

Monthly *investor update*



25 October 2022

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September 2022 highlights

Group traffic summary	SEPTEMBER					FINANCIAL YTD				
	FY23	FY22	% *	FY19 ^	% *	2023	2022	% **	2019 ^	% **+
Passengers carried (000)	1,484	266	457.1%	1,661	(10.6%)	3,847	1,845	110.7%	4,373	(13.9%)
Revenue Passenger Kilometres(m)	2,406	154	1464.0%	3,593	(33.0%)	6,029	1,357	349.0%	9,605	(38.6%)
Available Seat Kilometres (m)	2,729	353	673.8%	4,278	(36.2%)	6,897	2,113	229.9%	11,502	(41.3%)
Passenger Load Factor (%)	88.2%	43.6%	44.6 pts	84.0%	4.2 pts	87.4%	64.2%	23.2 pts	83.5%	3.9 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	10.9%	51.7%	11.1%	52.8%
Short Haul	16.0%	33.7%	16.7%	34.1%
Long Haul	108.2%	43.9%	105.8%	46.3%

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.

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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.

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

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Operating statistics table

Group	SEPTEMBER					FINANCIAL YTD				
	FY23	FY22	% *	FY19 ^	% *	2023	2022	% **	2019 ^	% **
Passengers carried (000)	1,484	266	457.1%	1,661	(10.6%)	3,847	1,845	110.7%	4,373	(13.9%)
Revenue Passenger Kilometres(m)	2,406	154	1464.0%	3,593	(33.0%)	6,029	1,357	349.0%	9,605	(38.6%)
Available Seat Kilometres (m)	2,729	353	673.8%	4,278	(36.2%)	6,897	2,113	229.9%	11,502	(41.3%)
Passenger Load Factor (%)	88.2%	43.6%	44.6 pts	84.0%	4.2 pts	87.4%	64.2%	23.2 pts	83.5%	3.9 pts

Short Haul Total	SEPTEMBER					FINANCIAL YTD				
	FY23	FY22	% *	FY19 ^	% *	2023	2022	% **	2019 ^	% **
Passengers carried (000)	1,379	263	425.2%	1,437	(4.0%)	3,597	1,832	98.4%	3,775	(6.8%)
Revenue Passenger Kilometres(m)	1,367	116	1082.1%	1,469	(6.9%)	3,572	1,230	193.4%	3,944	(11.4%)
Available Seat Kilometres (m)	1,548	201	668.8%	1,756	(11.9%)	4,114	1,703	144.1%	4,811	(16.3%)
Passenger Load Factor (%)	88.3%	57.4%	30.9 pts	83.6%	4.7 pts	86.8%	72.2%	14.6 pts	82.0%	4.8 pts

Domestic	SEPTEMBER					FINANCIAL YTD				
	FY23	FY22	% *	FY19 ^	% *	2023	2022	% **	2019 ^	% **
Passengers carried (000)	1,066	261	308.9%	1,080	(1.3%)	2,781	1,717	63.8%	2,802	(2.9%)
Revenue Passenger Kilometres(m)	549	110	399.2%	548	0.2%	1,447	889	64.6%	1,434	(1.3%)
Available Seat Kilometres (m)	627	161	289.3%	653	(4.0%)	1,661	1,141	47.1%	1,752	(7.2%)
Passenger Load Factor (%)	87.5%	68.3%	19.2 pts	83.8%	3.7 pts	87.1%	77.9%	9.2 pts	81.9%	5.2 pts

Tasman / Pacific	SEPTEMBER					FINANCIAL YTD				
	FY23	FY22	% *	FY19 ^	% *	2023	2022	% **	2019 ^	% **
Passengers carried (000)	313	2	15565.0%	356	(12.1%)	815	116	612.2%	973	(18.0%)
Revenue Passenger Kilometres(m)	818	6	14363.1%	921	(11.2%)	2,125	342	528.8%	2,510	(17.1%)
Available Seat Kilometres (m)	921	40	2186.9%	1,103	(16.5%)	2,453	562	341.1%	3,059	(21.5%)
Passenger Load Factor (%)	88.8%	14.0%	74.8 pts	83.5%	5.3 pts	86.6%	60.8%	25.8 pts	82.1%	4.5 pts

Long Haul Total	SEPTEMBER					FINANCIAL YTD				
	FY23	FY22	% *	FY19 ^	% *	2023	2022	% **	2019 ^	% **
Passengers carried (000)	105	4	2659.4%	224	(53.1%)	250	13	1914.3%	598	(59.0%)
Revenue Passenger Kilometres(m)	1,040	38	2618.4%	2,124	(51.1%)	2,457	127	1859.3%	5,660	(57.5%)
Available Seat Kilometres (m)	1,180	151	680.5%	2,522	(53.2%)	2,784	410	586.6%	6,692	(59.3%)
Passenger Load Factor (%)	88.1%	25.3%	62.8 pts	84.2%	3.9 pts	88.3%	30.9%	57.4 pts	84.6%	3.7 pts

