

India Mission 15 to 19 October 2012

Nine companies drawn from the airport technologies, training and airlines services industries visited India from 15 to 19 October to:

- Leverage off the presence of Minister Steven Joyce
- Recognise the signing of the Aviation Arrangement and ongoing commitment to the market
- Reaffirm the importance of existing relationships
- Develop new relationships
- Build relationships and share knowledge between like minded NZ companies

Over the 5 days, companies met a total of 27 Indian companies (current and potential customers), attended the signing of the Aviation Arrangement between India and New Zealand (the significance and use of this is described in more detail in the International Section of the newsletter), talked to two media conferences, participated in an Education New Zealand Aviation Training Seminar and attended two functions hosted by the Consul General in Mumbai and High Commissioner in Delhi, at which the minister spoke. The Minister also led two of the significant meetings the group attended.

The Indian aviation market is expected to be the third largest civil aviation market by 2020. Growth in passenger traffic in India is forecast to see numbers trebling by 2020 to 450m – 360m domestic and 90m international. 1150 new 100 seat plus aircraft will be received by 2030, with similar growth in the GA fleet and the airport infrastructure required to support the growth.

This is the 4th visit to India in 18 months. We are making progress in terms of quality relationships and building a network of New Zealand companies that are prepared to share market understanding and work together.

Awareness of the New Zealand aviation offer is growing too and will be helped further by the considerable media publicity achieved by the group – which will persist over coming weeks.