



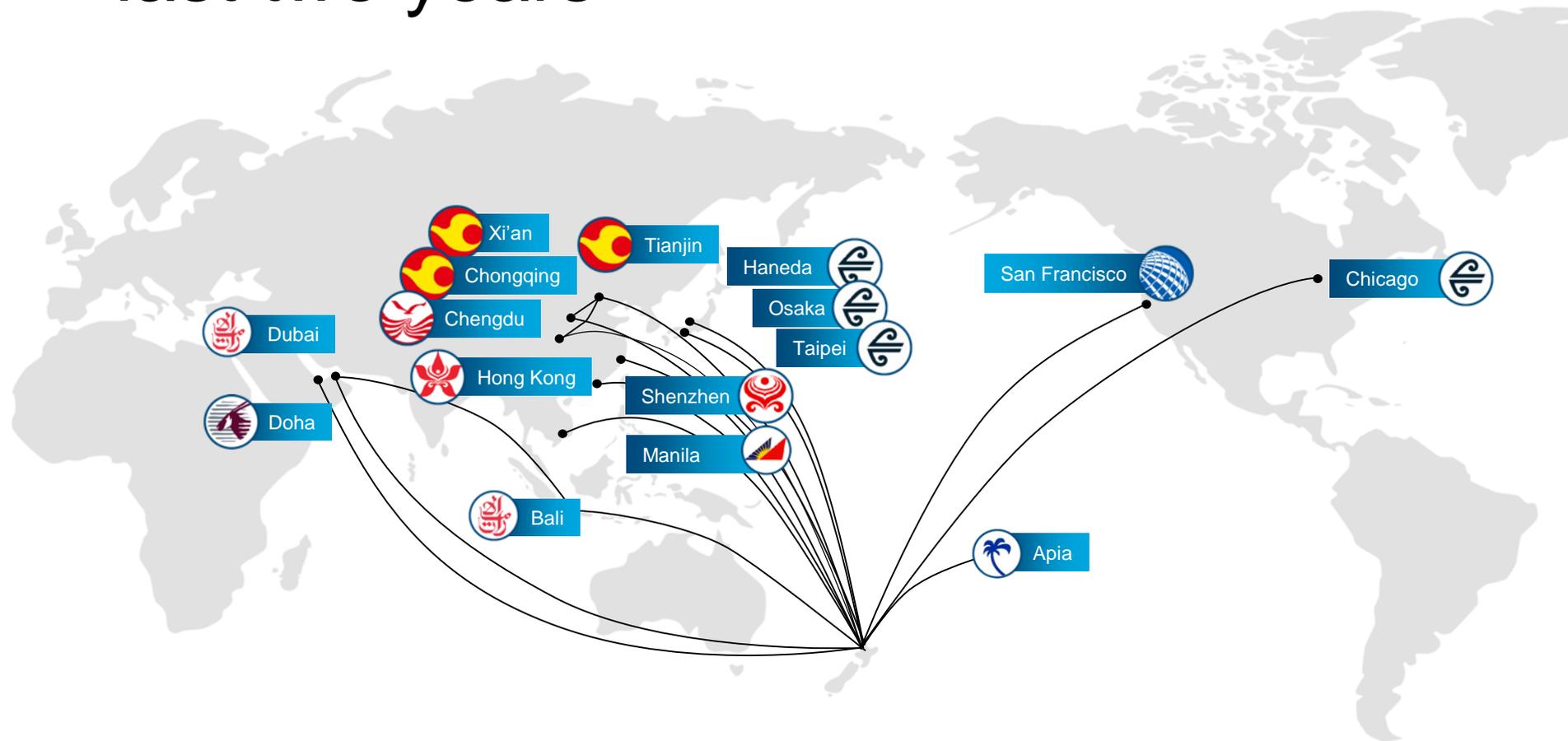
TRENZ 2018

AUCKLAND AIRPORT



- **7**
New airlines
- **14**
New airline routes
- **30**
International airlines
- **47**
International destinations
- **19.9**
Million passengers
- **16%**
Capacity added

