

2022 Interim Financial Results



Investor presentation

24 February 2022

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Non-GAAP financial information

The following non-GAAP measures are not audited: CASK, Gearing, Net Debt, Gross Debt, EBITDA and RASK. Amounts used within the calculations are derived from the condensed Group interim financial statements where possible. The interim financial statements are subject to review by the Group's external auditors. The non-GAAP measures are used by management and the Board of Directors to assess the underlying financial performance of the Group in order to make decisions around the allocation of resources.

Refer to slide 34 for a glossary of the key terms used in this presentation.



Business update

Greg Foran, Chief Executive Officer

Overview



Significant financial loss reported due to extended domestic lockdown, ongoing border restrictions and reduced levels of Government subsidy support

1H 2022 summary

- Reporting a **loss before other significant items and taxation of \$367 million**, statutory **loss before taxation of \$376 million** and a **statutory loss after taxation of \$272 million**
- **Passenger revenue down 26%** due to the national alert level restrictions and 107 days of Auckland lockdown
- **Cargo revenue up 29%** driven by increase to ~100 flights per week under the MIAC¹ scheme from ~55 in the prior period

Near-term demand observations

- Domestic demand subdued in February and March 2022 particularly for business travel with Omicron outbreak, while April 2022 holidays continue to see bookings
- International bookings have increased following recent announcement on removal of managed isolation

Balance sheet update

- Liquidity of **~\$1.4 billion** as at 23 February 2022, including cash of ~\$170 million, \$240 million of available funds on the Crown Standby Loan Facility (Crown Facility) and \$1 billion on the Redeemable Shares
- Planning to launch a capital raise before the end of March 2022 or shortly thereafter, subject to market conditions

¹ MIAC refers to the New Zealand Government's Maintaining International Air Connectivity scheme, which supports the cost of flying for all airlines awarded flights under the scheme. The airline flies ~100 flights per week to international ports under the current agreement which is in place through to 31 March 2022.

² New Zealand Government's announcement on 3 February 2022 regarding reconnecting New Zealand outlines a five-phased plan to lift various border restrictions from 27 February to October 2022.



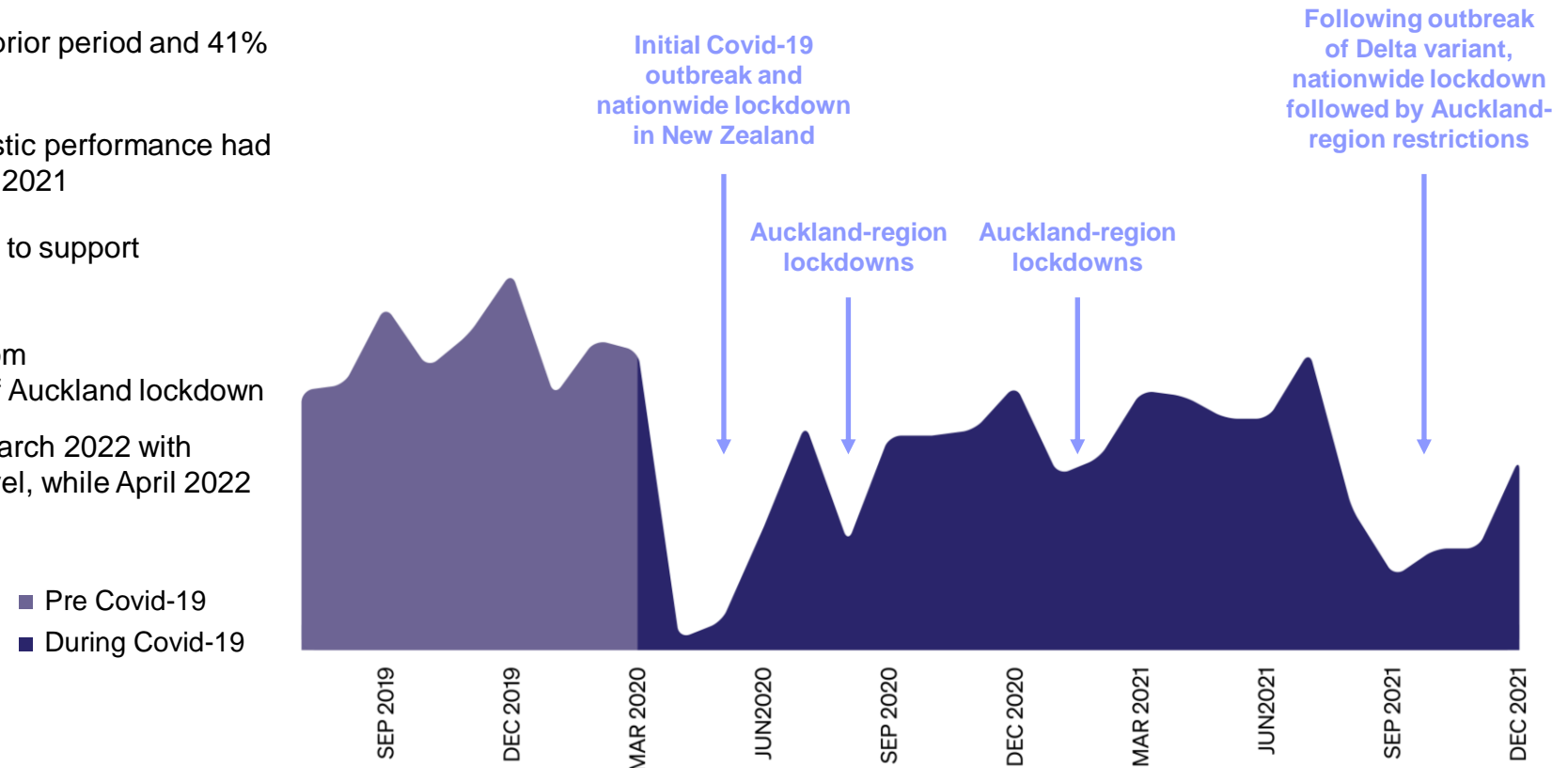


1H 2022 domestic network performance impacted by prolonged Auckland lockdown

Lockdowns driven by Delta variant adversely impacted domestic network for majority of the half-year period

- Domestic capacity varied significantly throughout the six months ending December 2021 as a result of Covid-related restrictions
 - Overall, capacity was 23% lower than the prior period and 41% lower than pre-Covid levels¹
 - Prior to latest nationwide lockdown, Domestic performance had been strong, reaching record levels in July 2021
- Continue to enhance our Domestic proposition to support customers through near-term uncertainty
- Domestic demand had shown improvement from mid-December to late-January following end of Auckland lockdown
- Domestic demand subdued in February and March 2022 with Omicron outbreak particularly for business travel, while April 2022 holidays continue to see bookings

Impact of Covid-19 on Domestic passenger revenue



¹ Pre-Covid levels defined as first half of the 2020 financial year, or period from July 2019 to December 2019.

