

NORTH QUEENSLAND AIRPORTS
OPERATING CAIRNS AND MACKAY AIRPORTS
EXPRESSION OF INTEREST
LEASE OF VACANT PASSENGER LOUNGES

OVERVIEW

North Queensland Airports (NQA)

North Queensland Airports owns and operates Cairns and Mackay Airports which together welcome approximately six million passengers each year from domestic and international destinations and is a dynamic player in the aviation industry.

As a company responsible for these vital pieces of regional infrastructure, NQA plays a major role in the prosperity and development of the regions it serves. NQA strives to work in partnership with its communities, stakeholders, employees and shareholders and is committed to building prosperity through investment and development, which in turn facilitates regional economic growth in North Queensland.

Our airports service a range of carriers from major international and domestic airlines right through to general aviation charter operators and support a range of aviation and non-aviation businesses.

NQA is seeking interest from parties to lease and operate currently vacant passenger lounges at Cairns and Mackay Airports.

The lounges provide a fantastic opportunity for the successful party and can be operated as dedicated airline lounges or on a multi-user pay per use model.

A summary of the lounges is below:-

Cairns Airport

- Domestic Terminal - First Floor Lounge
- Domestic Terminal Megan Walter Lounge - First Floor
- International Terminal - First Floor Lounge

Mackay Airport

- Ground Floor Lounge

Proposals to lease may include multiple lounges.

Parties are invited to submit their proposals by email to linda.grainger@ Cairnsairport.com.au by 31 January 2023.

CAIRNS AIRPORT

Introduction

Cairns Airport is one of Australia's leading regional airports, providing air links to a variety of regional, domestic, and international destinations. Pre-COVID, Cairns Airport welcomed over 5 million passengers per year.

Described as 'descending into paradise', Cairns Airport is the gateway to the World Heritage Great Barrier Reef and Tropical Rainforests of North Queensland and is just 7km from the Cairns CBD.

Cairns Airport offers direct domestic flights to Brisbane, Gold Coast, Sydney, Melbourne, , Adelaide, Perth, Darwin, Townsville, Whitsunday Coast and other various regional centres across North Queensland.

Passengers can also fly internationally direct to Singapore, Port Moresby, Japan and New Zealand.

On 14 December 2022 Virgin Australia announced they will begin operating year-round, daily direct flights between Tokyo Haneda and Cairns. The service will begin on 28 June 2023.

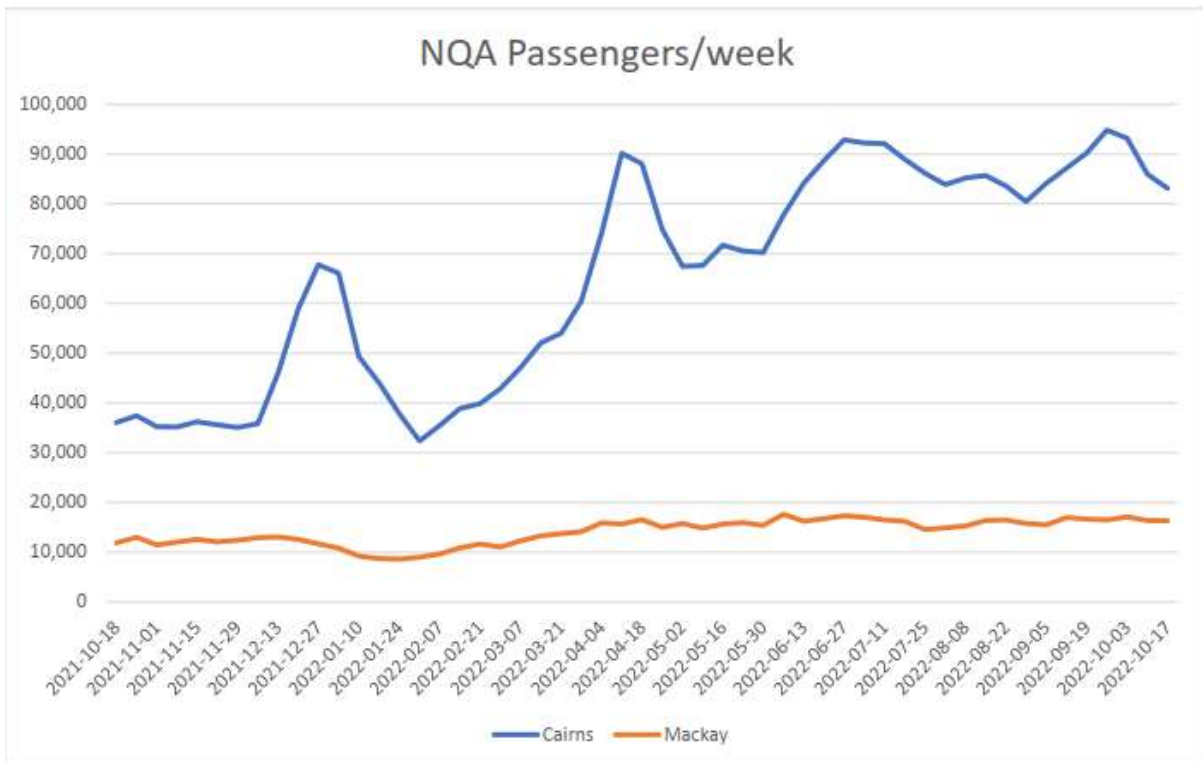
Cairns Airport completed a \$55 million Domestic Terminal Upgrade in 2020. The new-look terminal provides an improved passenger experience and instantly connect travellers to Tropical North Queensland. The terminal upgrade saw the departure lounge double in size to 10,000sqm and now boasts more local produce, giftware and iconic local and national brands than ever before.

Cairns Airport also invested \$18 million in a runway overlay project in 2020 to safe-guard operations and growth for years to come.

Cairns Domestic Terminal Passenger Profile (Terminal 2)

Weekly domestic comparison year on year for the week commencing 17 October 2022 are below.

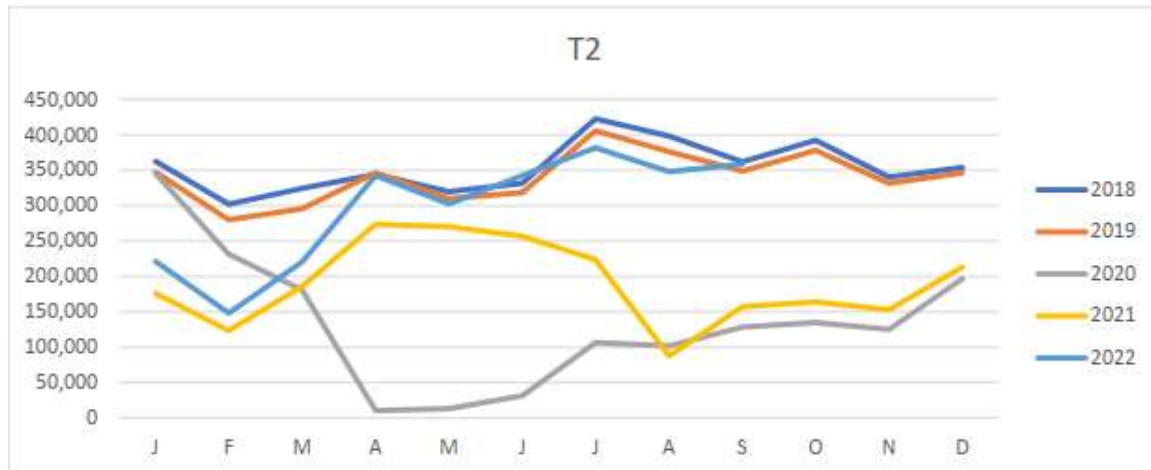
Year	Passengers
2019	83,468
2020	29,619
2021	36,020
2022	78,449



Further statistics can be found on Cairns Airport's website at the following link
[Passenger Statistics » Cairns Airport](#)

Monthly Performance

The table below plots the month my month total over a 5-year period.



For the 2018/19 financial year 4.3 million passengers included Transits and Transfers.

This comprises 70% of Passengers as true Domestic Australian travellers (3.0m pax) and 30% International travellers using domestic on-carriage (1.3m pax).

Included in the true Domestic Australian travellers (3.0m pax) are Inbound Domestic visitors (2.2m pax) and Outbound Cairns Region travellers (0.8m pax).

Place of Residence: Australian component – 21% QLD Other, 20% Cairns & FNQ Region, 14% VIC, 11% NSW, 4% Other States

International component - 10% Europe, 8% China, 7% USA, 5% Other

Dwell Time: 75 minutes

Schedules: Arrivals 72% pax arrive between 9am and 7pm
Departures 82% pax depart between 5am and 5pm

For the Domestic visitor passenger component -

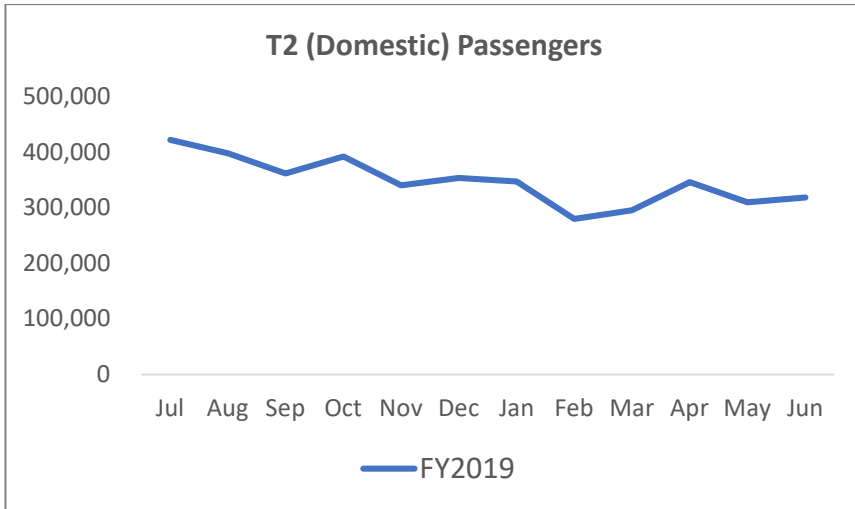
Age: 34% under 35 years, 38% 36-54 years, 28% 55+

Purpose of Visit: Holiday/ Leisure 51%, Business/ Education 30%, VFR 19%

Length of Stay: 77% stay 1-7 nights, 17% 8-14 nights, remainder 15 nights or greater.

