

Craigs Investor day 2017

Revenue

个10.8% **\$310.9**m

Passenger movements

个12.4%

9.4m

Operating EBITDAFI

↑10.5 % \$235.9m

Aircraft movements

个8.9%

84,593

Underlying profit

个18.6%

\$123.5m

Interim dividend per share

个17.6% 10 cents



Reinstated dividend reinvestment plan

Strong revenue growth across the business



Aeronautical +15%



Retail +6%1



Car park +11%



Investment Property +17%



Hotel portfolio occupancy 92%



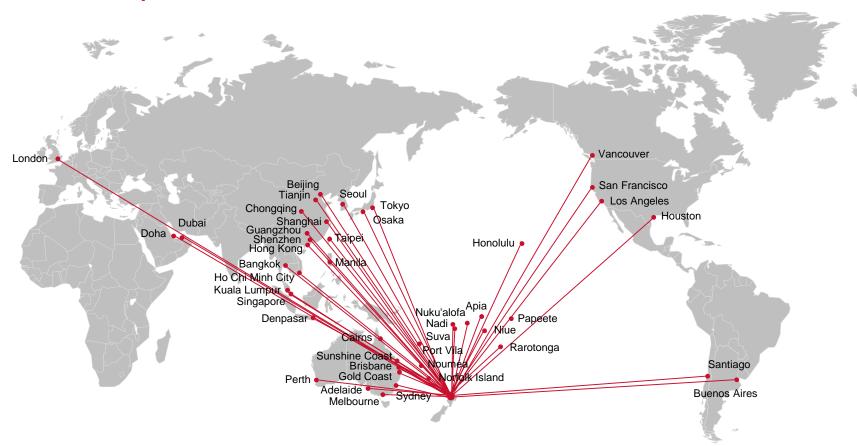
Underlying profit from associates +12%



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Connecting New Zealand to the world

Auckland Airport connects New Zealand to 45 international destinations



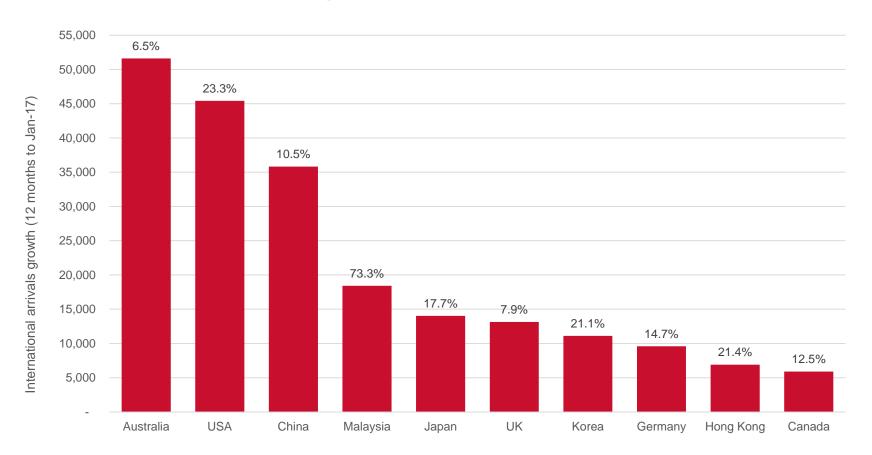
The number of international airlines at Auckland Airport increased 50% in 18 months



Visitor growth from diverse markets

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Top ten international arrivals growth by country



