



21 December 2022

Contents

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

November 2022 highlights

Group traffic summary	NOVEMBER					FINANCIAL YTD				
	FY23	FY22	% *	FY19 [^]	% *	2023	2022	% **	2019 [^]	% ***
Passengers carried (000)	1,248	345	261.7%	1,377	(9.4%)	6,345	2,530	152.4%	7,128	(12.2%)
Revenue Passenger Kilometres(m)	2,075	198	946.6%	2,780	(25.3%)	10,106	1,735	486.3%	15,317	(34.9%)
Available Seat Kilometres (m)	2,421	408	492.9%	3,385	(28.5%)	11,573	2,880	304.6%	18,391	(37.9%)
Passenger Load Factor (%)	85.7%	48.6%	37.1 pts	82.1%	3.6 pts	87.3%	60.3%	27.0 pts	83.3%	4.0 pts

Year-to-date RASK ¹	% change in reported RASK (incl. FX)		% change in reported RASK (excl. FX)	
	vs 2022	vs 2019 [^]	vs 2022	vs 2019 [^]
Group	13.5%	52.9%	12.7%	51.7%
Short Haul	17.0%	37.3%	16.4%	36.8%
Long Haul	123.4%	43.1%	120.4%	40.4%

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

** 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 2018 (29 days) compared with July 2022 (31 days). This is because Air New Zealand operates on a 4,4,5 accounting calendar but closes the annual accounts on 30 June.

[^] From 1 July 2022, Honolulu flights are categorised as Americas (was Pacific) and Denpasar flights are categorised as Asia (was Pacific). All historic data has been adjusted to reflect this change.

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	NOVEMBER					FINANCIAL YTD				
	FY23	FY22	% *	FY19 [^]	% *	2023	2022	% **	2019 [^]	% ***
Passengers carried (000)	1,248	345	261.7%	1,377	(9.4%)	6,345	2,530	152.4%	7,128	(12.2%)
Revenue Passenger Kilometres(m)	2,075	198	946.6%	2,780	(25.3%)	10,106	1,735	486.3%	15,317	(34.9%)
Available Seat Kilometres (m)	2,421	408	492.9%	3,385	(28.5%)	11,573	2,880	304.6%	18,391	(37.9%)
Passenger Load Factor (%)	85.7%	48.6%	37.1 pts	82.1%	3.6 pts	87.3%	60.3%	27.0 pts	83.3%	4.0 pts

Short Haul Total	NOVEMBER					FINANCIAL YTD				
	FY23	FY22	% *	FY19 [^]	% *	2023	2022	% **	2019 [^]	% ***
Passengers carried (000)	1,153	341	238.2%	1,217	(5.2%)	5,914	2,511	137.1%	6,191	(5.8%)
Revenue Passenger Kilometres(m)	1,122	158	609.7%	1,243	(9.7%)	5,838	1,536	282.6%	6,427	(10.4%)
Available Seat Kilometres (m)	1,291	262	392.1%	1,475	(12.5%)	6,647	2,201	204.0%	7,736	(15.2%)
Passenger Load Factor (%)	86.9%	60.3%	26.6 pts	84.2%	2.7 pts	87.8%	69.8%	18.0 pts	83.1%	4.7 pts

Domestic	NOVEMBER					FINANCIAL YTD				
	FY23	FY22	% *	FY19 [^]	% *	2023	2022	% **	2019 [^]	% ***
Passengers carried (000)	902	334	170.2%	921	(2.1%)	4,588	2,384	93.7%	4,618	(2.0%)
Revenue Passenger Kilometres(m)	464	140	231.0%	479	(3.0%)	2,374	1,167	104.8%	2,367	(1.0%)
Available Seat Kilometres (m)	528	212	149.7%	576	(8.2%)	2,703	1,550	75.5%	2,865	(6.9%)
Passenger Load Factor (%)	87.9%	66.3%	21.6 pts	83.1%	4.8 pts	87.8%	75.3%	12.5 pts	82.6%	5.2 pts