Travel Party: 71% Travel with Family/ Others, 29% Solo Traveller

Seasonality –



All data based on FY2019 pre-Covid data unless indicated

Sources – North Queensland Airports Passenger Statistics, International and Domestic Visitor Surveys via Tourism Research Australia

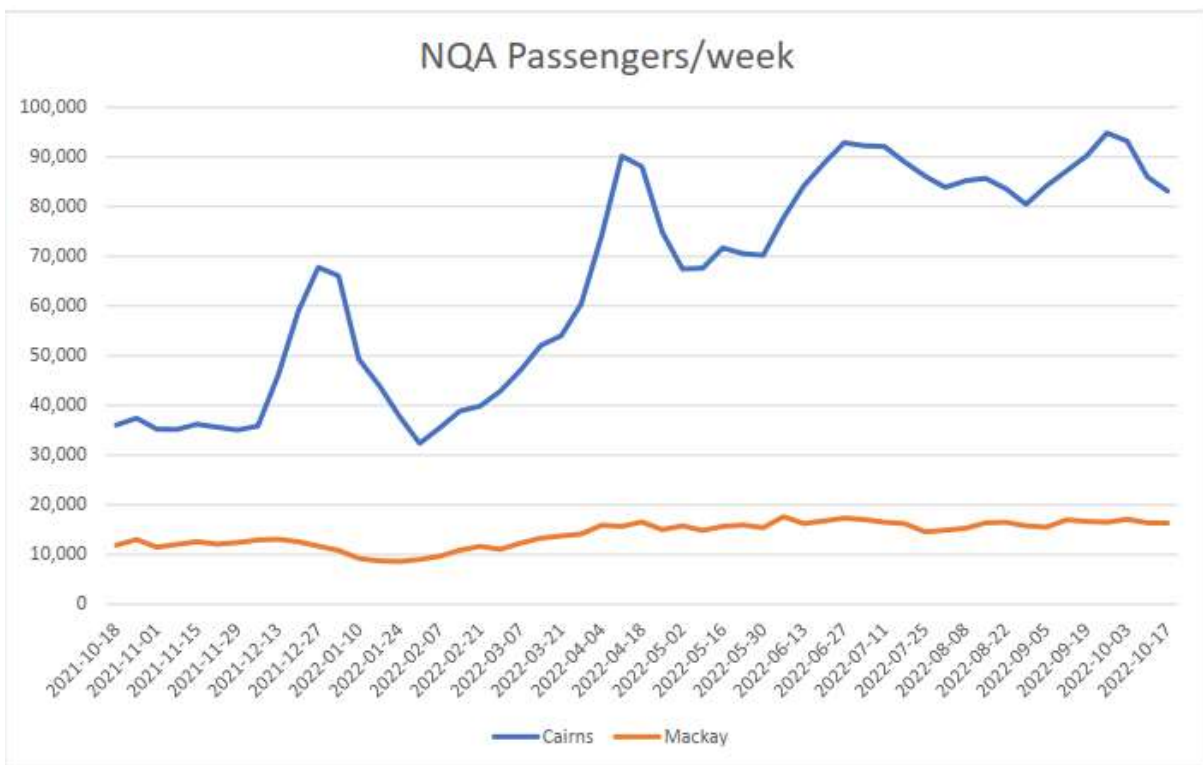
Route Map – Airlines and Domestic Destinations



Cairns International Terminal Passenger Profile (Terminal 1)

Weekly international comparison year on year for the week commencing 17 October 2022 are below.

Year	Passengers
2019	16,809
2020	9,319
2021	11,849
2022	16,316



Further statistics can be found on Cairns Airport's website at the following link
[Passenger Statistics » Cairns Airport](#)

For the 2018/19 financial year 770,000 passengers incl Transits and Transfers.

Place of Residence: 30% Japan, 14% NZ, PNG & Asia Other, 12% Europe, 10% China,
4% USA, 30% Outbound Australian

Dwell Time: 90 minutes

Schedules: Arrivals 92% pax arrive between 4am and 2pm
Departures 82% pax depart between 7am and 4pm

