



IFT INVESTOR DAY

Tuesday 31 March 2015

Steve Sanderson
Chief Executive
Wellington Airport

*Unparalleled investment
for exceptional growth.*



FY15 DELIVERABLES

New International Airlines – 14% growth

- *Jetstar to Gold Coast and Melbourne*
- *Fiji Airways to Nadi*

North Pier gate lounge expansion complete

Improved retail experience with new Country Road, Subway International and Trenery

New volunteer ambassador programme to improve our customer service

Highest score in staff satisfaction

Airline pricing implemented 2014–2019

\$6M between WIAL and WCC to fund consent for Runway Extension

Second in airport service quality in Australasia

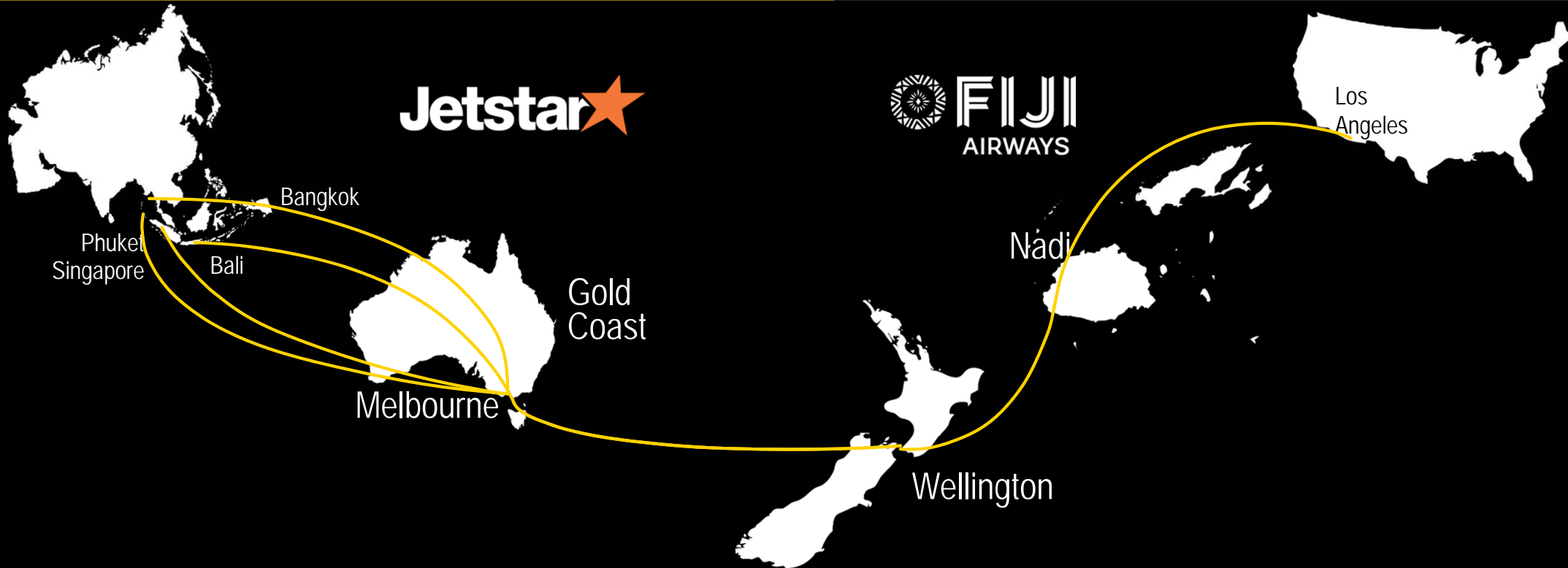
Major Terminal Investment with TSE project underway

