

Lodge your Proxy/Postal vote

Online: vote.linkmarketservices.com/AIR

Email: meetings@linkmarketservices.com

(Please use 'AirNZ Proxy Form' as the subject for easy identification)

Fax: +64 375 5990

Mail: (in New Zealand): Use the enclosed reply paid envelope

(outside New Zealand): Use a pre-addressed envelope and affix the postage required or address to: Link Market Services PO Box 91976, Auckland 1142, New Zealand

By hand: Link Market Services
Level 11, Deloitte Centre
80 Queen Street, Auckland 1010
New Zealand

General enquiries:

+64 9 375 5998 or email: enquiries@linkmarketservices.com

AIR NEW ZEALAND LIMITED ANNUAL MEETING ADMISSION CARD AND PROXY OR POSTAL VOTING FORM

The Air New Zealand Annual Meeting will be held on Thursday 28 September 2017, commencing at 2:00pm at ASB Waterfront Theatre, 138 Halsey Street, Auckland.

Attending the Meeting

1. If you propose to attend the meeting **please bring this Admission Card/Proxy/Voting Form** intact to the meeting as the barcode will assist in your registration.
2. If you propose not to attend the meeting but wish to vote by postal vote or, appoint a proxy please complete and post this form or complete either process online. Please do not appoint a proxy if you are voting by Postal Vote. Please read the instructions overleaf before completing this form.
3. The persons who will be entitled to vote at the Meeting are those persons (or their proxies or representatives) registered as holding Ordinary Shares on Air New Zealand's share register at 5:00pm on Tuesday 26 September 2017.

Postal Vote

4. As a shareholder entitled to vote at the Annual Meeting you are entitled to vote by postal vote. The General Counsel and Company Secretary has been authorised by the Board to receive and count postal votes at the Meeting.
5. You can cast your postal vote online in accordance with the instructions above.

6. If you return your postal vote without indicating on any resolution how you wish to vote, you will be deemed to have abstained from voting on that resolution.
7. If you complete the postal vote section and also appoint a proxy your postal vote will take priority over your proxy appointment.

Proxy Appointment

8. A shareholder entitled to attend and vote at the Annual Meeting is entitled to appoint a proxy or, in the case of a corporate shareholder, a representative to attend and vote instead of him/her and that proxy or representative need not also be a shareholder. A proxy appointment may be delivered or completed online as detailed above.
9. If this Proxy has been signed under a power of attorney, a copy of the power of attorney and a signed certificate of non-revocation of the power of attorney must be produced with this Proxy (this cannot be done online).
10. If you wish, you may appoint the Chairman of the Meeting as your proxy. To do so, please write 'Chairman of the Meeting' in the box marked 'full name of proxy'. The Chairman will vote according to your instructions. If the Chairman is not instructed how to vote he will vote in favour of resolutions 1 and 2.

11. If you return this form without directing the proxy how to vote on any particular resolution, you will be deemed to have given your proxy discretion as to whether and how to vote on that resolution.

General

12. For your postal vote or proxy appointment to be valid you must return this form completed and signed to be received by our share registrar, Link Market Services, no later than 2:00pm on Tuesday 26 September 2017. Instructions on how to return this form, or how to vote online are noted in the section above.
13. If you intend to attend the Meeting and vote please bring this form intact to the meeting as your admission card and voting paper. For the first time this year shareholders attending the Annual Meeting will be able to vote using an app on their smartphones in addition to voting by ballot. Details of how you can do this will be provided at the Annual Meeting.

If you have any questions regarding your voting please call Link Market Services Investor Helpline between 8:00am and 5:30pm on: **+64 9 375 5998**

Go online to vote.linkmarketservices.com/AIR to vote, appoint a proxy, give directions to your proxy.

OR, turn over to complete the form.

Postal Voting Form (To use if you will not attend the meeting and are not submitting your postal vote online)

I wish to vote by postal vote (please tick the box). My voting intentions are indicated in the resolutions section below.

Appointment of a Proxy (For use if you will not attend the meeting but wish someone to represent you and vote on your behalf at the meeting)

I/We the above named shareholder/shareholders of
Air New Zealand Limited hereby appoint: _____ of _____

(full name of proxy) (email)

Or failing that person _____ of _____

(full name of proxy) (email)

as my/our proxy to vote for me/us on my/our behalf as directed below and on any other matter to be put to the Annual Shareholder Meeting of Air New Zealand Limited to be held on **Thursday 28 September 2017 at 2:00pm** and at any adjournment or postponement thereof.

RESOLUTIONS (for postal and proxy voting). Tick only ONE box in respect of each resolution.

Cast a Postal Vote, or instruct a proxy to vote, by placing a tick (✓) in the relevant box. If you have appointed a proxy and want him/her to decide how to vote on the resolution, please mark the box 'Proxy's Discretion'

Proxy's discretion is not applicable in the case of a postal vote.

	FOR	AGAINST	ABSTAIN	PROXY'S DISCRETION
1. To re-elect Linda Jenkinson as a director	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. To elect Sir John Key as a director	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

SHAREHOLDER QUESTIONS

Shareholders present at the Annual Meeting will have the opportunity to ask questions during the meeting. If you cannot attend the Annual Meeting but would like to ask a question you can submit a question by filling in the section below and returning to Link Market Services in the reply paid envelope enclosed. Alternatively you may go online to: vote.linkmarketservices.com/AIR. After completing the online validations process choose 'Questions'. Questions will need to be submitted by 2:00pm Tuesday 26 September 2017.

Question:

SIGNATURE OF SHAREHOLDER(s) This section must be completed.

Security Holder 1:	Security Holder 2:	Security Holder 3:

Contact name: _____ Daytime telephone: _____ Date: _____

ELECTRONIC INVESTOR COMMUNICATION:

If you received the Notice of Meeting and Proxy **by mail** and you would like to receive your future communications **by email** please provide your email address below:

Email address for future communications: