

Monthly *investor update*



8 August 2022

Contents

- June 2022 traffic highlights
- Operating statistics table
- Recent market announcements and media releases

June 2022 highlights

Group traffic summary	JUNE					FINANCIAL YTD				
	2022	2021	% *+	2019	% *++	2022	2021	% *	2019	% *
Passengers carried (000)	1,097	901	17.9%	1,576	(23.9%)	7,745	8,649	(10.4%)	17,738	(56.3%)
Revenue Passenger Kilometres(m)	1,356	732	79.4%	3,423	(56.7%)	7,146	5,908	21.0%	38,573	(81.5%)
Available Seat Kilometres (m)	1,546	1,124	33.3%	4,108	(58.8%)	10,651	10,304	3.4%	46,029	(76.9%)
Passenger Load Factor (%)	87.7%	65.2%	22.5 pts	83.3%	4.4 pts	67.1%	57.3%	9.8 pts	83.8%	(16.7 pts)

Year-to-date RASK ¹	% change in reported RASK (incl. FX)		% change in reported RASK (excl. FX)	
	vs. 2021	vs. 2019	vs. 2021	vs. 2019
Group	(2.9%)	28.7%	(2.9%)	28.8%
Short Haul	(4.5%)	18.0%	(4.5%)	18.1%
Long Haul	37.0%	(11.3%)	36.7%	(11.1%)

Please note that the available seat kilometre (capacity) numbers included in the tables within this disclosure do not include any cargo-only flights. This is because these capacity numbers are used to calculate passenger load factors and passenger RASK

* % change is based on numbers prior to rounding

+ The month's 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 June 2021 (31 days) compared with June 2022 (32 days). This is because Air New Zealand operates on a 4,4,5 accounting calendar but closes the annual accounts on 30 June.

++ The month's 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 June 2019 (35 days) compared with June 2022 (32 days). This is because Air New Zealand operates on a 4,4,5 accounting calendar but closes the annual accounts on 30 June.

¹ Reported RASK (unit passenger revenue per available seat kilometre) is inclusive of foreign currency impact, and underlying RASK excludes foreign currency impact.

Monthly investor update



Operating statistics table

Group	JUNE					FINANCIAL YTD				
	2022	2021	% *+	2019	% *++	2022	2021	% *	2019	% *
Passengers carried (000)	1,097	901	17.9%	1,576	(23.9%)	7,745	8,649	(10.4%)	17,738	(56.3%)
Revenue Passenger Kilometres(m)	1,356	732	79.4%	3,423	(56.7%)	7,146	5,908	21.0%	38,573	(81.5%)
Available Seat Kilometres (m)	1,546	1,124	33.3%	4,108	(58.8%)	10,651	10,304	3.4%	46,029	(76.9%)
Passenger Load Factor (%)	87.7%	65.2%	22.5 pts	83.3%	4.4 pts	67.1%	57.3%	9.8 pts	83.8%	(16.7 pts)
Short Haul Total	JUNE					FINANCIAL YTD				
	2022	2021	% *+	2019	% *++	2022	2021	% *	2019	% *
Passengers carried (000)	1,050	896	13.5%	1,379	(16.7%)	7,570	8,577	(11.7%)	15,557	(51.3%)
Revenue Passenger Kilometres(m)	884	690	24.1%	1,484	(34.8%)	5,389	5,208	3.5%	17,152	(68.6%)
Available Seat Kilometres (m)	1,016	969	1.6%	1,822	(39.0%)	7,594	7,694	(1.3%)	20,744	(63.4%)
Passenger Load Factor (%)	87.1%	71.2%	15.9 pts	81.5%	5.6 pts	71.0%	67.7%	3.3 pts	82.7%	(11.7 pts)
Domestic	JUNE					FINANCIAL YTD				
	2022	2021	% *+	2019	% *++	2022	2021	% *	2019	% *
Passengers carried (000)	878	787	8.1%	1,025	(6.2%)	6,836	8,191	(16.5%)	11,513	(40.6%)
Revenue Passenger Kilometres(m)	444	399	7.8%	512	(5.1%)	3,452	4,244	(18.6%)	5,957	(42.0%)
Available Seat Kilometres (m)	543	510	3.3%	627	(5.2%)	4,929	5,480	(10.1%)	7,104	(30.6%)
Passenger Load Factor (%)	81.7%	78.3%	3.4 pts	81.7%	-	70.1%	77.4%	(7.3 pts)	83.9%	(13.8 pts)
Tasman / Pacific	JUNE					FINANCIAL YTD				
	2022	2021	% *+	2019	% *++	2022	2021	% *	2019	% *
Passengers carried (000)	171	109	52.4%	354	(47.1%)	734	386	90.3%	4,044	(81.8%)
Revenue Passenger Kilometres(m)	440	291	46.5%	972	(50.5%)	1,937	964	101.0%	11,195	(82.7%)
Available Seat Kilometres (m)	472	459	(0.4%)	1,195	(56.8%)	2,665	2,214	20.4%	13,640	(80.5%)
Passenger Load Factor (%)	93.2%	63.4%	29.8 pts	81.3%	11.9 pts	72.7%	43.5%	29.2 pts	82.1%	(9.4 pts)
Long Haul Total	JUNE					FINANCIAL YTD				
	2022	2021	% *+	2019	% *++	2022	2021	% *	2019	% *
Passengers carried (000)	47	5	870.8%	197	(74.0%)	175	72	145.2%	2,181	(92.0%)
Revenue Passenger Kilometres(m)	472	42	980.8%	1,939	(73.4%)	1,757	700	150.8%	21,421	(91.8%)
Available Seat Kilometres (m)	531	155	231.2%	2,285	(74.6%)	3,057	2,610	17.1%	25,285	(87.9%)
Passenger Load Factor (%)	88.9%	27.2%	61.7 pts	84.8%	4.1 pts	57.5%	26.8%	30.7 pts	84.7%	(27.2 pts)
Asia	JUNE					FINANCIAL YTD				
	2022	2021	% *+	2019	% *++	2022	2021	% *	2019	% *
Passengers carried (000)	15	1	974.8%	81	(80.0%)	51	32	61.6%	914	(94.4%)
Revenue Passenger Kilometres(m)	131	12	926.3%	722	(80.1%)	445	292	52.4%	8,140	(94.5%)
Available Seat Kilometres (m)	174	106	59.1%	907	(79.0%)	1,229	1,572	(21.8%)	9,699	(87.3%)
Passenger Load Factor (%)	75.6%	11.7%	63.9 pts	79.6%	(4.0 pts)	36.2%	18.6%	17.6 pts	83.9%	(47.7 pts)
Americas / UK	JUNE					FINANCIAL YTD				
	2022	2021	% *+	2019	% *++	2022	2021	% *	2019	% *
Passengers carried (000)	32	3	828.8%	116	(69.8%)	124	40	212.2%	1,267	(90.2%)
Revenue Passenger Kilometres(m)	340	30	1003.5%	1,217	(69.4%)	1,312	408	221.2%	13,281	(90.1%)
Available Seat Kilometres (m)	357	49	599.5%	1,379	(71.7%)	1,828	1,038	76.0%	15,586	(88.3%)
Passenger Load Factor (%)	95.4%	60.4%	35.0 pts	88.3%	7.1 pts	71.8%	39.3%	32.5 pts	85.2%	(13.4 pts)