Significant increase in capacity over the last two years



Aviation Market Structure and Influence of Alliances

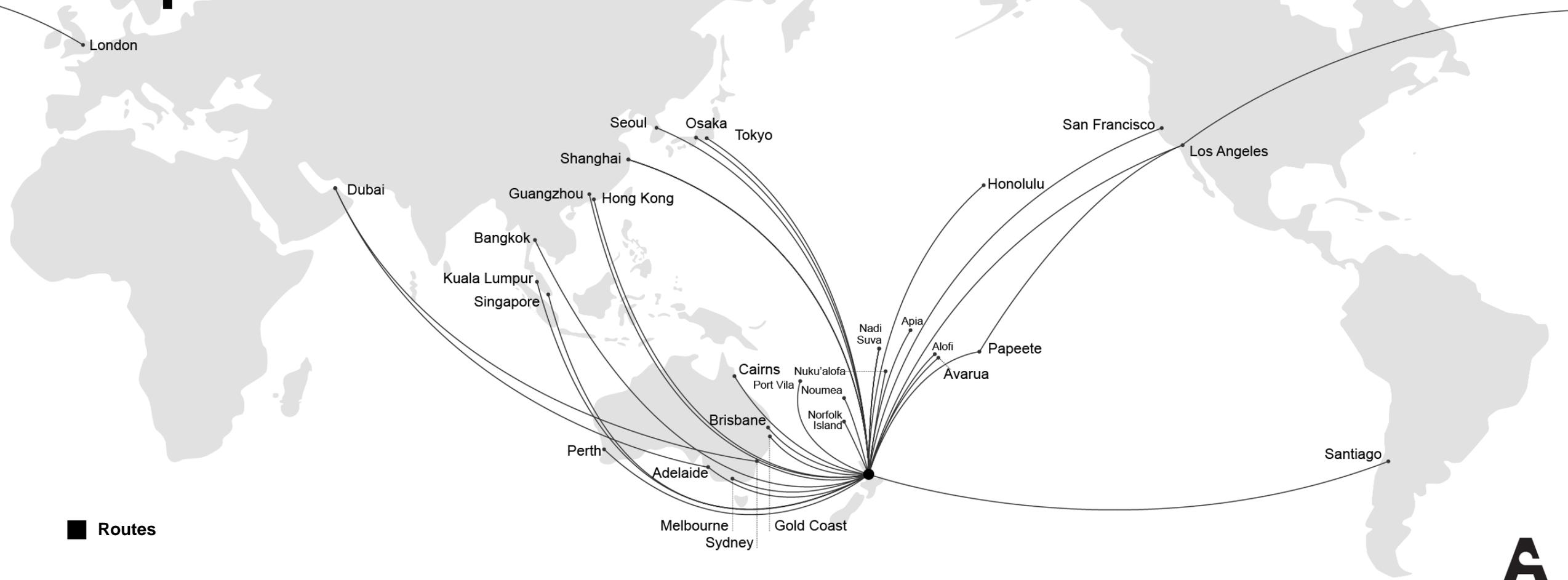
Airline
Alliances



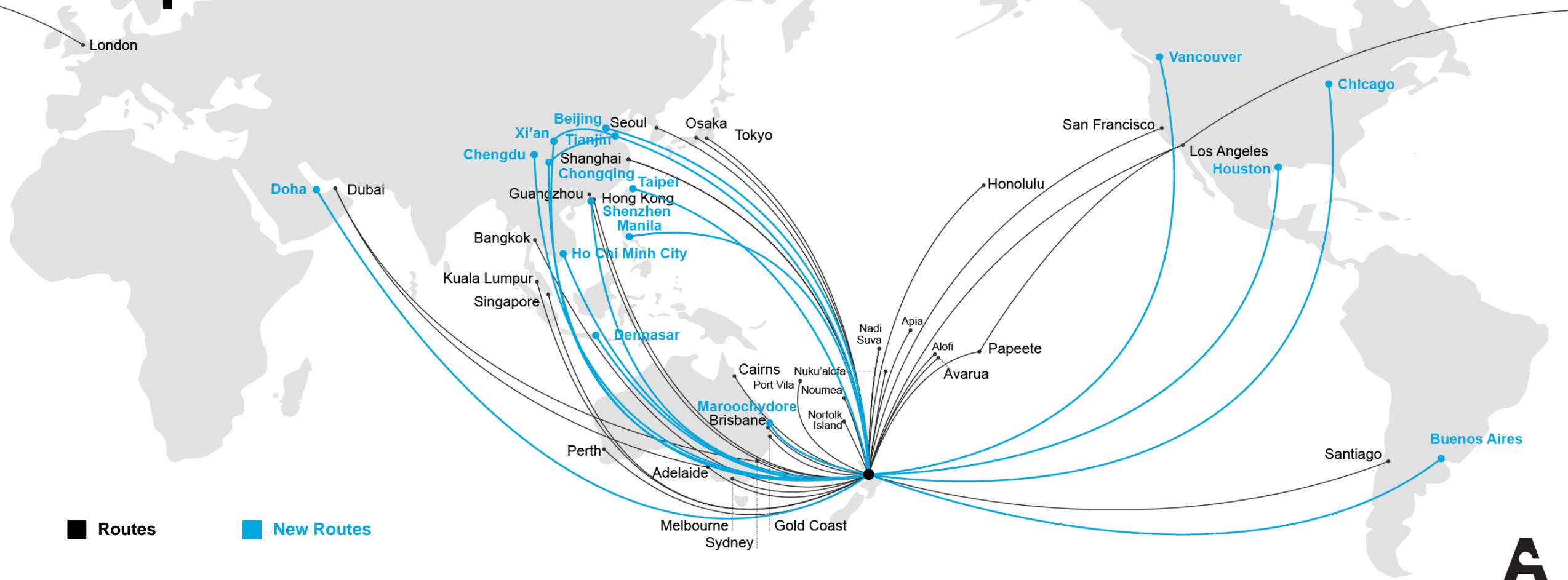
Global
Alliances



Extraordinary Network Expansion



