



DAILY FLIGHTS TO NEWARK – MORE THAN WISHFUL THINKING...

Based on interviews with top firms in the Greater Basel Area there is a clear need for direct flights to the East Coast. It can be expected that companies not directly approached for market data would also welcome Newark and Boston services. The meantime the airport continues trying to bring potential airlines on board.

Presently most business travellers have either to take all-business class services from Zurich (SWISS) or flights via Copenhagen (SAS), Frankfurt & Munich (Lufthansa), Paris CDG (Air France) or London (British Airways). In Basel-Newark via Dep. Arr.

BSL-EWR	17.00	20.30	Business class data from SR 118/119 is still valuable for future ventures.
Copenhagen	06.45	14.45	Seat occupancy varied from 28% to 91% depending on the day, month and direction of flying.
Frankfurt	14.55	20.00	
London-LHR	18.05	23.10	
Munich	09.20	14.30	All those hoping for Newark services must face the fact that network airlines show no enthusiasm in opening in-house competition which may cannibalise the business to the US at their main hubs.
Paris-CDG	11.25	15.40	
Zurich	17.00	20.05	

Interviews with the Novartis, Roche, Lonza, Syngenta etc. did not only offer sight on the annual volume on the Newark route but also what is expected from airlines. Discussions held with the heads of corporate travel sought to assess each company's priorities for airline selection which can be summarised as follows:

Overall market potentials from the Regio TriRhena

evening departures, flights operated by renowned airline, top security, corporate fares for top accounts, 100% flat beds, access to lounge & special check-in.	total of roundtrip tickets annually to the US	36,000	100%
	total roundtrip tickets top ten firms annually	24,000	67%
	additional single tickets Basel-New York	6,000	16%
	additional single tickets other EU-US markets	6,000	16%
	expected market share of direct BSL-EWR flights of total traffic	16,200	45%



Pictures taken by
Ian Lienhard

APRIL SHOTS 2007

TUIFly B738

Family shot
LTE A320



FACTS & FIGURES BASEL-NEWARK SR 118/119

Month	Pax	Flights	Seats	LF in%	Comments
December	2,768	20	3,700	74.81	Transferring Passengers 12,285
January	4,903	49	9,065	54.09	(17,05%) feeding the EuroCross
February	5,232	45	8,325	62.85	Loadfactor point-to-point traffic
March	7,246	52	9,620	75.32	52.8%
April	5,760	51	9,435	61.05	Airbus A310-300 with 185 seats
May	6,444	54	9,990	64.50	from December till 11 August
June	5,614	51	9,435	59.60	Airbus A330-300 with 224 seats
July	5,161	51	9,435	54.70	from 12 August till flights were
August	7,436	54	11,355	65.49	ceased by Swissair end of March
September	7,055	50	11,200	62.99	2000.
October	8,888	54	12,096	73.48	A330-300 C-Class with 48 seats
November	5,532	49	10,976	50.40	
Total	72,039	580	116,632	62.84	average loadfactor

Samples of passenger loads per leg & class week by week (C=Business, Y=Economy) and grand total of volume and LF

SR 118	C-Class	Y-Class	Total	in%	SR 119	C-Class	Y-Class	Total	in%
Week 05-08-99	85	920	1,005	90.5	Week 05-08-99	112	588	700	63.1
Week 12-08-99	81	933	1,014	75.8	Week 12-08-99	118	620	738	55.7
Week 19-08-99	119	772	891	66.7	Week 19-08-99	146	971	1,117	83.6
Week 26-08-99	96	712	808	60.6	Week 26-08-99	150	940	1,090	84.8
Week 30-09-99	242	1,065	1,307	98.0	Week 30-09-99	182	845	1,027	77.6
Week 07-10-99	199	964	1,163	86.8	Week 07-10-99	263	1,037	1,300	98.1
Week 14-10-99	207	829	1,036	77.7	Week 14-10-99	198	834	1,032	78.1
Week 21-10-99	152	508	660	49.9	Week 21-10-99	195	687	882	64.0



SWISS SEEKS TO RENEW ITS BOND WITH EUROAIRPORT BASEL-MULHOUSE-FREIBURG. After 100 days of expanded operations the airline was prepared to communicate first results of the new program it offers there. First quarter results are painting a satisfying picture (Swiss): market shares rose from 5% to 8% of total passenger traffic. Passenger numbers reached 58,499 compared with last year (25,408) on 28% more flights and 44% more available seats. Punctuality was at 95% and daily aircraft utilization (Avro Jet 100) was at 11.5 hours. Passenger were Swiss (48%) followed by French and Germans (10% each). All arrivals and departures are handled at the airport's modern Y-Terminal South. Yet, profitability is still at a distance.