Asia	SEPTEMBER					FINANCIAL YTD				
	FY23	FY22	% *	FY19 ^	% *	2023	2022	% **	2019 ^	% **
Passengers carried (000)	40	1	3244.6%	87	(53.7%)	98	4	2672.7%	236	(59.2%)
Revenue Passenger Kilometres(m)	354	11	3133.5%	752	(52.9%)	862	33	2571.8%	2,038	(58.6%)
Available Seat Kilometres (m)	431	93	365.0%	923	(53.2%)	1,052	250	325.6%	2,477	(58.4%)
Passenger Load Factor (%)	82.0%	11.8%	70.2 pts	81.5%	0.5 pts	82.0%	13.1%	68.9 pts	82.3%	(0.3 pts)

Americas / UK	SEPTEMBER					FINANCIAL YTD				
	FY23	FY22	% *	FY19 ^	% *	2023	2022	% **	2019 ^	% **
Passengers carried (000)	65	3	2389.3%	137	(52.8%)	152	9	1611.4%	362	(58.9%)
Revenue Passenger Kilometres(m)	686	27	2412.1%	1,373	(50.0%)	1,594	94	1612.3%	3,623	(56.9%)
Available Seat Kilometres (m)	749	58	1181.1%	1,600	(53.2%)	1,732	160	994.5%	4,215	(59.8%)
Passenger Load Factor (%)	91.6%	46.7%	44.9 pts	85.8%	5.8 pts	92.1%	58.8%	33.3 pts	86.0%	6.1 pts

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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 22 September 2022 to 24 October 2022)

Air New Zealand Limited Retail Bond Offer Final Terms Sheet

20 October 2022

Air New Zealand Limited (Air New Zealand) has issued the final terms sheet for its 5.5 year, unsubordinated, unsecured, fixed rate retail bond offer.

The final terms sheet has been lodged with NZX and is also available at www.airnewzealand.co.nz/bond.

Air New Zealand Limited Retail Bond Offer Books Close

20 October 2022

Following the successful bookbuild process for its offer of 5.5 year, unsubordinated, unsecured, fixed rate bonds (Bonds), Air New Zealand Limited confirms that the offer has closed and NZ\$100 million of Bonds have been allocated to participants (or their clients) in the bookbuild process.

There was no public pool for the offer (whether via an online website, platform or otherwise), with all of the Bonds (including oversubscriptions) allocated to clients of the Joint Lead Managers (JLMs), institutional investors and other primary market participants invited to participate in the bookbuild.

The issue margin for the Bonds has been set at 1.50% per annum and the interest rate will be announced later in the day along with the release of the final terms sheet.

Investors should contact a JLM as listed below or their usual financial adviser for more details.

Air New Zealand Limited Retail Bond Offer

17 October 2022

Air New Zealand Limited (Air New Zealand) is pleased to announce that it is making an offer of up to NZ\$75 million (with the ability to accept oversubscriptions of up to an additional NZ\$25 million at Air New Zealand's discretion) of 5.5 year, unsecured, unsubordinated, fixed rate bonds maturing on 27 April 2028 (Bonds) to institutional investors and New Zealand retail investors (the Offer). The Bonds are expected to be quoted on the NZX Debt Market under ticker code AIR030.

The Offer opens on 17 October 2022 and will close on Thursday, 20 October 2022. The Offer is made pursuant to clause 19 of Schedule 1 of the Financial Markets Conduct Act 2013 as an offer of debt securities of the same class as Air New Zealand's NZ\$50,000,000 unsecured, unsubordinated, fixed rate bonds maturing on 28 October 2022 (with a fixed rate of 4.25% per annum), which are currently quoted on the NZX Debt Market under ticker code AIR020 (AIR020 Bonds). The last day of trading in the AIR020 Bonds was 14 October 2022 due to the upcoming maturity date for those bonds.

The notice required by the Financial Markets Conduct Regulations 2014 has been provided to NZX with this announcement.

The interest rate for the Bonds will be a fixed interest rate, being the sum of the margin (which may be above or below the indicative margin range set out below) and the base rate, subject to a minimum interest rate of 6.00% per annum. The current indicative margin range is 1.50% to 1.65% per annum.