Cargo performance a standout in the period, assisted by continued Government support



Cargo performance continues to provide a vital service to New Zealand exporters and import crucial goods

- Cargo revenue of \$482 million **increased 29%** including FX
- Growth primarily due to the increase of Government supported flights and heightened seasonal demand, contributing \$194 million to cargo revenue in the period
 - Current phase of the Maintaining International Air Connectivity (MIAC) scheme was extended from October 2021 to March 2022
 - Increased weekly flights to ~100 with the addition of new routes awarded in late October
 - July through October 2021 operated ~50 flights per week to 16 ports with the trans-Tasman bubble suspended
 - International Freight Assistance Mechanism (IFAM) contract awarded in August 2020 by Australian Government – extended to 31 March 2022



Preparations for recovery well underway



Proven operational agility to support our customers with changing travel requirements



Health & safety focus

- Proactive stance on international vaccination requirement since 1 February 2022; domestic vaccination or negative test requirement since 14 December 2021
- 100% operating aircrew and customer-facing employees fully vaccinated
- Rapid antigen test kits available for frontline employees
- Continuation of Covid-cleaning protocols for aircraft, lounges and workspaces



Operational readiness

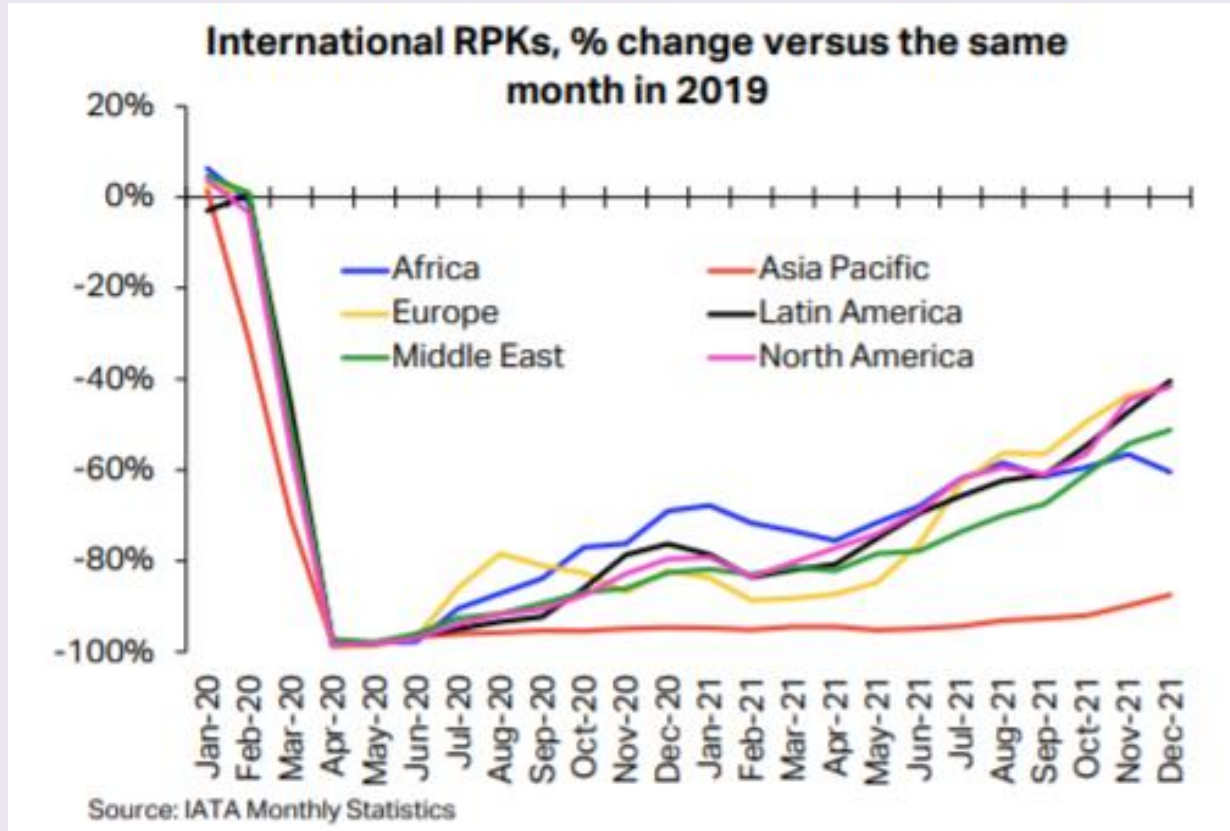
- Recalling ~250 cabin crew and pilots
- Training pilots and cabin crew for readiness with expected recovery
- Reanimation of a Boeing 777-300 aircraft initially for cargo flying
- Activation underway for offshore ports across the network



Customer experience

- Seamless integration of Covid-19 vaccination passport into travel app
- Trialling new in-flight product and service offerings across the network
- Reintroduction of credit flexibility for domestic customers and continuation for international bookings
- Further investment in Contact Centre technology to enhance customer experience

Other markets seeing encouraging signs of demand for international air travel



- Despite the beginnings of the Omicron outbreak in November and December 2021, IATA data shows where travel restrictions have softened in regions, international demand through the 2H of calendar year 2021 has improved
- Skewed to reopening of short-haul markets amidst improved vaccination progress
- IATA data suggests demand for international travel linked to customers visiting friends and relatives, as leisure and business-purpose travel lags behind
- Asia-Pacific region key outlier as governments demonstrate more conservative border opening policies relative to other markets
- The timing for demand recovery in New Zealand remains uncertain



Strategic roadmap for the medium-term

Air New Zealand's *Kia Mau* strategy is focused on 3 clear drivers of value creation, executed through excellence and innovation across 4 key business enablers

Kia Mau

Profit drivers



Grow domestic

Profitably grow and enhance our iconic domestic offering, providing New Zealanders with even more choice as the best-connected country in the world



Optimise international

Connecting New Zealanders and our exports to the world through an optimal international network and premium leisure product



Lift loyalty

Increase products and benefits members value from our Airpoints™ programme, supercharging the loyalty ecosystem for the airline

Enabled by strong culture and focused investment

Brilliant Basics

Operational excellence that provides a seamless travel experience for our customers – do it right, first time, every time

Serious about Sustainability

Committed to meaningful action to reduce our carbon impact

Digital Dexterity

Technology focused on delivering a world-class experience for our people and customers while driving efficiencies

