
INZ Tourism & Hospitality Data and Insights

June 2018

Contents

- Work and Residence Visa: Key Occupations (3-4)
- Working Holiday Visa (5)
- Spotlight on Year End data (6-12)
- China Visitor Visa (13)
- China Visitor Arrivals (14-15)
- Glossary of Terms – Work Visa Categories (16)

Work and Residence Visas: Key Occupations

Chefs

		Jun-17		Jun-18		YOY decided
	Visa	# decided	% approved	# decided	% approved	% change
work visa	Essential skills	274	81	203	84	-26%
	Post study employer assisted	95	95	74	99	-22%
	Variation of conditions	84	85	127	90	+51%
	Long term skill shortage	34	76	47	66	+38%
	Approved in principle	3	100	3	67	NC
	TOTAL:	490	84	454	86	-7%
residence visa	Skilled migrant	55	73	12	100	-78%

Café/Restaurant Managers

		Jun-17		Jun-18		YOY decided
	Visa	# decided	% approved	# decided	% approved	% change
work visa	Essential skills	107	87	129	92	+21
	Post study employer assisted	114	89	50	98	-56
	Variation of conditions	37	89	41	88	+11
	TOTAL:	258	88	220	93	-15
residence visa	Skilled migrant	63	79	25	68	-60

Cooks

		Jun-17		Jun-18		YOY decided
	Visa	# decided	% approved	# decided	% approved	% change
work visa	Essential skills	56	89	79	90	+41
	Post study employer assisted	3	100	0	--	-100
	Approved in principle	16	63	6	67	-63
	Variation of conditions	10	100	8	100	-20
	TOTAL:	85	86	93	89	+9
residence visa	Skilled migrant	20	95	0	--	--

Key Insights

- **Chefs:** decrease in Essential Skills and Post Study Employer Assisted visa volumes partially offset by an increase in Variation of Conditions and Long Term Skill Shortage visas. Large reduction in the number of Skilled Migrant residence visa applications. Overall approval rates are mostly up YoY.
- **Café and Restaurant Managers:** total work visa application volumes are down compared to last year, despite increases in Essential Skills and Variation of Conditions visas. Big drop in Post Study Employer Assisted visa volumes. Approval rates are mostly up from last year. Big drop in Skilled Migrant application volumes.
- **Cooks:** Essential Skills application volumes are up compared to last year. Volume of other work visa application types remain low. Skilled Migrant residence visas application numbers have dropped to zero this month.

Work and Residence Visas: Key Occupations

Key Insights

Hotel Service Managers

		Jun-17		Jun-18		YOY decided
		# decided	% approved	# decided	% approved	% change
Visa						
work visa	Essential skills	25	96	21	100	-16
	Post study employer assisted	9	100	15	100	+67
	Variation of conditions	4	100	6	100	+50
	TOTAL:	38	97	42	100	+11
residence visa	Skilled migrant	24	83	3	33	-88

Hotel/Motel Managers

		Jun-17		Jun-18		YOY decided
		# decided	% approved	# decided	% approved	% change
Visa						
work visa	Essential skills	8	75	6	100	-25
	Post study employer assisted	12	92	12	92	NC
	Variation of conditions	8	88	3	100	-63
	TOTAL:	28	86	21	95	-25
residence visa	Skilled migrant	9	100	3	100	-67

Retail Supervisors

		Jun-17		Jun-18		YOY decided
		# decided	% approved	# decided	% approved	% change
Visa						
work visa	Essential skills	133	88	167	88	+26
	Post study employer assisted	86	85	40	100	-53
	Variation of conditions	42	88	73	93	+74
	Approved in Principle	0	--	2	100	--
	TOTAL:	261	87	282	91	+8

- **Hotel Service Managers:** work visa volumes up slightly YoY, with only Essential Skills visas down this month. Approval rates remain high. Number of Skilled Migrant residence visa applications has dropped significantly.
- **Hotel/Motel Managers:** There are decreases in application volumes across all work visa categories this month. However, approval rates remain high. Skilled Migrant residence visa application numbers have dropped.
- **Retail Supervisors:** An increase in volume for Essential Skills and Variation of Conditions visas. Post Study Employer Assisted visa applications have dropped. Approval rates are up across all categories.

THEMES

Work visas

- Overall, work visa application volumes and approval rates have seen some strong increases YoY:
- **Essential Skills** volumes stronger for: *Café/Restaurant Managers, Cooks and Retail Supervisors*. Volumes weaker for *Chefs, Hotel Service Managers and Hotel/Motel Managers*.
- **Post Study Employer Assisted** volumes stronger for: *Hotel Service Managers*. Volumes weaker for: *all other occupations*.
- **Variation of Conditions** stronger for: *Chefs, Café/Restaurant Managers, Hotel Service Managers and Retail Supervisors*. Volumes weaker for: *Cooks and Hotel/Motel Managers*
- **Long Term Skill Shortage** is only available for *Chefs* and is up 38% YoY.
- **Approved in Principle** volumes remain low overall.

