

INTRODUCTION / OVERVIEW

A culture of fresh thinking combined with a highly trained workforce and streamlined infrastructure has allowed New Zealand to become a sophisticated developer, manufacturer and tester of complex aviation systems and products.

Nearly 800 aviation businesses flourish in New Zealand. Products and services include aircraft design and manufacture, new technologies and systems for airports and air traffic control, baggage and cargo handling solutions, and pilot and crew training.

This expertise, combined with the country's uncluttered airspace, diverse geography and weather, means New Zealand is an ideal environment for year-round flight training. With globally recognised industry standards for extreme environments, New Zealand is also an excellent location for conducting flight test engineering trials.

Training services cover the spectrum from pilot and crew training to maintenance engineer education and produce well rounded professionals with internationally respected qualifications.

Training organisations provide excellent learning environments and maintain high standards set by ISO, New Zealand Standards and the New Zealand Civil Aviation Authority. These standards are similar to those set by other leading aviation regulations such as the United States Federal Aviation Authority and the European Aviation Safety Agency.

New Zealand's rigorous safety and security standards, combined with its lower business costs, make it a sought-after training base helping to meet the demand for airline pilots in Asia and the Middle East.

There is a growing focus on providing fundamental pilot skills and English language training for recruits from these areas, to increase the flow of candidates into advanced airline training programmes.

The industry offers both well established training courses and regularly develops new programmes to meet increasing demand from the global aviation industry.

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AVIATION NEW ZEALAND

Aviation New Zealand represents New Zealand's aviation export sector to the global marketplace. Aviation New Zealand connects international customers seeking the services of the country's aviation professionals.

Our parent body is the Aviation Industry Association of New Zealand. Only those businesses offering the highest safety standards, quality assurances and utmost environmental responsibility are championed by Aviation NZ.

Visit www.aviationnz.co.nz for more information about New Zealand's aviation capability.





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GLIDEPATH

At Glidepath it is our imperative to provide cost effective solutions to meet your baggage handling, cargo handling or parcel sorting needs. With over 35 years experience in materials handling, we understand the nature of the business and are able to offer a complete solution.

Beginning with consulting services to scope your requirements, we can provide design, manufacture and project managed installation services. We provide state of the art software control systems and integrate existing airport information systems and security/explosive detection systems. We also offer after sales services including Operations & Maintenance and spare parts sales.

PRODUCTS AND SERVICES

Glidepath has built up an enviable track record of success and reliability with more than 450 projects of varying size and complexity completed in more than 55 countries around the world - either integrating with existing operations or creating entirely new, purpose designed and built baggage handling, baggage sorting and in-line baggage screening systems.

Our “value engineered” approach has led to the development of flexible modular designs that can be customised to suit both your current and future needs. Glidepath’s sophisticated control technology allows automation to any degree.

Glidepath systems help you operate efficiently under the most demanding conditions by providing fast, accurate and secure movement of baggage and increasing your airport cost effectiveness.

We can advise you on suitable layout components and the level of sophistication that you desire and then tailor a solution to suit – from an inbound baggage carousel to a fully integrated, electronically controlled sorting system.

KEY PROJECTS AND DEVELOPMENTS

Within the past 12 months, Glidepath has completed projects in countries such as Jamaica, Peru, Saudi Arabia, and Vietnam, together with several airports in Australia, Malaysia and Canada including a NZD\$3 million-plus upgrade in Calgary.

In 2007, Glidepath was awarded a multi-million dollar contract to supply a fully automated baggage handling system for the new King Shaka International airport in Durban, South Africa. Currently in the final stages of the design process, this new airport will integrate Glidepath’s state-of-the-art high-level control systems with South Africa Airport’s countrywide IT infrastructure.

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AIR NEW ZEALAND SERVICES

Air New Zealand is one of the most highly regarded airlines in the world, renowned for its agility, ingenuity and success in a fast-paced marketplace. These strengths are offered to the global airline industry and militaries as an integrated range of world class services. Our services include airline consultancy, design, maintenance and engineering, training and engine overhaul.

PRODUCTS AND SERVICES

Consulting: A specialised aviation consultancy service supporting the needs of airlines and the aviation industry using the broad experience and extensive capabilities of our team.

Design: Design Engineering has the people, processes, skills and network to chart a course through the complex issues that surround supplier management, design, engineering, certification, manufacturing and installation.

