

		31-Dec-14	31-Dec-13	Movement Favourable / (Unfavourable)
Statement of Financial Performance				
Operating Revenue	\$M	2,403	2,324	3.4%
Statutory Earnings before Taxation#	\$M	197	198	(1%)
Normalised Earnings^ before Taxation#	\$M	216	180	20%
Statutory Net Profit after Taxation	\$M	133	141	(6%)
Dividend declared (per share)*	Cents	6.5	4.5	44%
Statement of Financial Position				
Total Assets**	\$M	6,272	5,850	7%
Total Liabilities**	\$M	4,486	3,978	(13%)
Total Equity**	\$M	1,786	1,872	(5%)
Net Gearing**	%	51.6	42.9	(8.7 pts)
Net Tangible Assets per Share**	\$	1.52	1.61	(5.3%)
Net Debt				
Net Debt**	\$M	750	384	(95%)
Net Debt (including off balance sheet)**	\$M	1,905	1,406	(35%)
Statement of Cash Flows				
Operating Cash Flow	\$M	378	300	26%
Closing Net Cash Balance**	\$M	1,265	1,234	2.5%
Operating Statistics				
Short Haul	C/DDK	47.4	40.0	0.70/
Yield	C/RPK	17.4	16.9	2.7%
Passengers Carried	000	6,280	6,163	1.9%
Available Seat Kilometres (ASK)	M	8,402	8,219	2.2%
Revenue Passenger Kilometres (RPK) Passenger Load Factor	M %	6,922 82.4	6,784 82.5	2.0%
Long Haul	70	02.4	02.5	(0.1) pts
Yield	C/RPK	10.6	10.6	0.3%
Passengers Carried	000	764	764	0.5%
Available Seat Kilometres (ASK)	M	8,758	8,659	1.2%
Revenue Passenger Kilometres (RPK)	M	7,477	7,442	0.5%
Passenger Load Factor	%	85.4	86.0	(0.6) pts
Group				`
Yield	C/RPK	13.8	13.6	1.9%
Passengers Carried	000	7,044	6,927	1.7%
Available Seat Kilometres (ASK)	M	17,160	16,878	1.7%
Revenue Passenger Kilometres (RPK)	M	14,399	14,226	1.2%
Passenger Load Factor	%	83.9	84.3	(0.4) pts
^ Normalised Earnings				
Earnings before Taxation (per NZ IFRS)#	\$M	197	198	(1%)
Reverse net (gains)/losses on derivatives that				
hedge exposures in other financial periods:				
Fuel derivatives	\$M	17	(18)	N/A
Foreign exchange derivatives	\$M	2		N/A
Normalised Earnings before Taxation#	\$M	216	180	20%
Normalised Earnings after Taxation#	\$M	147	128	15%

<sup>#</sup> Earnings includes the Group's share of equity losses from the investment in Virgin Australia Holdings Limited of \$14 million.

Air New Zealand operates primarily in one segment, its primary business being the transportation of passengers and cargo on an integrated network of scheduled airline services to, from and within New Zealand. The Short Haul and Long Haul operational data and statistics are supplied as additional supplementary information only.

<sup>^</sup> Normalised Earnings represents Earnings stated in compliance with NZ IFRS (Statutory Earnings) after excluding net gains and losses on derivatives that hedge exposures in other financial periods. Normalised Earnings is a non-IFRS financial performance measure that matches derivative gains or losses with the underlying hedged transaction, and represents the underlying performance of the business for the relevant period. Normalised earnings is reported within the Group's interim financial statements and is subject to review by the Group's external auditors.

<sup>\*</sup> Fully imputed

<sup>\*\*</sup> Comparative is 30 June 2014