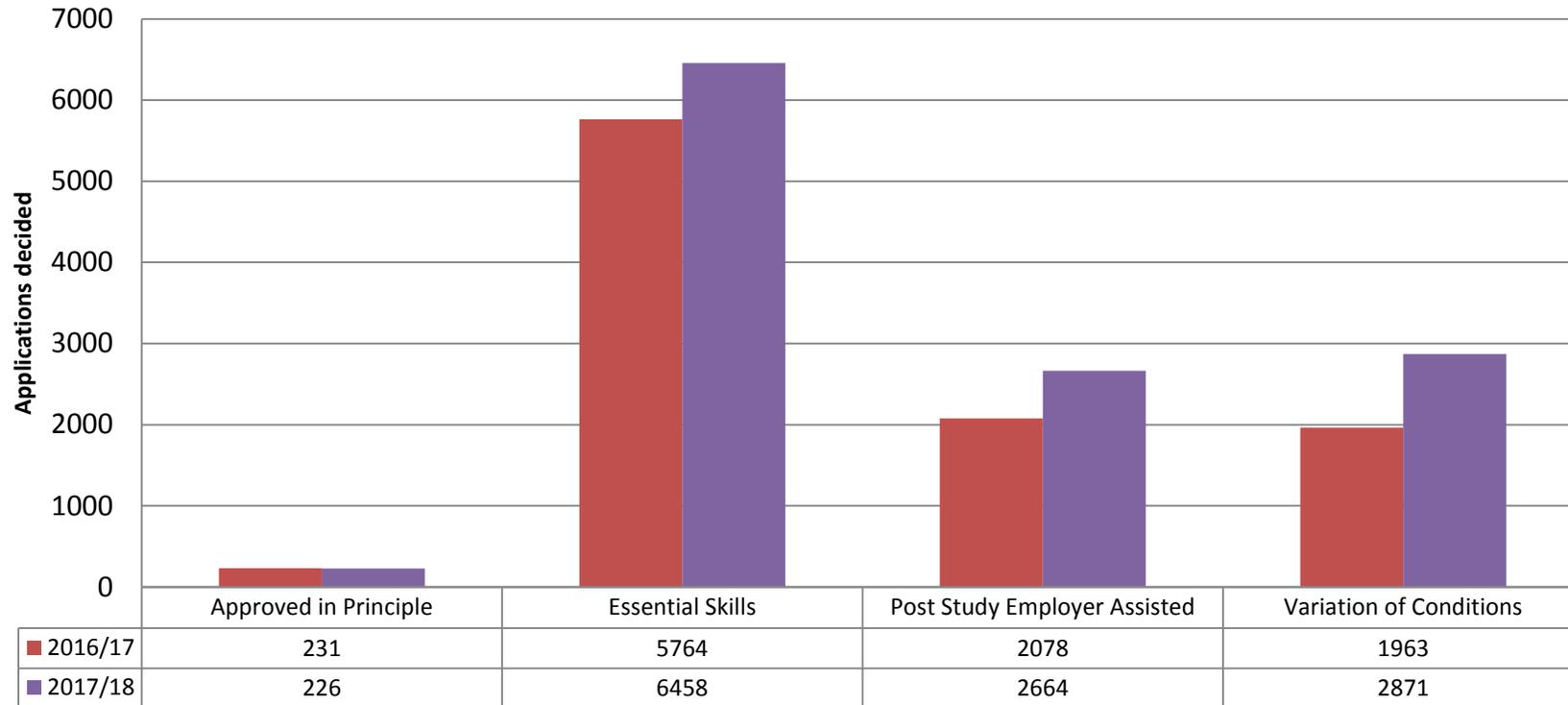
Residence visas

- Strong YoY reductions across all occupations in terms of application volumes re Skilled Migrant category.

Spotlight on... Year End

Visa Types Across All Occupations

(Chefs, Café/Restaurant Managers, Cooks, Hotel Service Managers, Hotel/Motel Managers, Retail Supervisors)



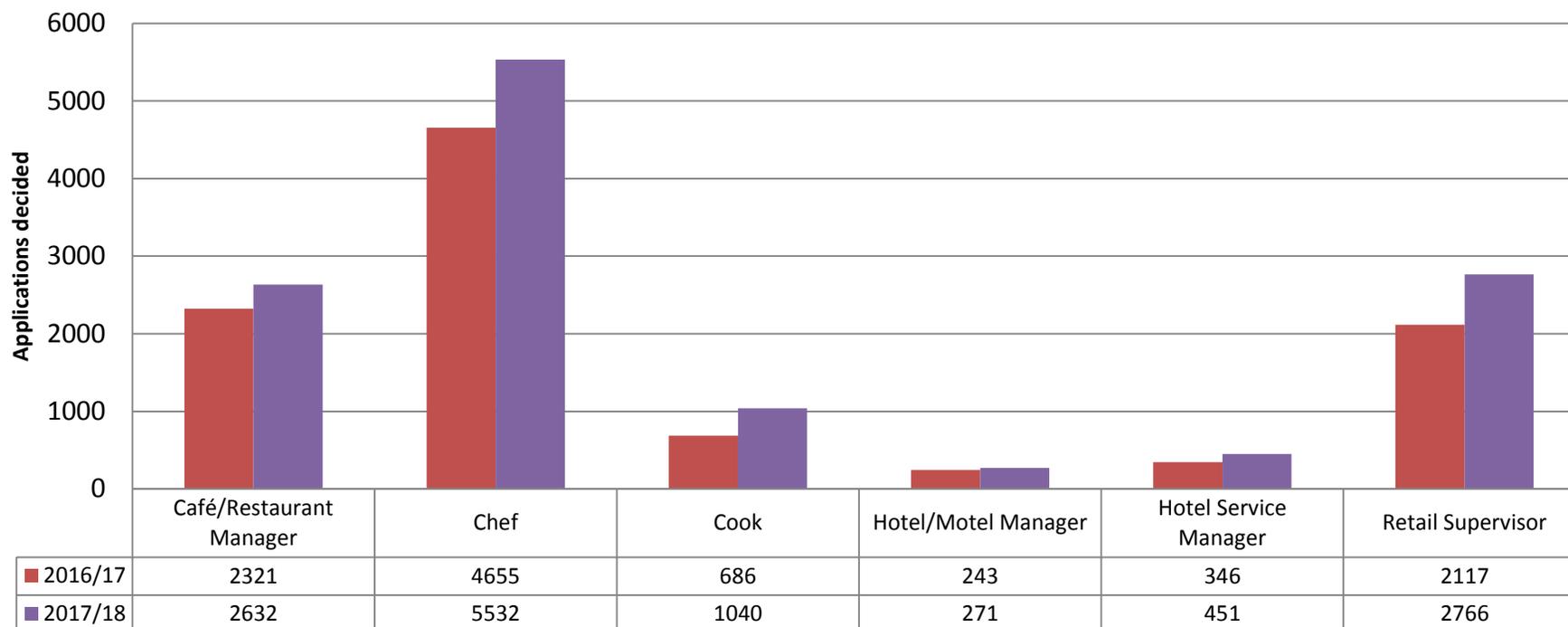
Key Insights

- **Essential Skills visa** volumes has seen a **12%** increase YoY, with approval rates of 86% for 2016/17 and 84% for 2017/18.
- **Approved in Principle** visa volumes are low overall with a **-2.2%** decrease YOY. Approval rates were 70% for 2016/17 and 79% for 2017/18.
- **Post Study Employer Assisted** visa volumes have increased **28.2%** YOY for 2017/18. Approval rates consistently high at 90% for 2016/17 and 92% for 2017/18.
- **Variation of Conditions** visa volumes have seen the largest increase of **46.3%** YOY for 2017/18. Approval rates are also high with 92% approved in 2016/17 and slight decrease to 89% for 2017/18.

