## AIR NEW ZEALAND $\frac{\bullet}{\sigma}$

## Air New Zealand Limited

Fuel Hedge Position as at 17 October 2007

|  | Units | FY08 Q1 <br> Jul - Sep | FY08 Q2 <br> Oct - Dec | $\begin{aligned} & \text { FY08 Q3 } \\ & \text { Jan - Mar } \end{aligned}$ | FY08 Q4 <br> Apr - Jun | $\begin{aligned} & \text { FY09 Q1 } \\ & \text { Jul - Sep } \end{aligned}$ | Total FY08 1st Half | Total FY08 2nd Half | Total FY09 1st Half |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| WTI Collars Volume <br>  Ceiling Price <br>  Floor Price | Barrels <br> USD <br> USD | $\begin{gathered} 1,660,000 \\ 68.83 \\ 60.85 \end{gathered}$ | $\begin{gathered} 1,560,000 \\ 69.87 \\ 60.23 \end{gathered}$ | $\begin{gathered} 1,380,000 \\ 72.71 \\ 61.94 \end{gathered}$ | $\begin{gathered} 885,000 \\ 74.64 \\ 62.68 \end{gathered}$ | $\begin{gathered} 325,000 \\ 75.66 \\ 63.18 \end{gathered}$ | $\begin{gathered} \hline 3,220,000 \\ 69.33 \\ 60.55 \end{gathered}$ | $\begin{gathered} \hline 2,265,000 \\ 73.46 \\ 62.23 \end{gathered}$ | $\begin{gathered} \hline 325,000 \\ 75.66 \\ 63.18 \end{gathered}$ |
|  Singapore Jet Collars <br>  Volume <br>  Ceiling Price <br>  Floor Price | $\begin{gathered} \hline \text { Barrels } \\ \text { USD } \\ \text { USD } \end{gathered}$ |  | $\begin{gathered} 275,000 \\ 85.00 \\ 75.94 \end{gathered}$ | $\begin{gathered} \hline 245,000 \\ 93.16 \\ 82.34 \end{gathered}$ |  |  | $\begin{gathered} 275,000 \\ 85.00 \\ 75.94 \end{gathered}$ | $\begin{gathered} \hline 245,000 \\ 93.16 \\ 82.34 \end{gathered}$ |  |
| Total hedged <br> Estimated Fuel Consumption <br> Hedge Ratio | Barrels <br> Barrels <br> \% | $\begin{gathered} 1,660,000 \\ 2,008,507 \\ 83 \% \end{gathered}$ | $\begin{gathered} \text { 1,835,000 } \\ 2,122,150 \\ 86 \% \end{gathered}$ | $\begin{gathered} 1,625,000 \\ 2,166,423 \\ 75 \% \end{gathered}$ | $\begin{gathered} 885,000 \\ 2,015,331 \\ 44 \% \end{gathered}$ | $\begin{gathered} 325,000 \\ 2,065,178 \\ 16 \% \end{gathered}$ | $\begin{gathered} 3,495,000 \\ 4,130,657 \\ 85 \% \end{gathered}$ | $\begin{gathered} 2,510,000 \\ 4,181,754 \\ 60 \% \end{gathered}$ | $\begin{gathered} 325,000 \\ 4,187,349 \\ 8 \% \end{gathered}$ |
| Compensation from fuel hedges (1) Purchase Cost of Options | $\begin{aligned} & \text { USD } \\ & \text { USD } \end{aligned}$ | $\begin{gathered} \hline \hline 6,793,125 \\ (3,308,250) \\ \hline \end{gathered}$ | $\begin{aligned} & 25,245,111 \\ & (3,701,950) \end{aligned}$ | $\begin{aligned} & 18,511,142 \\ & (3,391,800) \end{aligned}$ | $\begin{gathered} \hline \hline 8,583,235 \\ (1,872,400) \\ \hline \end{gathered}$ | $\begin{aligned} & \hline \hline 2,629,049 \\ & (710,500) \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline \hline 32,038,236 \\ & (7,010,200) \\ & \hline \end{aligned}$ | $\begin{aligned} & 27,094,377 \\ & (5,264,200) \end{aligned}$ | $\begin{aligned} & \hline \hline 2,629,049 \\ & (710,500) \\ & \hline \end{aligned}$ |
|  | USD | 3,484,875 | 21,543,161 | 15,119,342 | 6,710,835 | 1,918,549 | 25,028,036 | 21,830,177 | 1,918,549 |

Notes:
(1) Compensation from fuel hedges is the sum of the mark-to-market value of all fuel swaps and options as at 17 October 2007.
(2) Net compensation from fuel hedges represents the unrealised gains and losses on fuel hedges. These gains and losses will be accounted for in line with Air New Zealand Limited's fuel instrument accounting policy:

- The effective portion of changes in the intrinsic value of fuel derivatives is recognised through the cash flow hedge reserve;
- Changes in the time value of fuel derivatives are recognised through earnings; and
- Any accounting ineffectiveness is recognised through earnings.
(3) Periods relate to the month of uplift.
(4) Air New Zealand does not use three way call structures or leveraged collar structures.

Key: Volume: Fuel volume is reported in barrels (42 US gallons in a barrel)
Price: $\quad$ Price is quoted in USD cost per barrel of Singapore Jet and West Texas Intermediate (WTI)

