

Aviation Mission to Indonesia

New Zealand Trade and Enterprise (NZTE), in partnership with Aviation New Zealand, is seeking expressions of interest for an aviation mission to Indonesia in May. More detail will be provided early in March.

The mission is timed to coincide with a wider ASEAN New Zealand Combined Business Council /Export New Zealand trade mission, and a two day MRO conference in Jakarta. The aviation programme will progress opportunities in the training (including pilot, engineering, cabin crew, and ATC/ATM), government/airport/airline advisory, and airport technologies/fit-out sectors.

THE MISSION

Participants

We are looking for expressions of interest from companies who are currently active in the market, and/or are committed to a long term market position.

The Programme

While this is still being developed, the proposed dates are 19 – 25 May in Jakarta. The programme will focus on:

- *Training:* Raising NZ's profile as a source of quality aviation training: meeting DGCA, building relationships with potential customers including airlines and training companies
- *Government/Airline/Airport Advisory Services:* Raising NZ's profile as a source of practical expertise: meeting potential Government/airport/airline customers
- *Airports:* Raising NZ's profile and the relevance of NZ solutions: meeting Angkasa Pura 1 and 2, government agencies and entities involved in the development and redevelopment of airports including those in some regional centres

The ASEAN New Zealand Business Council/Export New Zealand mission will remain in Indonesia for a further week and visit Bandung, Surabaya/Malang and Bali. Aviation companies are welcome to continue on this leg but there will not be a separate aviation programme.

There are four main elements to the programme:

- An all-day high level New Zealand Business forum, featuring a small number of sectors with a NZ aviation stream in the afternoon. Ministerial participation in the forum is likely. This will be organised by the ASEAN New Zealand Business Council, Export New Zealand, NZ Embassy and NZTE, with input from Aviation NZ.
- A number of aviation group meetings throughout the week, reflecting the sectoral focus. Companies will be expected to participate as part of the New Zealand aviation team. This will be organised by NZTE and Aviation NZ.
- Individual company appointments. This will be organised by NZTE with some input from Aviation NZ.

- Social activities (dinners and cocktail events). These will be organised by the ASEAN New Zealand Business Council and Export New Zealand with input, where appropriate, from NZ Embassy, NZ Trade and Enterprise and Aviation NZ.

We will also welcome your contributions towards the development of the programme. We are keen to understand who you would like to meet with, and if you are happy to facilitate introductions to your contacts.

Reasons for participating

- Update and expand knowledge about the aviation market and the opportunities it presents.
- Gain market insights from experienced practitioners.
- Through group approaches, make introductions and contacts at a higher level, and make greater impact than might otherwise be possible.
- Progress opportunities already identified.
- Build relationships with, and understanding of other NZ companies, and better appreciate how some collaboration could improve the prospects of future success.
- Participate in and leverage off wider 'NZ Inc' activities taking place in the market at the same time.

Costs

Companies will be responsible for all costs related to the mission including airfares, accommodation etc along with a nominal management fee. We are working in partnership with the ASEAN New Zealand Business Council and Export New Zealand to put together a package for companies participating in the aviation mission, and will provide more detail early in March.

NEXT STEPS

If you would like to register for this mission, ***please complete and return the attached registration form by COB Thursday 28 February 2013.*** Further details will be finalised once we have a firm level of commitment from New Zealand companies.

Please note that NZTE will also be canvassing its companies, so you may receive information regarding this opportunity from them as well. If you receive this Call for EOIs from NZTE, please make sure you return the form to **either them or us!**

BACKGROUND: Aviation in Indonesia

The Indonesian aviation market continues to grow strongly and has a positive outlook. Forecasted growth as outlined below, even if not met, is still significant and there are considerable opportunities for NZ companies.

Some high level points about the sector:

- Indonesia is now the world's 12th largest aviation market with plenty of scope for future growth.
- Indonesia's airline industry is ideally positioned to play a central role in passenger transportation throughout the country as economic activity in regions outside Java intensifies. Domestic passenger numbers rose from 48.8m in 2009 to an estimated 70m in 2012, and a CAGR of 7.6% is forecast through 2030. This growth forecast compares with a 5.3% forecast global increase.
- Every month for the foreseeable future, the country's airlines are taking delivery of 5 new aircraft, 2 for Lion, 2 for Garuda and 1 for the other 20 airlines operating.
- Expansion is also being seen in the helicopter fleet.

- 28 new airports are to be built with 10 relocations and upgrades of many existing airports.
- The ASEAN Open Skies Policy is due to come into effect by 2015 following the agreement of member states in December 2008. The ambitious plan would see the removal of regional flying restrictions for member countries and liberalization of the aviation sector for both cargo and passenger transport.

Best wishes
John