

India New Zealand Business Council

Friday 4 August 2017

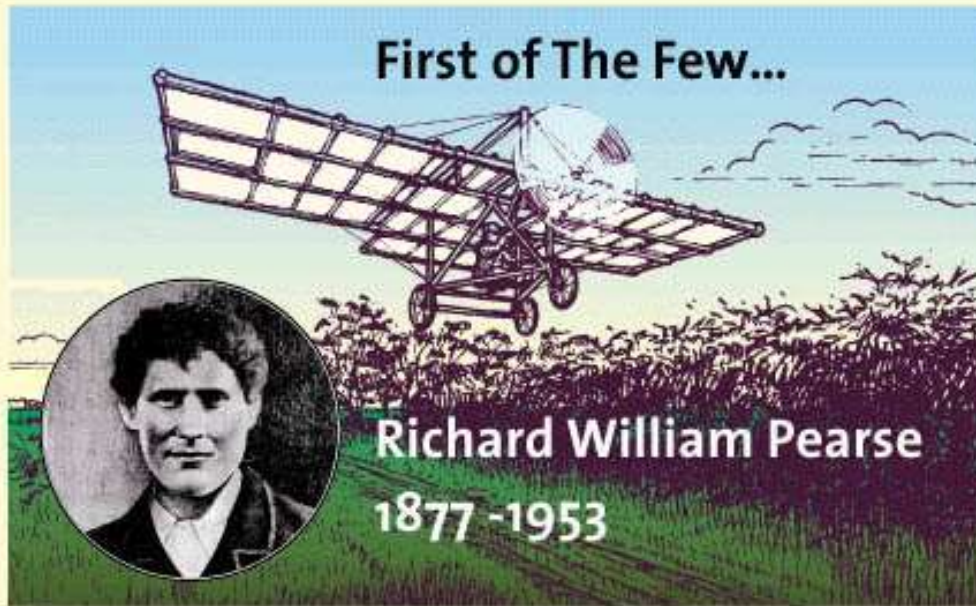
John Nicholson

Chief Executive Aviation NZ

The NZ Industry is substantial

- US\$16b worth of activity, approx US\$4.0b in exports
- Export to over 100 countries
- 30m km² safely managed airspace
- 1 aircraft for every 1000 people

New Zealand takes to the sky



Early Adopters



The Environment



The Indian Market

- Domestic passenger growth 20-25% up in 2015 and 2016
- National airlines have 458 aircraft and 804 on order
- Regional Connectivity - airlines are expanding
- Airport developments
- THE Challenge - training



NZ and India





NZ and India



Commercial Training Solutions



Indian customers



Training: NZ CPL (A)

Percentages (%)

	2012	2013	2014	2015	2016
NZ	44	38	34	34	30
Overseas	56	62	66	66	70
TOTAL	100	100	100	100	100

Options/Issues

- Train in New Zealand
- Train in India and New Zealand
- Relationships between trainers (programme, curriculum), diploma or degree
- Acceptability of licenses and qualifications
- Big market v smaller market.
- New Zealand does not have an axe to grind

New Zealand Aviation is...

- ➔ **Practical** – we develop solutions that work
- ➔ **Innovative** – we engage with our customers and specialise in smaller production runs
- ➔ **Professional** – we have real expertise and deliver value to specification