

Hi Officers

My name is Ryan Zhang, I am now serving as the general manager of Hainan airlines in Dublin.

Last year, we launched the first ever direct flight from Dublin to Beijing, and this year in Feb we launched another flight from Dublin to Shenzhen direct. This means that in this year's summer time, we will have 6 flights per week from Ireland to China.

As the first carrier from Dublin to China, we have taken considerable risk. This service is young and will undoubtedly require modifications in frequency ,timings, pattern of operations in future years.

Dublin airport need to fully deliver its plan of the 2 billion euro expansion in order to improve the airport facility so that we can fully benefit from it. We will need flexibility on slot timings to allow us to develop and improve our Dublin service. We are a 5 star airline and we require high standards of operational facilities in airports to re-enforce our brand proposition. So we will strongly recommend that the DAA still charges 9.65 EUR per passenger rather than 7.5 EUR in order for us to support the airport's future growth and also for the benefit of our customer.

Beijing to Dublin is a relatively low volume market, so our Chinese government only nominate a single chinese carrier to serve this route. We are the only designated carrier on this market.

This year is a remarkable year of the china & Ireland relationship since this is the 40th anniversary of the founding of diplomatic relationship between our two countries. Economy has never been as strong as it today in our history. Hainan airlines has already served as a bridge of the exchanges of political, economic, and cultural relationships for these two countries. Irish government wants to expand its economic links with key developing countries with China, and why close the opportunity for the airport for future expansion when it is effectively full?

Thanks,

Ryan Zhang

Hainan Airlines Ireland Branch