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26 February 2019

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## January 2019 highlights

Group traffic summary	January			FINANCIAL YTD		
	2019	2018	% *	2019	2018	% *
Passengers carried (000)	1,305	1,254	4.1%	10,201	9,783	4.3%
Revenue Passenger Kilometres(m)	3,245	3,026	7.2%	22,489	21,299	5.6%
Available Seat Kilometres (m)	3,849	3,663	5.1%	26,933	25,801	4.4%
Passenger Load Factor (%)	84.3%	82.6%	1.7 pts	83.5%	82.5%	1.0 pts

Year-to-date RASK <sup>1</sup>	% change in reported RASK (incl. FX)	% change in underlying RASK (excl. FX)
Group	2.1%	0.9%
Short Haul	0.4%	0.0%
Long Haul	3.7%	1.3%

\* % change is based on numbers prior to rounding

<sup>1</sup> 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	JANUARY			FINANCIAL YTD		
	2019	2018	% *	2019	2018	% *
Passengers carried (000)	1,305	1,254	4.1%	10,201	9,783	4.3%
Revenue Passenger Kilometres(m)	3,245	3,026	7.2%	22,489	21,299	5.6%
Available Seat Kilometres (m)	3,849	3,663	5.1%	26,933	25,801	4.4%
Passenger Load Factor (%)	84.3%	82.6%	1.7 pts	83.5%	82.5%	1.0 pts
<b>Short Haul Total</b>	<b>JANUARY</b>			<b>FINANCIAL YTD</b>		
	<b>2019</b>	<b>2018</b>	<b>% *</b>	<b>2019</b>	<b>2018</b>	<b>% *</b>
Passengers carried (000)	1,115	1,076	3.6%	8,944	8,577	4.3%
Revenue Passenger Kilometres(m)	1,353	1,275	6.1%	10,155	9,511	6.8%
Available Seat Kilometres (m)	1,679	1,582	6.1%	12,342	11,626	6.2%
Passenger Load Factor (%)	80.6%	80.6%	-	82.3%	81.8%	0.5 pts
<b>Domestic</b>	<b>JANUARY</b>			<b>FINANCIAL YTD</b>		
	<b>2019</b>	<b>2018</b>	<b>% *</b>	<b>2019</b>	<b>2018</b>	<b>% *</b>
Passengers carried (000)	775	764	1.5%	6,531	6,327	3.2%
Revenue Passenger Kilometres(m)	420	412	1.9%	3,390	3,263	3.9%
Available Seat Kilometres (m)	510	498	2.4%	4,102	3,988	2.8%
Passenger Load Factor (%)	82.4%	82.8%	(0.4 pts)	82.7%	81.8%	0.9 pts
<b>Tasman / Pacific</b>	<b>JANUARY</b>			<b>FINANCIAL YTD</b>		
	<b>2019</b>	<b>2018</b>	<b>% *</b>	<b>2019</b>	<b>2018</b>	<b>% *</b>
Passengers carried (000)	340	312	8.9%	2,414	2,250	7.3%
Revenue Passenger Kilometres(m)	932	863	8.1%	6,764	6,248	8.3%
Available Seat Kilometres (m)	1,168	1,084	7.8%	8,240	7,638	7.9%
Passenger Load Factor (%)	79.8%	79.6%	0.2 pts	82.1%	81.8%	0.3 pts
<b>Long Haul Total</b>	<b>JANUARY</b>			<b>FINANCIAL YTD</b>		
	<b>2019</b>	<b>2018</b>	<b>% *</b>	<b>2019</b>	<b>2018</b>	<b>% *</b>
Passengers carried (000)	191	178	7.1%	1,256	1,206	4.2%
Revenue Passenger Kilometres(m)	1,892	1,751	8.0%	12,335	11,788	4.6%
Available Seat Kilometres (m)	2,170	2,081	4.3%	14,591	14,175	2.9%
Passenger Load Factor (%)	87.2%	84.1%	3.1 pts	84.5%	83.2%	1.3 pts
<b>Asia / Japan / Singapore</b>	<b>JANUARY</b>			<b>FINANCIAL YTD</b>		
	<b>2019</b>	<b>2018</b>	<b>% *</b>	<b>2019</b>	<b>2018</b>	<b>% *</b>
Passengers carried (000)	77	72	7.4%	513	493	4.1%
Revenue Passenger Kilometres(m)	688	639	7.6%	4,576	4,393	4.2%
Available Seat Kilometres (m)	772	776	(0.5%)	5,456	5,437	0.3%
Passenger Load Factor (%)	89.1%	82.4%	6.7 pts	83.9%	80.8%	3.1 pts
<b>Americas / UK</b>	<b>JANUARY</b>			<b>FINANCIAL YTD</b>		
	<b>2019</b>	<b>2018</b>	<b>% *</b>	<b>2019</b>	<b>2018</b>	<b>% *</b>
Passengers carried (000)	114	106	6.8%	743	713	4.2%
Revenue Passenger Kilometres(m)	1,204	1,112	8.3%	7,759	7,395	4.9%
Available Seat Kilometres (m)	1,398	1,305	7.1%	9,135	8,738	4.5%
Passenger Load Factor (%)	86.1%	85.2%	0.9 pts	84.9%	84.6%	0.3 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 31 January 2019 to 26 February 2019)