* % change is based on numbers prior to rounding

+ The month's 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 June 2021 (31 days) compared with June 2022 (32 days). This is because Air New Zealand operates on a 4,4,5 accounting calendar but closes the annual accounts on 30 June.

++ The month's 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 June 2019 (35 days) compared with June 2022 (32 days). This is because Air New Zealand operates on a 4,4,5 accounting calendar but closes the annual accounts on 30 June.

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.



Market Announcements

(during the period 6 July 2022 to 7 August 2022)

Air New Zealand 2022 Annual Results Webcast Details

20 July 2022

Air New Zealand's 2022 annual results will be announced before NZX trading begins on Thursday 25 August 2022.

A conference call for investors and analysts will be hosted by Greg Foran (Chief Executive Officer) and Richard Thomson (Chief Financial Officer) at 10:00 am NZST on the same day and can be accessed in the following ways:

1. Live via webcast: Click [here](#) for a link to the investor and analyst webcast.
2. Live via telephone (for "listen-only" participants and those who would like to ask a question):

Conference link: Please click [here](#) for a link to the conference call.

Please register in advance of the conference using the link provided above. Upon registering, you will be provided with participant dial-in numbers, Direct Event passcode and unique registrant ID.

3. Replay via webcast – will be accessible through the results section of the Investor Centre on Air New Zealand's website: <https://www.airnewzealand.co.nz/investor-centre>

Nomination of Directors

13 July 2022

Director nominations are open and will close at 5.00pm on Thursday 28 July 2022. Nominations must be made in writing and may only be made by a security holder entitled to attend and vote at the Annual Shareholders' Meeting.

Nominations should be directed to the Company Secretary at Air New Zealand, Private Bag 92007, Auckland 1142. Nominations must be accompanied by the written consent of the person being nominated as well as their brief biographical details (for inclusion in the Notice of Meeting).

This announcement is made pursuant to Listing Rule 2.3.2.

Air New Zealand Director Update

8 July 2022

Air New Zealand confirms that Chair Dame Therese Walsh, and Director Jonathan Mason, will stand for re-election at the airline's Annual Shareholder Meeting in September 2022. Jonathan has been a director of the airline for 9 years and has agreed, subject to re-election, to serve for a maximum further term of one year to allow for continuity following recent board appointments. He will step down in 2023. Succession planning for when Jonathan steps down is currently underway.