Spotlight on... Year End (cont.)

Occupations Across All Visa Types

(Essential Skills, Approved in Principle, Post Study – Employer Assisted, Variation of Conditions, Long Term Skill Shortage (Chefs only))



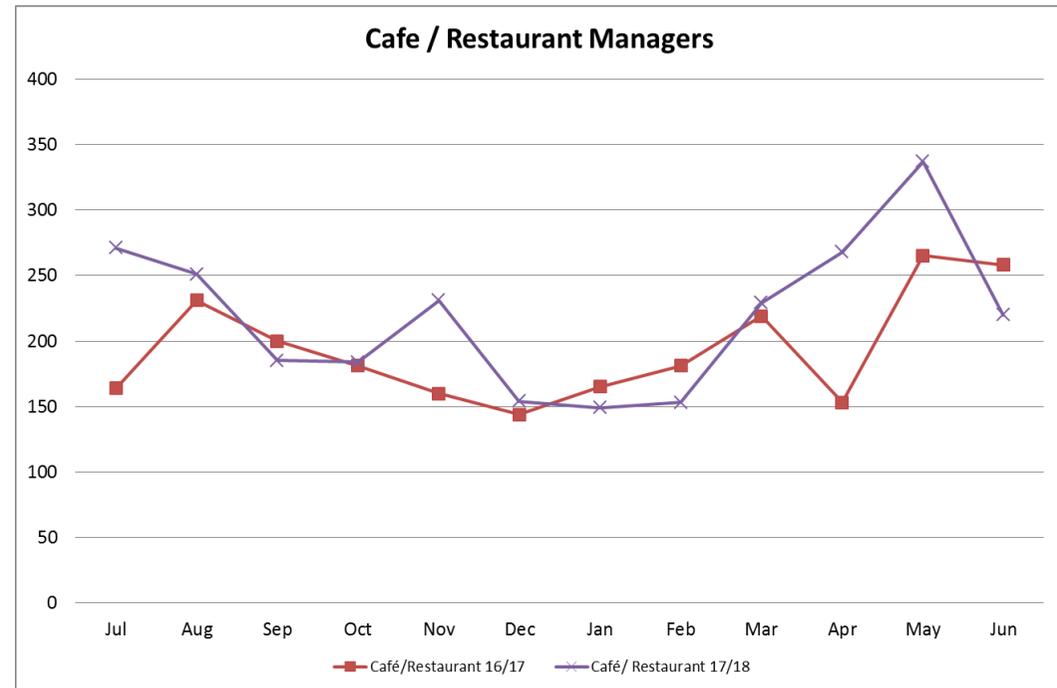
Key Insights

- **Café/Restaurant Managers** have seen a YOY increase of **13%** for 2017/18 compared to last year. Approval rates are high at 89% for 2016/17 and 88% for 2017/18.
- **Chefs** have seen an increase this year as well, with **19%** increase YOY. Approval rates are relatively high with 84% approved in 2016/17 and 86% approved in 2017/18.
- **Cooks** have increased significantly in 2017/18 with a YOY increase of **51.6%**. Approval rates remain at 81% for both 2016/17 and 2017/18.
- **Hotel/Motel Manager** volumes remain low but with an **11.5%** increase YOY. Approval rates are high at 93% for 2016/17 and 92% for 2017/18.
- **Hotel Service Manager** volumes are also relatively low but there is a **30.3%** increase YOY for 2017/18. Approval rates are also high at 95% for 2016/17 and slight drop to 92% for 2017/18.
- **Retail Supervisor** volumes have seen a **30.7%** increase YOY for 2017/18. Approval rates are at 90% for 2016/17 and slight drop to 88% for 2017/18.

Spotlight on... Year End (cont.)

Visa applications by occupation: month-on-month trend (2016/17 vs 2017/18)

(Essential Skills, Approved in Principle, Post Study – Employer Assisted, Variation of Conditions, Long Term Skill Shortage (Chefs only))



