

BLUEPRINT

FOR GROWTH

UBS TRANSPORT CONFERENCE

MARCH 2007 | SYDNEY AUSTRALIA

ROB FYFE
CHIEF EXECUTIVE

AIR NEW ZEALAND 

BUILDING MOMENTUM

REVENUE



Brand



Customer satisfaction
& loyalty



Demand



Cost savings



Share price & dividend



RESURGENT BRAND PERSONALITY

BRAND 

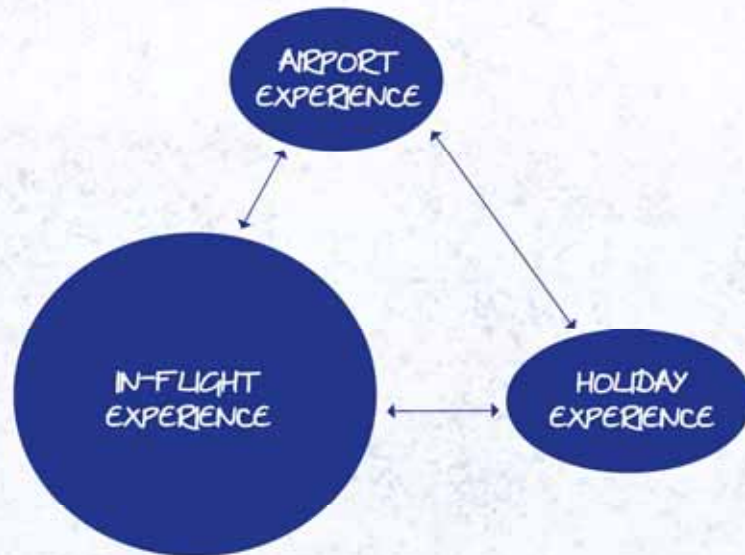
	AIR NZ's rating against 12 other national brands
Is real and genuine	3rd
Is warm and welcoming	1st
Has a 'can do' attitude	4th
Is proud of New Zealand	1st
Is inspiring to others	4th
Is someone you can rely on	1st =

NEW SERVICE MODEL

CUSTOMER SATISFACTION
& LOYALTY



TODAY – disproportionate focus

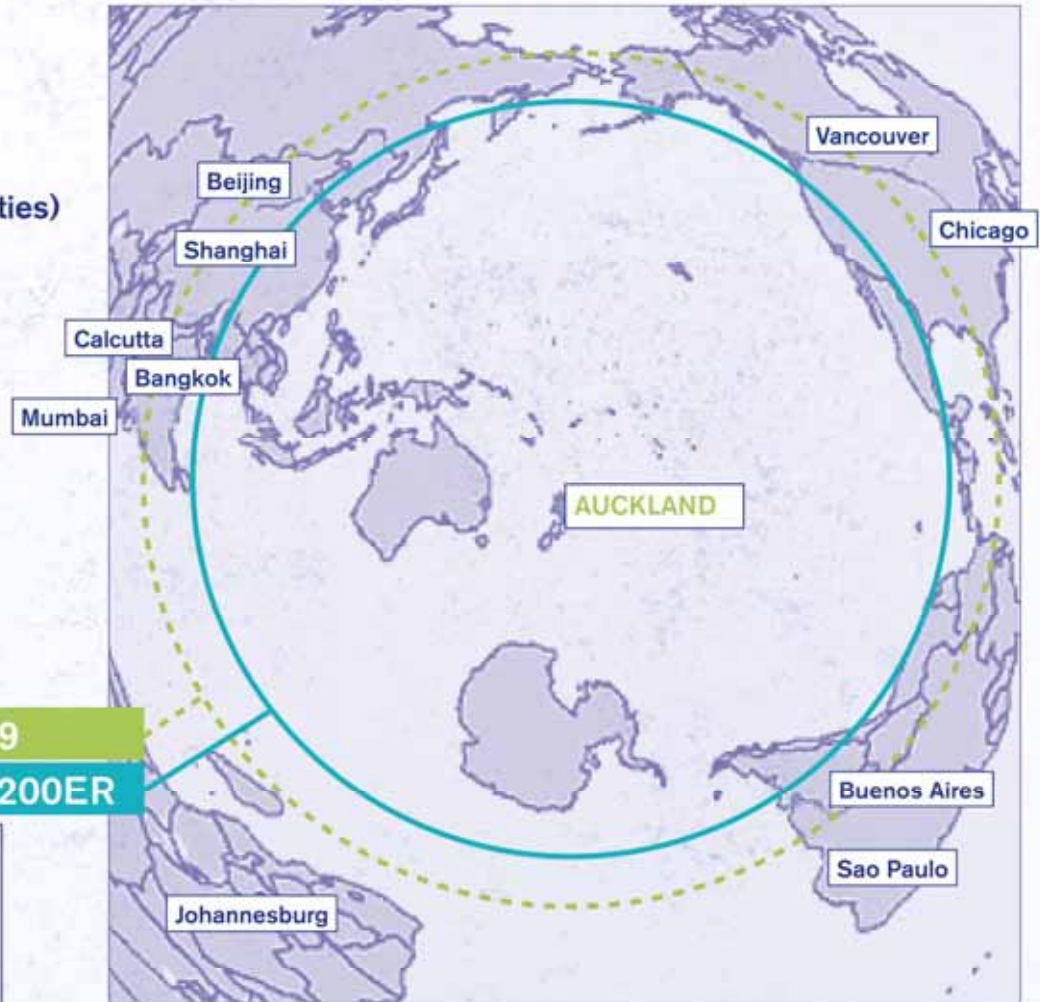
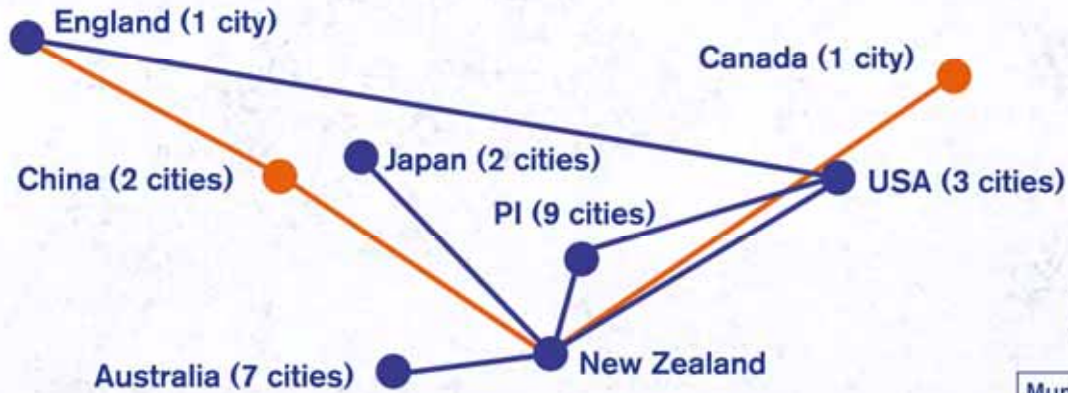


