

AVIATION FOCUS

Q3-2020 Seat Capacity

AUSTRALIA

| Departure City | Seat Capacity Q3-2020 vs Q3-2019 |
|----------------|----------------------------------|
| Adelaide | 19.0% |
| Brisbane | 27.8% |
| Canberra | 9.5% |
| Darwin | 30.0% |
| Melbourne | 5.1% |
| Perth | 31.0% |
| Sydney | 10.5% |

4D Analytics : Q3-2020 airline seats offered per destination as a % of Q3-2019
Source Data : Cirium

NEW ZEALAND

| Departure City | Seat Capacity Q3-2020 vs Q3-2019 |
|----------------|----------------------------------|
| Auckland | 61.0% |
| Christchurch | 68.9% |
| Dunedin | 64.5% |
| Napier | 53.4% |
| Palmerston | 50.6% |
| Rotorua | 64.6% |
| Wellington | 66.9% |



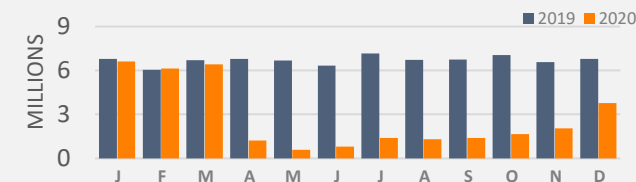
AUSTRALIA

Q3-2020 Seats
4.1M

Offered on the Domestic AU Network
Note a correction was made to the Q2-2020 report which reported \$2.6M seats offer

Domestic airline seats offered in Q3-2020 rose to a national average of **19.8%** of the seat volumes in Q3-2019, and increased **+10.8%** on Q2-2020 seats. Seats offered continue to grow as state borders ease as the nations health improves.

NOV-20 seats rose to **31.0%** compared to NOV-19.



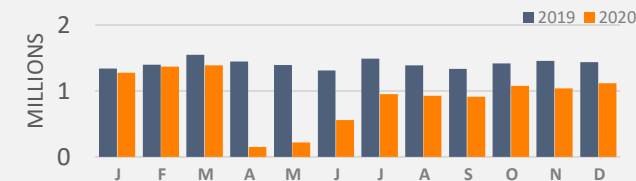
NEW ZEALAND

Q3-2020 Seats
2.8M

Offered on the Domestic NZ Network

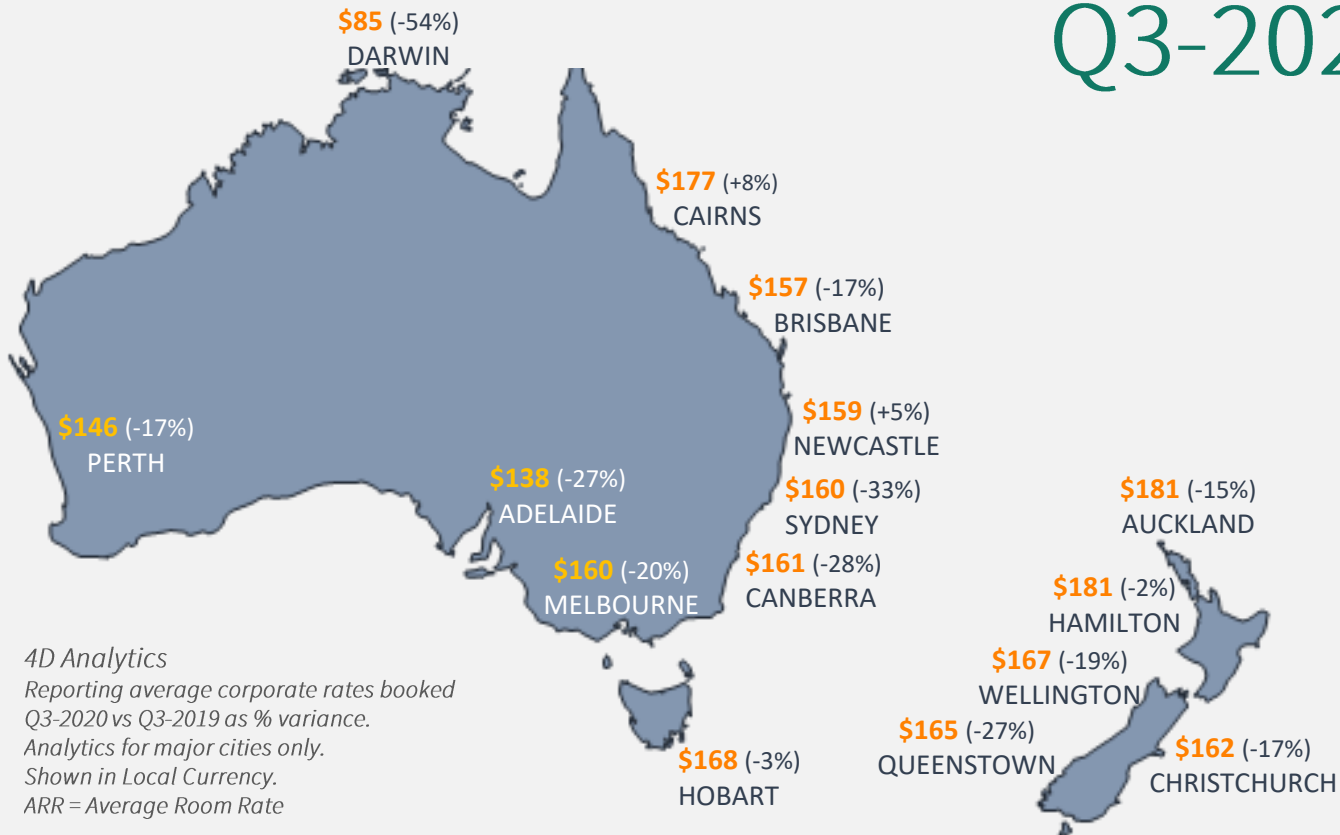
Domestic airline seats offered in Q3-2020 continued to increase to a national average of **67%** of the seat volume in Q3-2019 and sharply increased by **+44%** on Q2-2020.

NOV-20 capacity is **71.4%** compared to NOV-19.



ACCOMMODATION FOCUS

Q3-2020 Average Room Rates



4D Analytics
 Reporting average corporate rates booked
 Q3-2020 vs Q3-2019 as % variance.
 Analytics for major cities only.
 Shown in Local Currency.
 ARR = Average Room Rate

Q3-2020 ARR
 AU **\$150**

Q3 ARR reduced -\$36
 compared to same
 period in 2019

AUSTRALIA

- Intrastate business trips and leisure staycations fuelled regional hotel occupancy levels to sit **+20%** higher than key city locations during Q3. Hotel occupancy is set to grow in Q4-2020 and Q1-2021 due to business and summer holiday travel.
- YR ending SEP-20 National Occupancy **52% (-30%** on previous year).

Q3-2020 ARR
 NZ **\$171**

Q3 ARR decreased -\$34
 compared to same
 period in 2019.

NEW ZEALAND

- Corporations continued to travel during Q3, with Construction, Utilities and FMCG industries leading the charge. Domestic business travel bookings are averaging **60%** of 2019 travel volumes, higher than Australia (**20-30%**) in Q3.
- Q3-2020 National hotel occupancy **50-70%**.