

Monthly *investor update*



18 August 2017

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July 2017 highlights

Group traffic summary	JULY		
	2017	2016	% *+
Passengers carried (000)	1,404	1,356	7.0%
Revenue Passenger Kilometres(m)	3,069	3,058	3.7%
Available Seat Kilometres (m)	3,711	3,705	3.5%
Passenger Load Factor (%)	82.7%	82.5%	0.2 pts

Year-to-date RASK	% change in reported RASK ¹ (incl. FX)	% change in underlying RASK ¹ (excl. FX)
Group	2.6%	4.3%
Short Haul	5.4%	6.1%
Long Haul	(2.7%)	0.2%

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

+ The July month percentage movements have been adjusted for the 3.2% difference in days for the accounting month of July 17 (30 days) compared with July 16 (31 days).

* % change is based on numbers prior to rounding.

Monthly *investor update*



Operating statistics table

Group	JULY		
	2017	2016	% *+
Passengers carried (000)	1,404	1,356	7.0%
Revenue Passenger Kilometres(m)	3,069	3,058	3.7%
Available Seat Kilometres (m)	3,711	3,705	3.5%
Passenger Load Factor (%)	82.7%	82.5%	0.2 pts

Short Haul Total	JULY		
	2017	2016	% *+
Passengers carried (000)	1,236	1,183	8.0%
Revenue Passenger Kilometres(m)	1,428	1,356	8.9%
Available Seat Kilometres (m)	1,760	1,706	6.6%
Passenger Load Factor (%)	81.2%	79.4%	1.8 pts

Domestic	JULY		
	2017	2016	% *+
Passengers carried (000)	892	852	8.2%
Revenue Passenger Kilometres(m)	458	434	9.1%
Available Seat Kilometres (m)	561	543	6.7%
Passenger Load Factor (%)	81.7%	79.9%	1.8 pts

Tasman / Pacific	JULY		
	2017	2016	% *+
Passengers carried (000)	344	331	7.5%
Revenue Passenger Kilometres(m)	970	922	8.8%
Available Seat Kilometres (m)	1,199	1,163	6.5%
Passenger Load Factor (%)	80.9%	79.2%	1.7 pts

Long Haul Total	JULY		
	2017	2016	% *+
Passengers carried (000)	168	173	(0.2%)
Revenue Passenger Kilometres(m)	1,641	1,702	(0.4%)
Available Seat Kilometres (m)	1,951	1,999	0.9%
Passenger Load Factor (%)	84.1%	85.2%	(1.1 pts)

Asia / Japan / Singapore	JULY		
	2017	2016	% *+
Passengers carried (000)	66	68	0.3%
Revenue Passenger Kilometres(m)	588	606	0.2%
Available Seat Kilometres (m)	728	733	2.7%
Passenger Load Factor (%)	80.7%	82.7%	(2.0 pts)

Americas / UK	JULY		
	2017	2016	% *+
Passengers carried (000)	102	105	(0.6%)
Revenue Passenger Kilometres(m)	1,053	1,096	(0.7%)
Available Seat Kilometres (m)	1,223	1,266	(0.1%)
Passenger Load Factor (%)	86.1%	86.6%	(0.5 pts)

+ The July month percentage movements have been adjusted for the 3.2% difference in days for the accounting month of July 17 (30 days) compared with July 16 (31 days).

* % change is based on numbers prior to rounding.

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 31 July to 17 August 2017)

[Air New Zealand 2017 Annual Results webcast details](#)

8 August 2017

Air New Zealand's 2017 annual results will be announced before NZX trading begins on Wednesday 23 August 2017.