This announcement is made pursuant to Listing Rule 3.20.1

Amendments to Trust Deed for Air New Zealand retail bond

8 July 2022

Air New Zealand Limited currently has retail fixed rate bonds on issue with the ticker code AIR020 (Bonds). This announcement is to confirm that Air New Zealand has amended and restated the trust deed for the Bonds dated 12 October 2016 (the Trust Deed).



Amendments to the Trust Deed have been made to reflect updates to legislation and current market practice for a master trust deed structure. The amendments have been agreed with The New Zealand Guardian Trust Company Limited (as supervisor of the Bonds). Under the Financial Markets Conduct Act 2013 and the Trust Deed, these amendments do not require approval of Bondholders on the basis that the supervisor is satisfied that the amendments do not materially adversely affect Bondholders.

A copy of the Trust Deed (as amended and restated) can be found on Air New Zealand's website at <https://www.airnewzealand.co.nz/bond>.

Media Releases

(during the period 6 July 2022 to 7 August 2022)

[Air New Zealand second airline globally to announce ambitious science-based emissions reduction target](#)

4 August 2022

Air New Zealand has taken another important step on its [Flight NZO](#) journey by setting an ambitious science-based target to reduce carbon emissions by 2030.

The interim target, validated by the [Science Based Targets initiative](#) (SBTi), requires a 28.9% reduction in carbon intensity by 2030, from a 2019 baseline. This equates to a 16.3% reduction in absolute emissions over the period.

Science-based targets validated by the SBTi show companies how much and how quickly they need to reduce their greenhouse gas (GHG) emissions to prevent the worst effects of climate change. Setting a science-based target allows businesses to set a robust and credible carbon reduction target that is independently assessed to ensure it aligns with the latest climate science.

Air New Zealand Chief Operational Integrity and Safety Officer David Morgan says this is a critical milestone on the airline's journey to net zero carbon emissions by 2050 as it provides a clear signal of where we need to be by 2030, in order to meet the 2050 goal.

"This interim target will drive activity today and set the airline up for success in achieving its net zero 2050 target."

"Getting the target validated by the SBTi was a rigorous process and something we are incredibly proud to have achieved. Our GHG emissions were reviewed in detail by the SBTi to ensure we had an accurate emissions baseline and science-based target set.

"This target makes us accountable today. Implementing our decarbonisation roadmap will be critical to achieving this target – with sustainable aviation fuel (SAF), continued fleet renewal, operational efficiency, and zero emissions aircraft technologies all playing a role.

"Our key focus areas are SAF and the adoption of zero emissions aircraft technologies as they have the potential to reduce our emissions by approximately 70% by 2050. We already have several initiatives in the works including a partnership with the Government to scope the feasibility of a SAF production plant in New Zealand and our world-leading Product Requirements Document currently in market to accelerate the development of hydrogen, electric, and hybrid aircraft. These are the initiatives that will drive real change in reducing our emissions and we're incredibly focused on delivering them as quickly as possible."

Chair of Air New Zealand's external Sustainability Advisory Panel Sir Jonathon Porritt says there are two things all passengers should look to when assessing an airline's response to accelerating climate change: ambition level and trustworthiness.

Monthly *investor update*



“In a sector where it will be challenging to make rapid and authentic change, Air New Zealand is to be congratulated on setting this science-based target to demonstrate its sincerity of intent. A 16.3% absolute reduction by 2030 is certainly achievable, but it will be hard. And its readiness to be held to account by the SBTi (and other stakeholders) is significant.

“As the world continues to understand the full extent of the climate emergency, every airline will need to set equivalent targets - and then deliver on them, come what may.”

Tālofa lava Samoa: Air New Zealand welcomes Samoa borders opening

29 July 2022

Air New Zealand is excited to reunite friends and aiga (family) in Samoa when the Pacific Island nation opens its borders to the world. After more than two years of the country’s borders being closed, Flight NZ990 will touch down in Apia on Tuesday 2 August, giving those on the booked-out flight an opportunity to reunite with their loved ones.

Air New Zealand’s Country Manager Samoa Karen Gatt says the airline has seen strong demand for August, with flights sold out for the whole month and a large number of family group bookings.

“Demand for flights continues to be strong right through to the Christmas and school holiday period, as customers want to spend the festive season with their aiga, something many of them haven’t been able to do during the pandemic.”

“Next Tuesday will be a significant day for the community in Samoa. I expect there will be lots of emotional welcomes and smiles at the airport.”

The moment is especially meaningful for the Air New Zealand cabin crew onboard the flight. Air New Zealand Flight Attendant Jireh Lalotoa Peniata says he feels honoured to crew the first flight.