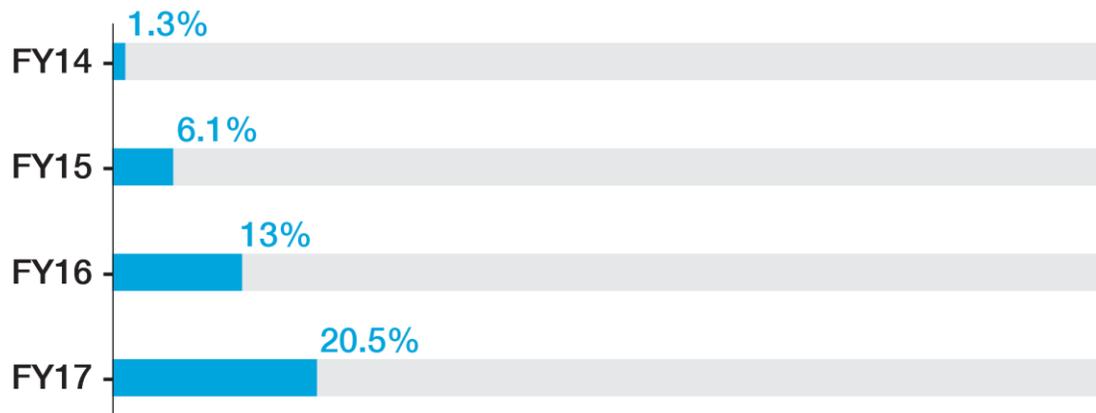
Extraordinary Network Expansion



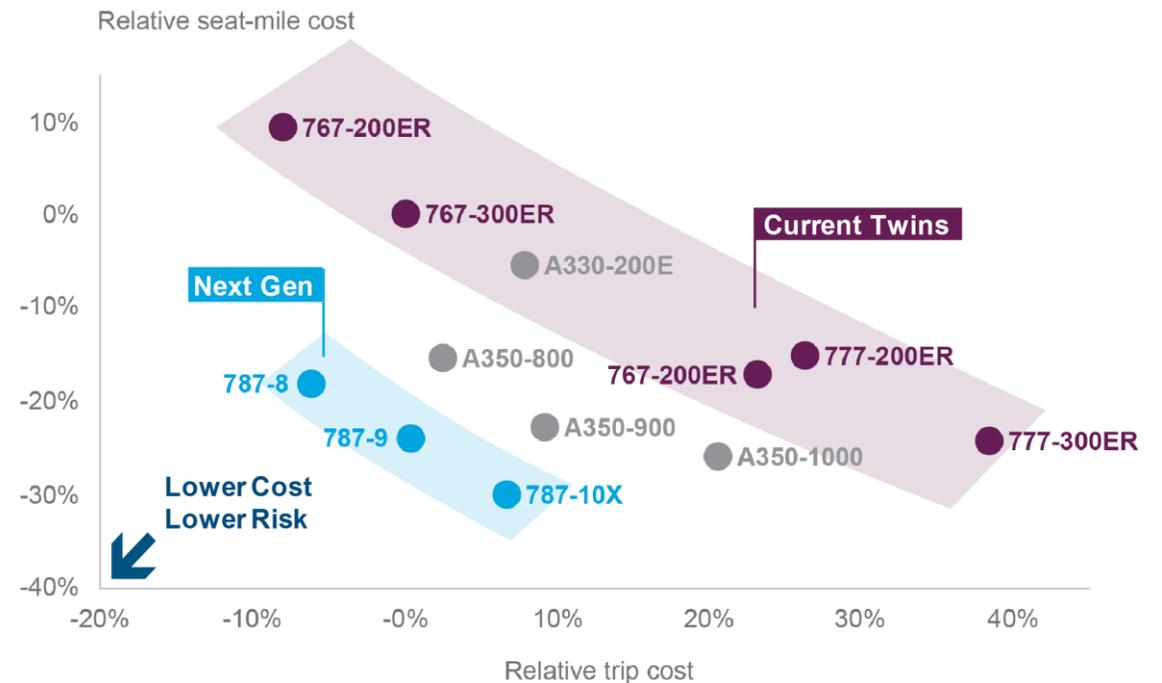
Structural change in airline economics is enabling supply

Proportion of next generation aircraft still remains relatively low

Auckland Airport seat capacity served by next generation aircraft



Step change in economics to serve New Zealand from next generation aircraft



Market development is focused on driving off peak passenger demand



Australian market
Auckland as a short break destination
Incremental VFR visitation



