

Monthly *investor update*



28 May 2018

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April 2018 highlights

Group traffic summary	APRIL			FINANCIAL YTD		
	2018	2017	%*	2018	2017	%*
Passengers carried (000)	1,384	1,285	7.8%	14,256	13,430	6.2%
Revenue Passenger Kilometres(m)	2,933	2,711	8.2%	30,835	29,493	4.6%
Available Seat Kilometres (m)	3,476	3,183	9.2%	37,103	35,589	4.3%
Passenger Load Factor (%)	84.4%	85.2%	(0.8 pts)	83.1%	82.9%	0.2 pts

Year-to-date RASK ¹	% change in reported RASK (incl. FX)	% change in underlying RASK (excl. FX)
Group	2.1%	1.9%
Short Haul	4.4%	4.0%
Long Haul	(1.7%)	(1.6%)

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

* % change is based on numbers prior to rounding.



Operating statistics table

Group	APRIL			FINANCIAL YTD		
	2018	2017	% *	2018	2017	% *
Passengers carried (000)	1,384	1,285	7.8%	14,256	13,430	6.2%
Revenue Passenger Kilometres(m)	2,933	2,711	8.2%	30,835	29,493	4.6%
Available Seat Kilometres (m)	3,476	3,183	9.2%	37,103	35,589	4.3%
Passenger Load Factor (%)	84.4%	85.2%	(0.8 pts)	83.1%	82.9%	0.2 pts
Short Haul Total						
Passengers carried (000)	1,223	1,132	8.1%	12,503	11,721	6.7%
Revenue Passenger Kilometres(m)	1,350	1,219	10.7%	13,694	12,755	7.4%
Available Seat Kilometres (m)	1,594	1,477	8.0%	16,609	15,757	5.4%
Passenger Load Factor (%)	84.6%	82.6%	2.0 pts	82.4%	80.9%	1.5 pts
Domestic						
Passengers carried (000)	914	849	7.7%	9,306	8,704	6.9%
Revenue Passenger Kilometres(m)	475	440	7.8%	4,820	4,472	7.8%
Available Seat Kilometres (m)	540	526	2.7%	5,786	5,524	4.7%
Passenger Load Factor (%)	87.8%	83.7%	4.1 pts	83.3%	81.0%	2.3 pts
Tasman / Pacific						
Passengers carried (000)	309	283	9.2%	3,197	3,017	6.0%
Revenue Passenger Kilometres(m)	875	779	12.3%	8,874	8,283	7.1%
Available Seat Kilometres (m)	1,054	951	10.9%	10,823	10,233	5.8%
Passenger Load Factor (%)	83.0%	82.0%	1.0 pts	82.0%	80.9%	1.1 pts
Long Haul Total						
Passengers carried (000)	161	153	5.7%	1,753	1,709	2.6%
Revenue Passenger Kilometres(m)	1,583	1,492	6.1%	17,141	16,738	2.4%
Available Seat Kilometres (m)	1,882	1,706	10.3%	20,494	19,832	3.3%
Passenger Load Factor (%)	84.2%	87.5%	(3.3 pts)	83.6%	84.4%	(0.8 pts)
Asia / Japan / Singapore						
Passengers carried (000)	64	61	5.2%	718	703	2.1%
Revenue Passenger Kilometres(m)	570	542	5.1%	6,408	6,276	2.1%
Available Seat Kilometres (m)	662	610	8.5%	7,827	7,579	3.3%
Passenger Load Factor (%)	86.2%	88.9%	(2.7 pts)	81.9%	82.8%	(0.9 pts)
Americas / UK						
Passengers carried (000)	97	92	6.1%	1,035	1,006	2.9%
Revenue Passenger Kilometres(m)	1,013	950	6.6%	10,733	10,462	2.6%
Available Seat Kilometres (m)	1,220	1,096	11.3%	12,667	12,253	3.4%
Passenger Load Factor (%)	83.1%	86.7%	(3.6 pts)	84.7%	85.4%	(0.7 pts)

* % 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 26 April 2018 to 28 May 2018)

[Air NZ – 2018 Macquarie Conference Presentation](#)

3 May 2018

Air New Zealand's CEO Christopher Luxon presented at the Macquarie Australia Conference on 3 May 2018. The presentation can be accessed via Air New Zealand's Investor Centre website at www.airnewzealand.co.nz/investor-centre or by clicking [here](#).