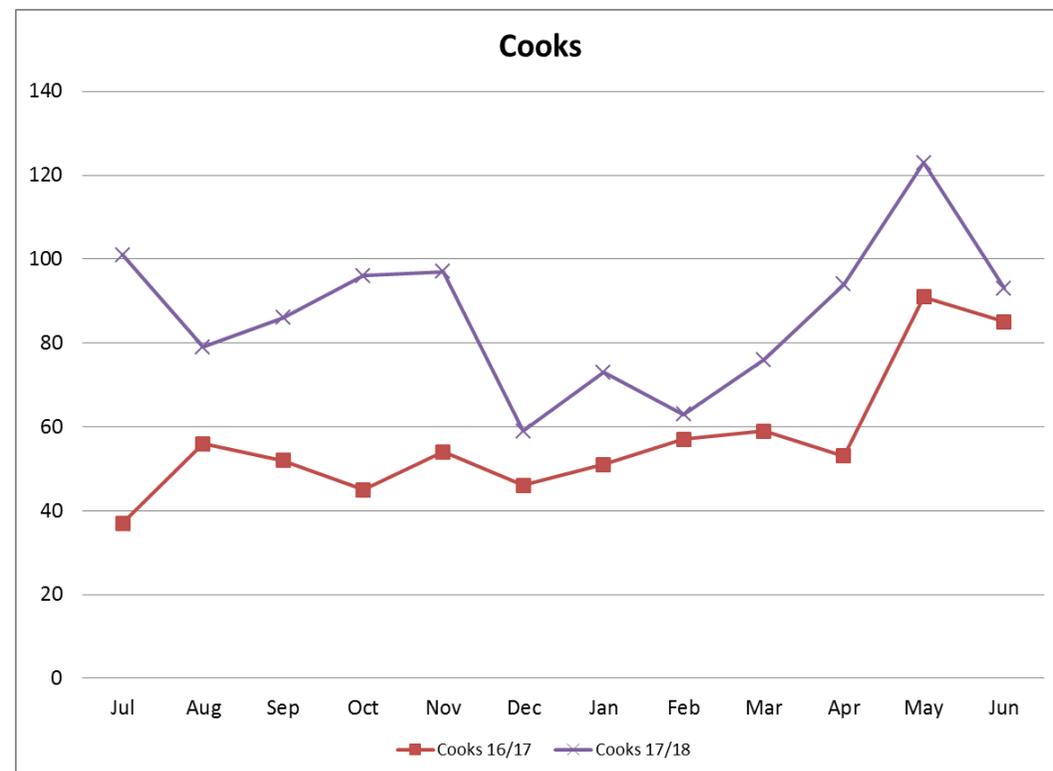
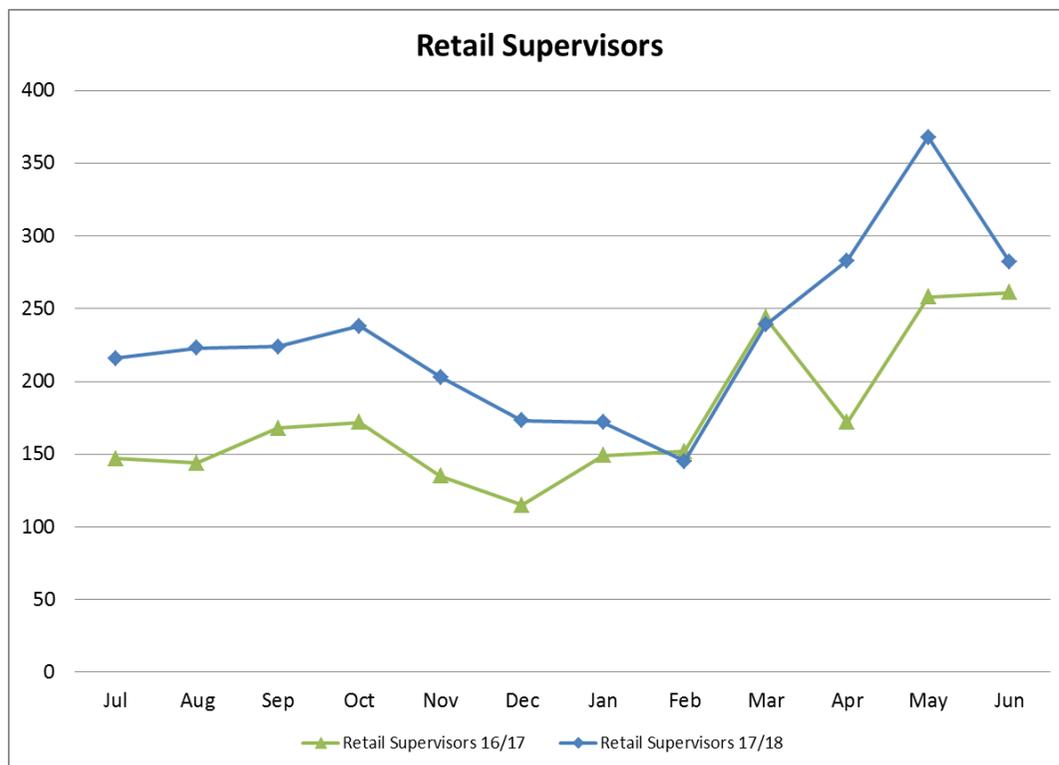
Key Insights

- **Chefs** have followed the same trend YOY with noticeable peaks in applications around the months of May and August. Increase YOY for all months apart from June where 2017/18 numbers fell below 2016/17 numbers.
- **Café/Restaurant Managers** also have seen a similar trend YOY but with slight variances i.e. a “blip” in November numbers. The months of April and May 2018 saw strong growth, with the May “peak” seeing almost 350 applications.

Spotlight on... Year End (cont.)

Visa applications by occupation: month-on-month trend (2016/17 vs 2017/18)

(Essential Skills, Approved in Principle, Post Study – Employer Assisted, Variation of Conditions)