Airport Retail Park Stage 2 – construction underway

Multi Level Carpark options with initial design significantly progressed

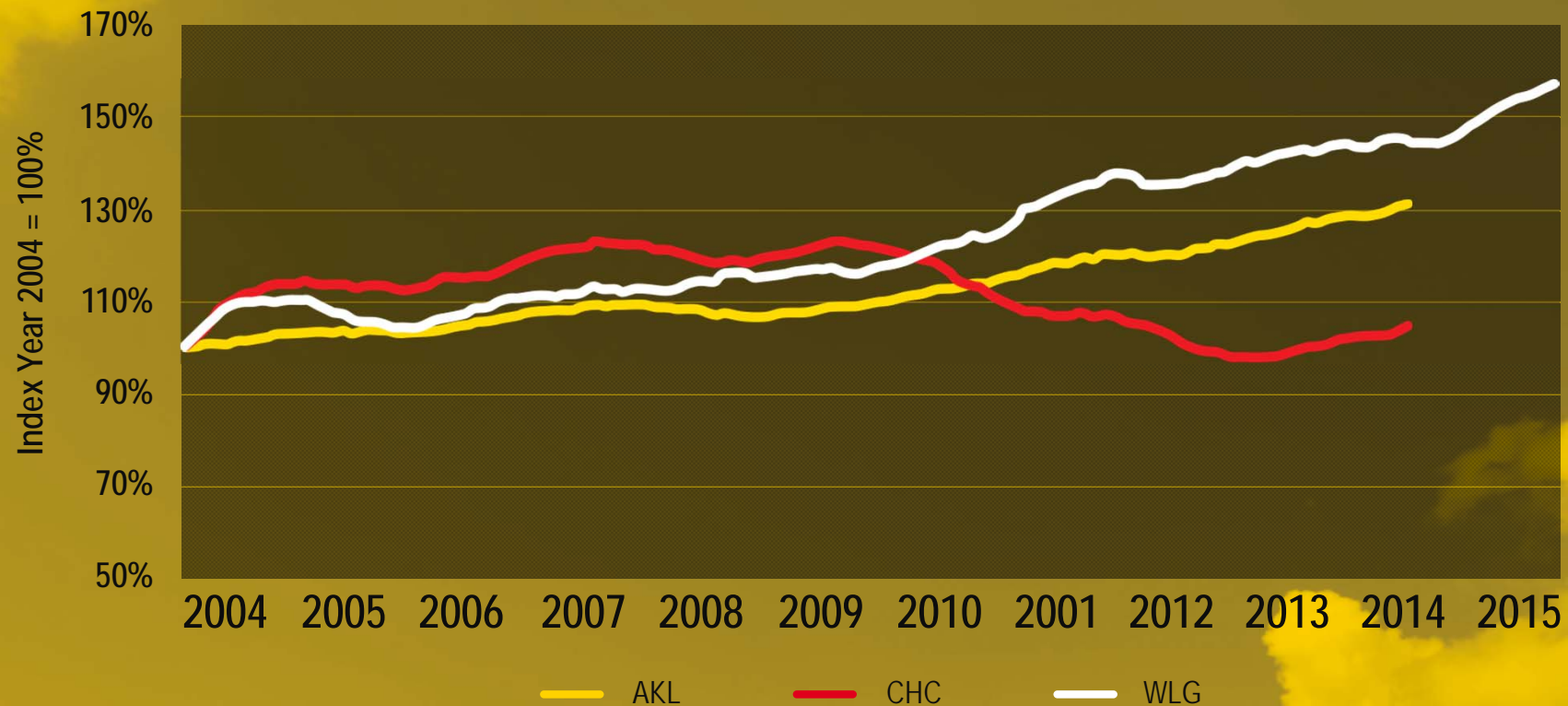
Hotel concept complete, assigned Management Contract