Prioritising People & Safety

Putting people, health and safety first



Financial update

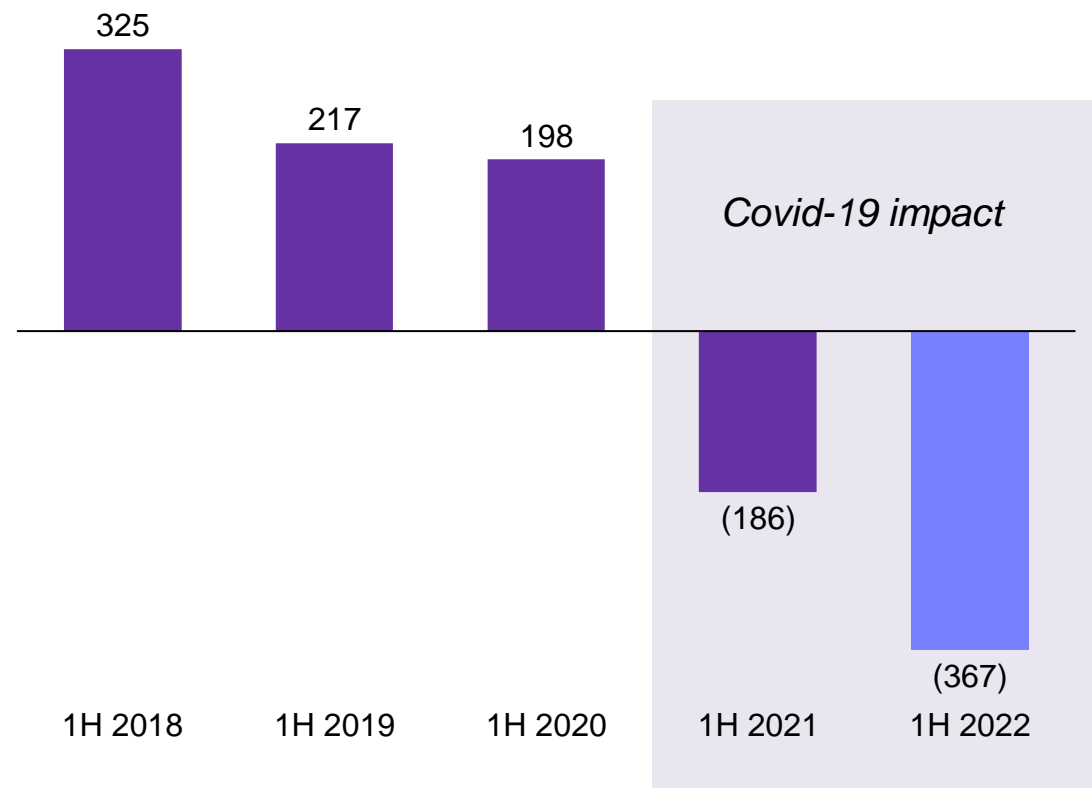
Richard Thomson, Chief Financial Officer

1H 2022 financial summary



- Operating revenue **\$1.1 billion**, down 8.8%
- Loss before other significant items and taxation¹ **\$367 million**
- Loss before taxation **\$376 million**
- Net loss after taxation **\$272 million**
- Short-term cash of **\$156 million**²
- Gearing at **78.0%**
- Dividend suspended until further notice

Earnings/Loss before other significant items and taxation³
(\$ millions)

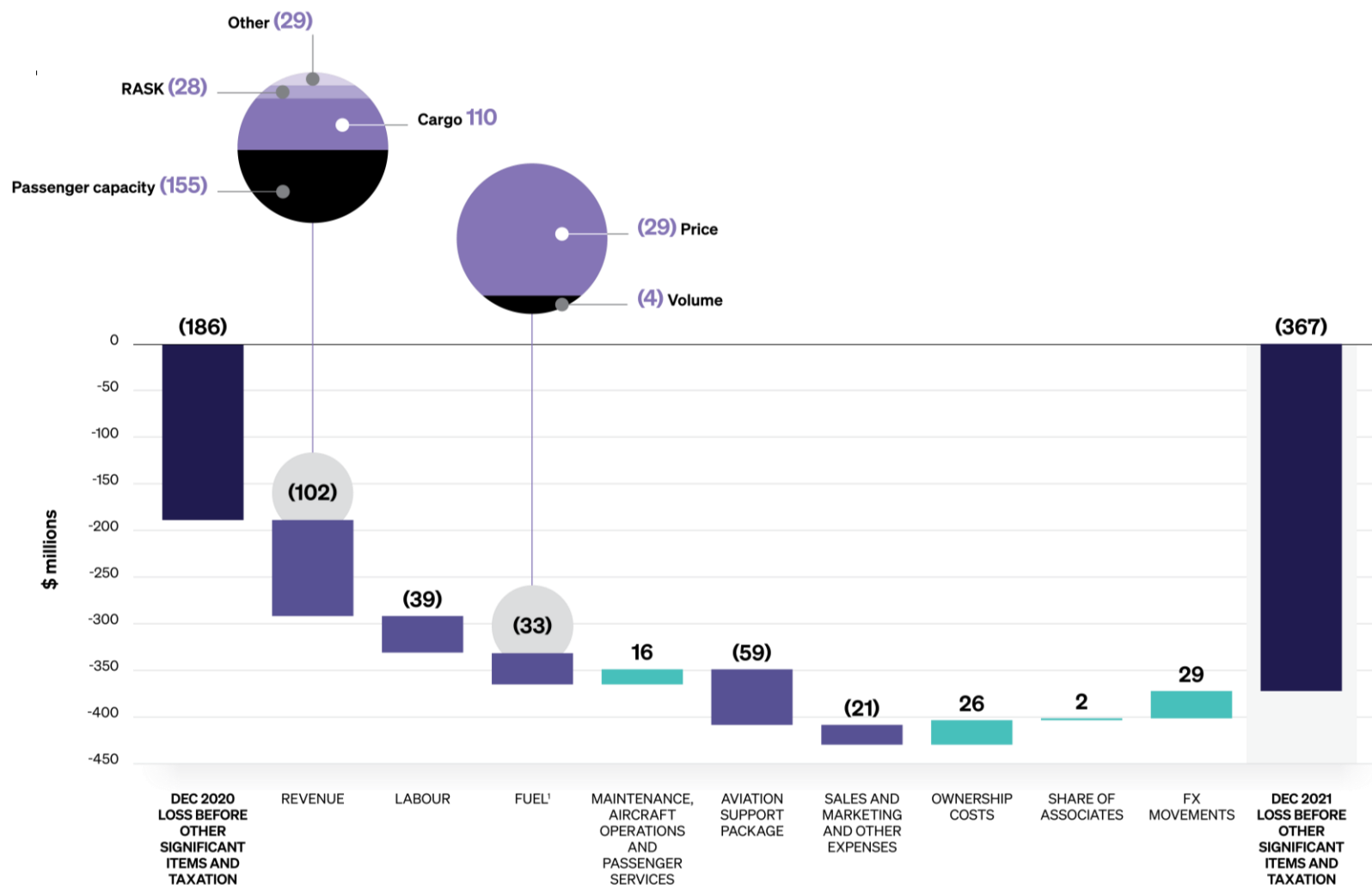


¹ Refer to slide 26 for further details on Other Significant Items of \$9 million.