From a business point of view SWISS is taking a leap forward by offering weekly services to destinations which have not been on the market at EuroAirport before such as Budapest and Warsaw.

The business concept applied is clearly driven by airfare competitiveness to low-cost carriers EasyJet, SkyEurope and others which may soon enter the EAP-market. Passengers on direct flights to destination fare better in terms of air-fares than those flying via Zurich.

SWISS is not yet prepared to announce any further steps to grow. A possible decision will follow at the end of the Summer 2007. The move to propel its market presence in the dead of winter was justified with the need of trying to move away from the bad press it earned over the years in the Regio TriRhena among the flying public. More important, the carrier seems to acknowledge that it is better to occupy new fields before competitors do.

Frequency and seat availability at SWISS

Destination	Frequency	Seats
Amsterdam	7x weekly	1,330
Barcelona	5x weekly	950
Brussels	10x weekly	1,900
Budapest	4x weekly	760
London-City	12x weekly	2,280
Manchester	3x weekly	570
Nice	4x weekly	760
Prague	4x weekly	760
Warsaw	3x weekly	570

EUROAIRPORT/SWISSPORT invest in new Storage technology for temperature-sensitive Shipments. The facility will replace out-dated cooling units which do not meet international transportation standards anymore. State-of-the art technology helps to secure current business.



The Super Constellation Flying Association started its 4th season of flying at Lahr-Airport on 28 April. The aircraft now carries the registration HB-RSC of Switzerland.

Picture taken by Marcel Bitter

TUIFLY & EASYJET ARE TO ADJUST THEIR FLIGHT PROGRAMS FROM THE EAP due to changing market environments (EasyJet) and emerging markets (Tuifly).

For long **TUIFLY** saw its markets in Greece (Heraklion/Rhodos), Spain (Arrecive/Fuerteventura/Las Palmas/Palma/Teneriffa) and Portugal (Faro). As operations change to summer schedules Bari and Palermo will be served twice a week (Bari: day 4/7, Palermo: day 3/6).

EASYJET's PULL-OUT FROM MUNICH & PARIS is a response to changing market environments on both routes Lufthansa matched EasyJet's fares with a similar strategy on all flights (32x weekly). Markets to Paris will see a new competitor emerging as the French high-speed train TGV is to circulate between Paris and Basel starting in June. The airline will therefore deploy its aircraft and crews on routes where it enjoys already a market edge (Nice 2x daily in summer) or where there is no or little competition (Olbia 6x weekly) with a high summer demand.

TRAFFIC REPORT – EUROAIRPORT YEAR 2007

March 2007

March 2007			First Quarter results		
Scheduled Passengers	313,384	+18%	Scheduled Passengers	832,743	+ 19%
Charter Passengers	24,117	+18%	Charter Passengers	59,361	+ 1%
Total Passengers	338,144	+17%	Ttl. Passengers	894,176	+ 17%
General Airfreight in to.	1,516	+94%	General Airfreight in to.	3,914	+123%
Express Airfreight in to.	2,553	+ 4%	Express Airfreight in to.	7,029	+ 11%
Total Airfreight handled	8,569	+ 4%	Ttl. Airfreight handled	25,063	+ 16%
Aircraft Movements			Aircraft Movements		
Scheduled Movements	4,217	+ 9%	Scheduled Movements	11,754	+ 7%
Charter Movements	243	- 11%	Charter Movements	633	- 17%
Freighter Movements	324	+ 8%	Freighter Movements	903	+ 5%
Total Aircraft Movements	6,793	+ 9%	Ttl. Aircraft Movements	18,465	+ 5%