GROWING THE INTERNATIONAL MARKET



INTERNATIONAL PASSENGERS – DOUBLE DIGIT GROWTH

AKL, WLG, CHC INTL PAX GROWTH LAST 10 YEARS



SECOND IN AIRPORT SERVICE QUALITY IN AUSTRALASIA

WELLINGTON
AIRPORT



IMPROVED RETAIL EXPERIENCE



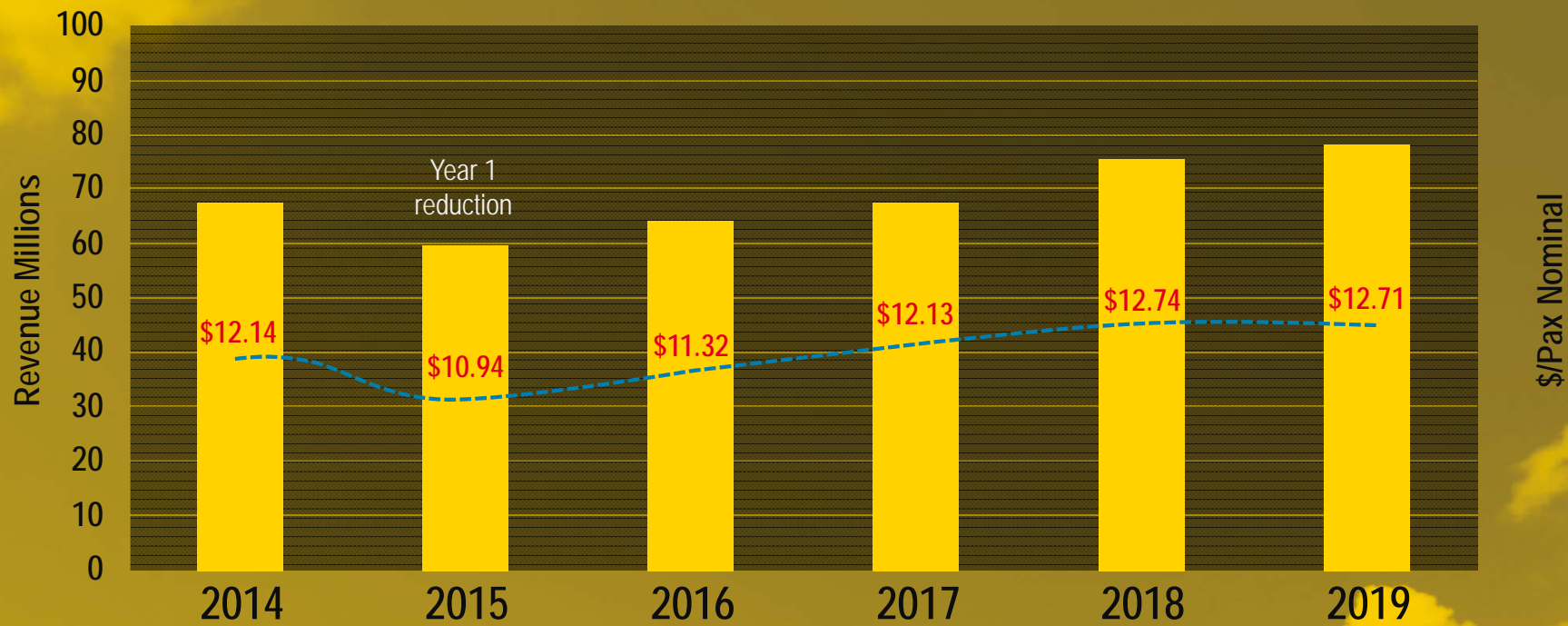
Retail experience recently expanded with Witchery, Country Road, International Subway and Trenery.

NEW VOLUNTEER AMBASSADOR PROGRAMME

WELLINGTON
AIRPORT



PRICING OUTCOMES – REVENUE AND AVERAGE PRICE PER PAX



Airline pricing consultation completed in 2014. Increase in revenue and price per pax mainly reflects aeronautical capital investment



**\$250M CAPITAL INVESTMENT
FORECAST OVER NEXT 5
YEARS**

AERONAUTICAL AND COMMERCIAL CAPITAL INVESTMENT – TERMINAL EXPANSION

WELLINGTON
AIRPORT

\$58m

WARREN AND MAHONEY

\$58 approved. 18 month construction underway and due to be completed by May 2016

NORTH PIER – GATE LOUNGE EXPANSION

WELLINGTON
AIRPORT



\$2.4m expansion of North Pier domestic gate lounges completed in Dec 2014.



COMMERCIAL CAPITAL INVESTMENT – Stage 2 Airport Retail Park

\$2.8m

Investment approved and construction underway. Three new retailers. Due for completion Sep 15

AIRWAYS CONTROL TOWER



AIRWAYS build. Currently under public consultation and consent. WIAL holds ground lease.



COMMERCIAL CAPITAL INVESTMENT MULTI-LEVEL CAR PARK

~\$60m

\$5M committed to feasibility. Investment forecast with approval expected FY16.
5 or 8 storeys. 1,100 parks undercover. Works complete FY17.

COMMERCIAL CAPITAL INVESTMENT - HOTEL

MANAGEMENT CONTRACT WITH RYDGES



4.0-4.5 star. 122 rooms. Restaurant and bar. Built at northern end of airport and connected to terminal.

COMMERCIAL CAPITAL INVESTMENT – HOTEL

WELLINGTON
AIRPORT

\$40m

\$1m invested in feasibility. Investment forecast and approval expected FY16. Construction expected to commence in FY 17.