² As at 31 December 2021, not including remaining undrawn funds from the Crown Facility. Please refer to slide 16 for details on liquidity as at 23 February 2022.

³ Historical earnings have been restated following the International Financial Reporting Interpretations Committee ("IFRIC") issuing an agenda decision on Configuration or Customisation Costs in a Cloud Computing Arrangement.

Profitability waterfall



Additional commentary

- Labour cost increased faster than capacity at 9.9% driven by an employee-wide award in the period, reduced wage subsidies, a provision for incentive payments and higher digital staffing levels aligned with delivering the airline's strategic priorities
- Aircraft operations, maintenance and passenger services costs decreased 4.3% reflecting fewer departures and the resulting reduction in landing, meal and lounge costs as well as reduced third-party work
- Sales and marketing and other expenses increased 14% driven by brand activity focused on the Airpoints™ loyalty programme and digital activity
- Ownership costs decreased 6% due to reduced depreciation on impaired Boeing 777s and lower utilisation of engine maintenance assets partially offset by new aircraft deliveries
- Changing levels of Government support in the current versus prior period drove an adverse impact to some cost areas (refer to next slide)

¹ For further details on fuel cost movement, refer to slide 32.

1H 2022 result reflects benefit of support programmes



A series of government support programmes contributed to the 2022 interim result, although not at the level received in the 2021 corresponding period

Impact to the Profit & Loss			
Support programme	1H 2022 (\$m)	1H 2021 (\$m)	P&L line item
Airfreight schemes	194	147	Cargo revenue
Wage subsidies	47	53	Labour cost
Air navigation subsidies	-	40	Aircraft operations
Passenger levy relief	-	18	Passenger services
Biosecurity border processing levy	-	1	Other expenses

} Aviation support package

CASK movement



- Reported CASK¹ increased 3.7%
- Excluding the impact of fuel price movement, foreign exchange, third-party maintenance and removal of the aviation support subsidy, underlying CASK increased 0.2%



Commentary

- CASK¹ increased due to:
 - Lack of aviation support package which occurred in the prior period; and
 - An increase in mix of flying towards lower cost cargo-only flying in the period which was offset by diseconomies of scale and inefficiencies in the domestic network
 - Diseconomies of scale and inefficiencies driven by moderate level of cost held to ensure operational readiness

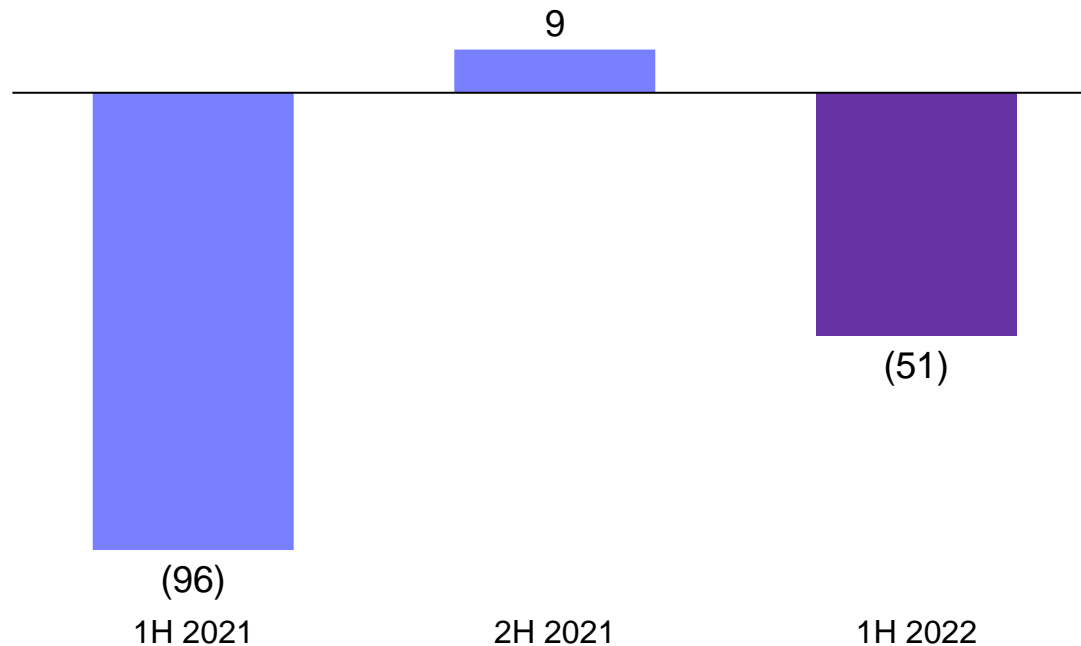
¹ Excluding fuel price movement, foreign exchange, third-party maintenance, CASK increased 6.0%.

Cash burn¹ update



1H 2022 cash burn

Average monthly cash burn (\$ millions)



1H 2022 average cash burn impacted by:

- Reduced bookings from domestic lockdown and suspension of the trans-Tasman and Cook Islands travel bubbles
- Commencement of regular PAYE and FBT payments of ~\$20 million per month from October 2021
- Includes ~\$280 million of amortising debt payments for secured aircraft and lease payments on operating leased aircraft and property over the six month period

2H 2022 cash burn expected to reflect:

- ~\$300 million related to repayment of deferred PAYE and FBT (completed by March 2022)
- Domestic bookings impacted by current Omicron outbreak in New Zealand
- Increased international bookings as managed isolation requirement is removed