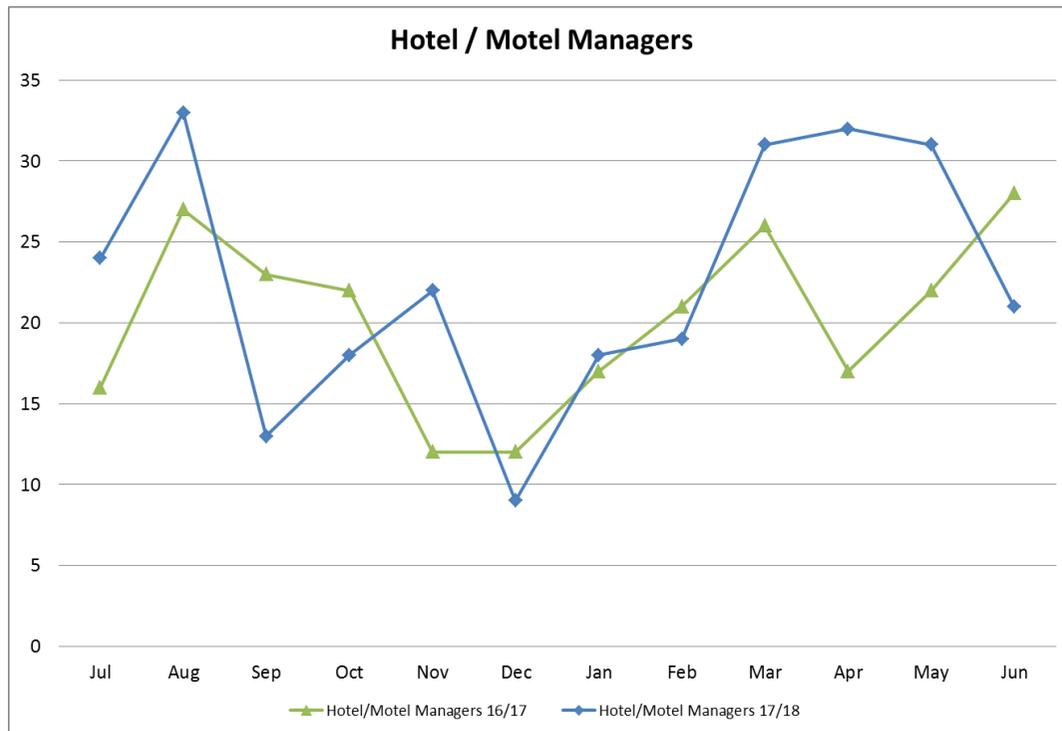
Key Insights

- **Retail Supervisors** have also seen a consistent trend YOY, with similar peaks and troughs. The main variance is again over the months of April and May, with strong YoY increases, with the May 2018 peak seeing over 350 applications. Overall, volumes for 2017/18 have been significantly larger than for the previous year.
- **Cooks** have seen a large increase in volumes throughout the year of 2017/18, with volumes more than doubling YOY in certain months. 2017/18 saw more peaks and troughs than for 2016/17, when there was minimal fluctuation in application volumes apart from the peak period of May and June.

Spotlight on... Year End (cont.)

Visa applications by occupation: month-on-month trend (2016/17 vs 2017/18)

(Essential Skills, Approved in Principle, Post Study – Employer Assisted, Variation of Conditions)



Key Insights

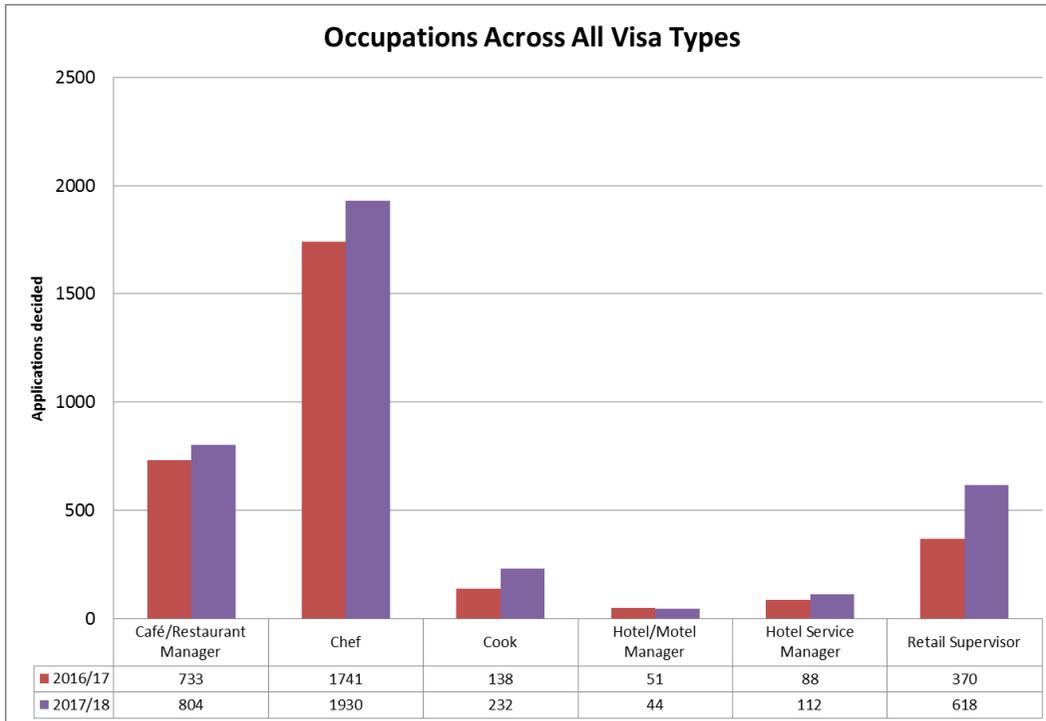
- **Hotel/Motel Managers** look to have had a more unpredictable trend over the last two years with no real pattern YOY. Volumes remain low overall.
- **Hotel Service Managers** are similar to Hotel/Motel Managers but with fluctuations on a smaller scale. Volumes are also low overall.

Spotlight on... Year End (cont.)

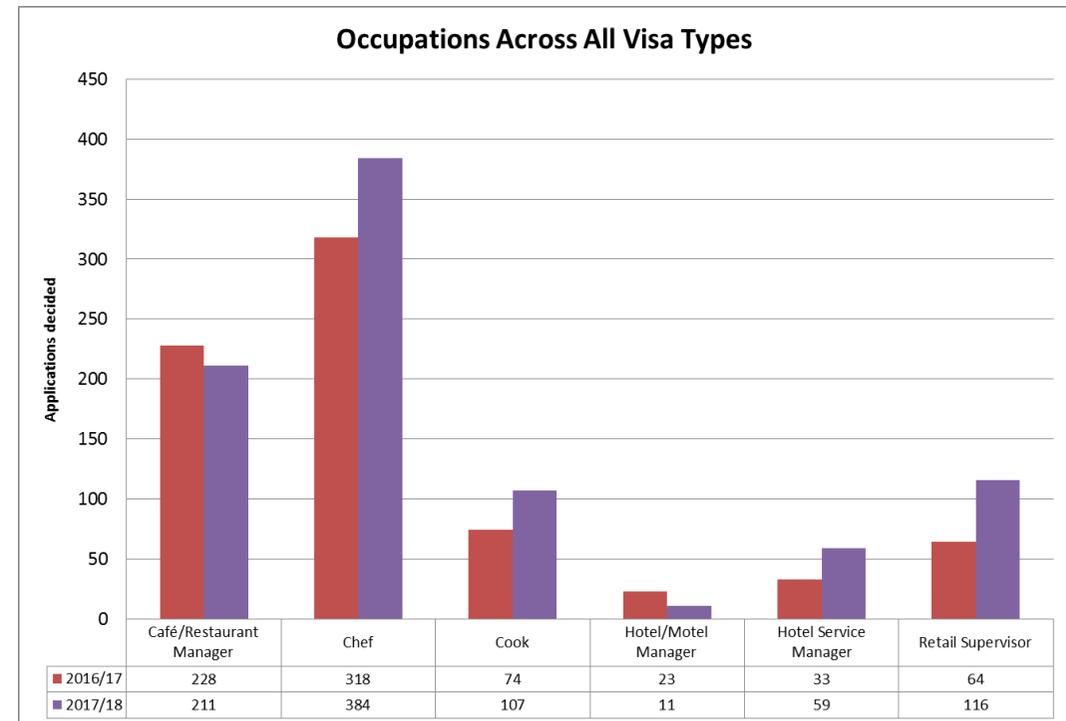
Regional view: occupations across all visa types