Media releases

(during the period 26 April 2018 to 28 May 2018)

[Air New Zealand announces additional jet services between Dunedin and Auckland](#)

8 May 2018

Air New Zealand will operate five additional return A320 services between Dunedin and Auckland per week from October, adding around 70,000 seats annually to the route and upping seat capacity by close to 25 percent.

The new flights are timed to help Dunedin business travellers get more out of their day in Auckland, as well as enable connections via Auckland to Air New Zealand's international destinations including Brisbane, Melbourne, Sydney, Perth and Nadi.

Air New Zealand Chief Revenue Officer Cam Wallace who was in Dunedin to speak at the TRENZ travel showcase, says the additional services will provide even more options for travellers.

"We are committed to growing services between Dunedin and Auckland and working closely with Dunedin Airport. Dunedin is a really important part of Air New Zealand's network, so it's tremendous to see continued strong demand for services to and from the city," says Mr Wallace.

[Air New Zealand recognised for corporate social responsibility](#)

7 May 2018

Air New Zealand's sustainability efforts have been recognised for the second consecutive year in the 2018 Annual Review of the State of CSR (corporate social responsibility) in Australia and New Zealand, with the airline taking out a New Zealand CSR Top 5 Award.

The review, published by the Australian Centre for Corporate Social Responsibility, is the world's largest ongoing study of CSR practices and trends and the only one of its type in Australia and New Zealand. The review surveys employee perceptions of CSR priorities, practices and management capabilities within an organisation. The CSR Top 5 are the New Zealand companies with the strongest management capabilities for Corporate Social Responsibility.

Air New Zealand Chief Executive Officer Christopher Luxon says business has a unique responsibility to help strengthen society.

"Organisations cannot choose between growth and sustainability – we have to focus on both. That means there is a need for business models that will enable responsible, sustainable growth.



“While there is always more to do, we have been working hard to embed sustainability in our business through our Sustainability Framework, which is the way we map our commitment to a better New Zealand – for our people, our place and our economy, so it’s great to see our efforts recognised in this way.”

A key aim of the review is to provide organisations with an analysis of key CSR trends, enabling them to make evidence-based decisions that allow for positive change within their businesses.

Air New Zealand Airpoints™ expands with five new partners

1 May 2018

Five more businesses have joined Air New Zealand's Airpoints programme, offering their customers new ways to earn Airpoints Dollars™.

The five new businesses are:

- Risk insurance provider AIA New Zealand (which is currently seeking approval to complete the acquisition of Sovereign Insurance), which is rolling out Airpoints Dollar earning to new customers from 1 May 2018 and existing customers from later this year
- Quest Apartment Hotels, which has 34 properties throughout New Zealand and Fiji, is now offering Airpoints Dollars on all accommodation spend
- Aelia Duty Free, which is already offering Airpoints Dollar earning to customers at Auckland, Queenstown and Dunedin Airports
- Audiology providers Bay Audiology and Dilworth Hearing, which will join from later this year, offering Airpoints Dollar earning in clinics throughout New Zealand
- Construction and mining supplier Komatsu, which will be offering Airpoints Dollar earning through the Airpoints for Business programme from next month

Air New Zealand General Manager Loyalty Mark Street says the addition of five new partners to the programme is good news for members and follows a period of rapid expansion.

"These businesses join 63 other bank, retail and travel partners covering a wide range of household and business spend categories including New World, Harvey Norman, Mercury, Mitre 10, Z Energy, Macpac which have all joined within the past two years," says Mr Street.

Air New Zealand Airpoints is New Zealand's most rewarding loyalty programme with more than 2.8 million members. In the past year more than one million flights and purchases from the Airpoints Store were enjoyed by members using their Airpoints Dollars.

Visit our [Airpoints partners page](#) for the full list of Airpoints retail partners.