Engineering Services: Air New Zealand Engineering Services (ANZES) provides airlines from around the world with full spectrum aircraft maintenance and engineering services. Coverage includes B767, B737, B777, A320, B747 aircraft types.

Christchurch Engine Centre: Christchurch Engine Centre (CHCEC) is a joint venture partnership between Pratt & Whitney (P & W) as majority shareholder and Air New Zealand Ltd which offers full MRO services for V2500, JT8D-Standard, JT8D-200 and dart engines.

Training: Air New Zealand Airline Training is a professional, flexible team with the ability to offer cost effective global training. If you operate or maintain commercial aircraft and have a training need, we will have a solution.

Safe Air: Safe Air is an aviation maintenance, repair, overhaul (MRO), design and manufacturing business with capability for engines, airframes and components. Airframe capability includes Boeing 737, Lockheed C-130 and P-3 Orion plus helicopters. Engine capability includes Rolls Royce T56 and Pratt & Whitney J52. Components include comprehensive propeller repair and overhaul.

TAE: TAE is one of Australia's leading aviation engineering services companies, with a vision of becoming the first choice aviation engineering services company in the country. TAE, with both civil and military design and maintenance approvals, offers the best in professionally managed aviation engineering, maintenance and manufacture.





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CTC AVIATION

CTC Aviation Training (NZ) Limited is a division of CTC Aviation Group, one of the world's leading providers of airline pilot training. The company's focus on job placement has seen 100 percent of graduates, to date, placed into First Officer positions with one of our 52 partner airlines/aviation companies.

CTC opened its New Zealand Crew Training Centre in 2005. Since then, we have trained more than 200 airline pilots and flying instructors – we are expanding to train more than 200 airline pilots annually. CTC is a major force in the Australasian airline pilot training market, providing integrated airline pilot training programmes that lead to Civil Aviation Authority New Zealand and Joint Aviation Authority (UK) licenses and ratings.

PRODUCTS AND SERVICES

CTC Aviation (NZ) Limited (CTC) specialises in developing customised airline pilot training programmes to meet the specific requirements of our worldwide airline partners.

We are New Zealand's only provider of a Civil Aviation Authority approved, Part 141, integrated commercial pilot course.

This course integrates ground school training and practical flight training focused solely on airline type operations. CTC also provides an Airline Preparation Course for pilots with a commercial license and a multi-engine instrument rating, preparing them for multi-crew airline type rating in three weeks. Trainees from this course have entered employment with regional airline Eagle Air.

We have also had approval to train cadets on the JAA integrated CPL course with permission to conduct JAA CPL flight test in New Zealand.

KEY PROJECTS AND DEVELOPMENTS

Within the past 18 months we have expanded our training to a new programme.

The Commercial Pilot Programme – a course to train people with no flying experience to be prepared for the Airline Preparation Course in just 13 months. Our programme is approved by the New Zealand Qualifications Authority (NZQA).

We have expanded our training fleet to 36 aircraft, four simulators and 38 instructors and are continuing to grow.

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AIRWAYS INTERNATIONAL

Airways International is one of the world's leading air navigation service consultancy advisors. We leverage off the expertise and capabilities of our parent, Airways Corporation of New Zealand, a successful commercial air navigation service provider (ANSP) for more than 20 years.

PRODUCTS AND SERVICES

Design and implementation of airport and air traffic management infrastructure:

Airways is one of the few ANSPs with an in-house infrastructure engineering and software development capability servicing domestic requirements, overseas clients and OEM partners. We provide air traffic management expertise in infrastructure design, implementation and project management.

Air traffic control selection and training

To reduce your training costs, our Sure Select™ product combines scientific selection processes with our own operational experience to select and recruit candidates who are most likely to succeed and become air traffic controllers.

We offer i-Learn for computer based training for 051 course, a full 360 degree 3D aerodrome/tower simulator (052 & 053), voice recognition approach radar (054), training application and area radar (055) training systems.

Systems and processes for strategic and operational management

Our Flight-Yield™ automated aviation billing product can help ANSPs and airports unlock hidden revenue and reduce the cost of working capital. The product offers invoice accuracy, promptness and transparency of aviation charges — an essential customer-facing function.

We also offer strategic advice on aspects of commercialisation and corporatisation for ANSPs.

KEY PROJECTS AND DEVELOPMENTS

We are contracted to deliver air traffic management design and project management services for two five-year airport development projects in the Middle East, are in the second year of an air traffic management system upgrade project in Asia, and are about to commence a second Asian air traffic management system upgrade.