For the International visitor passenger component -

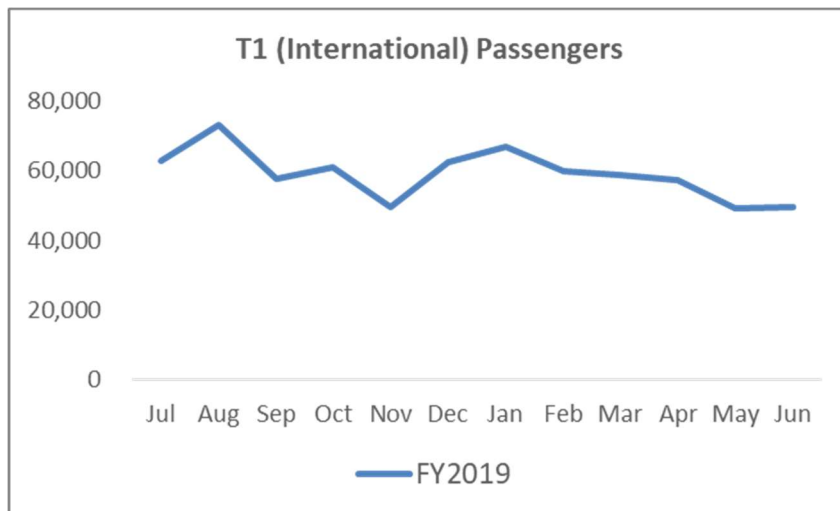
Age: 38% under 35 years, 28% 36-54 years, 34% 55+

Purpose of Visit: Holiday/ Leisure 80%, VFR & Business/ Education 20%

Length of Stay: 85% stay 1-7 nights, 9% 8-14 nights, remainder 15 nights or greater.

Travel Party: 68% Travel with Family/ Others, 32% Solo Traveller

Seasonality -



All data based on FY2019 pre-Covid data unless indicated

Sources – North Queensland Airports Passenger Statistics, International and Domestic Visitor Surveys via Tourism Research Australia

Route Map – Airlines and International Destinations

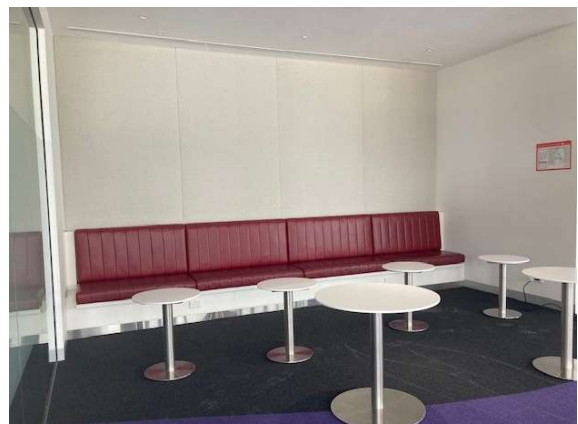


Virgin Australia has announced it will commence operating year-round, daily direct flights between Tokyo Haneda and Cairns from 28 June 2023.

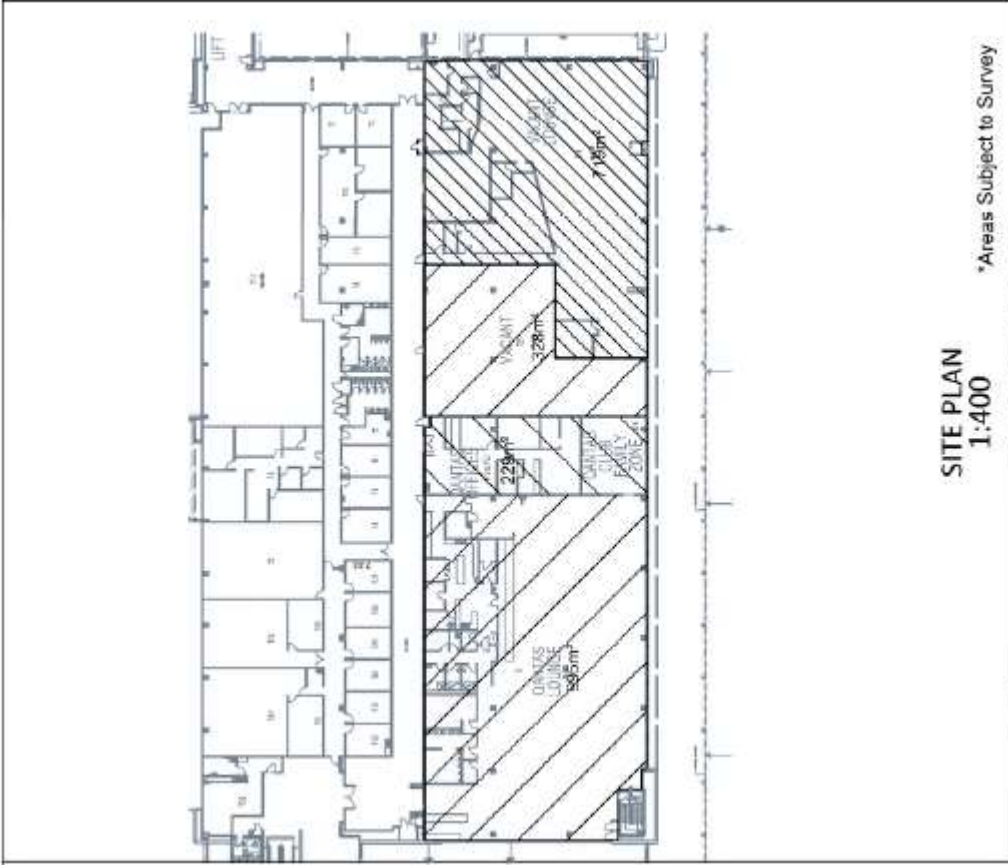


Cairns Airport - Domestic Terminal First Floor Lounge – 709m² with Potential to Expand (328m²)

