

Monthly **investor update**



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3 November 2021

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September 2021 highlights

Group traffic summary	SEPTEMBER			FINANCIAL YTD		
	2021	2020	% *	2022	2021	% *+
Passengers carried (000)	266	679	(60.8%)	1,845	1,742	7.0%
Revenue Passenger Kilometres(m)	154	476	(67.7%)	1,357	1,238	10.8%
Available Seat Kilometres (m)	353	1,018	(65.4%)	2,113	2,609	(18.1%)
Passenger Load Factor (%)	43.6%	46.8%	(3.2 pts)	64.2%	47.4%	16.8 pts

Year-to-date RASK ¹	% change in reported RASK (incl. FX)	% change in underlying RASK (excl. FX)
Group	16.2%	16.6%
Short Haul	(2.6%)	(2.6%)
Long Haul	2.0%	6.2%

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 2020 (33 days) compared with July 2021 (32 days). This is because Air New Zealand operates on a 4,4,5 accounting calendar but closes the annual accounts on 30 June.

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		
	2021	2020	% *	2022	2021	% **
Passengers carried (000)	266	679	(60.8%)	1,845	1,742	7.0%
Revenue Passenger Kilometres(m)	154	476	(67.7%)	1,357	1,238	10.8%
Available Seat Kilometres (m)	353	1,018	(65.4%)	2,113	2,609	(18.1%)
Passenger Load Factor (%)	43.6%	46.8%	(3.2 pts)	64.2%	47.4%	16.8 pts
Short Haul Total	SEPTEMBER			FINANCIAL YTD		
	2021	2020	% *	2022	2021	% **
Passengers carried (000)	263	669	(60.8%)	1,832	1,715	7.9%
Revenue Passenger Kilometres(m)	116	383	(69.9%)	1,230	976	27.3%
Available Seat Kilometres (m)	201	655	(69.2%)	1,703	1,583	8.7%
Passenger Load Factor (%)	57.4%	58.6%	(1.2 pts)	72.2%	61.7%	10.5 pts
Domestic	SEPTEMBER			FINANCIAL YTD		
	2021	2020	% *	2022	2021	% **
Passengers carried (000)	261	658	(60.4%)	1,717	1,679	3.3%
Revenue Passenger Kilometres(m)	110	356	(69.2%)	889	894	0.4%
Available Seat Kilometres (m)	161	526	(69.4%)	1,141	1,245	(7.4%)
Passenger Load Factor (%)	68.3%	67.7%	0.6 pts	77.9%	71.8%	6.1 pts
Tasman / Pacific	SEPTEMBER			FINANCIAL YTD		
	2021	2020	% *	2022	2021	% **
Passengers carried (000)	2	12	(83.0%)	116	36	225.1%
Revenue Passenger Kilometres(m)	6	27	(79.1%)	342	82	320.9%
Available Seat Kilometres (m)	40	128	(68.6%)	562	338	68.1%
Passenger Load Factor (%)	14.0%	21.1%	(7.1 pts)	60.8%	24.3%	36.5 pts
Long Haul Total	SEPTEMBER			FINANCIAL YTD		
	2021	2020	% *	2022	2021	% **
Passengers carried (000)	4	9	(59.7%)	13	27	(52.2%)
Revenue Passenger Kilometres(m)	38	93	(58.8%)	127	261	(51.0%)
Available Seat Kilometres (m)	151	363	(58.4%)	410	1,026	(59.6%)
Passenger Load Factor (%)	25.3%	25.6%	(0.3 pts)	30.9%	25.5%	5.4 pts
Asia	SEPTEMBER			FINANCIAL YTD		
	2021	2020	% *	2022	2021	% **
Passengers carried (000)	1	5	(76.2%)	4	14	(73.2%)
Revenue Passenger Kilometres(m)	11	47	(76.6%)	33	125	(73.5%)
Available Seat Kilometres (m)	93	172	(46.1%)	250	443	(43.0%)
Passenger Load Factor (%)	11.8%	27.2%	(15.4 pts)	13.1%	28.1%	(15.0 pts)
Americas	SEPTEMBER			FINANCIAL YTD		
	2021	2020	% *	2022	2021	% **
Passengers carried (000)	3	4	(40.7%)	9	13	(30.4%)
Revenue Passenger Kilometres(m)	27	46	(40.8%)	94	137	(30.4%)
Available Seat Kilometres (m)	58	191	(69.4%)	160	583	(72.3%)
Passenger Load Factor (%)	46.7%	24.1%	22.6 pts	58.8%	23.4%	35.4 pts

* % 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 2020 (33 days) compared with July 2021 (32 days). This is because Air New Zealand operates on a 4,4,5 accounting calendar but closes the annual accounts on 30 June.

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 5 October 2021 to 3 November 2021)

Results of 2021 Annual Shareholders Meeting

28 October 2021

At Air New Zealand's shareholder meeting, held virtually today Thursday 28 October 2021, shareholders were asked to vote on three resolutions for director elections, which were supported by the Board of Directors.