(Essential Skills, Approved in Principle, Post Study – Employer Assisted, Variation of Conditions, Long Term Skill Shortage (Chefs only))

Auckland



Wellington



Key Insights

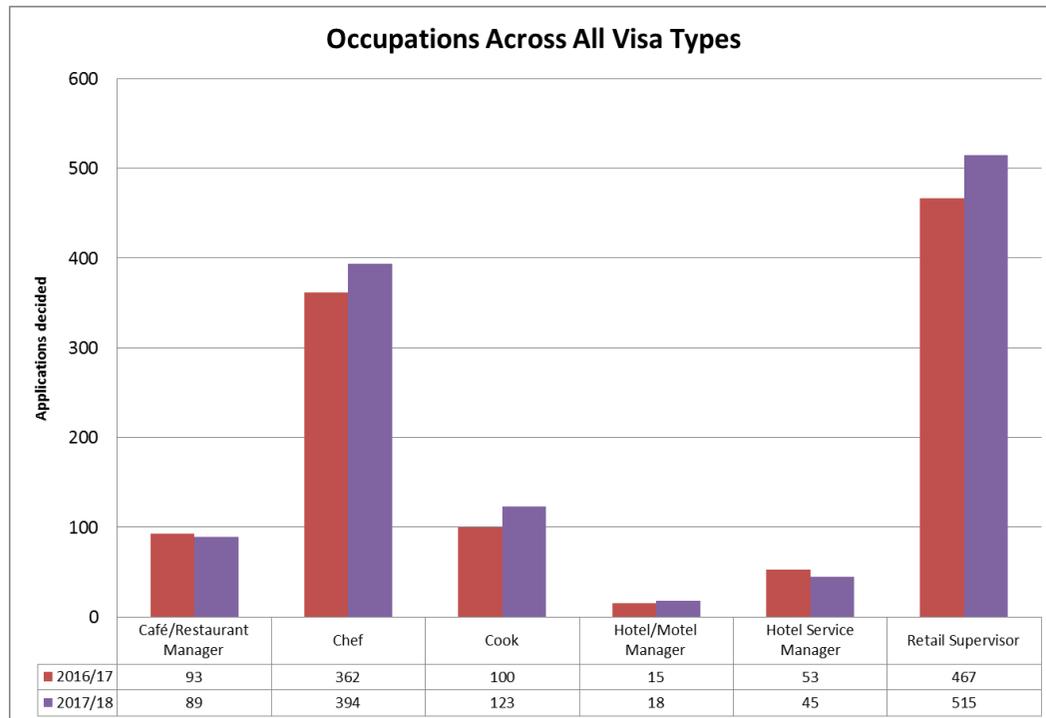
- Overall there has been an increase across all occupations in 2017/18 compared to 2016/17, apart from **Hotel/Motel Managers** (in Auckland, Wellington and Canterbury), **Café/Restaurant Managers** (in Wellington and Otago) and **Hotel Service Managers** (Otago).
- **Hotel/Motel Manager** and **Hotel Service Manager** volumes are relatively low across all regions.
- **Chefs** and **Café/Restaurant Managers** are dominant in Auckland and Wellington, whereas **Chefs** and **Retail Supervisors** are the main occupations for applicants in Canterbury and Otago.
- Overall, volumes across all occupations for each region have been relatively consistent YOY.

Spotlight on... Year End (cont.)

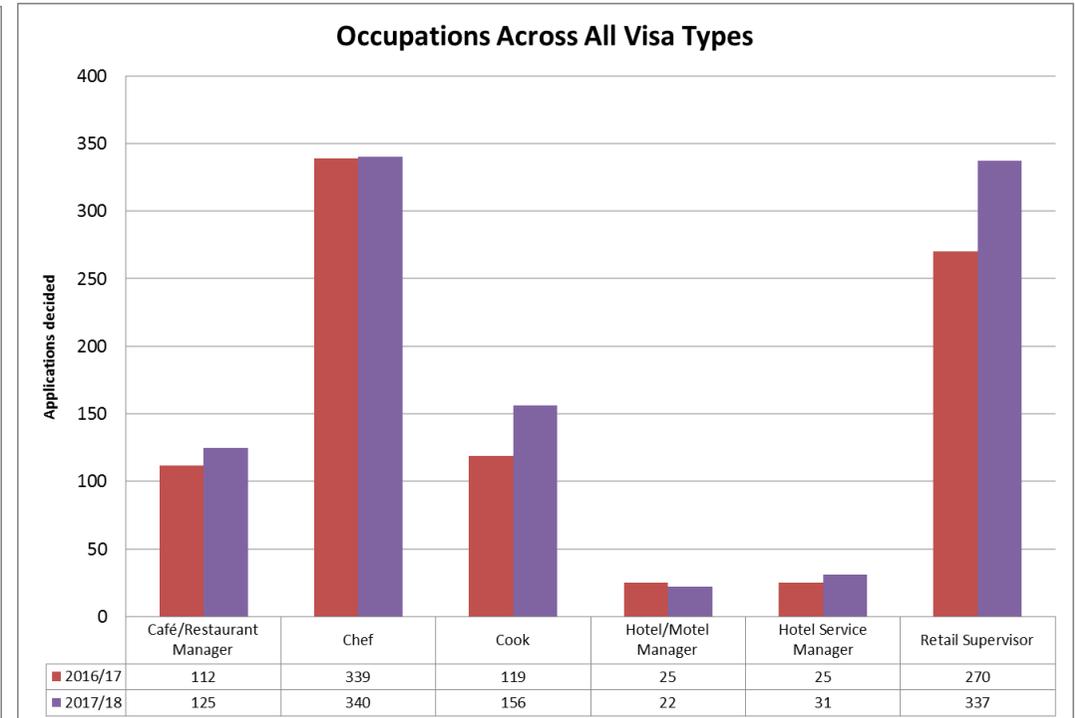
Regional view: occupations across all visa types