- First floor lounge with views of the apron and natural sunlight
- Existing high-quality fitout in place including:-
 - Reception and entrance area
 - Internal ticket desk
 - Food preparation areas (Kitchen) and cold rooms
 - Bar facilities
 - Private meeting room
 - Charging stations
 - Open plan waiting areas
 - Private toilet and shower facilities
 - Staff lockers

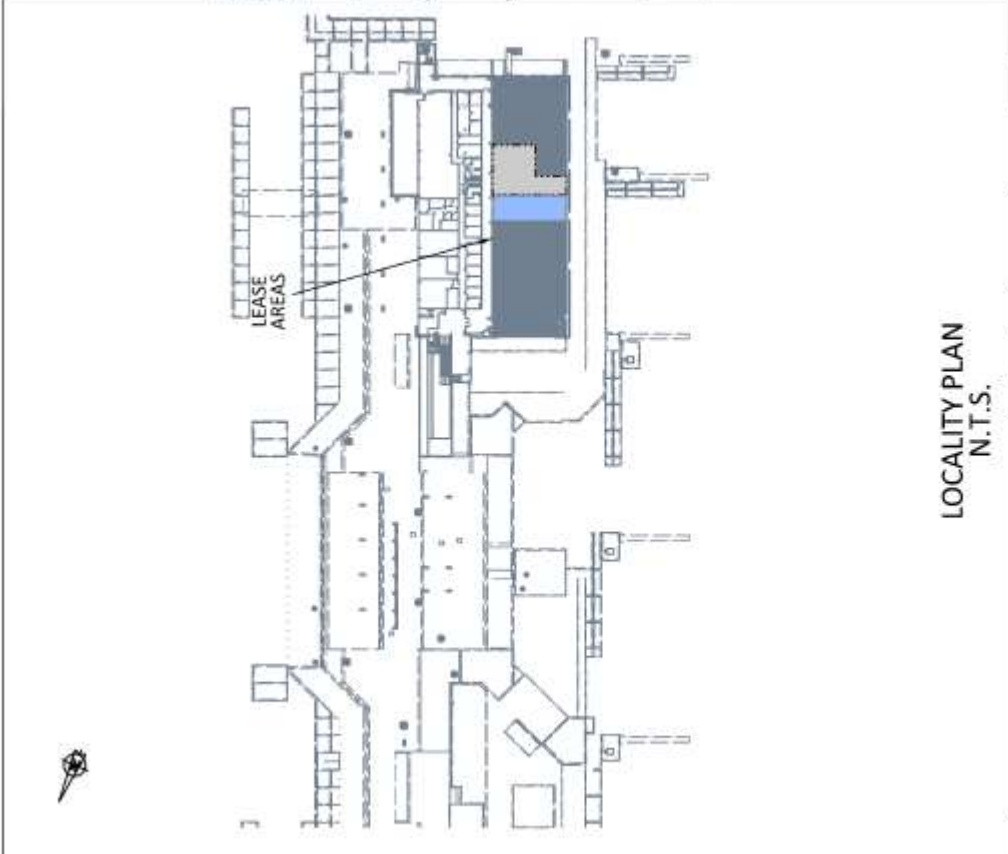






SITE PLAN
1:400
*Areas Subject to Survey

CAD. FILE NO. C.ASTEN		DWG. NO. 3-1-6144	REV. D	A4
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LOCALITY PLAN
N.T.S.

A	AREA EXPANDED TO INCL T25	EB	BKB	30-10-20	DRAWN	BKB
B	T14 ADDED		BKB	28-6-22	DESIGNED	
C	AREAS ADDED		BKB	26-7-22	CHECKED	
D	T14 AREA FROM SURVEY PLAN 3-1-6136		BKB	7-11-22	APPROVED	AN
		APP	CKD	DRN	DATE	SCALE
					27-7-2019	1:750



SCALE: 1:400 (SEE SURVEY PLAN 3-1-6136)

Cairns Airport Domestic Terminal Megan Walter Lounge - First Floor – 57m²

- Meeting area / Lounge seating
- Natural sunlight
- Tea & coffee facilities (includes espresso machine)
- Kitchenette
- Private toilet and shower facilities
- FIDS monitor
- Opportunity to lease as a standalone lounge or link with T2 Level 1 Lounge

