



# AUCKLAND

Auckland is the largest city in New Zealand, and the country's main education and commercial centre. For the first nine months of 2018, Auckland Airport (AKL) welcomed 14.5M in and outbound travellers across both domestic and international terminals.

Rapid airport passenger growth during 2016 (17.6M) and 2017 (18.9M) was stimulated by major events, inbound tourism, outbound leisure travel and a healthy economy. In 2018 passenger growth has been moderate and 4D Research forecasts 19M passengers for the year.

**CITY FOCUS SERIES**



# AIR TRAVEL UPDATE

## D DOMESTIC

Annual domestic passenger traffic through AKL makes up 47% of total airport traffic. Passenger movements have increased +28.6% from 6.9M in 2013 to 8.9M in 2017.

During 2018, there will be 10.8M seats offered to and from 19 domestic destinations. The top three domestic destinations travelled from AKL being Wellington (27%), Christchurch (27%) and Queenstown (12%).

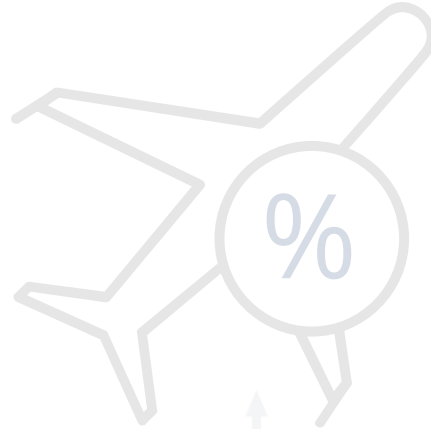
For the year ending 2018, Air New Zealand will hold 76% domestic seat market share, followed by Jetstar Airways (23%) and Air Chathams (1%).

### 2019 OUTLOOK

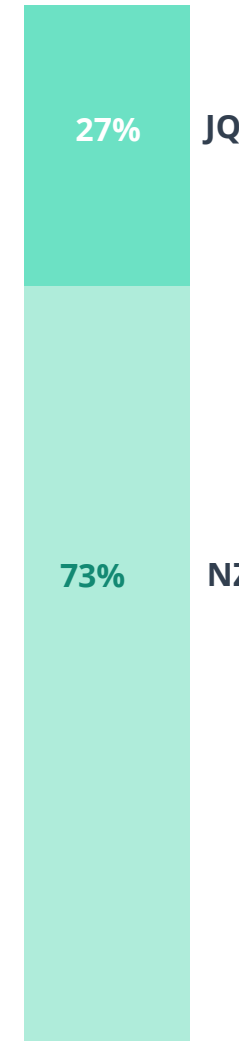
- 1% seat capacity increase
- Qantas Airways codeshare on domestic Air New Zealand flights increasing capacity trends