We have completed air traffic controller recruitment and selection programmes for Middle Eastern and Asian clients and are also delivering air traffic controller training courses in these regions. We are completing the Oceanic control system training project for the FAA.

We have also delivered the first phase of an automated aviation billing project for a major Asian client, and system implementation is under way for a Pacific client.







NEW ZEALAND
NEW THINKING

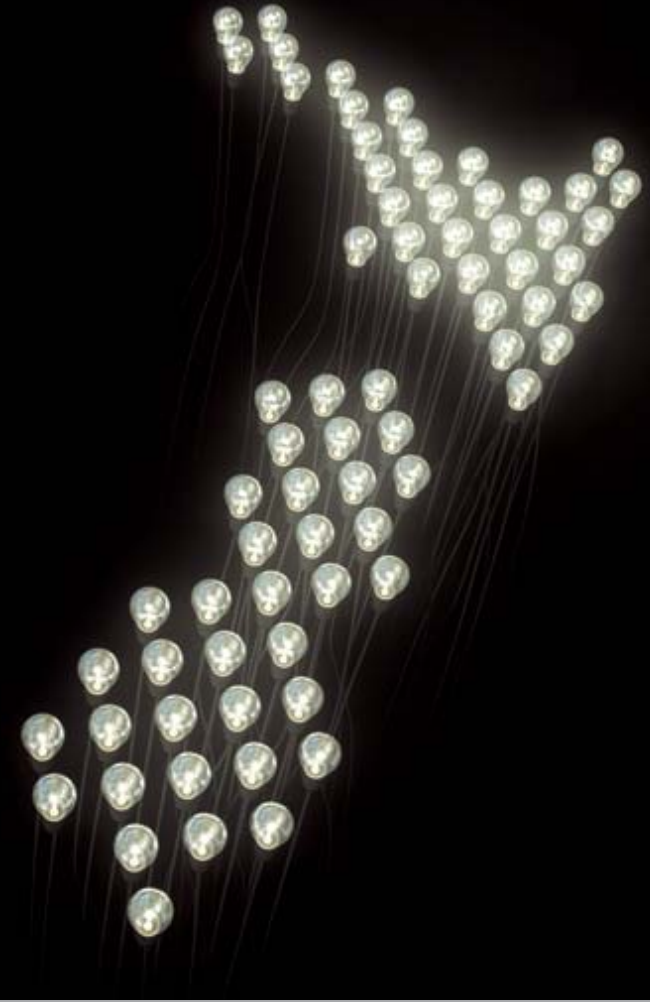
NEW ZEALAND NEW THINKING

New Zealand's relative geographic isolation is no barrier to global business success, as our companies are increasingly showing. New Zealand businesses bring the world creativity, innovation, and technology – by thinking beyond the boundaries.

A nation of small but enterprising companies, we are achieving big things on the world stage. We have always thought globally and are growing a portfolio of internationally competitive and globally connected businesses. This has been achieved by moving our thinking away from a historical reliance on commodity exports to the creative industries and emerging technologies including biotechnology, specialised manufacturing and value-added food and beverage sectors.

Our people are our greatest asset. New Zealanders make things happen. We dare to do things differently. Our unique perspectives, values, ideas, and thinking drive our nation. Our people and businesses give us our edge. This is New Zealand New Thinking.

Visit www.newzealand.com for more information.



NEW ZEALAND TRADE

New Zealand Trade and Enterprise (NZTE) is the New Zealand government's national economic development agency. Through our global network of offices, NZTE works with international businesses and investors, connecting them to New Zealand business opportunities.

New Zealand encourages direct investment and trade from international companies and business people, particularly those that result in the creation of new ventures, the relocation of existing operations to New Zealand, and strategic partnerships and joint ventures with New Zealand companies.

Our focus is on New Zealand businesses and industry sectors with high potential for growth. As your partner to conducting business or seeking investment opportunities in New Zealand we will:

- help with introductions to businesses and opportunities
- provide information on quality products and services that might be of interest to you
- provide information on the New Zealand business environment and compliance issues
- provide market analysis, research and information
- act as your main government point of contact and advise you of any financial assistance that might be available.

Visit www.nzte.govt.nz for more information, including contact details for your nearest NZTE office.

Visit www.marketnewzealand.com to gain access to our online services for importers and buyers.

Visit www.newzealand.com or www.investmentnz.govt.nz to find out about business and investment opportunities in New Zealand.