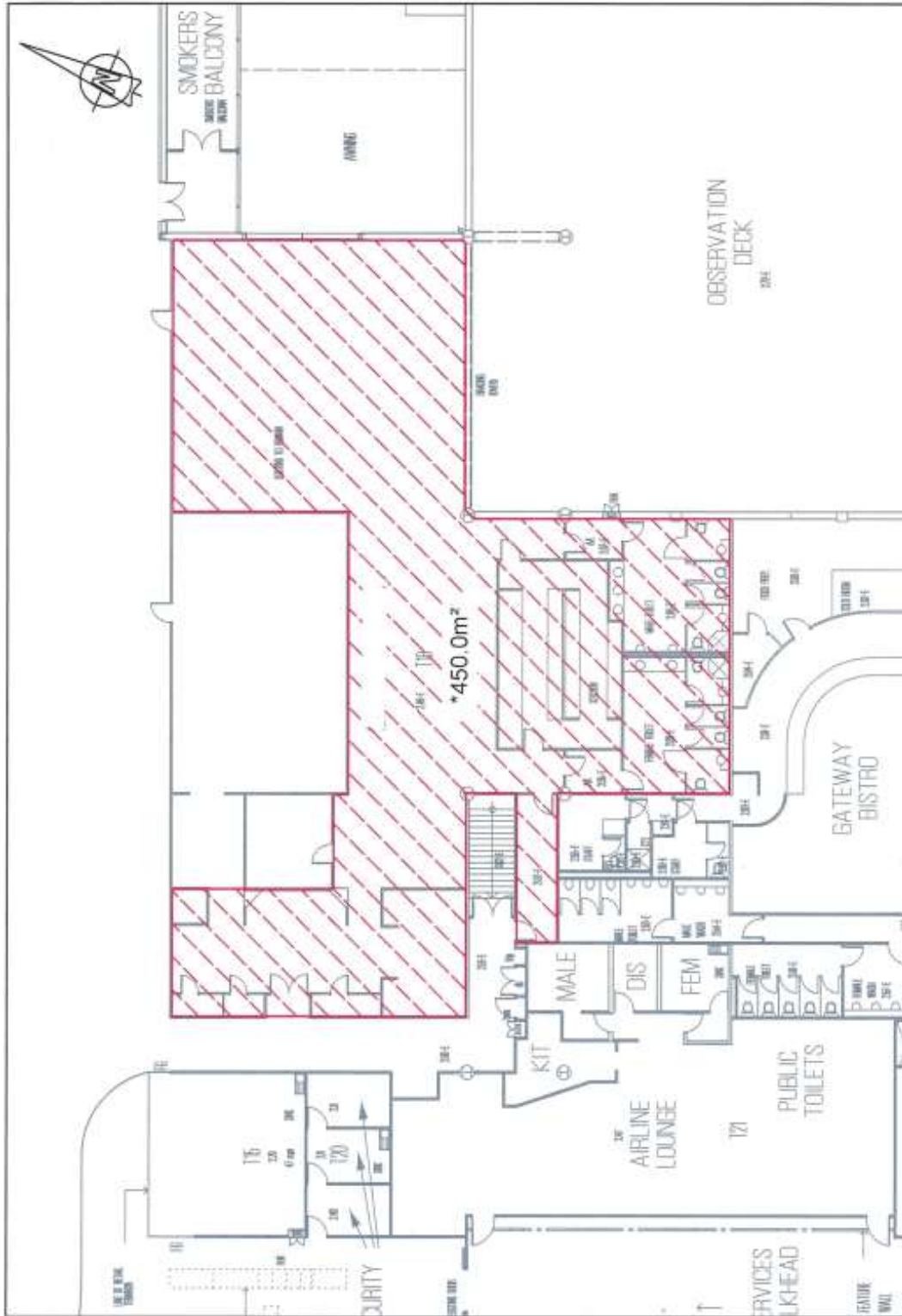


Cairns Airport - International Terminal - First Floor Lounge – 450m²

- Existing fitout in place including:-
 - Reception and entrance area
 - Food preparation area (Kitchen)
 - Business Centre (private meeting room)
 - Open plan waiting areas
 - Private toilets
 - Baggage storage







Mackay Airport

Mackay Airport is the gateway to the Mackay Isaac region with over 100 flights arriving and departing each week.

As a key pillar of the community, Mackay Airport is committed to delivering an airport the region deserves.