[Air New Zealand 2019 Interim Results Webcast details](#)

11 February 2019

Air New Zealand's 2019 interim results will be announced before NZX trading begins on Thursday 28 February 2019.

**A conference call for investors and analysts will be hosted by Christopher Luxon (Chief Executive Officer) and Jeff McDowall (Chief Financial Officer) at 11:00am NZDT on the same day and can be accessed in the following ways:**

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

<b>Conference ID:</b>	<b>213721</b>
<b>New Zealand Toll Free:</b>	<b>0800 453 055</b>
NZ Local (Auckland):	09 929 1687
NZ Local (Wellington):	04 974 7738
NZ Local (Christchurch):	03 974 2632
<b>Australia Toll Free:</b>	<b>1 800 558 698</b>
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 – can be accessed through the "Results Centre" link on the Investor Centre section of Air New Zealand's website:  
<https://www.airnewzealand.co.nz/investor-centre>

[Air New Zealand appoints General Counsel and Company Secretary](#)

31 January 2019

Air New Zealand has confirmed the appointment of Jennifer Page as its new General Counsel and Company Secretary.

Jennifer is currently the Executive Director and Senior Counsel at Goldman Sachs New Zealand.

Jennifer is expected to take up her new position by 30 April.



## Media Releases

(during the period 31 January 2019 to 26 February 2019)

Air New Zealand shrinks some domestic fares by half

26 February 2019

Air New Zealand is slashing its lowest domestic fares by up to 50 percent from today.

Chief Executive Officer Christopher Luxon says the move to shrink fares is the biggest overhaul of the airline's domestic pricing structure in more than a decade and will see more than three quarters of a million seats a year available for less than \$50.

"We are making travel more affordable than ever for Kiwis so that they can explore more of their own backyard, connect with family and friends and attend the amazing events we have around the nation," Mr Luxon says.

Air New Zealand is shrinking its lowest fares on 41 domestic routes meaning Kiwis will be able to fly within each island for as low as \$39 and between the North Island and South Island for as low as \$39.

Air New Zealand's longest domestic service – the two-hour 1,174 kilometre direct flight between Auckland and Invercargill launching in August will have seats available from \$79.

"We have shrunk our lowest fares by up to \$45 in a move we believe will further supercharge domestic tourism and we'd love to see hotels, rental car companies and tourist experience operators follow our lead."

"Regional New Zealand is one of the biggest winners out of today's announcement. Some of the great new Seat only fares include Auckland to Gisborne or Kerikeri for \$39 and Auckland to Blenheim or Nelson for \$49," Mr Luxon says.

Fares on the airline's main trunk routes are also shrinking – Auckland-Christchurch and Auckland-Wellington now start at \$49 one-way and Christchurch-Wellington from \$39.

The new fares are available for purchase from today at [www.airnz.co.nz](http://www.airnz.co.nz) for travel from 25 March 2019.