The margin and interest rate for the Bonds will be set following a bookbuild process, which is expected to be completed on Thursday, 20 October 2022 (Rate Set Date), and the interest rate and margin will be announced by Air New Zealand via the NZX shortly thereafter.

There is no public pool for the Offer (whether via an online website, platform or otherwise), with all of the Bonds (including oversubscriptions) reserved for subscription by clients of the joint lead managers (JLMs), institutional investors and other primary market participants invited to participate in the bookbuild.

Full details of the Offer are contained in the indicative terms sheet which has been prepared for the Offer, along with the investor roadshow presentation, which have been lodged with NZX with this announcement. These documents are also available through <https://www.airnewzealand.co.nz/bond>.

Interested investors should contact a JLM as listed below or their usual financial adviser for more details.

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Joint Lead Managers



0800 269 476



FORSYTH BARR

0800 367 227



JARDEN

0800 005 678



0800 772 142

Air New Zealand Limited ("AIR020") – Maturity

10 October 2022

NZX Operations ("NZXO") advises that the final quotation date for Air New Zealand Limited ("AIR020") bonds will be Friday, 28 October 2022.

The final day of trading for AIR020 will be Friday, 14 October 2022 prior to the bonds being suspended at close of business.

Please contact NZX Product Operations on +64 4 496 2853 or productoperations@nzx.com with any queries.

2022 Annual Shareholders' Meeting Results

23 September 2022

At Air New Zealand's shareholder meeting, held in Auckland and virtually on Thursday, 22 September 2022, shareholders were asked to vote on four resolutions, which were supported by the Board of Directors.

Voting on the resolutions was by way of poll and all four resolutions were approved by shareholders.

Detail of the total number of votes cast in person or by a proxy holder are:

Resolution	For	Against	Abstain
1. To re-elect Dame Therese Walsh	2,019,432,466 99.60%	8,040,770 0.40%	3,932,686
2. To re-elect Jonathan Mason	2,016,788,175 99.47%	10,677,300 0.53%	3,940,447
3. To ratify the entry into and performance by the Company of the Amended Crown Loan Facility	2,028,012,415 99.93%	1,405,731 0.07%	1,883,965
4. To ratify the entry into and performance by the Company of the New Crown Loan Facility	2,027,589,264 99.93%	1,514,726 0.07%	2,198,121

2022 Annual Shareholders' Meeting Speeches and Presentation

22 September 2022

Please find [attached](#) the Chairman and CEO address, in addition to the presentation for Air New Zealand's 2022 Annual Shareholders' Meeting which was held on 22 September 2022.

There is no new material information contained within the speeches or the presentation.



Media Releases

(during the period 22 September 2022 to 24 October 2022)

Air New Zealand improves offering on longer Tasman and Island services

18 October 2022

From 30 October, all new Economy bookings made on Air New Zealand's Tahiti, Perth and Honolulu services will enjoy the full-flight service offering, including a tasty meal, Inflight Entertainment, and baggage allowances, as the airline makes moves to further lift its customer proposition

Air New Zealand General Manager Short Haul Airline Jeremy O'Brien says these changes came out of research done to understand what the airline's customers value on its longer flights.

"From talking with customers we've heard loud and clear there's a need for a consistent Air New Zealand experience, so the changes to our Seats to Suit product have been made to enhance the customer experience.

"The majority of our customers on these services already purchase The Works, with only 13% of customers buying just a seat fare. Ensuring everyone can enjoy a meal from our delicious new menu gives an overall better onboard experience and streamlines the process for our crew and customers.

"As for Honolulu, moving this service to our Longhaul offering brings it in line with our other North American destinations so customers will now be able to choose between Economy, Premium Economy and Business Premier on these flights."

What's changing?

Perth and Tahiti

- From 20 October, Seat and Seat+bag fares will no longer be available to be booked on flights departing after 30 October.
- Customers will now be able to choose between The Works (Economy), Premium Economy and Business Premier.
- During the transition period, customers who have purchased a Seat or Seat+bag prior to 20 October, will receive a full meal and beverage service and Inflight Entertainment if travelling post 30 October.
- Original ticketed baggage allowance, Airpoints Dollars and Status Points accrual will apply to existing tickets.

Honolulu

- From 30 October, Honolulu flights will move to a full-service offering.
- Customers can choose between Economy, Premium Economy and Business Premier on these flights.
- During the transition period, customers who have purchased a Seat, Seat+bag or The Works will automatically receive our full service Economy offering.
- Original ticketed baggage allowance, Airpoints Dollars and Status Points accrual will apply to existing tickets.

For more information, please [click here](#).