“Being a proud Samoan myself, I’m not only grateful that I get to serve our people, but I also know how important the value of aiga (family) means to us; so knowing that we will finally be able to reunite families with their loved ones after so long is extra special.”

Apia is the latest in a string of Air New Zealand’s Pacific Island ports to reopen over the last few weeks, including New Caledonia, Tahiti and Tonga.

During the pandemic, the airline operated cargo only flights and services to bring returning Samoan citizens home. From Tuesday (August 2), the airline will operate four passenger flights a week to Samoa, increasing to five flights a week from October, and daily from November as demand is expected to grow.

Customers on NZ990 on Tuesday will be in for some surprises on the flight and will also be greeted with a traditional Siva when they arrive in Samoa.

Winter woes? Air New Zealand extends Covid flexibility policy to 31 August 2022

15 July 2022

As winter illness sets in, more than 20,000 Air New Zealand customers have opted to stay home these school holidays, making use of the airline’s Covid flexibility policy.

Air New Zealand Chief Executive Officer Greg Foran says over the last week around 57,000 customers have been in touch, with many calling to change travel plans.

“It’s not just Covid, it’s the winter flu and weather disrupting plans. That’s why we’ve chosen to extend our Covid flexibility policy through to 31 August. Customers can opt into credit or make a change to their booking with change fees waived, whatever the reason. No questions asked.

Monthly **investor update**



“This weekend alone we have 130,000 customers travelling domestically and internationally. It’s our busiest period in two years and we’re all hands-on deck. We’ve had our office-based staff helping out cleaning aircraft and assisting at our airports in peak times to support customers and our frontline.

“There’s no doubt it’s a challenging time for everyone. It’s been more than two years of hard mahi, and unfortunately, we’re not out of the woods yet. Around the world, we’re seeing the disruption continue to bite. We’ve avoided the worst of it here in Aotearoa, and most of our customers are getting to where they need to go. This extra flexibility will give customers a few more options to defer travel to sunnier times.”

Customers booked between now and 31 August can hold the value of their fare in credit for 12 months, from the time they requested their credit.

Customers can easily opt into credit via the Air New Zealand app or website in the Manage Booking tab, by selecting request a credit. They can also use the app or website to change their flights to another date and have their change fee waived, though a fare difference may apply.

[Air New Zealand brings back Covid Flexibility Policy to help customers](#)

9 July 2022

In response to increasing levels of illness in the community, Air New Zealand is reintroducing its Covid Flexibility Policy until 31 July, offering customers the flexibility of opting into credit if they are no longer able to travel.

The airline is hearing from a large number of customers who are falling sick with Covid or other winter illnesses and can no longer travel. It’s also seeing higher-than-usual employee sickness leading to flight cancellations.

The airline is temporarily bringing back its Covid Flexibility Policy, which allows customers travelling around New Zealand or overseas to cancel their travel if they are unwell and either put their booking into credit or change their flight and have their change fee waived.

Air New Zealand Chief Customer and Sales Officer Leanne Geraghty says the decision is the right thing to do by the airline’s customers.

“With more than 670,000 customers booked to travel with us in the next two weeks alone, it’s likely that some will find themselves in a position where they can no longer fly due to illness or looking after unwell family members.

“This change will give them the flexibility to change their plans, so they don’t miss out on their holidays or being reunited with friends and whānau, and they can still get to where they want to be at a later time.”

Customers booked between now and 31 July can hold the value of their fare in credit for 12 months from the time they requested their credit. Customers are encouraged to only contact the team if their flight is departing within the next 48 hours and to check out Air New Zealand’s Travel Alerts page before getting in touch. Customers who booked through a travel agent or third-party online agent should contact them directly about making changes to their bookings or credit validity.

[Air New Zealand increases capacity to Los Angeles and Seoul](#)

7 July 2022

Air New Zealand will boost capacity between Auckland and two of its popular destinations - Los Angeles and Seoul, adding an additional 21,200 seats between the two routes.

Between 15 August and 29 October 2022, Air New Zealand will increase frequency between Auckland and Los Angeles from seven to ten services per week on its Boeing 787-9 Dreamliner aircraft to complement its daily Boeing 777 service.

Monthly **investor update**



Services between Auckland and Seoul will increase from one per week to two a week between 12 September and 24 October 2022 and will operate on a Boeing 787-9 Dreamliner aircraft.

Air New Zealand Chief Customer Sales Officer Leanne Geraghty says the changes come in response to pent up demand from customers travelling in both directions.

“With the New Zealand border fully opened and the reduction in Covid travel restrictions, customers are telling us they’re ready to travel. With the return of international tourism, these additional flights will give customers more options and opportunities to experience the joy of travel once again.”

“The extra capacity will add 33% more seats on the Los Angeles route each week and double that on Seoul. This extra capacity will ensure we meet the growing demand we’ve been seeing for travel over the last month.”