Australian winter market
North Island as a winter holiday destination



United States
Driving demand across the year

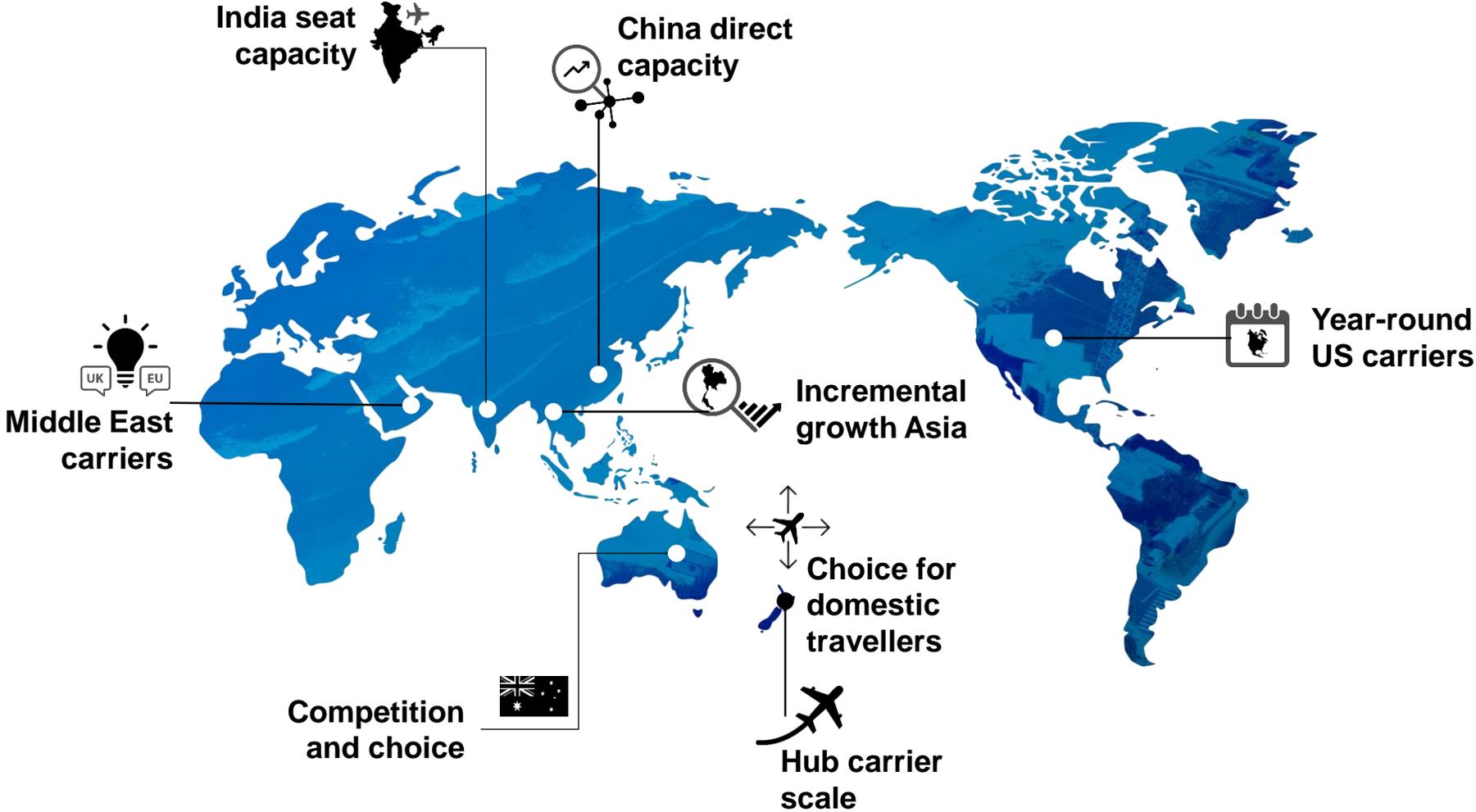


China
Winter visitation, digital channel focus
Tier 1 & Tier 2 markets focus



SE & North Asia, UK/EU, Argentina
Shoulder & winter season, partnership focussed

Air service development is focused on multiple opportunities for growth

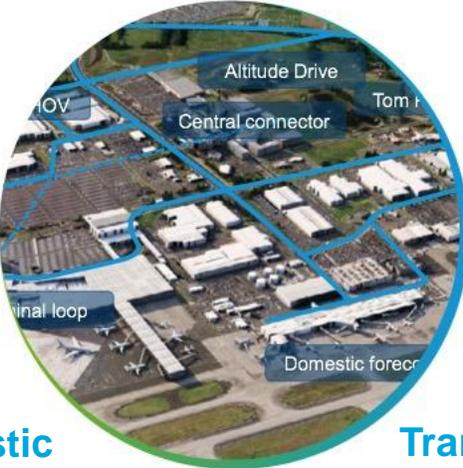




Growth and asset renewal is driving capital investments



New domestic jet terminal



Transport



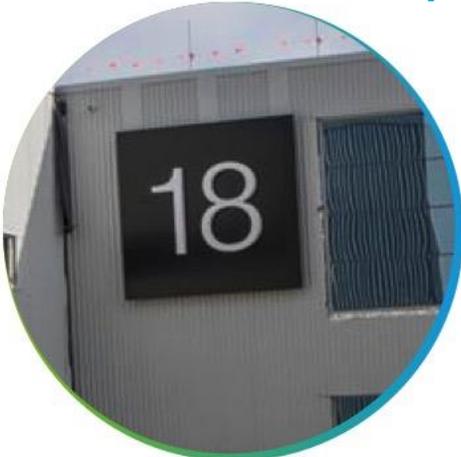
Second runway planning - NOR public notification complete



International departures expansion - 76% complete



New five star hotel



Pier B – 98% complete

