


**AIR NEW ZEALAND LTD.**

 Private Bag 92007, Level 19, Quay Tower, 29 Customs St. West  
 Auckland, NEW ZEALAND

Code: NZ Employ 9,000

[www.airnewzealand.com](http://www.airnewzealand.com)

Tel. (64-9) 336-2400 Fax (64-9) 336-2401

**Ownership:** 82% state; 18% publicly traded

**Executive Management**
**Chairman** John Palmer

**Managing Director & CEO** Ralph Norris

**COO** Andrew Miller

**Senior VP Finance & CFO** Shane Warbrick

**Senior VP Operation & Technical** Bill Jacobson

**VP Internal Audit & Risk** Brendon Connolly

**OPERATING  
DATA-SCHEDULED**
Calendar Year

2000      2001

**Revenue Passenger**
**Miles (mil.)**      13,814.7      13,544.4

**Percent Change**      11.8      (2.0)

**Revenue Ton**
**Miles (mil.)**      1,984.9      1,988.1

**Percent Change**      5.8      0.2

Fiscal Year Ending 6/30
**Financial Data (mil. US\$)**

2000      2001

**Passenger Revenue**      1,377.0      1,492.0

**Total Revenue (excluding incidental revenue)**      1,870.0      1,900.0

**Expenses (excluding incidental revenue)**      1,751.6      1,921.9

**Operating Profit**      118.4      (21.9)

**Net Income after Taxes**      93.5      (578.6)

**Percent Change in: Revenue**      4.9      1.6

**Expenses**      2.9      9.7

**Yield-c per RPM**      9.97      11.02

**Percent Change**      8.6      10.5

**Cost-c per ASM**      8.97      9.97

**Percent Change**      (6.0)      11.1

Aircraft Fleet	Year End Fleet		Year End 2001 Fleet	Projected Year End		
	2000	2001	On Order/Options	2002	2003	2004
Stage III 737-200H*	6	4		3		
737-300	12	14		14	16	16
747-400	8	8		7	7	7
767-200/300	14	14		14	14	15
<b>Total Fleet</b>	<b>40</b>	<b>40</b>	<b>0</b>	<b>38</b>	<b>37</b>	<b>38</b>
<b>Percent Change</b>	<b>(4.8)</b>	<b>0.0</b>		<b>(5.0)</b>	<b>(2.6)</b>	<b>2.7</b>

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