A photograph of the interior of the Wellington Airport arrivals terminal. The ceiling is a complex, geometric structure made of dark wood panels and black metal beams, with recessed lighting. The walls are also clad in wood. People are seen sitting on low, light-colored sofas in the foreground, and others are walking in the background. A yellow banner with the text "WELLINGTON AIRPORT" is visible in the upper right corner.

AERONAUTICAL INVESTMENT - INTERNATIONAL ARRIVALS

~\$17m

Expansion to arrivals area will remove congestion at peak times. Investment identified in aeronautical pricing. Design underway and construction expected in FY17.

RUNWAY EXTENSION - CONSENT PROVIDES 15+ YEAR OPTION TO BUILD



1929 350m	1938 +650m	1946 +100m	1959 +550m	1972 +270m	2009 +130m
--------------	---------------	---------------	---------------	---------------	---------------

Runway has been extended five times since 1929

WCC and Airport committed \$3m each to fund the consent for a 15 year option for Wellington to extend the runway. Final funding to be confirmed after consent decision is received in FY 17.

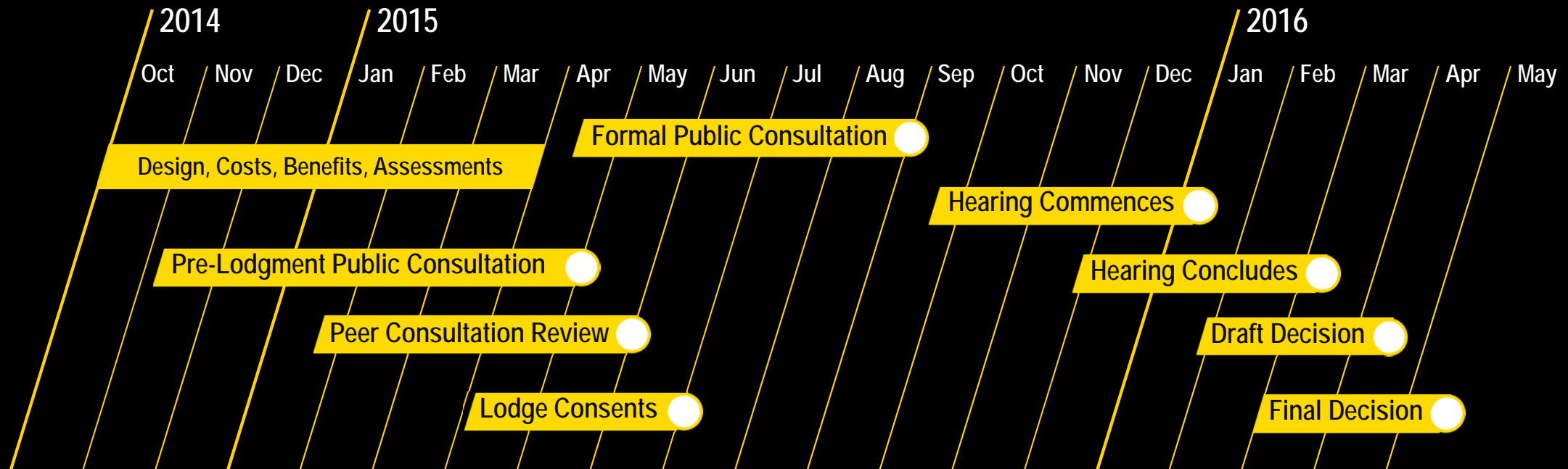
An aerial photograph of Wellington International Airport, showing the runway, taxiway, and terminal building. The airport is situated on a hillside overlooking the city of Wellington and the harbor. The image is used as a background for the presentation slide.

ESTABLISHED FEASIBILITY FOR RUNWAY EXTENSION & PROGRESSING CONSENT



- NPV of Gross Value Add up to \$1.7b for NZ and \$684m for Wellington region from market stimulation.
- InterVISTAS confirmed commercially viable long haul market on routes to Singapore, Hong Kong, Los Angeles, Kuala Lumpur and Dubai via Melbourne.
- Over 500,000 people travel long haul out of Wellington's catchment – three times the required demand.
- Will double Wellington's connectivity to 65% of World's population.
- Reduce long haul travel times by 33%
- www.connectwellington.co.nz

EXTENSION CONSENT TIMELINE



CAPITAL INVESTMENT DELIVERY TIMELINE