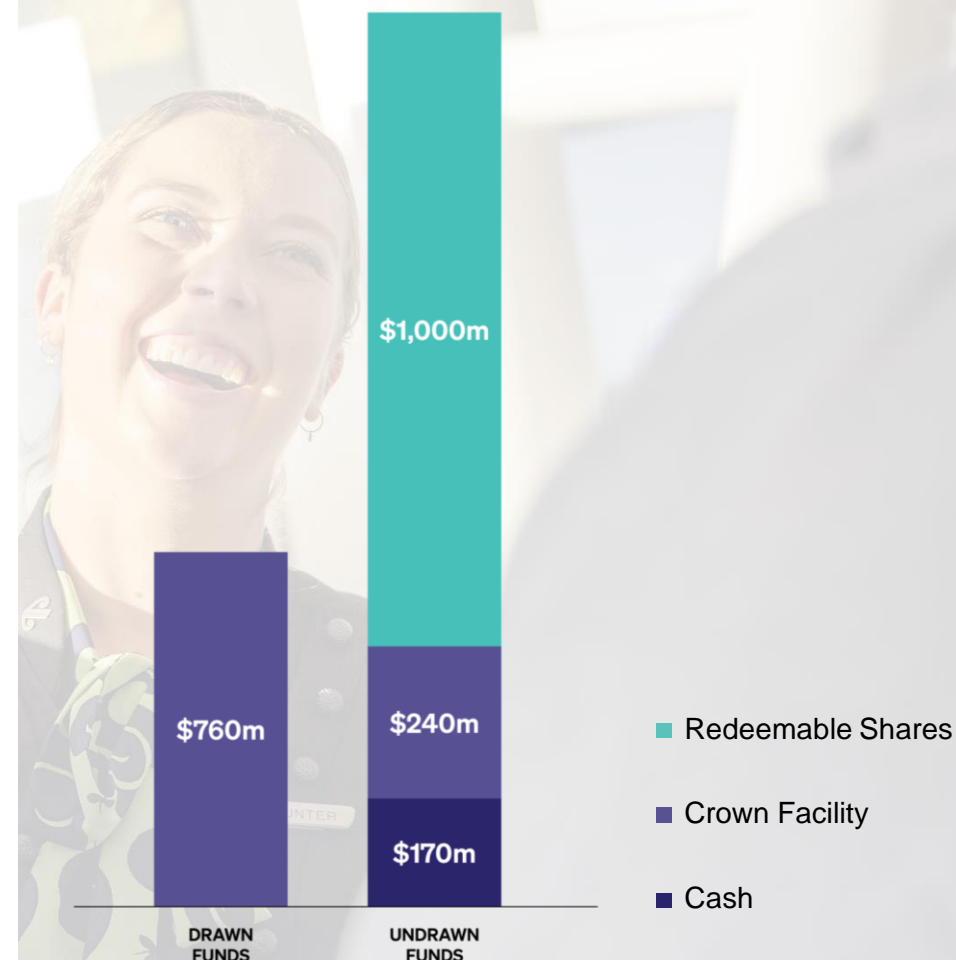
¹ Cash burn is defined as the aggregate of operating, investing and financing cashflow prior to drawings under the Crown Facility, over a specified period of time.

Capital structure, liquidity and dividend



- Assessment of our capital structure and funding needs is well advanced and we **intend to launch a capital raise before the end of March 2022 or shortly thereafter** subject to market conditions
- The Crown is supportive of this intention and has confirmed its longstanding commitment to maintaining a majority shareholding, including as part of the proposed equity raise
- \$760 million of the Crown Facility drawn down, resulting in approximately \$1.4 billion in cash and available liquidity as at 23 February 2022
 - Includes \$240 million remaining from \$1 billion Crown Facility and \$1 billion available from non-voting redeemable shares announced in December 2021
- Expect to issue redeemable shares to the Crown from March 2022 – expect to pay these back directly following the capital raise. The redeemable shares become available and will be accessed incrementally once \$850 million has been drawn under the Crown Facility
- Due to the ongoing financial impact from Covid-19 and the restrictions of the Crown Facility dividends remain suspended. Accordingly, there will be **no interim dividend** for the 2022 financial year

~\$1.4 billion in available liquidity
(as at 23 February 2022)



Fuel hedging update



Air New Zealand's fuel hedging policy and approach remains unchanged

- Current fuel hedging profile based on Domestic and Cargo operations at a slightly elevated level to 1H 2022
- Represents approximately one-third of pre-Covid hedging levels
- Increased fuel prices partially mitigated by hedge position
- Assuming no change to current network capacity, fuel costs in 2H 2022 expected to exceed 1H 2022 levels
- Hedge portfolio structured to allow full participation to downward price movements through June 2022

Fuel hedge position (as at 16 Feb 2022)		
Period	Hedged volume (in barrels)	Net compensation from hedging (USD) ¹
2H 2022	1,342,500	~\$24 million
1H 2023	707,500	~\$7 million

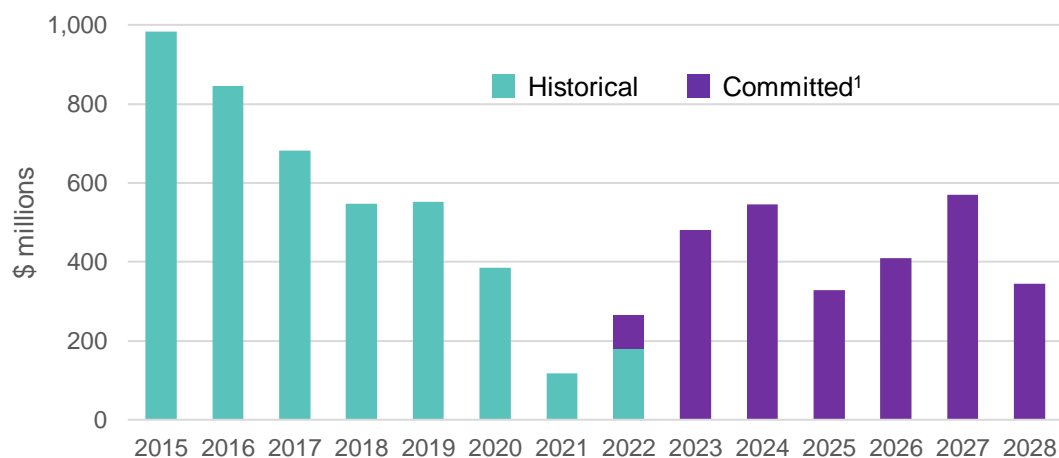
¹ Net compensation from fuel hedges represents the unrealised gains and losses on fuel hedges and is in USD.

Fleet investment update



Degree of flexibility maintained over timing of aircraft capital expenditure; aircraft capital expenditure expected to reduce materially once contracted Boeing 787s order received

Actual and committed aircraft capital expenditure¹



- Committed aircraft capital expenditure profile reflects
 - Minor deferral of one A321neo domestic aircraft from 2022 to 2023
 - Reversal of one Boeing 787 slide right previously assumed to be exercised, moving delivery from 2027 to 2025
 - Delivery flexibility remains in place for a substantial portion of the Boeing 787 delivery stream
- No committed aircraft capital expenditure currently beyond 2028
 - Given the young age of fleet (~7 years²) compared to global peers (10-11 years), Management has the optionality to allow fleet age to grow
- Interiors retrofit programme for existing 14 Boeing 787 fleet is anticipated beyond 2023, but timing and quantum have not been confirmed

Aircraft delivery schedule (as at 31 December 2021)

		Number in existing fleet	Number on order	Delivery Dates (financial year)				
				2H 2022	2023	2024	2025	2026
Owned fleet on order	Boeing 787	14	4*	-	-	2	1	1
	Airbus A320/A321neos	13	5**	-	4	1	-	-

¹ Includes progress payments on aircraft and aircraft improvements (e.g. refurbishment); excludes assumed interiors retrofit capital expenditure for the existing 14 Boeing 787 fleet.

² Fleet age as at end of 2022 financial year.



















* Does not reflect four Boeing 787s planned for delivery beyond 2026 for which slide rights have been assumed.