(Essential Skills, Approved in Principle, Post Study – Employer Assisted, Variation of Conditions, Long Term Skill Shortage (Chefs only))

Otago



Canterbury



Working Holiday Visa

	Month of June 2018	% change	Year to June 2018	% change
Germany	1,151	-12%	13,613	-10%
United Kingdom	825	-19%	13,209	-7%
France	676	-4%	10,025	-2%
United States	338	-12%	5,046	-6%
Canada	185	-7%	3,157	+2%
Korea	1,474	+1%	2,970	-4%
Japan	179	-21%	2,496	-6%
Italy	100	-34%	2,106	NC
Netherlands	134	NC	1,713	+3%
Ireland	157	-5%	1,650	-11%
Other	196	-7%	11,359	+5%
Total	5,415	-9%	67,344	-4%

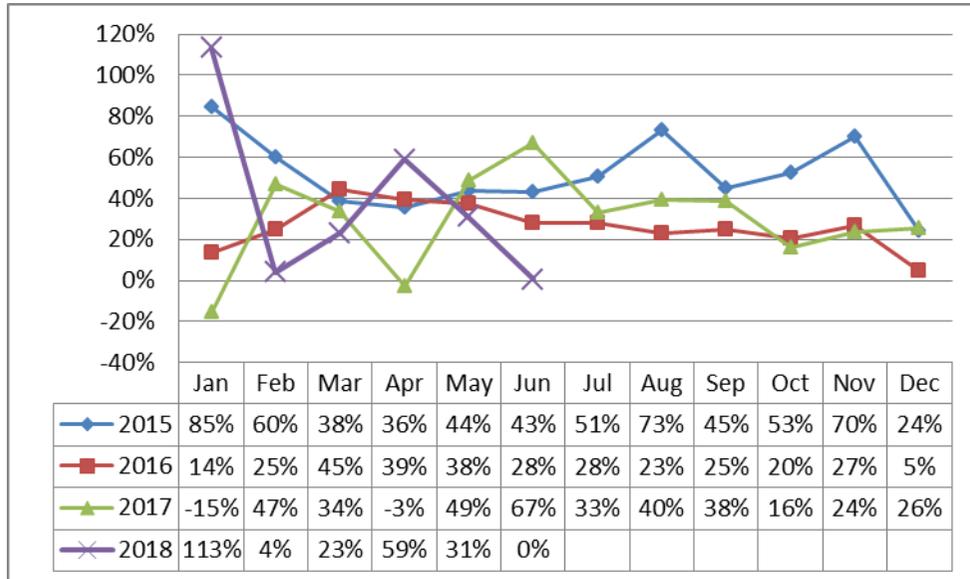
Key Insights

- A drop of **-4%** in the number of WHV applicants YTD and a slightly larger drop this month of **-9%** for the month of June 2018.
- The only increase in WHV applications in June is for the *Korea* scheme, which is up **1%** under its capped scheme.
- Some significant drops this month for *Italy* and *Japan*. Also drops (double digits) for *United States*, *United Kingdom* and *Germany* schemes. *Canada*, *France* and *Ireland* schemes also have had small drops this month.
- Only *Canada* and *The Netherlands* have YoY increases.

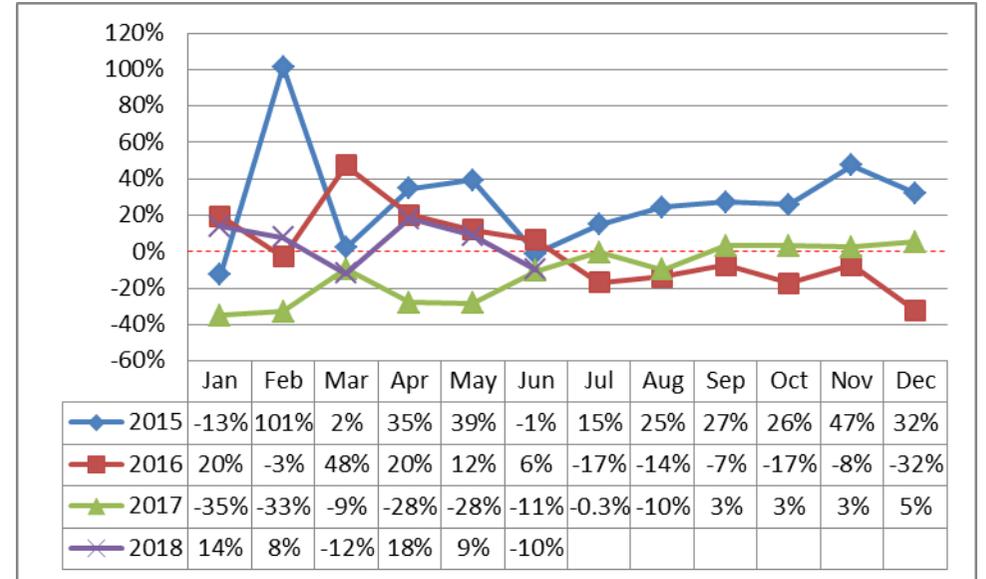
China Visitor Visa

For month of June

	2014	%	2015	%	2016	%	2017	%	2018	%	% change 17 vs 18
General Visitor Visa	5,789	47	8,299	56	10,611	60	17,705	74	17,792	77	+0.5%
ADS	6,628	53	6,567	44	6,992	40	6,083	26	5,446	23	-10%
TOTAL	12,417		14,866		17,603		23,788		23,238		-2%