Tasman / Pacific	NOVEMBER					FINANCIAL YTD				
	FY23	FY22	% *	FY19 [^]	% *	2023	2022	% **	2019 [^]	% ***
Passengers carried (000)	252	7	3383.3%	296	(14.9%)	1,325	126	956.7%	1,572	(16.8%)
Revenue Passenger Kilometres(m)	658	18	3595.0%	764	(13.9%)	3,464	369	845.8%	4,060	(15.8%)
Available Seat Kilometres (m)	762	51	1404.8%	900	(15.2%)	3,944	651	509.9%	4,871	(20.1%)
Passenger Load Factor (%)	86.3%	35.1%	51.2 pts	84.9%	1.4 pts	87.8%	56.6%	31.2 pts	83.3%	4.5 pts

Long Haul Total	NOVEMBER					FINANCIAL YTD				
	FY23	FY22	% *	FY19 [^]	% *	2023	2022	% **	2019 [^]	% ***
Passengers carried (000)	95	4	2276.3%	161	(41.1%)	432	20	2097.7%	937	(54.5%)
Revenue Passenger Kilometres(m)	953	40	2271.0%	1,537	(38.0%)	4,268	199	2056.1%	8,890	(52.8%)
Available Seat Kilometres (m)	1,130	146	674.1%	1,909	(40.8%)	4,927	679	630.8%	10,655	(54.4%)
Passenger Load Factor (%)	84.3%	27.5%	56.8 pts	80.5%	3.8 pts	86.6%	29.4%	57.2 pts	83.4%	3.2 pts

Asia	NOVEMBER					FINANCIAL YTD				
	FY23	FY22	% *	FY19 [^]	% *	2023	2022	% **	2019 [^]	% ***
Passengers carried (000)	42	1	3446.4%	68	(38.5%)	176	6	2965.7%	374	(53.7%)
Revenue Passenger Kilometres(m)	370	11	3335.7%	606	(39.0%)	1,546	53	2860.6%	3,264	(53.3%)
Available Seat Kilometres (m)	430	76	464.1%	767	(43.9%)	1,859	403	364.7%	3,987	(54.0%)
Passenger Load Factor (%)	85.9%	14.1%	71.8 pts	79.1%	6.8 pts	83.2%	13.1%	70.1 pts	81.9%	1.3 pts

Americas / UK	NOVEMBER					FINANCIAL YTD				
	FY23	FY22	% *	FY19 [^]	% *	2023	2022	% **	2019 [^]	% ***
Passengers carried (000)	53	3	1787.1%	93	(42.9%)	256	14	1740.1%	562	(55.1%)
Revenue Passenger Kilometres(m)	584	29	1881.8%	931	(37.3%)	2,722	147	1767.9%	5,626	(52.3%)
Available Seat Kilometres (m)	700	70	903.9%	1,142	(38.7%)	3,068	276	1019.0%	6,667	(54.6%)
Passenger Load Factor (%)	83.4%	42.2%	41.2 pts	81.5%	1.9 pts	88.7%	53.2%	35.5 pts	84.4%	4.3 pts

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[^] From 1 July 2022, Honolulu flights are categorised as Americas (was Pacific) and Denpasar flights are categorised as Asia (was Pacific). All historic data has been adjusted to reflect this change.

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 30 November 2022 to 20 December 2022)

Air New Zealand updates half year earnings guidance for FY23

8 December 2022

Continued strong travel demand across the domestic and international networks, as well as a recent decline in jet fuel prices has accelerated the airline's financial recovery. As a result, Air New Zealand is upgrading half year earnings guidance for the 2023 financial year.

The airline now expects earnings before other significant items and taxation for the first half of the financial year to be in the range of \$295 million to \$325 million. This compares to the previous guidance range provided on 21 September 2022 of \$200 million to \$275 million for the half year. The updated range is based on current forward sales expectations and assumes an average jet fuel price of around US \$127/bbl for the six months to 31 December 2022. It also assumes we will fly approximately 75 percent of pre-Covid capacity levels across the entire network in December, with Domestic running at just under 100 percent, short haul at about 85 percent and international at around 70 percent.