** Does not reflect two A321neos planned for delivery in 2027.

Fleet simplification strategy solidly on track



Air New Zealand has strategically simplified its fleet historically and continues to focus on this strategy to drive superior operating cost and capital expenditure outcomes

	FY11 (8 types) Total – 102 Age – 9.1yrs	H1 FY22 (5 types) Total – 103 Age – 6.7yrs	FY28 (4 types) ¹ Total – 107 Age – ~10yrs	
Widebody	B747 (5) 	B787 (14)  ● B787-9 B777 (7)  ● B777-300	B787 (22)  ● B787-9/10	
	B767 (5) 			B777 (11)  ● B777-300 ● B777-200
	A320 (14) 			
B737 (15) 	ATR72 (28)  ● ATR72-600 Q300 (23) 	A320 (33)  ● A320 ● A321		
ATR72 (11)  ● ATR72-500			ATR72 (29) 	
Q300 (23) 				ATR72 (29) 
B1900D (18) 	Q300 (23) 	Q300 (23) 		

¹ Note – this represents the fleet at the end of the FY28 financial period.



Outlook

Greg Foran, Chief Executive Officer

Our priorities for 2H 2022



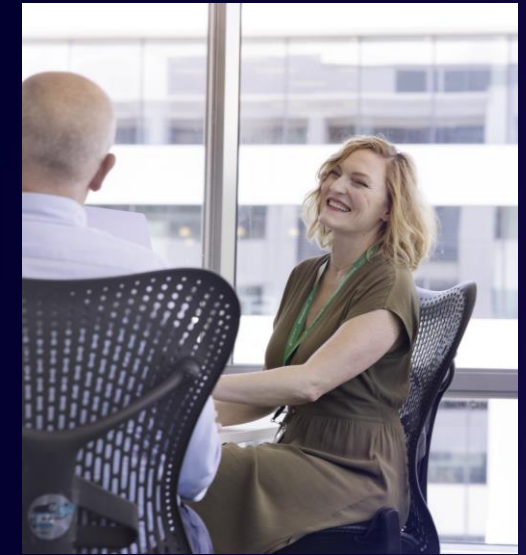
**Protect safety
and wellbeing
of employees and
customers**



**Maintain and
strengthen
operational agility
and flexibility**



**Complete capital
raise to position
for recovery**



**Execute on
strategic
priorities to
further drive our
recovery**

2022 Outlook



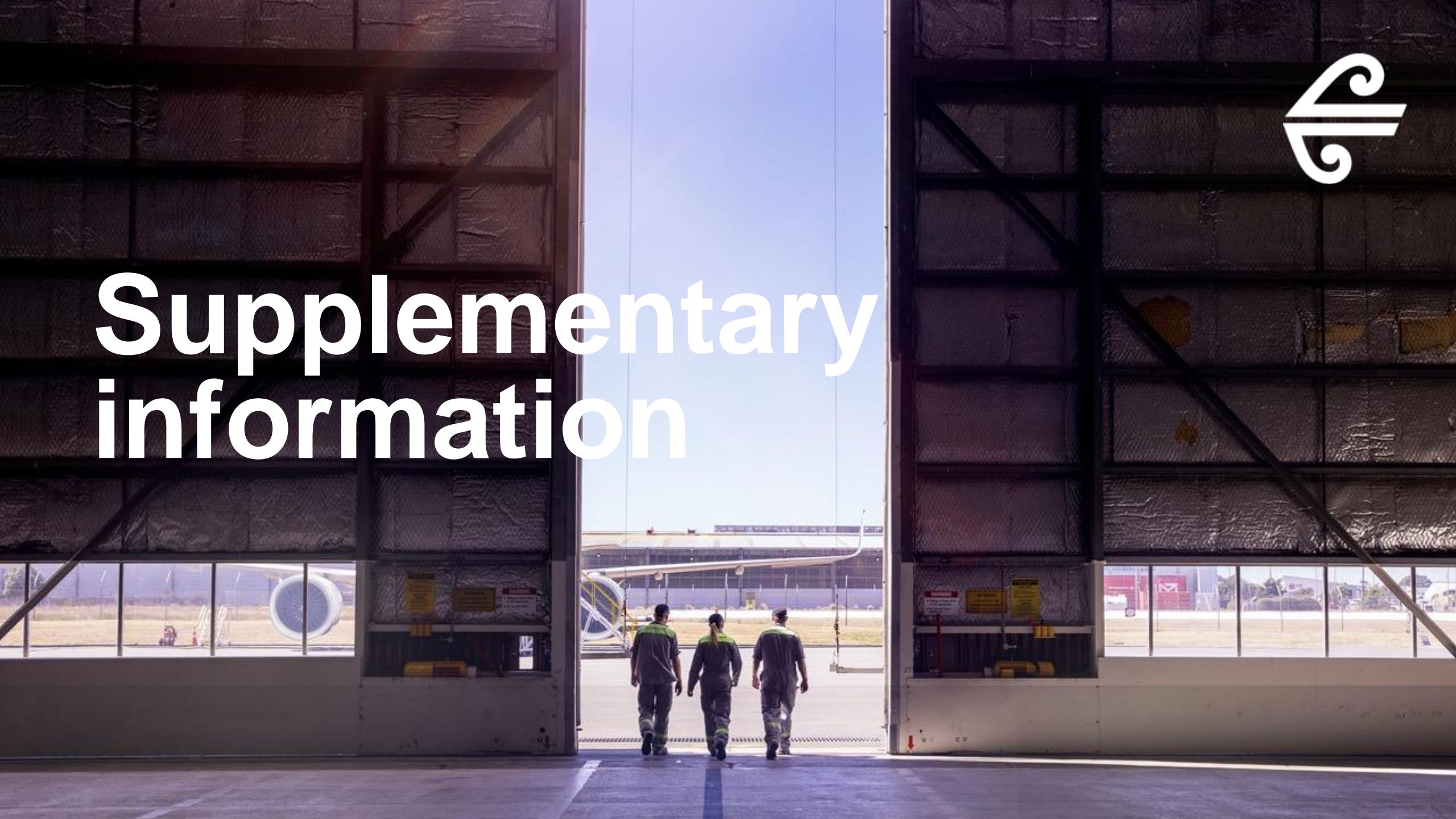
- There remains a large degree of uncertainty on the impact of the Omicron variant on demand for domestic travel for the remainder of the financial year
- Additionally, while recent clarity on the phasing of border openings for New Zealand is helpful, the timing of reduced or removed self-isolation restrictions remains unclear, driving continued uncertainty in the level of demand for international air travel
- Self-isolation restrictions are expected to continue to have a substantial adverse impact on international demand in the second half of 2022 financial year, and for as long as those restrictions exist
- Air New Zealand's current expectations are that the 2022 financial year will incur a loss before taxation and other significant items that exceeds \$800 million