A conference call for investors and analysts will be hosted by Christopher Luxon (Chief Executive Officer) and Rob McDonald (Chief Financial Officer) at 10:00am NZT on the same day and can be accessed in the following ways:

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

Conference ID:	234247
New Zealand Toll Free:	0800 453 055
NZ Local (Auckland):	09 929 1687
NZ Local (Wellington):	04 974 7738
NZ Local (Christchurch):	03 974 2632
Australia Toll Free:	1 800 558 698
Alternate Australia Toll Free:	1 800 809 971
Australia Local:	02 9007 3187
United States:	(855) 881 1339
United Kingdom:	0800 051 8245
China Wide:	4001 200 659
Hong Kong:	800 966 806
Japan:	0053 116 1281
Singapore:	800 101 2785

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

For investor relations questions, please contact:

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Media releases

[Air New Zealand to fly almost 60,000 extra seats on Honolulu route](#)
From April to October next year

4 August 2017

The airline will operate an additional 94 return services during the period, moving to daily flights and up to nine services per week during the busy July school holiday period.

Services will be operated by the Boeing 787-9 Dreamliner for the majority of the year, with a change to the Boeing 777-200 during the July 2018 and September 2018 holiday periods.

Air New Zealand's Chief Revenue Officer Cam Wallace says the airline is excited to offer such a significant capacity boost on the very popular route.

"Hawaii is clearly a favourite destination for Kiwis, particularly for those wanting to escape the New Zealand winter. Air New Zealand has increased its services to Honolulu to offer customers even more flexibility as well as a greater number of premium seats during the peak periods by deploying our Boeing 777-200."

Air New Zealand offers its popular Economy Skycouch™ product as well as Premium Economy and Business Premier on its services to Hawaii.

[Air New Zealand increases capacity on Vancouver route](#)

3 August 2017

Air New Zealand is growing its Vancouver-Auckland operation by nearly 20% from January - July 2018, providing customers with greater choice and flexibility.

The airline will kick the increases off by moving from seven to eight weekly services during the first half of January peak period, making it easier than ever for Kiwis to escape to the snow.

Frequency of services will also grow over the shoulder season with the airline moving from five weekly services to daily flights during February, and increasing to five services a week in March and April (up from four) and four weekly services during May - mid-June (up from three).

Air New Zealand Chief Revenue Officer Cam Wallace says the airline is delighted to be able to offer its customers more scheduled flights to and from Vancouver.

"We recognise how popular Canada is as a winter destination for Kiwis. We also see the value in increasing services to New Zealand for Canadian tourists, allowing them to escape the winter and enjoy a chance to experience our beautiful summer and the tranquillity of New Zealand through the shoulder season."



[Air New Zealand set to grow its domestic network for coming summer season](#) 31 July 2017

Air New Zealand is gearing up for a bumper summer, adding more flights to its domestic schedule to deliver 180,000 extra seats between November 2017 and March 2018, compared with the same period last year.

The extra flights will use the airline's existing domestic fleet to meet traveller demand over the summer. Air New Zealand expects to sell up to a million seats for less than \$100 over the same period.

Key destinations to receive a boost include the busy Auckland and Queenstown route where there'll be nearly 60,000 extra seats. The airline is planning to add an average of eight additional return services a week to and from the resort town.

An average of six additional return Auckland-Christchurch services per week will deliver more than 40,000 extra seats on the route.

There will also be significant seat capacity increases across Air New Zealand's regional network.

Air New Zealand's Chief Revenue Officer, Cam Wallace, says the additional seat capacity is in response to growing customer demand.

"We are committed to operating a comprehensive schedule throughout New Zealand and have invested significantly in delivering a service which will benefit both visitors and locals over the summer months."

[Air New Zealand to grow capacity to Bali](#) 24 July 2017

Air New Zealand has announced it will nearly double capacity on its seasonal Auckland to Denpasar service in 2018 and will also extend the season it flies there by almost two months.

The airline currently operates two services per week from Auckland to Denpasar International Airport between the end of May and mid-October, increasing to three services per week during peak times.

Next year the airline's Auckland to Bali season will start at the beginning of April with up to five services operating per week using the airline's Boeing 787-9 Dreamliner, subject to regulatory approval.