



Australian Indian Ocean Territories Airlines

22<sup>nd</sup> October 2009

Mr. Michael Bird  
Executive Director  
International Air Services Commission  
GPO Box 630  
Canberra ACT 2601

Dear Mr. Bird,

### **Application for capacity – Australia to Singapore**

A.I.O.T.A Pty Ltd (AIOTA) (ACN 139 998 100) is planning to inaugurate international services to Singapore from Christmas Island.

AIOTA is a regional airline serving the needs of Christmas and Cocos Islands community. It is a majority Australian owned and controlled company with its registered office in Perth, Western Australian and principal place of business in Christmas Island. The board structure, Directors profile, Management profile, company constitution and business development plan is provided in the commercial in confidence section of this application.

AIOTA is seeking the following capacity;

- AIOTA plans to serve the route between Christmas Island and Singapore
- AIOTA is seeking unlimited capacity
- It is envisaged some of the capacity will be utilized on commencement of the NW09 scheduling season and the remaining with market growth
- AIOTA seeks a full ten-year determination.

### **Policy Statement Considerations**

This application should be considered against the general criteria for assessing the benefit to the public in paragraph 4 of the Minister's Policy Statement. The use of the entitlement by an Australian carrier under the bilateral air services agreement is of public benefit, provided that the carrier is reasonably capable of obtaining the necessary approvals and implementing the proposal.



AIOTA has a sound business plan to serve the Indian Ocean Territories and is well funded to make this venture a success. It is leasing a B737-300 aircraft from Our Airline and has negotiated favourable terms to facilitate a soft entry to the market.

Concurrent with this application AIOTA has applied with the Department of Infrastructure and Transport to be designated as an Australian carrier and also submitted its application for an International Airline Licence to the General Manager Aviation Industry Policy Department of Infrastructure, Transport, Regional Development and Local Government. AIOTA are also applying for a Western Australian Aircraft Licence under the Transport Coordination Act 1966 (WA).

AIOTA plans to use the Boeing 737-300 for these operations. The seat capacity is 130 with four business (convertible to 6 economy) and 124 economy class seats.

Should you have any questions or need clarification please do not hesitate to contact me.

Yours sincerely

Marcus Diamond  
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Encl: Business plan including board & management structure and profile (provided commercial in confidence), A.C.N registration, A.I.O.T.A company constitution, letter from Our Airline.