Travel at your fingertips with refreshed Air NZ app

13 October 2022

Getting ready to travel is about to get a whole lot easier with Air New Zealand's newly transformed app. The Air NZ app has undergone a complete rebuild to allow a continuous stream of new features to be added on a regular basis, starting with the launch in early November.

These new features will be created based on live feedback and input from customers and what they'd like to see to improve their digital travel experience.



This app also allows Air New Zealand to be more responsive with improvements in a constantly changing post-pandemic travel environment and builds on the work the airline has been doing to create tools to keep our customers safe, up to date and prepared for travel.

Air New Zealand's Chief Digital Officer Nikhil Ravishankar says the new app has been a year in the making, building on the work the airline did to integrate key travel documentation such as My Vaccine Pass and the New Zealand Traveller Declaration into the Airpoints profile, and be one of only a handful of airlines to give customers the ability to self-service during Covid restrictions.

"We're fortunate to have an engaged customer base who regularly use the app while travelling around New Zealand and abroad, and we want them to share their feedback and tell us what they want to see introduced into the app next," he says.

"This could be enabling a contactless journey through airports, allowing customers to track their baggage status or customise their entertainment and meal experience ahead of their flight; we're listening and will be using this feedback to shape the future roadmap of the Air NZ app."

Complete with a new look and designed to make our customers' day of travel experience that much smoother, customers can now see all upcoming flights and key information in chronological order in the app. With one click they can view all flight details with options to select seat, add a bag, upgrade or select any add-ons, and of course order a coffee in the lounge, ensuring customers have everything they need for a stress-free trip.

"The new app is instrumental in ensuring Air New Zealand continues to offer customers even more control in the palm of their hands no matter where they are in their journey."

Japan reopens its borders to visa free travel

11 October 2022

Air New Zealand has seen a huge surge in interest to travel to Japan as the country rolls out the welcome mat to tourists.

Japan resumed visa-free entry in early October 2022 enabling free independent travel for the first time in over two and a half years with the country lifting its border restrictions for visitors who have been triple vaccinated or take a pre-departure Covid test. The daily entry cap has also been removed.

Air New Zealand General Manager Long-haul Scott Carr says Japan is hugely important to New Zealand and to Air New Zealand.

"Kiwis have been flying to Japan on our aircraft since 1980, and over the years have built up a real affinity and affection for Japan. We kept flying to Japan during Covid – to maintain connectivity and keep New Zealand exports moving to this important market, and we are extremely excited to be able to fly customers to and from Tokyo again.

"Following the news that Japan's border will reopen to tourists, we saw a strong uptick in interest and bookings from Kiwis. No surprise there given Japan is often top of people's travel bucket list. Attracting Japanese tourists to New Zealand is also our focus with plans in place to market New Zealand as a key destination for Japanese."

In 2019, Japan was New Zealand's fifth largest international visitor market with 100,000 visitors arriving from Japan. Those visitors spent around \$277 million in New Zealand, supporting local tourism and hospitality industries. Most Japanese visitors travel directly to New Zealand on Air New Zealand.

Air New Zealand operates three non-stop flights between Auckland and Tokyo each week. Flight frequencies will increase to six times a week from 12 December before returning to a daily service from 13 February. Pre-Covid, Air New Zealand operated 13 return flights to Japan every week through New Zealand's high season.

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“Japan is also a key market for our exporters. In the last year we carried 3.6 million kilograms of fresh produce and meat into Japan – with capsicums, tomatoes, beef and lamb and seafood being top exports.

“The reopening couldn’t be better timed for Kiwis wanting to get up to Japan with autumn being a major tourism season, and the All Blacks playing Japan on 29 October. The ski season which falls over the New Zealand summer is also fast approaching.

“Japan is a real wonder to visit, regardless of when you go. Whether its Kyoto turning golden in autumn, winter skiing on the slopes of Hokkaido or catching the Sakura (cherry blossoms) in spring, there’s always something to see and do. And the Japanese are wonderfully consummate hosts and of course, the food is amazing.”

Tokyo

Whether you want to get lost in Japan's past, soak up the high-energy nightlife or traverse Tokyo for some of the world's best shopping, this metropolis of over 37 million people has all the experiences you could imagine.

Getting around is a breeze: there's no such thing as a train running late in Tokyo. And once you're ready to experience somewhere new, hop on the shinkansen - the bullet train - and you'll find yourself in Kyoto, Hiroshima or Kanazawa in no time at all.

Best time to go

March and April are popular months to visit as the plum and cherry blossoms come out. May is the locals' favourite season. The rainy season comes in June before the summer heat of July and August hits. September provides some welcome heat respite before the beautiful October and November months bring the autumnal display that precedes a winter that is known for its clear dry blue-sky days, and of course skiing and onsen.