AIR NEW ZEALAND 

Thank you

A STAR ALLIANCE MEMBER 

Supplementary information



Liquidity and gearing position



\$ millions	31 Dec 2021	30 Jun 2021	Medium-term financial targets
Gross debt	(3,366)	(3,308)	
Cash, restricted deposits and net open derivatives	485	603	
Net debt	(2,881)	(2,705)	
Gross debt/EBITDA	N/A	8.1x	<3.3x
Net debt/EBITDA	N/A	6.6x	
Gearing	78.0%	71.1%	45% to 55%
Total liquidity	1,611	1,416	Minimum liquidity level of ~\$700 million
Liquidity (% of 2019 revenue)	27.8%	24.5%	
Moody's rating	Baa2 (investment grade)	Baa2 (investment grade)	Baa2 (investment grade)

Loss before other significant items and taxation¹



	Dec 2021 \$M	Dec 2020 \$M
Loss before taxation (per NZ IFRS)	(376)	(105)
Add back other significant items:		
De-designation of hedges	-	6
FX losses/(gains) on uncovered foreign currency debt	6	(146)
Aircraft impairment and lease modifications	3	39
Reorganisation costs	-	41
Gain on sale of airport slots	-	(21)
Loss before other significant items and taxation	(367)	(186)

¹ Loss before other significant items and taxation represents Earnings stated in compliance with NZ IFRS (Statutory Earnings) after excluding items which due to their size or nature warrant separate disclosure to assist with understanding the underlying financial performance of the Group. Loss before other significant items and taxation is reported within the unaudited condensed Group interim financial statements. Further details are contained within Note 4 of the Group's 2022 interim financial statements.

Financial overview



	Dec 2021 \$M	Dec 2020 \$M	Movement \$M	Movement %
Operating revenue	1,125	1,234	(109)	(9%)
Loss before other significant items and taxation	(367)	(186)	(181)	(97%)
Loss before taxation	(376)	(105)	(271)	(258%)
Net loss after taxation	(272)	(73)	(199)	(273%)
Operating cash flow	40	(136)	176	129%
Cash position*	156	266	(110)	(41%)
Gearing*	78.0%	71.1%	–	(6.9%)

* Comparative is 30 June 2021.

Group performance metrics



	Dec 2021	Dec 2020	Movement ¹	Dec 2019	Variance to pre-Covid ¹
Passengers carried ('000s)	3,203	4,003	(20%)	9,040	(65%)
Available seat kilometres (ASKs, millions) – passenger flights	3,704	4,991	(26%)	23,741	(84%)
Available seat kilometres (ASKs, millions) – passenger and cargo-only flights	8,772	8,224	6.7%	23,741	(63%)
Revenue passenger kilometres (RPKs, millions)	2,166	2,678	(19%)	20,021	(89%)
Load factor	58.5%	53.7%	4.8 pts	84.3%	(25.8 pts)
Passenger revenue per ASKs as reported (RASK, cents)	14.1	14.2	(0.5%)	10.8	31%
Passenger revenue per ASKs, excluding FX (RASK, cents)	14.2	14.2	(0.2%)	10.8	31%

¹ Calculation based on numbers before rounding.

Domestic



	Dec 2021	Dec 2020	Movement ¹	Dec 2019	Variance to pre-Covid ¹
Passengers carried ('000s)	3,033	3,868	(22%)	5,787	(48%)
Available seat kilometres (ASKs, millions) – passenger flights	2,051	2,658	(23%)	3,506	(41%)
Revenue passenger kilometres (RPKs, millions)	1,488	2,032	(27%)	2,973	(50%)
Load factor	72.6%	76.4%	(3.8 pts)	84.8%	(12.2 pts)
Passenger revenue per ASKs as reported (RASK, cents)	20.6	21.6	(4.7%)	24.3	(15%)
Passenger revenue per ASKs, excluding FX (RASK, cents)	20.6	21.6	(4.7%)	24.3	(15%)

¹ Calculation based on numbers before rounding.

Tasman & Pacific Islands¹



	Dec 2021	Dec 2020	Movement ²	Dec 2019	Variance to pre-Covid ²
Passengers carried ('000s)	143	89	61%	2,111	(93%)
Available seat kilometres (ASKs, millions) – passenger flights	759	725	4.7%	7,093	(89%)
Revenue passenger kilometres (RPKs, millions)	410	198	107%	5,852	(93%)
Load factor	54.0%	27.4%	26.6 pts	82.5%	(28.5 pts)
Passenger revenue per ASKs as reported (RASK, cents)	7.4	5.6	30%	9.7	(24%)
Passenger revenue per ASKs, excluding FX (RASK, cents)	7.4	5.6	30%	9.7	(24%)

¹ Pacific Islands including Bali and Hawaii.

² Calculation based on numbers before rounding.