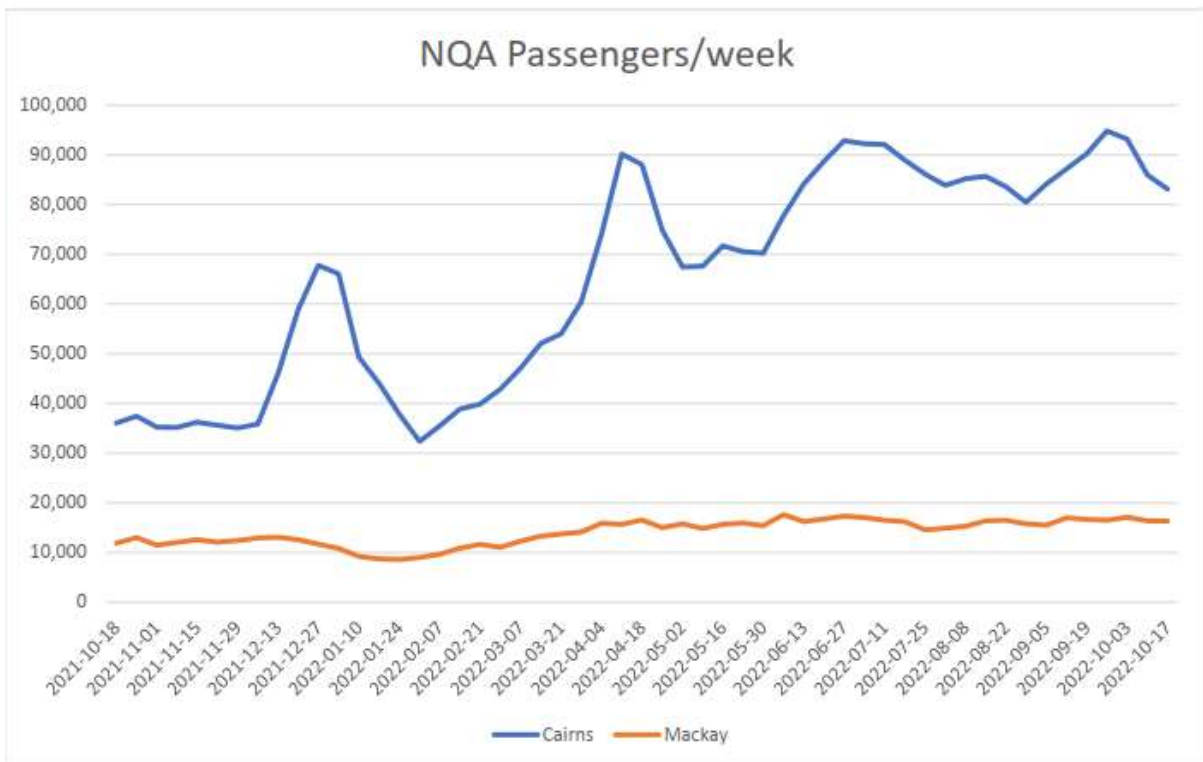
With a long and proud history of working with the community, Mackay Airport promotes and values the role tourism and business plays in the region.

Mackay Airport continues to invest and plan for future growth and is actively working on a number of key infrastructure programs to ensure it is future proofed for many years to come.

Mackay Passenger Profile

Weekly domestic comparison year on year for the week commencing 17 October 2022 are below.

Year	Passengers
2019	16,809
2020	9,319
2021	11,849
2022	16,316



Further statistics can be found on Cairns Airport's website at the following link [Performance » Mackay Airport](#)

Mackay Domestic Terminal Passenger Profile

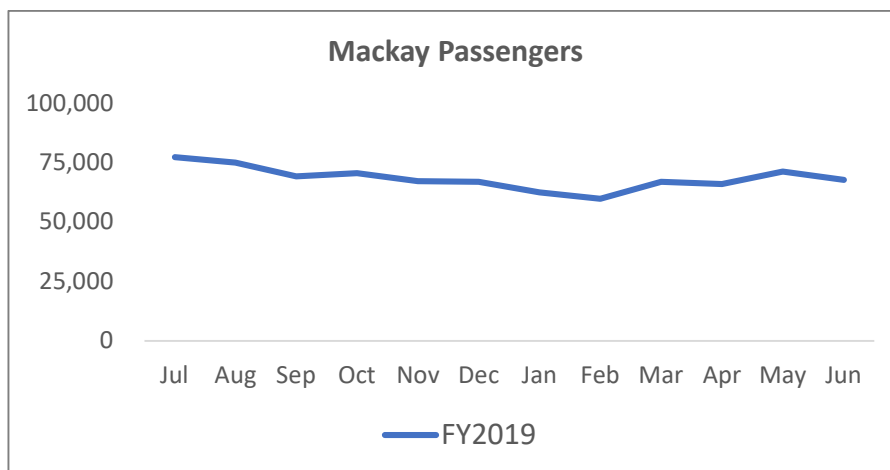
For the 2018/19 financial year 864,000 including Transits and Transfers.

Place of Residence:	63% QLD Other, 19% Mackay Region, 5% NSW, 4% WA, 4% VIC, 5% Other States
Dwell Time:	45-50 minutes
Schedules:	Arrivals 62% pax arrive between 9am and 7pm Departures 80% pax depart between 5am and 5pm

For the Domestic visitor passenger component -

Age:	28% under 35 years, 48% 36-54 years, 24% 55+
Purpose of Visit:	Business 70%, VFR 20%, 10% Holiday/ Leisure
Length of Stay:	81% stay 1-7 nights, 10% 8-14 nights, remainder 15 nights or greater.
Travel Party:	63 Solo Traveller, 37% Travel with Family/ Others

Seasonality -



All data based on FY2019 pre-Covid data unless indicated

Sources – North Queensland Airports Passenger Statistics, International and Domestic Visitor Surveys via Tourism Research Australia