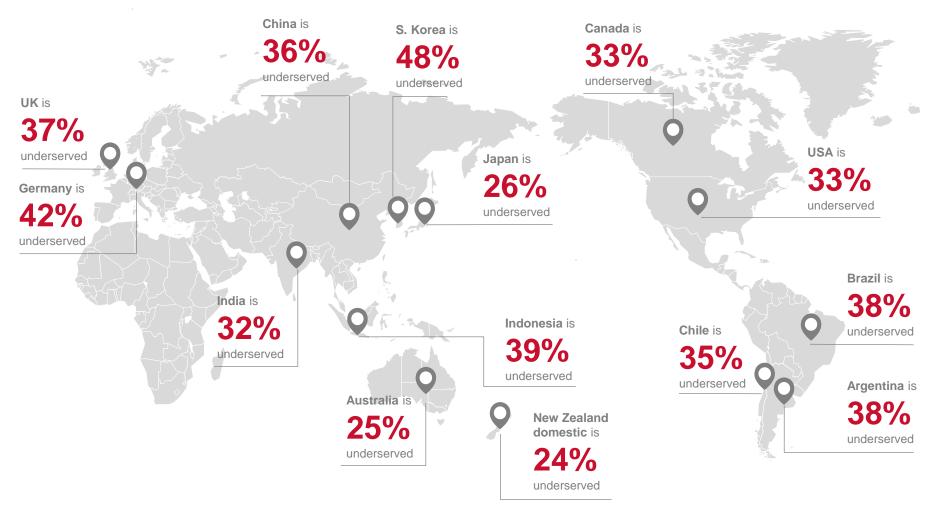
Labels reflect % year on year growth



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Underserved demand remains

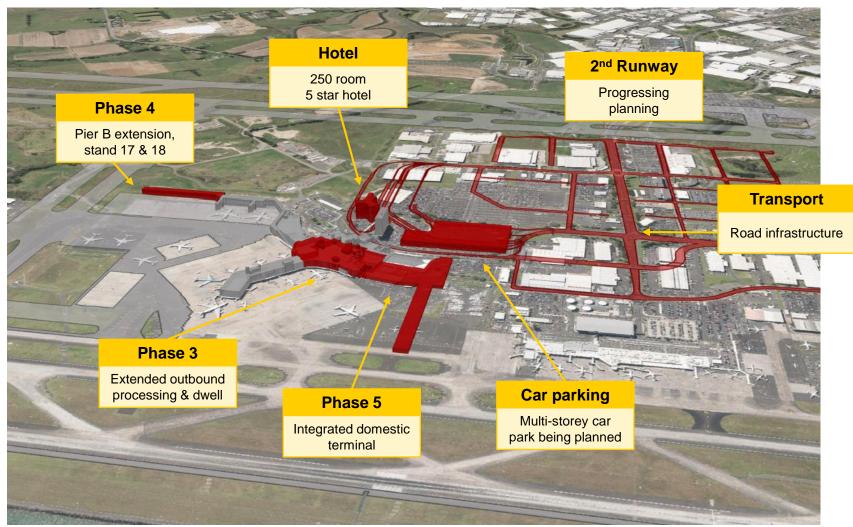
Network analysis exposes underserved demand





Investing for future growth

Significant projects underway or upcoming



Improving our transport network

- Established a taskforce with the NZ Transport Agency and Auckland Transport focused on improving access to the airport precinct
- Transport initiatives already put in place to improve travel times include:
 - Upgraded Puhinui Road roundabout
 - Improved traffic light phasing
 - Improved lane configurations at key roundabouts to improve traffic flows
- Public transport and mode shift will be an important part of the future answer
- Opening of \$1.4bn Waterview motorway tunnel and completion of Kirkbride Road and State Highway 20 widening at Onehunga will assist travel to the airport

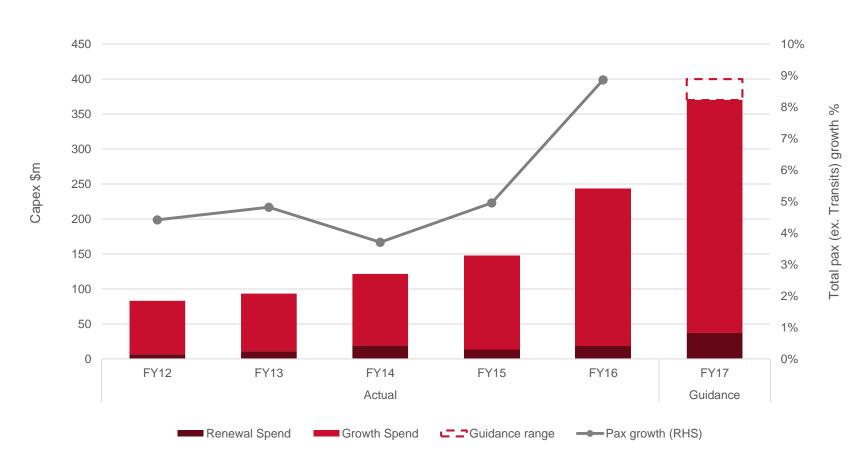






Capital expenditure investment

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- Investing for future earnings growth, including approximately \$240m of aeronautical spend in FY17
- Currently there is headroom in Auckland Airport's key credit metrics

Investing in our customer experience

- Over the past four years we have been investing in new processes, technology and people to increase airport efficiency and lift customer experience
- Also invested in lifting customer amenity, for example:
 - Upgrade of over 80% of all customer toilets to current design standard
 - 60+ Passenger Experience Assistants to help in peak season; new roaming Customer Service Agents
 - Introduced free Wait Zone parking
 - New WiFi capability
- Additionally investing in new customer and operational management technology, to give customers better quality travel and airport information, putting customers in control
- Auckland Airport's growing rapidly change will be constant over the coming 5-10 years

In H1 FY17 we invested in:

New mobile international selfservice check-in kiosks

13

Additional check-in service counters

60+

Passenger Experience **Assistants recruited**





Regulatory environment

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Overview

- Dual-till information disclosure regime
- Monitored by the Commerce Commission
- Commerce Commission input methodologies review completed in December 2016

Pricing decisions

 Auckland Airport's FY18-22 aeronautical price path consultation with major airlines and representatives began in early FY17, with final pricing decision expected in May 2017



Capacity for long term growth

	Heathrow Making every journey better	A Auckland Airport
Runways	2	1 (planning for second)
Land area	1,227 hectares	1,500 hectares
Aircraft movements 12 months to Jan-17	473,383	166,055
Passenger movements (m) 12 months to Jan-17	75.9	18.5