Ticket sales over the past two months have remained strong as New Zealanders continue to book travel overseas and at home, and as the majority of our remaining international destinations re-open for passenger travel.

Fuel prices have also moderated in recent weeks, with current jet fuel prices of approximately US\$102/bbl. While fuel prices are around 20 percent higher than pre-Covid levels at present, the six-month average has declined since the airline's last market update in September, adding almost \$20 million upside to the guidance range. Whilst fuel is a contributor to this earnings update, it is not the only factor.

Capacity remains constrained which will continue to impact pricing. Air New Zealand is focussed on ensuring operational reliability while also adding capacity to alleviate this pressure. Since February 2022 the airline has hired over 2,200 employees into the organisation and welcomed two new A321 neo aircraft into the fleet. These new aircraft add an additional 200,000 seats per year into the domestic network and alongside the additional employees, will help ease capacity restraints.

There are many factors that have the potential to slow the airline's recovery and significantly impact earnings. These include ongoing fuel price volatility, global recessionary risks, continued inflationary pressures and increased costs. Consequently, the airline is not providing full year guidance at this time.

Media Releases

(during the period 30 November 2022 to 20 December 2022)

Air New Zealand announces Mission Next Gen Aircraft partners

14 December 2022

Eviation. Beta. VoltAero. Cranfield Aerospace.

Air New Zealand has announced four world-leading innovators it will be working with on its mission to have its first zero emissions demonstrator flight – either cargo or passenger – take to the skies from 2026.

A combination of electric, green hydrogen, and hybrid aircraft, these partners will work alongside Air New Zealand over the coming years to focus on developing the technology and associated infrastructure required to make flying these aircraft in New Zealand a reality.

Monthly *investor update*



These partnerships involve Air New Zealand signing a “statement of intent to order”, a document which demonstrates its ambition to acquire three aircraft initially, with further options for 20, from one or more of the partners subject to an evaluation process.

Air New Zealand Chief Executive Officer Greg Foran says the airline selected these partners based on the stage they are at in their aircraft development journey and their shared goal of starting now to take ambitious action on climate change.

“Mission NextGen Aircraft is not about backing one innovator. It’s about working with a range of leaders in zero emissions aircraft technology to help move the whole ecosystem along. Our goal is to confirm our commitment with one or more of these partners in the next 12 months with the ambition of purchasing an aircraft for delivery from 2026.

“The learnings we will take from flying an aircraft with next generation propulsion technology from 2026 will then pave the way for our long-term partners to deliver an aircraft that can replace our Q300 turbo prop domestic fleet.

“Getting a zero emissions aircraft off the ground by 2026 is going to be challenging. But we’re incredibly ambitious – because we need to be”

To further understand the infrastructure required to fly green-hydrogen aircraft, the airline has also signed a strategic alliance agreement with Hiringa Energy, a New Zealand based green-hydrogen supply and refueling infrastructure company.

“While the aircraft play a pivotal role, infrastructure partners are just as important. Through this agreement we will explore the future green hydrogen supply solutions for our commercial demonstrator ambitions with a focus on ensuring any solutions we create to meet our 2026 goal are also building a platform for a larger next generation fleet from the 2030’s” Mr Foran says.

While zero emissions aircraft technology will help decarbonise the airline’s domestic network over the period to 2050, Sustainable Aviation Fuel (SAF) is important in the near term for the long-haul fleet.

SAF is a ‘drop in’ fuel which can power current aircraft, so it can reduce emissions for long haul travel and domestic flights while the airline continues to operate conventional aircraft. The inputs and processes used to make SAF result in lower lifecycle emissions than fossil jet, with the opportunity to generate significant CO2 savings.

Hiringa Energy Chief Executive Andrew Clennett says the agreement is key to accelerating the development of hydrogen as a sustainable and renewable zero emission fuel for both the airline and New Zealand.

“Kiwis will be excited Air New Zealand is taking a lead in identifying zero emissions aircraft and backing local companies like Hiringa Energy to help overcome the challenges of providing green hydrogen to power them,” Mr Clennett says.