## KEY ROUTES

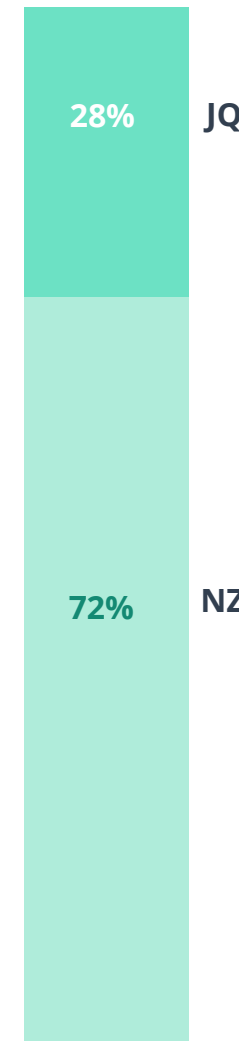
### 2019 SEAT MARKET SHARE



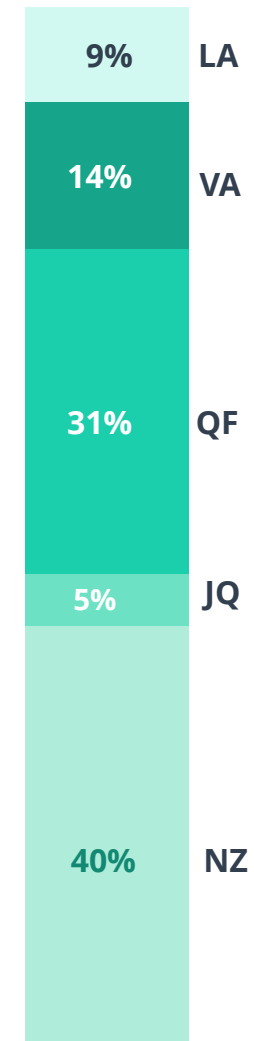
#### AKL-WLG



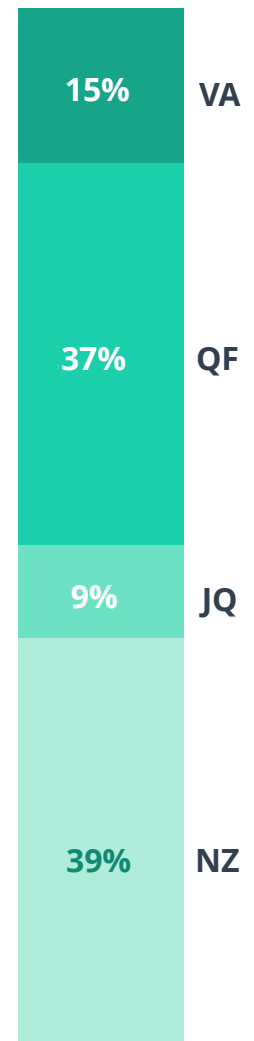
#### AKL-CHC



#### AKL-SYD



#### AKL-MEL



NZ-Air New Zealand JQ-Jetstar QF-Qantas Airways VA-Virgin Australia LA-LATAM Airlines



# AIR TRAVEL UPDATE



## INTERNATIONAL

In the five years ending 2017 passenger traffic has increased +33.6% from 7.5M in 2013 to 10M in 2017. 4D Research indicates there is likely to be +10.1M travellers in 2018.

For the year ending 2018, AKL will have offered travellers 49 international destinations. The top three destinations being Sydney (16%), Melbourne (11%) and Brisbane (9%).

In 2018, Air New Zealand will hold 43% international seat market share followed by Qantas Airways (12%), Virgin Australia (7%), Emirates Airlines (5%) and a further 27 airlines who each hold 3% or less market share.

### 2019 OUTLOOK

- <1% seat growth for total airlines
- Reduced seats: Emirates, AirAsia, Hong Kong Airlines, American Airlines and Hainan Airlines

### 2017 vs 2018

**AVG ECONOMY PUBLISHED FARES: POINT OF SALE NZ (NZD)**

	AKL-WLG	AKL-CHC	AKL-SYD	AKL-MEL
	One-way	One-way	Return	Return
2017	\$170	\$202	\$697	\$712
2018	\$183	\$214	\$739	\$734
<b>VAR</b>	<b>+7.6%</b>	<b>+6.0%</b>	<b>+5.9%</b>	<b>+4.2%</b>

**AVG ECONOMY PUBLISHED FARES: POINT OF SALE AU (AUD)**

2017	\$139	\$164	\$646	\$654
2018	\$148	\$172	\$686	\$693
<b>VAR</b>	<b>+6.3%</b>	<b>+5.8%</b>	<b>+6.2%</b>	<b>+6.0%</b>

### 2019 FORECAST

**AVG ECONOMY PUBLISHED FARES: POINT OF SALE NZ (NZD) JAN-NOV AVG**

NZ	\$206	\$236	\$969	\$1,029
JQ	\$176	\$204	\$687	\$714
QF	-	-	\$906	\$903
VA	-	-	\$683	\$677
<b>AVG</b>	<b>\$191</b>	<b>\$220</b>	<b>\$661</b>	<b>\$831</b>

**AVG ECONOMY PUBLISHED FARES: POINT OF SALE AU (AUD) JAN-NOV AVG**

NZ	\$165	\$189	\$913	\$913
JQ	\$141	\$164	\$637	\$661
QF	-	-	\$726	\$724
VA	-	-	\$633	\$627
<b>AVG</b>	<b>\$153</b>	<b>\$177</b>	<b>\$727</b>	<b>\$731</b>

**PUBLISHED FARES** : All fares are Economy class, adult fares, less taxes. Domestic fares are Seat & Bag only. Airfares reported for AKL-SYD exclude LATAM fares.



# ACCOMMODATION UPDATE

## A AUCKLAND

The Auckland hotel market has experienced moderate rate growth over the past 12 months, with the Average Room Rate (ARR) increasing NZ\$6 year on year. Rate increases are due to demand growth and nominal new room inventory resulting in the city having 80-85% occupancy rates during 2018.

### 2019 OUTLOOK

Occupancy levels are expected to remain unchanged in the year ahead, with levels ranging between 80-85% and ARR forecast to increase +4%. New room inventory is on the way with more than 1000 new rooms currently under construction and a further 3000 proposed over the next five years. New inventory is predominately in the premium/luxury sphere.

### 4D RECOMMENDATIONS

- Increase advance purchase lead time in summer months
- Consider travel dates during non-peak times
- Consolidate your hotel program with key properties
- Opt for seasonal rates to reward travel budgets when travelling during non-peak times



### SNAPSHOT OF OPENINGS

#### NEW HOTELS AUCKLAND

##### 2018

- M Social Hotel Auckland
- Four Points by Sheraton Auckland
- So Auckland by Sofitel

##### 2019

- Park Hyatt

### AIRPORT TO CBD

#### ON THE GROUND

TAXI NZ\$65

RIDE SHARE NZ\$52

SKY BUS NZ\$18

FOR MORE INFORMATION CONTACT US

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