

## **Joan Withers - Chair**

**Welcome**

**Introduction to your  
Board**

**Today's meeting order**





## The Board of Directors

**Justine Smyth**

**James Miller**

**Sir Henry van der Heyden**

**Richard Didsbury**

**Joan Withers**

**John Brabazon**

**Brett Godfrey**

**Keith Turner**





# Meeting Order

1. Notice of Meeting
2. Proxies
3. Chair's address
4. Acting Chief Executive's review
5. Resolutions
6. Questions
7. Close



# Chair's address

**Highlights of 2012**

**Since June 30 2012**

**Looking ahead**





## Highlights of 2012

**Great year despite continued challenging global conditions**

**Underlying profit ↑ 15.0% and reported profit ↑ 41.2%**

**Strong passenger growth at all four airports fuelling great results**

**More people travelling than ever before but huge market shifts continue to reinforce the need to adapt**

**Best Airport in Australia Pacific 4<sup>th</sup> year in a row in Skytrax**

**Ambitious growth strategy of recent years paying off**

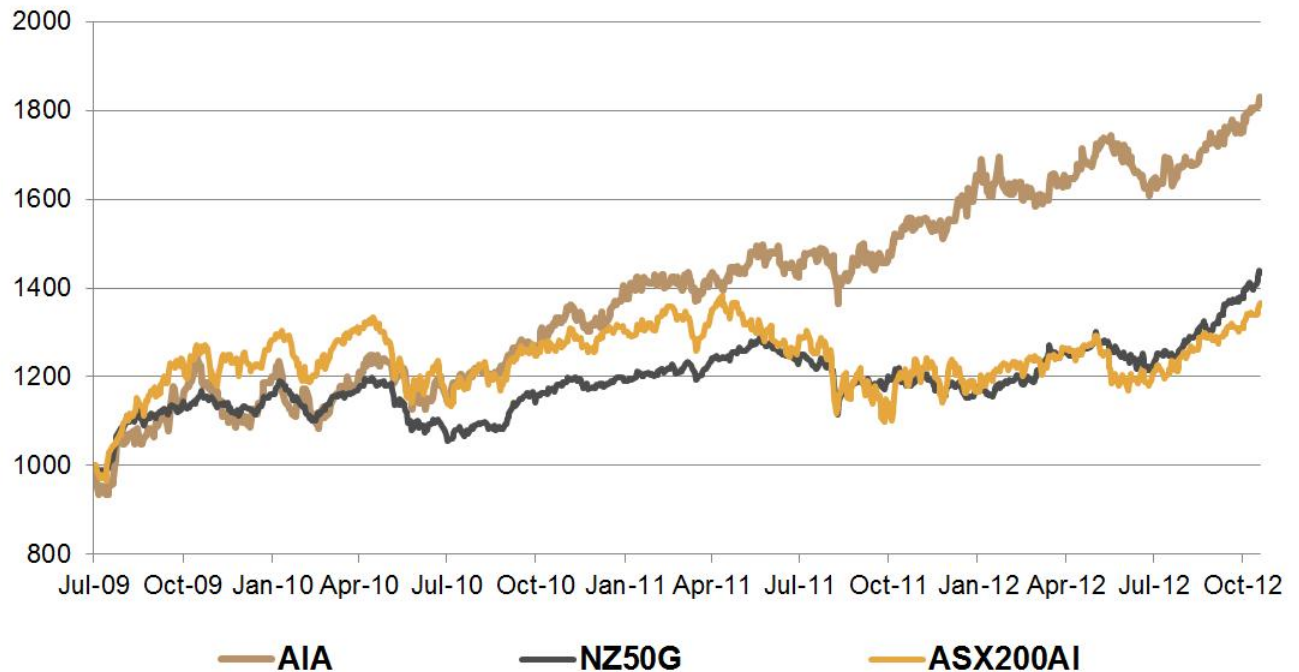


## Shareholders rewarded

High performance delivering rewards for shareholders with strong shareholder return