Route Airlines and Domestic Routes



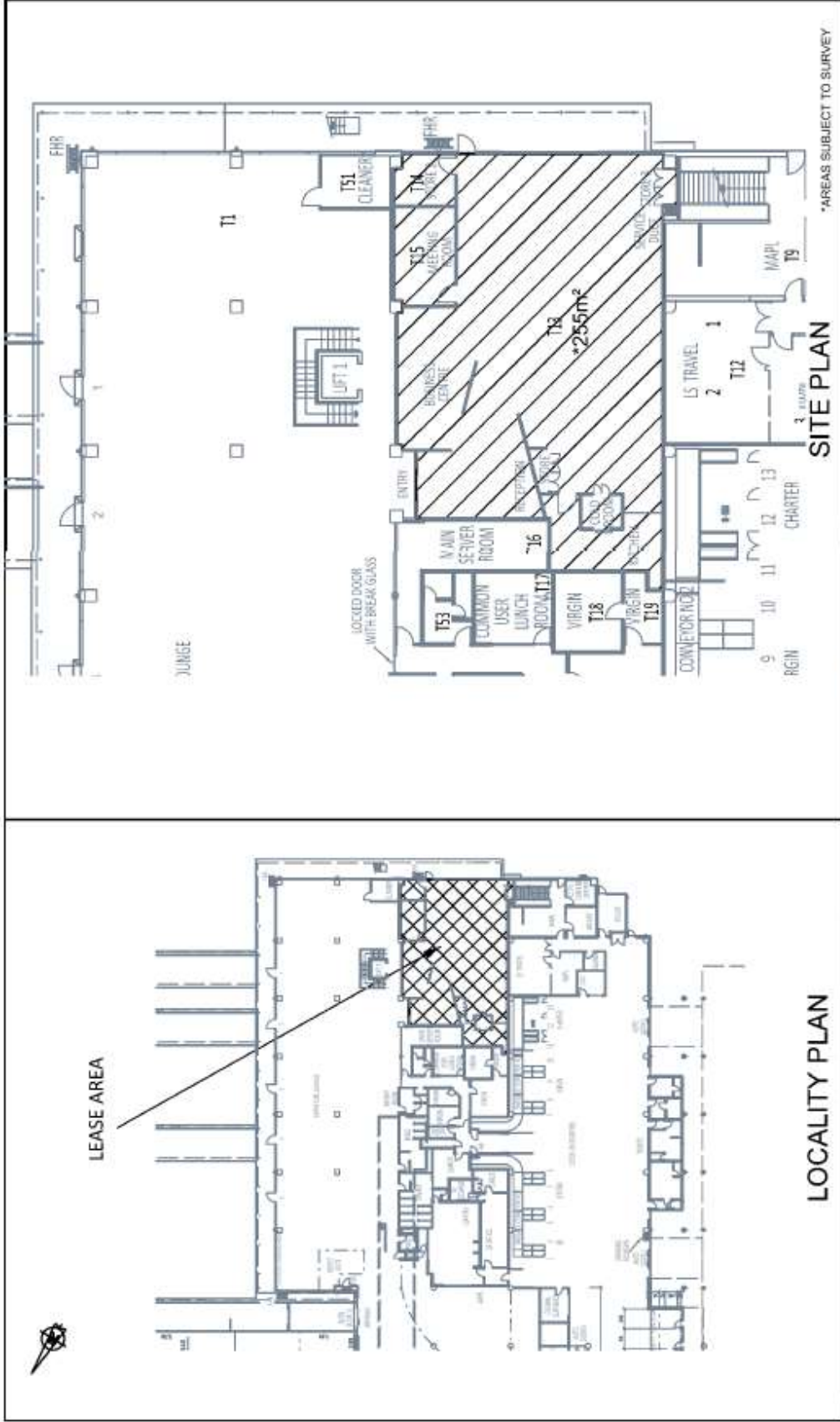
Jetstar   **QANTAS**

 **australia**  **Alliance**
AIRLINES

Mackay Airport Terminal Ground Floor Lounge – 255m²

- Easily accessible for all passengers as it is located on the ground floor.
- Premium offering for airline passengers.
- Kitchen that allows for onsite food prep and storage.
- Meeting Room with the ability to hold off site meetings and calls for business travellers.
- Storage Room for additional space if required.
- Open plan offering including charging benches with pod style seating and business centre capabilities.





MACKAY AIRPORT		MACKAY AIRPORT	
TERMINAL BUILDING		TERMINAL BUILDING	
LEVEL GROUND		LEVEL GROUND	
TENANCIES 13-15		TENANCIES 13-15	
CAD. FILE NO.	DWG. NO.	REV.	A4
Mky Terminal Leases	16-2201		
Mackay Airport		Mackay Airport	
FOR WORKDAYS AND HOLIDAYS		FOR WORKDAYS AND HOLIDAYS	
DRAWN	BKCB	DESIGNED	
CHECKED		APPROVED	LM
DATE	30-5-2019	SCALE	1:250
APP	CKD	DRN	DATE
NO. _____			

LOCALITY PLAN

SITE PLAN

Disclaimer

The information contained in this EOI is solely for potential candidates to lease the vacant lounges and to assist them in deciding whether or not they wish to make further enquiries with respect to the properties.

Prospective parties are advised that all statistical information included in this EOI is provided for historical information purposes only. This information should not be taken as any indication of the future performance of Cairns or Mackay Airports.

This EOI is the confidential information of NQA, is strictly for the intended recipient and must not be disclosed to any other party or published in any document, circular or statement without the prior written consent of NQA.

No Representations or Warranties

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NQA does not make any representation or give any warranty as to the revenue likely to be derived by applicants who are successful in a leasing opportunity at NQA.

Enquiries

If you have any further enquiries please contact Linda Grainger, Commercial Property Manager.

E: linda.grainger@ Cairnsairport.com.au

M: 0402 275 858