Graph 1: approved GVV people – YOY monthly percentage change 2015 to 2018



Graph 2: approved ADS people – YOY monthly percentage change 2015 to 2018

Key insights

- A very minimal increase (in absolute and percentage terms) in June for **General Visitor Visas** issued to Chinese nationals by INZ China offices, with an **0.5% YOY** increase.
- **ADS** remains weak (volumes) and has a **YOY** decrease of **-10%**. This is the lowest number of people approved an ADS visa for the month of June since 2011.
- Total China visitor visas down **-2%** YOY.

China Visitor Arrivals

for month of June

- The **6.7%** increase in Chinese visitor arrivals for June was driven by arrivals from *Henan* (up by **38.6%** YoY) and *Guangdong* province (up **25.7%**)
- Length of stay remains steady. Chinese visitors typically spent the similar amount of time in New Zealand this June, compared with June last year (an average of 7.4 days in both 2017 and 2018).
- The cohort of Chinese visitors staying in NZ for 8-14 days continues to be growing (up **17.7%** in June and up **27%** YoY), and, **remains strong against the number of very short stay (1-3 days) visitors typically associated with shopping tour groups**. Up until now, “very short stay” visitors have comprised the largest individual Chinese visitor segment over any given 12 month period. This is a great development for a market that not so long ago was dominated by short stay tour groups. **-1.6%** drop in numbers for those staying 15-21 days compared to June last year.
- The volume of visitors from *Henan*, *Guangdong* and *Sichuan* have experienced strong growth over the past 12 months – visitor volumes increasing by **38.6%**, **25.7%** and **22.4%** respectively for the year ending June.
- The volume of Chinese nationals flying to NZ via *Shenzhen*, *Coolangatta*, and *Beijing* rose significantly YoY for June, while volumes flying to NZ via *Guangzhou* and *Melbourne* have decreased.

China visitor - statistics

	% change in visitor arrivals: month of June 2018	% change in visitor arrivals: YTD	% change <u>holiday</u> visitor arrivals: YTD	Median length of stay: month of June 2018 (last year)	Median length of stay: YTD (last year)
China	6.7% (18,928)	12.8% (449,024)	15.9% (343,456)	7.4 (7.4)	8.2 (7.8)
Beijing	15.2% (1,824)	5.5% (55,264)	6.8% (43,376)	7.9 (6.8)	9.2 (8.6)
Shanghai	17.2% (2,832)	12.2% (66,848)	11.6% (54,640)	9.2 (9.7)	9.8 (9.7)
Guangdong	3.8% (2,656)	25.7% (68,192)	28.3% (54,016)	7.4 (8.7)	8.8 (9.1)

China visitor – Length of stay

Length of Stay	Month of June 2018	% change	Year to June 2018	% change
1-3 days	5,616	-9.8	132,960	0.2
4-7 days	4,096	48.8	77,072	25.2
8-14 days	4,144	17.7	141,968	27
15-21 days	976	-1.6	36,704	6
22+ days	4,096	-3.8	60,320	5.2

China visitor – Province of residence

Province of Residence	Number of visitors: YE June 2018	% change: YE June 2018 vs 2017
Guangdong	68,192	25.7
Shanghai	66,848	12.2
Beijing	55,264	5.5
Zhejiang	25,232	10.0
Jiangsu	21,504	1.2
Sichuan	19,904	22.4
Shandong	12,800	19.4
Liaoning	10,784	14.0
Fujian	8,560	-1.3
Henan	7,648	38.6

China visitor – closest port of flight

Airport	Pax	% change
Shanghai	3,744	17.0
Guangzhou	2,944	-6.6
Hong Kong	2,048	4.1
Melbourne	2,000	-0.8
Sydney	1,728	1.9
Brisbane	1,312	3.8
Beijing	1,248	32.2
Coolangatta	1,200	41.5
Shenzhen	1,040	47.7

Glossary of terms – work visa categories

- [Essential skills work visa](#)
 - The Essential Skills category is a temporary work visa category designed to allow employers to recruit overseas workers where shortages mean that no suitable New Zealanders are available or trainable. The length of the visa depends on whether the job is lower-skilled, mid-skilled or higher-skilled.
- [Post study – employer assisted visa](#)
 - This visa is for recent graduates who have successfully completed their qualification in New Zealand. To apply, the candidate needs to have an offer of full-time work in the same area as their qualification. If granted this visa, it may provide a pathway to later apply for residence under NZ's Skilled Migrant Category.
- [Variation of conditions visa](#)
 - Temporary visas such as work, student or visitor visas are granted with conditions telling the candidate what they are allowed to do while on the visa. These conditions can be things like working in a particular job or studying at a particular education provider. If the visa conditions no longer match their circumstances, the migrant may apply to change their conditions. This is called a variation of conditions. However, in some situations, a new visa may need to be applied for instead.
- [Long term skill shortage visa](#)
 - This visa offers a pathway to New Zealand residence. To apply, the candidate will need to have the specified work experience, qualifications and occupational registration to work in an occupation on NZ's Long Term Skill Shortage List, and an offer for work in that occupation. If the migrant continues working in that occupation in New Zealand for 2 years, they can apply for residence.
- [Approved in principle](#)
 - Being approved in principle means an employer can hire multiple migrant workers without repeating the labour market test. Employers can employ as many migrants as approved in their approval in principle. Employers can employ migrants for between 12 months and 5 years, depending on skill level, making recruitment planning easier.