Gross returns - local currency



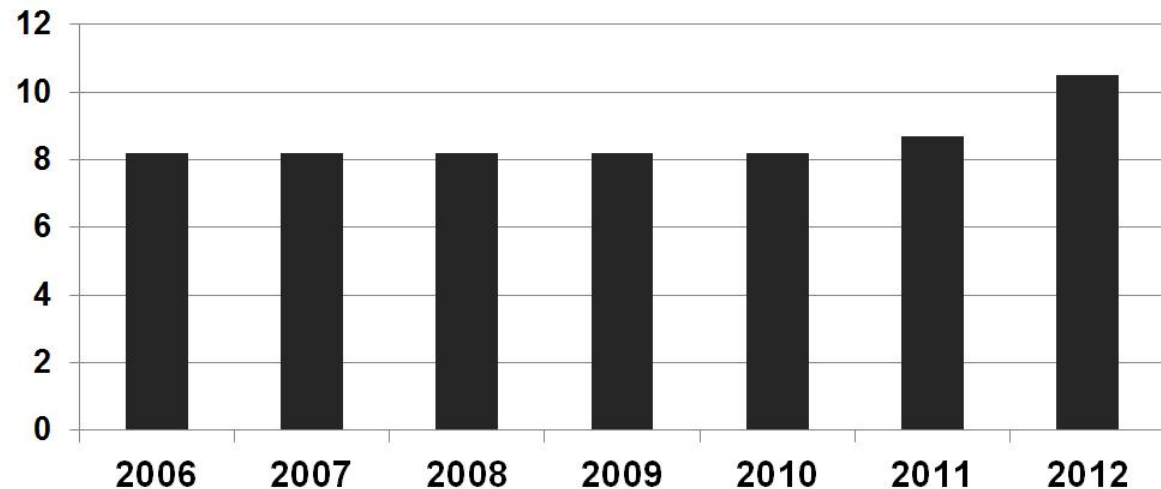


## Dividends

**Full year dividend up 20.7% to 10.50 cps, and dividend policy amended to reflect future confidence**

**Standard & Poor's revised its outlook on Auckland Airport to positive from stable, subsequent to dividend policy change**

Total Dividend (CPS)







