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Re-authorisation of the Air New Zealand and Air China Strategic Alliance Agreement

Tourism New Zealand is submitting in support of the proposed re-authorisation of the Air New Zealand and Air China Strategic Alliance between New Zealand and China.

The Air New Zealand and Air China strategic alliance assists Air New Zealand in marketing New Zealand as a destination in China, enabling them to target Air China's customer base. The Alliance ensures that both Air New Zealand and Air China work together to accelerate tourism between New Zealand and China.

Tourism New Zealand considers that the re-authorisation of the Air New Zealand and Air China Alliance will codify vital air capacity between China and New Zealand. The alliance provides increased connectivity to New Zealand for visitors from Greater China. Visitor arrivals outside major Chinese cities have improved due to the connectivity from Air China's domestic ports to Air China and Air NZ services to New Zealand.

Improving New Zealand's air connectivity across the globe – in particular with improved connections and options for visitors from greater China is a priority for Tourism New Zealand as we seek to grow visitor arrivals from this market in line with government priorities.

The alliance relationship has delivered stable services to New Zealand in a market where carriers otherwise have to react to fluctuating demand. This stability enables organisations like Tourism New Zealand to make their own investment decisions aligned with this long-term partnership.

We are pleased to support the re-authorisation application.

Yours sincerely,

René de Monchy

Chief Executive