

# Sharp Airlines Tasmanian Operations



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# Introduction

- Alistair Dorward – Sharp Airlines CEO.
- Overview of Sharp Airlines and our Operations.
- Provide the Committee with context regarding Sharp Airlines' passenger and freight operations to King and Flinders Island, freight volumes and passenger numbers.
- Supportive of the Council's submission to have the TFES expanded to incorporate air transport.

# Airline Overview

- In our 34<sup>th</sup> year of operations, our diverse range of aviation activities include scheduled airline operations to King and Flinders Island from Launceston and Essendon, FIFO / charter operations and freight services throughout QLD on behalf of Team Global Express (TGE).
- Headquartered in Melbourne, Victoria, Sharp Airlines employs more than 100 staff across Australia with bases in Launceston, Melbourne (Essendon), Adelaide and Brisbane.
- We employ approx. 30 staff in our Launceston base in reservations, engineering and ground handling roles.
- We currently operate a fleet of 18 Metroliner aircraft and have a proud history of supporting the island communities that we serve.

# Airline Overview



# Freight Operations



# Freight Operations

- The Metroliner aircraft carries up to 19 passengers.
- The seating capacity can be reconfigured to maximise freight capacity on passenger flights, allowing the aircraft to carry up to 1,000 kg of freight (depending on passenger numbers).



# Freight Operations

- FY24 Statistics – Sharp Tasmanian Freight Operations \*excluding TGE operations
- LST / BWT to KNS – 145,650 kg
- LST to FLS – 90,338 kg
- MEB to KNS – 212,259 kg
- MEB to FLS – 4,900 kg
- **Total – 453,147 kg**
- Most freight is carried too the islands, with only a minor percentage of export freight carried.

# Freight Operations

- Freight categories and customers
- Supermarkets - Fruit and vege / perishable goods / general groceries / milk, dairy and frozen
- Hospital and medical supplies, pathology
- Café, restaurants and pub supplies
- Businesses – Auto Repairs and components, Seafood and Meat Exports, Tourism
- Govt. Departments, Local Council, Police and Emergency Services.

# Passenger Operations

- FY24 Statistics – Tasmanian Passenger Operations
- LST / BWT to KNS – 15,164
- LST to FLS – 14,916
- MEB to KNS – 8,410
- MEB to FLS – 6,195
- **Total – 44,685 passengers**
- NB: State Government schemes such as PTAS and Bass Straight Island air travel subsidy.



# Summary

- Airlines operations are capital intensive and require large investment and infrastructure, staff and equipment.
- Return on investment is low and margins are slim to provide a cost-effective solution and remain competitive. Capacity and frequency low compared to major domestic airlines.
- Council landing / passenger fees are incorporated into our operating costs.
- An expansion of the TFES as per the Council's presentation would make freight transport (and passenger travel) more affordable for local residents and businesses, stimulating activity for air transport operators.

Thank You

Questions