

Please see below comments from [REDACTED], Chief executive of the GTMC – The Guild Of Travel Management Companies.

Good Afternoon,

I am the Chief Executive of The Guild of Travel Management Companies (GTMC), the UK's leading professional body for travel management companies (TMCs), and make contact to register our support for the emerging thinking set out in your speech of October 7<sup>th</sup>. In particular we endorse the finding that additional net airport capacity will be needed in South East airports.

By way of background: The GTMC's members represent over 80% of managed corporate travel in the UK. Our members work on behalf of corporates to facilitate the international movements of the business people who "do the deals" that will underpin the UK economy's growth. As such we have a heightened focus on South East airports' ability to deliver the routes and frequencies required to do business in a global market.

In our submission to the Commission we utilised this experience and also the results from a bespoke survey of 1010 people who travelled internationally six or more time per year on business from airports in the South East of England, 37% of which travelled 13 times or more.

Our primary point is that additional capacity is needed to enable business travellers to access growing markets. This inability to access directly the areas which our people wish to do business in is a critical self-imposed barrier to trade and growth which it is important we resolve. Attesting to this is the fact that in our survey 79% claimed that increased airport capacity in the South East was either "critically" or "very" important to the growth of their company.

We are equally clear that the business travellers are being pushed into inefficient journeys to make these required trips. Of the 1010 business travellers in the South East we surveyed in 2013 it was found that 23% had been forced in the past year to connect to their end destination via a European Hub. The vast majority of these travellers are trying to access destinations in China (53.1% of those using European hubs) which reflects the fact that Heathrow connects directly to a handful of mainland cities. Indeed 34% of our business travellers indicated that Amsterdam Schipol was the EU hub they used most which is unremarkable considering that it delivers direct services to the most destinations. This invariably hits our competitiveness and reduces the attractiveness of the UK as a place to locate a business.

The UK is a global business hub and it is vital that we ensure it maintains this position. Connectivity is an important part of this and we support the expansion of hub airport capacity in particular to achieve this.

Kind Regards,

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