FUTURE – Synergy for the Customer



GROW/ALIGN NETWORK

DEMAND 



B787-9

B777-200ER

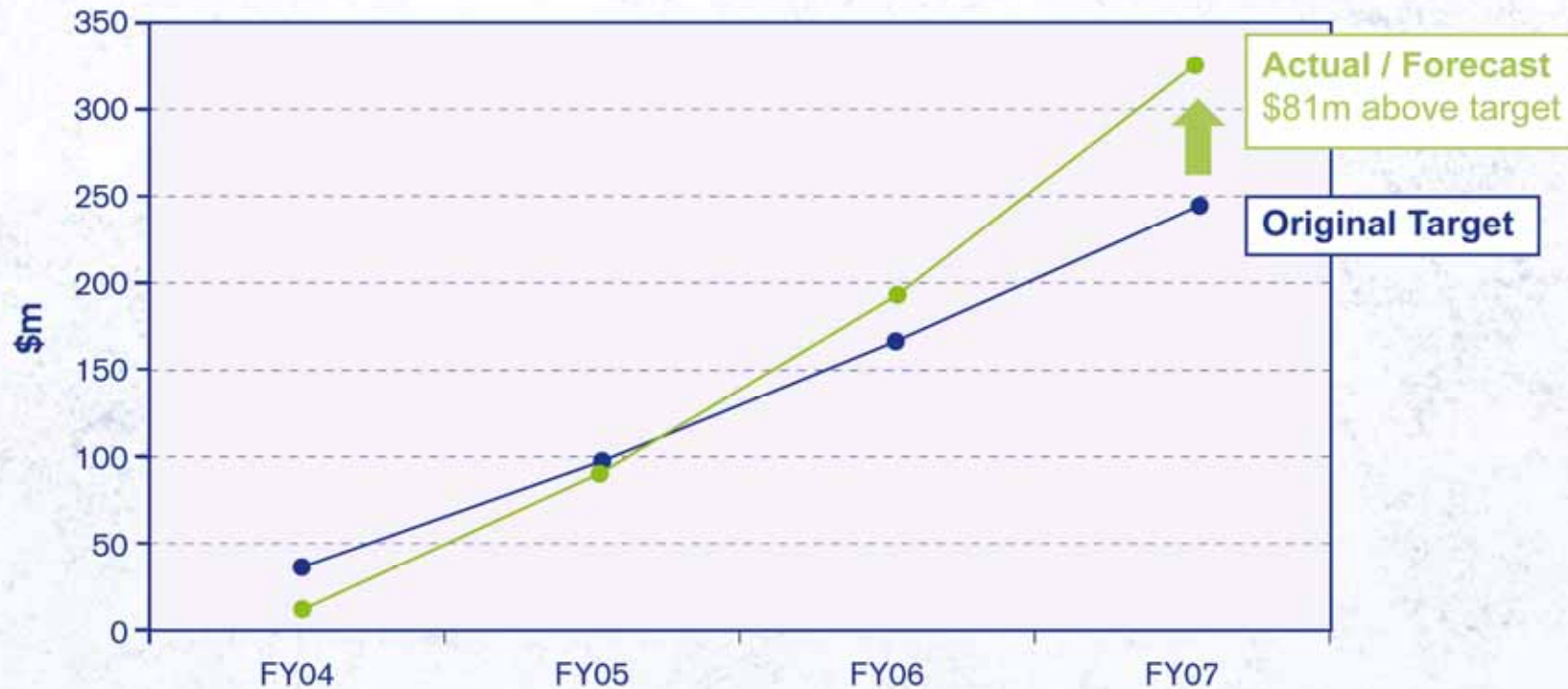
 NEW ROUTES ADDED THIS YEAR

 ESTABLISHED ROUTES

EXCEEDING COST SAVINGS TARGETS

COST SAVINGS 

BUSINESS TRANSFORMATION



UPDATE ON OPERATIONAL PERFORMANCE

YEAR-ON-YEAR LOAD FACTOR & YEAR-TO-DATE YIELD MOVEMENTS



PRIORITIES OVER NEXT SIX MONTHS

- CLARIFY FUTURE OPERATING MODEL FOR AIRPORT SERVICES
- IDENTIFY NEW GROWTH OPPORTUNITIES
- ACHIEVE THIS YEAR'S COST SAVINGS TARGET OF \$130 MILLION