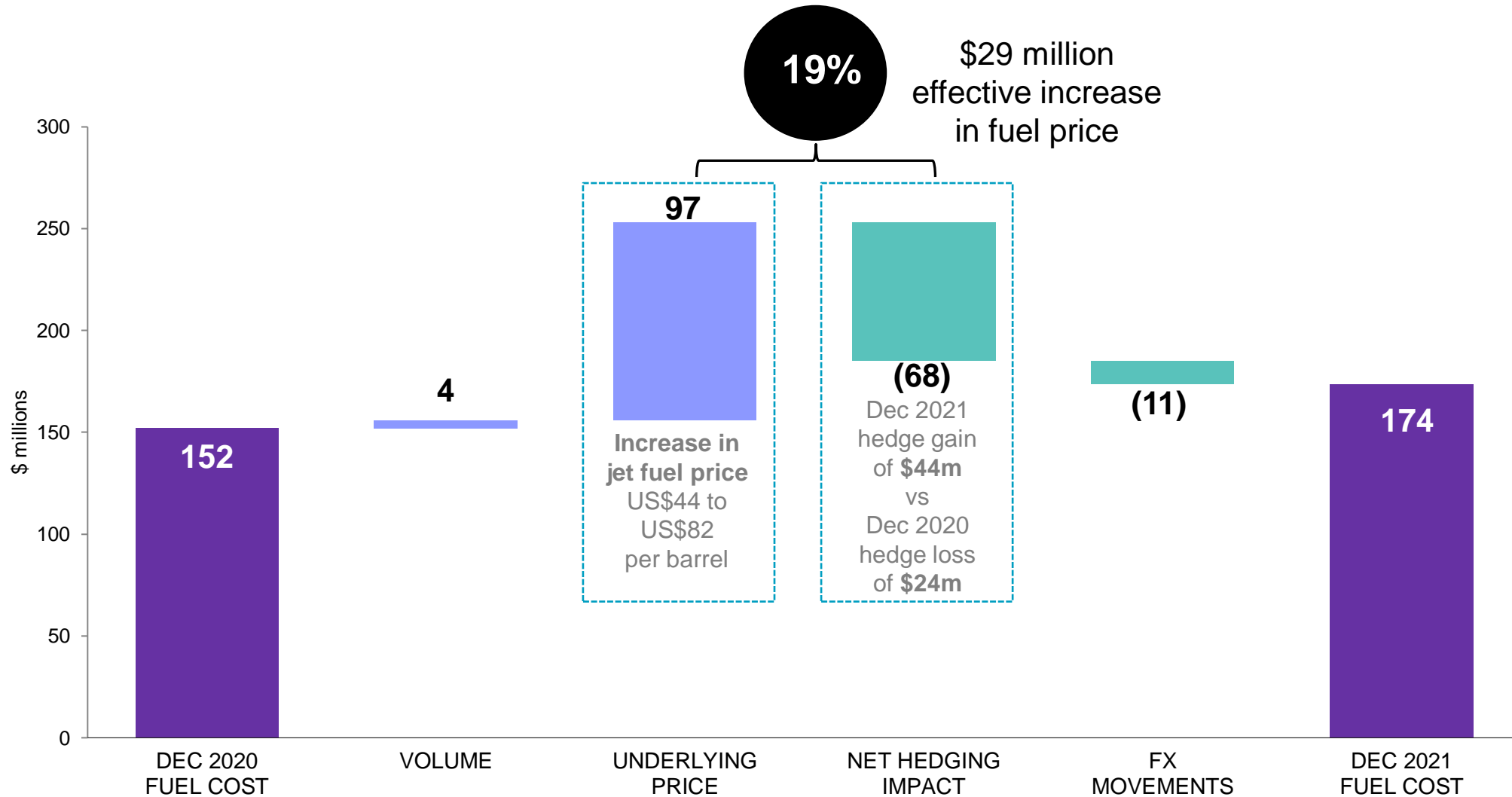
International



	Dec 2021	Dec 2020	Movement ¹	Dec 2019	Variance to pre-Covid ¹
Passengers carried ('000s)	27	46	(42%)	1,142	(98%)
Available seat kilometres (ASKs, millions) – passenger flights	894	1,608	(44%)	13,142	(93%)
Revenue passenger kilometres (RPKs, millions)	268	448	(40%)	11,196	(98%)
Load factor	30.0%	27.8%	2.2 pts	85.2%	(55.2 pts)
Passenger revenue per ASKs as reported (RASK, cents)	5.0	5.8	(13%)	7.9	(37%)
Passenger revenue per ASKs, excluding FX (RASK, cents)	5.1	5.8	(11%)	7.9	(35%)

¹ Calculation based on numbers before rounding.

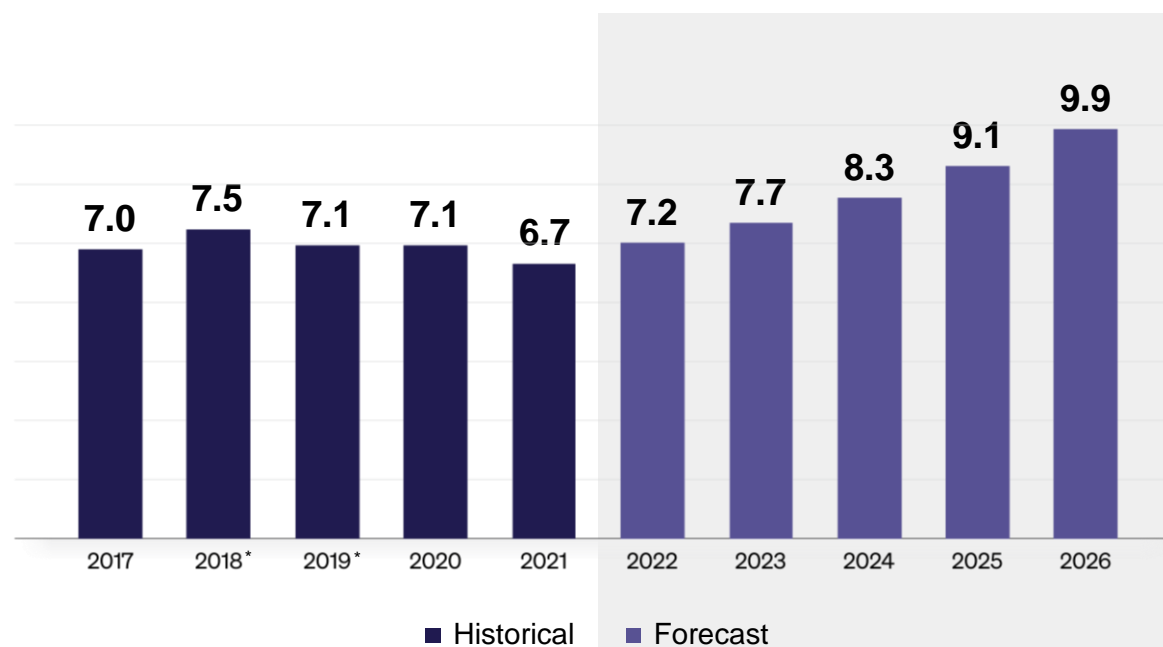
Fuel cost movement



Fleet delivery and age update



**Aircraft fleet age in years
(seat weighted)¹**



	2022	2023	2024	2025	2026
Boeing 777-300ER	6	6	6	5	4
Boeing 787-9/787-10	14	14	16	17	18
Airbus A320	18	17	15	15	15
Airbus A320/A321neo	13	17	18	18	18
ATR72-600	29	29	29	29	29
Bombardier Q300	23	23	23	23	23
Total Fleet	103	106	107	107	107

¹ From 2021 onwards, excludes the Boeing 777-200ER fleet and one leased Boeing 777-300ER that are not expected to be returned to service.

* Excludes short-term leases which provided cover for the global Rolls-Royce engine issues.

Glossary of key terms



Available Seat Kilometres (ASKs)	Number of seats operated multiplied by the distance flown (capacity)
Cost/ASK (CASK)	Operating expenses divided by the total ASK for the period
Gearing	Net Debt / (Net Debt + Equity)
Earnings before interest, tax, depreciation and amortisation (EBITDA)	Operating earnings/(losses) (before depreciation and amortisation, net finance costs, associate earnings, other significant items and taxation) plus finance income and cash dividends received from associates less foreign exchange gains/losses
Gross Debt	Interest-bearing liabilities and lease liabilities
Net Debt	Interest-bearing liabilities, lease liabilities less bank and short-term deposits, net open derivatives held in relation to interest-bearing liabilities and lease liabilities, and interest-bearing assets
Cash, restricted deposits and net open derivatives	Bank and short-term deposits, interest-bearing assets and net open derivatives held in relation to interest-bearing liabilities and lease liabilities
Passenger Load Factor	RPKs as a percentage of ASKs
Passenger Revenue/ASK (RASK)	Passenger revenue for the period divided by the total ASK on passenger flights for the period
Revenue Passenger Kilometres (RPKs)	Number of revenue passengers carried multiplied by the distance flown (demand)

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