[Here comes the Pride – Air New Zealand to host flights for WorldPride](#)

6 October 2022

Air New Zealand is celebrating WorldPride 2023 by hosting the world’s highest drag show at 40,000ft with fabulous fashion and plenty of colourful, onboard entertainment.

Customers won’t want to miss Air New Zealand’s direct flights from Auckland and San Francisco to the largest global LGBTQIA+ event in Sydney. It will be the first time WorldPride will be held in the Southern Hemisphere.

With hundreds of thousands of people all over the world heading to the city for the festival, Air New Zealand is helping people get there in style with a direct flight from San Francisco to Sydney on 20 February and another from Auckland to Sydney on 24 February.

Building on the legacy of the Air New Zealand Pink flights, these services will be far from ordinary, boasting a full programme of entertainment from drag shows to dance routines and plenty of surprises!

RuPaul's Drag Race Down Under star drag queen Anita Wig'it will be keeping customers entertained as they wing their way to Sydney’s WorldPride Mardi Gras.

“Customers on board need to get ready for the trip of a lifetime! Expect silliness, fabulous entertainment and a trip so enjoyable that the journey is just as good as the destination,” says Anita Wig'it.

Air New Zealand’s employee network Pride, supporting members and allies of the Rainbow community, is proud to see these flights celebrating diversity and inclusion on a global scale.

The airline’s General Manager Short Haul Jeremy O’Brien says he’s honoured to work for an organisation that is representative of Aotearoa’s culture and diversity and is a place where Air New Zealanders can truly be themselves and thrive.

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“We’re so excited to be putting on these flights to celebrate WorldPride and the diversity of our people and our customers. The flights are part of our wider mission to tautoko (support) employees and customers who are part of the Rainbow community and advocate for inclusion.”

For more information about Air New Zealand’s Auckland to Sydney Pride Flight, or to purchase a ticket through Grabaseat, visit: <https://www.grabaseat.co.nz/packages>

For more information visit <https://www.airnewzealand.com/sydneypride>. Bookings for this special flight are exclusively available through our Trade Partners including Down Under Answers, Southern World, HE Travel and Goway Downunder.

Star Alliance reclaims World’s Best Airline Alliance title at the Skytrax 2022 World Airline Awards

27 September 2022

- *Star Alliance Los Angeles Lounge retains World’s Best Airline Alliance Lounge Award for the sixth consecutive year*
- *8 member carriers claim a total of 28 top honours*

Star Alliance has reclaimed the title of World’s Best Airline Alliance at the prestigious Skytrax 2022 World Airline Awards. The Alliance’s famed Los Angeles lounge has also retained the award for World’s Best Airline Alliance Lounge for the sixth year running. The awards were received by Star Alliance CEO Jeffrey Goh at a ceremony held at the historic Langham Hotel in London.

Commenting on the win, Mr Goh said: “We are elated to learn that millions of flyers around the world have put their trust in Star Alliance yet again and have recognised the exceptional value the alliance offers through their journey. As we celebrate our 25th anniversary this year, the recognition means even more to us.”

Mr Goh also took this opportunity to thank the unwavering efforts of the team and continued: “As we navigate through one of the most difficult periods for our industry, it is the grit and hard work of the Star Alliance team and the staff of our member carriers that has enabled seamless travel despite constantly changing environment. I receive this honour on their behalf.”

Star Alliance is dedicated to a multi-dimensional strategy to elevate customer experience, built on the pillars of digitalisation of the journey, unmatched loyalty benefits and industry-first innovations. Recently Star Alliance extended its network with the Intermodal Partnership model, which intelligently combines air travel with other transport ecosystems. Launched in July 2022 with the German rail network, Deutsche Bahn, passengers can conveniently book combined air and rail journeys on a single ticket.

Known as “*the Oscars of the aviation industry*”, the Skytrax World Airline Awards are independent and impartial awards decided through international customer voting. Passengers with over 100 nationalities participated in the 2021-22 survey, with 14.32 million eligible entries counted in the results. The survey was also provided in six major international languages.

Back in 2005 when the World's Best Airline Alliance category was introduced, Star Alliance was the first alliance to achieve the title, winning it multiple times in the following years. More recently, it held the top position for four consecutive years 2016-2019.

Edward Plaisted CEO of Skytrax said: “We congratulate Star Alliance and its member carriers on the award for the World’s Best Airline Alliance once again, voted for by passengers across the globe. We also congratulate them on the coveted Best Airline Alliance Lounge recognition for the Los Angeles International Airport, sixth year running. This is a great achievement for the alliance, and a great source of pride for all stakeholders.”