with Air Niugini in September 2012
- 110+ customers with 5000+ aircraft across 50 countries use Superstructure's AQD Risk and Safety Management System
- Airports around the world use BCS and Glidepath baggage and freight handling systems
- NZ companies consult to/work to airlines and airports on all the continents
- New Zealand is engaged throughout the aviation world

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Strong international recognition

→ **'.. revolutionised our business',**
Australia

→ **'.. breakthrough new program and
partnership'** Southeast Asia

→ **'.. met our functionality needs and
much easier to implement than
expected.'** Canada

AVIATION IS IN OUR DNA



More International Recognition

- **“Very good skills, deliver on time and at a reasonable cost”**
 - **Fabrice Rochereau, CEO EADS Australia/Pacific**

- **“New thinking, combined with deep industry experience and a rich history can make New Zealand the ultimate place to do aviation business”**
 - **Jim McCoy US entrepreneur and venture capital investor**

AVIATION IS IN OUR DNA



NZ Aviation System works

Strong Government strategy and good policy,

anchored by a modern comprehensive regulatory framework



Decisions on infrastructure are market driven, and successful companies have agile local industry support

It's seamless from end to end, and it's safe, professional and efficient



New Zealand's successful system can be replicated and is scalable

AVIATION IS IN OUR DNA



New Zealand Aviation is...

- **Practical and Innovative** – we develop effective and efficient solutions
- **Agile and Responsive** – we specialise in smaller production runs and engage with our customers
- **Professional and Accountable** – we have real expertise and deliver value to specification

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The New Zealand Offer

For governments

Practical policies, strategies, policies and systems to safely manage a profitable aviation sector which supports and enables country growth

For airlines, airports and infrastructure

Optimised future proofed operations with progressive business models and innovative technologies

For all

Working collaboratively, win-win partnerships

Supporting Country Prosperity

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