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April market conditions

Air New Zealand carried 1,167,000 passengers during the month of April, 11.2% more than the same period last year. Revenue passenger kilometres (RPKs) were 16.0% higher on a capacity (ASKs) increase of 12.7%. Group load factor was up 2.4 percentage points to 85.5%.

Short Haul passenger numbers were up 9.5%, while in the Domestic market demand (RPKs) and capacity (ASKs) increased by 11.5% and 3.6% respectively. Domestic load factor was 85.9%, up 6.0 percentage points.

Tasman/Pacific demand (RPKs) increased 5.7% while capacity (ASKs) increased by 4.5%. Load factor on Tasman/Pacific increased 1.0 percentage point to 85.1%.

Long Haul passenger numbers increased 25.8% when compared to April last year, with demand (RPKs) up 24.1% and capacity (ASKs) up 21.1%. Load factor on Long Haul routes was 85.6%, up 2.1 percentage points.

On North American/UK routes, demand (RPKs) increased 9.4% with capacity (ASKs) increasing 8.5%. Load factor was up 0.8 of a percentage point to 84.2%.

Demand (RPKs) increased 53.8% on Asia routes, with capacity (ASKs) increasing by 46.6% due to the new Auckland-Singapore route and larger B787-9 aircraft operating the on the Auckland-Shanghai route. Load factor increased 4.1 percentage points to 87.7%.

Group-wide yields for the financial year to date were up 0.6% on the same period last year. Short Haul yields were up 2.3% while Long Haul yields were down 0.8%, negatively impacted by foreign exchange movements. Removing the impact of foreign exchange, Group-wide yields were up 1.6%.



Company news

[Air New Zealand celebrates 75 years since first flight](#)

Air New Zealand celebrated 75 years of flying on 30 April 2015, with birthday festivities including a mid-air game show, a chance for customers to win back their fare, and a themed flight across the Tasman.

Air New Zealand Chief Executive Officer Christopher Luxon said the airline had enjoyed the ongoing support of Kiwis throughout its 75 years and the milestone was an opportunity to include customers in the anniversary celebrations.

“As the national carrier, our history is just as much about New Zealand as it is about Air New Zealand so this is something for all of us to celebrate together,” Mr Luxon said.

“Air New Zealand’s first flight took nine hours to travel from Auckland to Sydney with just nine passengers on board, paving the way for a nation of adventurers to take flight and explore. It really has been a remarkable journey and we want to thank New Zealanders for being part of it.”

[Air New Zealand to boost Perth capacity by 30 percent](#)

Air New Zealand is introducing three new weekly flights between Perth and Auckland timed to connect West Australian travellers to the airline’s USA, Canada and Argentina flights.

The new daytime flights will initially operate from 11 December 2015 to 1 May 2016 enabling customers to make easy one-stop journeys to popular destinations such as Los Angeles, San Francisco and Vancouver as well as Air New Zealand’s exciting new destinations of Houston and Buenos Aires launching in December.

Air New Zealand currently operates a daily 787-9 service between Perth and Auckland, the additional daytime services will be operated by 767-300 aircraft and increase the frequency to 10 times per week.

Existing twice weekly seasonal Perth - Christchurch services will continue. All Perth flights are operated by Air New Zealand in partnership with Virgin Australia under the trans-Tasman alliance between the two airlines.

Monthly investor update



Group	APRIL			FINANCIAL YTD		
	2015	2014	% *	2015	2014	% * +
Passengers carried (000)	1,167	1,049	11.2%	11,927	11,487	4.2%
Revenue Passenger Kilometres(m)	2,410	2,077	16.0%	24,910	23,575	6.0%
Available Seat Kilometres (m)	2,819	2,501	12.7%	29,402	27,929	5.6%
Passenger Load Factor (%)	85.5%	83.1%	2.4 pts	84.7%	84.4%	0.3 pts
Short Haul Total						
Passengers carried (000)	1,031	941	9.5%	10,558	10,213	3.7%
Revenue Passenger Kilometres(m)	1,101	1,023	7.6%	11,576	11,161	4.1%
Available Seat Kilometres (m)	1,290	1,238	4.2%	13,843	13,455	3.2%
Passenger Load Factor (%)	85.4%	82.7%	2.7 pts	83.6%	83.0%	0.6 pts
Domestic						
Passengers carried (000)	764	688	11.2%	7,689	7,433	3.8%
Revenue Passenger Kilometres(m)	378	339	11.5%	3,806	3,655	4.5%
Available Seat Kilometres (m)	440	425	3.6%	4,658	4,479	4.3%
Passenger Load Factor (%)	85.9%	79.9%	6.0 pts	81.7%	81.6%	0.1 pts
Tasman / Pacific						
Passengers carried (000)	266	253	5.1%	2,869	2,780	3.5%
Revenue Passenger Kilometres(m)	723	684	5.7%	7,770	7,507	3.8%
Available Seat Kilometres (m)	850	813	4.5%	9,185	8,976	2.7%
Passenger Load Factor (%)	85.1%	84.1%	1.0 pts	84.6%	83.6%	1.0 pts
Long Haul Total						
Passengers carried (000)	136	108	25.8%	1,369	1,273	7.9%
Revenue Passenger Kilometres(m)	1,308	1,054	24.1%	13,335	12,414	7.8%
Available Seat Kilometres (m)	1,529	1,263	21.1%	15,559	14,474	7.9%
Passenger Load Factor (%)	85.6%	83.5%	2.1 pts	85.7%	85.8%	(0.1 pts)
Asia						
Passengers carried (000)	60	38	56.8%	525	435	21.1%
Revenue Passenger Kilometres(m)	536	349	53.8%	4,736	3,884	22.3%
Available Seat Kilometres (m)	611	417	46.6%	5,622	4,690	20.3%
Passenger Load Factor (%)	87.7%	83.6%	4.1 pts	84.2%	82.8%	1.4 pts
North America / UK						
Passengers carried (000)	76	70	8.8%	844	839	1.0%
Revenue Passenger Kilometres(m)	772	706	9.4%	8,598	8,529	1.1%
Available Seat Kilometres (m)	917	846	8.5%	9,937	9,784	1.9%
Passenger Load Factor (%)	84.2%	83.4%	0.8 pts	86.5%	87.2%	(0.7 pts)

* % change is based on numbers prior to rounding.

The year to date percentage movements have been adjusted on a daily weighted average basis. The adjustment takes into account the difference in days for the accounting month of July 2014 (27 days) compared with July 2013 (28 days).

Air New Zealand operates primarily in one segment, its primary business being the transportation of passengers and cargo on an integrated network of scheduled airline services to, from and within New Zealand. The following operational data and statistics is additional supplementary information only.