

## Annex B

### Changi Airline Awards 2019

#### *Partner of the Year*

The *Partner of the Year* award gives special recognition to a key airline partner who has collaborated with CAG over the past few years and made substantial contribution to the growth and development of Changi Airport as an air hub.

This year, CAG is pleased to name Air China its Partner of the Year, in recognition of the latter's efforts to strengthen connectivity between China and Singapore, as well as its close partnership with CAG through various marketing activities to drive passenger demand.

The relationship between CAG and Air China started 34 years ago when Air China – China's flag carrier – became the first Chinese carrier to operate the Beijing-Singapore route on 17 June 1985. Since then, Air China, in close partnership with CAG, has actively expanded its network in Singapore, including working hand in hand to encourage its subsidiary airlines to increase their presence in Singapore.

In the last six months, Air China added a third daily Beijing service, while its subsidiary Shenzhen Airlines launched flights from Nanchang. In the same period, CAG also welcomed another one of Air China's subsidiary airline – Shandong Airlines to Changi's family of airlines, with its Singapore-Jinan service. With these capacity injections, the Air China Group collectively increased its weekly services by 50% to 52x weekly to six Chinese cities. This represents an increase in one-way weekly seat capacity by about 60%, to more than 12,000 seats<sup>1</sup>.

To complement its network expansion efforts, Air China has also worked closely with CAG on growing passenger demand through various marketing initiatives including B2B seminars, familiarisation trips and B2C tactical campaigns. Looking ahead, CAG will continue to work with Air China to embark on market studies, to assess the readiness and potential of new Chinese markets to expand Air China's connectivity with Singapore.

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<sup>1</sup> Data as of 1 February 2019