As required by NZX Listing Rule 6.1, voting on the resolutions was conducted by a poll and all three resolutions were passed by shareholders. Details of the total number of votes cast in person or by a proxy holder are:

Resolution	For	Against	Abstain
1. To elect Claudia Batten as a Director	681,327,330 (99.95%)	355,190 (0.05%)	97,551
2. To elect Alison Geary as a Director	681,118,397 (99.93%)	509,894 (0.07%)	151,780
3. To elect Paul Goulter as a Director	680,920,952 (99.90%)	649,961 (0.10%)	209,158

Materials related to the 2021 Annual Shareholders Meeting, including a video replay of the meeting, the Chairman and CEO address and presentation can be accessed in the investor centre web page by clicking the following link: <https://www.airnewzealand.co.nz/annual-meeting>

Air NZ awarded international cargo flights to March 2022

12 October 2021

Air New Zealand has been awarded a further five months of support for cargo flights under an extension of the Government's Maintaining International Air Connectivity (MIAC) scheme. This contract includes additional air freight capacity operating from 1 November 2021 through to 31 March 2022. The MIAC scheme (the scheme) has helped keep New Zealand connected to its global trade partners and allow for essential international travel to continue while international borders remain effectively closed.

The scheme was announced by the Government in March 2021, following the success of the International Air Freight Capacity scheme, to ensure a predictable and regular schedule of international air services during the Covid-19 pandemic. Under the scheme, the Government provides financial assistance to all airlines that are awarded cargo flights, to support the cost of international flying.

With the scheme now operating over the coming summer period through to the end of March 2022, the airline has been awarded support for approximately 65 flights per week over that period to destinations including Los Angeles, Vancouver, Hong Kong, Shanghai and key Pacific ports. While the trans-Tasman and Rarotonga bubbles remain suspended, air freight services to Australia and the Cook Islands will also operate within the scheme.

The Government financial support for flights within this five-month period is expected to contribute between approximately \$150 million and \$170 million towards the airline's cargo revenue, which is comparable to the same period last year. In the prior financial year, support from the scheme contributed \$321 million to the airline's total cargo revenue.

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Media Releases

(during the period 5 October 2021 to 3 November 2021)

Win a share of \$85,000 worth of prizes on the Airpoints™ Store

3 November 2021

Airpoints™, Air New Zealand's loyalty programme, is spreading some Christmas cheer by gifting six lucky shoppers Christmas stockings each worth over \$14,000.

To get into the festive spirit, Airpoints™ members who shop any product from the 'Christmas Gift Edit' on the Airpoints™ Store will receive an automatic entry into a draw to win one of six stockings. Each stocking is made up of over 110 products from Airpoints™ suppliers including Weber, Vegepod, KitchenAid, Garmin, COAST and more. Customers who place an order between now and 17 December 2021 will be entered in the draw.

Air New Zealand General Manager Loyalty Kate O'Brien says it's been a tough year for Kiwis but as Christmas approaches, she hopes these fantastic prizes will help members get into the spirit of the holiday season.

"At a time when flying is reduced and people are staying home, we hope our members will enjoy shopping online a little bit more, knowing they could walk away with an amazing prize.

"If you don't have enough Airpoints™ Dollars to make your 'Christmas Gift Edit' purchase, shoppers can use the newly introduced Airpoints™ Flexipay – a combination of Airpoints™ Dollars and cash, giving more Kiwis the opportunity to enter the prize draw.

"Our customers have been telling us they would use the Airpoints™ Store more if they could split the bill and it shows in the numbers. The day after we launched Flexipay, we set a new daily sales record, with a result of 420% more purchases above the same day last year".

For your chance to win, visit airpointsstore.co.nz/christmas-gift-edit for more details on the 'Christmas Gift Edit'. T&Cs apply.

Air New Zealand takes first step to reopening with Sydney - Los Angeles flight 18 October 2021

Air New Zealand is on the road to reopening international passenger services with its popular Sydney - Los Angeles (via Auckland) flights recommencing from Friday 5 November.

On sale now, the airline will start with one flight per week in November and will ramp up to four flights per week from December.

Air New Zealand Chief Customer and Sales Officer Leanne Geraghty says the airline is incredibly excited to open these flights for customers as it's a major step towards the airline reopening to the world.

"While there hasn't been a day we didn't fly, most of that flying has been keeping cargo moving around the world, so it's incredibly exciting for us to welcome more customers back on board."

"We haven't been sitting on our hands over the last 20 months and have been taking the time to ensure that as international travel ramps back up, we are better than ever. We can't wait to roll out the red carpet for our customers come 5 November and get back to what we do best - flying!"

Flights are available to book via the airline's website or a travel agent. Customers will need to ensure they meet the entry requirements set by the United States Government, including being fully vaccinated from 8 November.

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The airline also has fares for over 30 connecting destinations in the United States and Canada available for sale to get customers to all corners of the region.

Air New Zealand adds quarantine free flights to NSW

15 October 2021

Following the New South Wales Government announcement on 15 October, Air New Zealand has added quarantine free flights from Auckland - Sydney for Australian citizens or permanent residents.

Commencing Friday 5 November, the airline will start with two flights per week on Fridays and Sundays. From 1 December, this will ramp up to six flights per week to deliver Aussies home just in time for Christmas.

Fully vaccinated passengers are eligible to travel quarantine free and can book now via [our website](#) or a travel agent. Customers will need to meet the entry requirements set by the Australian Federal and State governments.

The New South Wales Government is yet to provide the airline with the number of spaces available to unvaccinated passengers. If customers are unvaccinated and wish to travel, they will need to register their interest with the airline's customer care team via contactcentreoperations@airnz.co.nz.

Air New Zealand Chief Customer and Sales Officer Leanne Geraghty says the airline is incredibly excited to have the border to our New South Wales neighbours reopening and that seats have already been selling quickly.