## **Since June 30 2012**

**Passenger growth at Auckland relatively flat in international, steady in domestic**

**Impact of lapping RWC months starting to show**

**Queenstown Airport strong growth continuing**

**Global market shifts continuing**

**Importance to NZ of China market growing rapidly – China now our second biggest inbound tourism market**

**Broadly on track with all main forecasted value drivers for 2013 year**

**CEO recruitment process progressing well**





## Looking ahead

**CEO recruitment to be finalised**

**Finalise master-plan and aviation capacity for future generations**

**Maintain growth momentum through leadership role and focusing on key growth markets**

**Actively seek new ways to increase New Zealand's share of visitor growth**

**Guidance maintained at \$143 million - \$150 million in FY2013**



**Acting Chief Executive Simon  
Robertson's address to follow**





# Simon Robertson

## Acting Chief Executive



## **An outstanding financial year in 2012**

**Your company is in terrific shape**

**Revenues, cash-flow and profits showed significant growth**

**Three years of strong business outcomes delivers financial rewards to Auckland Airport**

**FY12 business growth occurred in all parts of the business, including at Auckland, Queenstown and Cairns/Mackay**

**Strong financial position supports increase in the dividend pay-out ratio**



## **An outstanding operational performance**

**Investment in new air-services paying off**

**World-class passenger processing times at Auckland**

**Successful RWC performance**

**Best Airport in Australia Pacific 4<sup>th</sup> year in a row in Skytrax**

**Constructive pricing engagement and a fair outcome**

**Range of product and service choices greatly expanded**





## **Time to plot a new path for growth**

**Major shifts in global travel patterns taking place**

**China has become 2<sup>nd</sup> largest inbound tourism market for New Zealand and volumes up 31.9% in FY12**

**Asia, Americas and Australia are key focus as Europe and UK markets continue to decline or remain flat**

**Time is right for Ambition 2020 – a decade of growth ambitions for New Zealand visitor arrivals and spend**

**Ambition 2020 launched in May 2012 – industry programme aimed at growing volume and value**



## **Ambition 2020: what it means for us**

**Strive for a future that considers the possibilities rather than accepting the status quo**

**Remaining ambitious about higher performance and adapting quickly to the changing travel markets**

**Getting our long-term planning right and improving the domestic travel experience**

**Expanding the Auckland Airport Business District as a preferred business destination**

**Offering more choice and quality in products and services**

**Encouraging even more air-links between New Zealand and the rest of the world**

**Taking a leadership role in driving higher value travel, tourism and trade for New Zealand**



Thanks





## **Resolutions**

**Constitution provides for up to eight directors**

**Two directors standing for re-election and one for election**

**Directors remuneration**

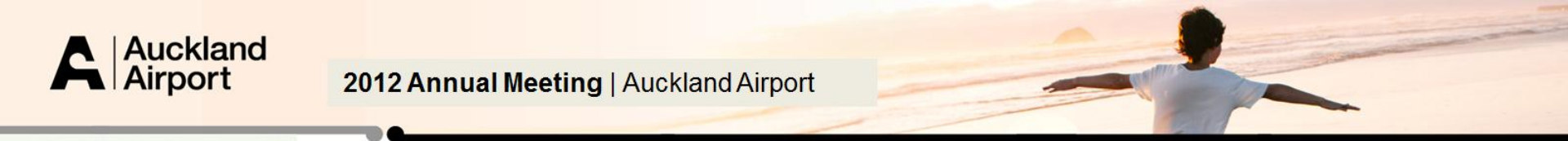
**Auditors appointment**

**Voting by way of poll at end of meeting**



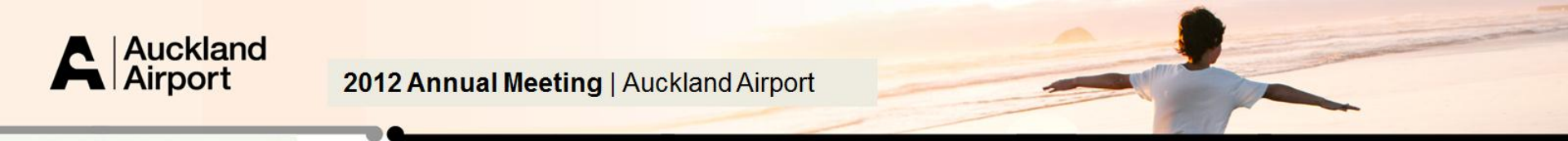
## Election of Justine Smyth





## Re-election of John Brabazon





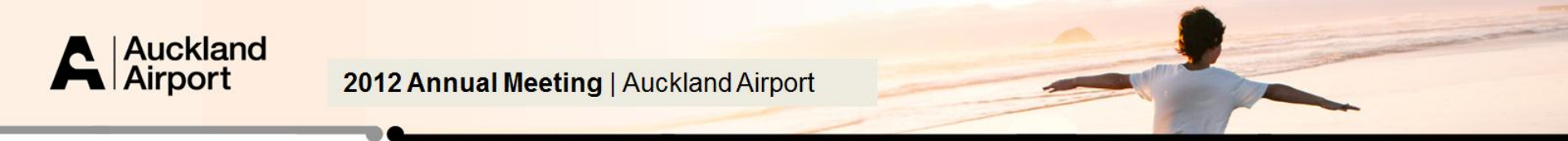
## Re-election of Richard Didsbury





## Director's remuneration





## **Auditor appointment**

**Deloitte is automatically reappointed as auditor**  
**Auditor's fees to be fixed by the directors**



## Questions

**Please wait for microphone and please state  
your name before asking a question**







## **Polls and close**

**Polls to be conducted**

**Formal proceedings close**

**Thank you for attending**

**Please join us for light refreshments**