[Tis the season to be flying](#)

[13 December 2022](#)

Air New Zealand will be dashing through the skies this Christmas as tens of thousands of customers travel on its peak busiest day.

Air New Zealand is expecting to fly 2.8 million customers around Aotearoa New Zealand and the world this summer as they make their way to their holiday destinations.

Monthly **investor update**



The airline is encouraging customers to plan ahead, add extra time, expect delays and be patient with airport staff and aircrew as sickness and shortages across the aviation industry coincide with what will be an extraordinarily busy time to fly.

The airline's busiest day of the year will be 23 December with more than 55,000 customers heading away on their holiday break – up from 31,000 last year when international borders were closed. That's a 77% increase in passenger numbers.

More than 50,000 customers are also expected to fly on 15, 16, 22, 27 and 28 December.

Air New Zealand Chief Customer and Sales Officer Leanne Geraghty says this will be the first summer in three years where the airline's full network is operating, and airports will be busy.

"We're excited to connect so many Kiwis with their loved ones this Christmas and we want to help customers prepare for their holiday travel.

"While it's great to have more people travelling this year, it does come with some challenges. Flights will be packed, with lots of queues and extra baggage. As we prepare for a bumper summer, we're pulling out all the stops to take the friction out – with new aircraft, hiring 2200 more people, 300 airport volunteers and contingency plans in place for disrupts."

Even with the additional measures taken, the entire airport community will be under pressure.

"Airports, security screening and check in areas are going to be much busier than usual. We're asking customers to allow additional time to get to and through the airport they are travelling from and to be as patient as possible as our staff who are working to get everyone to their holiday destination," says Ms Geraghty.

The airline is asking customers to arrive at the airport at least three hours before their flight if travelling internationally, and at the very latest 60 minutes before their flight if travelling domestically. Travellers with pets, oversized bags, or requiring special assistance are asked to add a little more time to that.

[Air New Zealand wins Best Airline Design Award for Oceania 2022 12 December 2022](#)

Air New Zealand was named Design Airline of the Year Oceania 2022 at this year's TheDesignAir awards, with the announcement of a new cabin product in 2024 and the introduction of a new culinary proposition and sustainable serviceware.

Chief Customer and Sales Officer Leanne Geraghty says that despite ongoing travel restrictions throughout the last two years, the airline continued to work hard behind the scenes to innovate the customer journey – it's a huge part of how we demonstrate manaaki (care) for our customers.

"In Premium cabins, we switched to serviceware that is 20% lighter, helping to reduce carbon emissions, and in Economy, introduced new serviceware that will reduce plastic dishes used inflight by 28 million every year.

"Our new international menu showcases the best of New Zealand produce and allows customers in Premium to customise their choices by adding the likes of seared salmon from Marlborough, free-range chicken from Waikato or bacon, and steamed green vegetables or fresh, crisp salads picked straight from orchards and fields in Gisborne, Waikato and the Manawatū.

With many of Air New Zealand's flights being long-haul or ultra-long haul, the airline zeroed in on sleep, comfort and wellness. Zentertainment was introduced across all cabins to help customers wind down with

Monthly **investor update**



curated IFE content and for those in Premium, a sleep ritual will help customers slow down and rest.

“Air New Zealand has earned a well-deserved award this year as Design Airline of the Year, Oceania 2022. With the announcement of a new cabin product in the coming years, a strong bold brand, its clever use of safety videos as a marketing device and brand partnerships with excellent design leaders, the carrier oozes design details across the passenger experience,” states Jonny Clark, Founder of TheDesignAir.

“We’re thrilled to see the carrier continue to evolve its passenger experience, invest in new products, and continue to be the brand platform for Aotearoa design on the international stage.”

In 2024, Air New Zealand customers will have more choice than any other airline. The airline’s Boeing 787-9s will consist of a new Business Premier Luxe suite, new Business Premier seat and a world-first Skynest, along with four other options to get a good sleep.

Overseen by an esteemed judging panel of industry experts, frequent fliers, and team members, TheDesignAir have been running since 2012 and is the only annual awards to recognise airlines who truly invest in design, product and brand.