

Revenue FY18 Update – Top Revenue Impacts

Our current FY18 volume forecasts are 3.2% above those estimated in the Pricing Consultation, May16. We base our volume forecasts on monthly schedules, downloaded from OAG Aviation Worldwide. Growth is due to schedule changes both made in FY17, and announced for FY18. Here are the most significant schedule changes affecting FY18 revenue:

International Customers

- Qatar Airways start Doha-Auckland in Feb17.
- Tianjin Airlines start Chongqing-Auckland in Dec16.
- Qantas Airways start Melbourne-Christchurch in Dec16; and grow Sydney-Dallas in Mar17.
- Hainan Airlines start Shenzhen-Auckland in Jan17.
- Sichuan Airlines start Chengdu-Auckland in Jun17.
- Hong Kong Airlines start Hong Kong-Auckland in Nov16.

Domestic Customers

- Mount Cook grow Auckland-Nelson in Nov16; grow Christchurch-Wellington and Hamilton-Wellington in Jul17.
- Air NZ National grow Wellington-Dunedin in Nov16; grow Auckland-Wellington in Jul17.
- Air Nelson grow Auckland-Tauranga in Nov16; grow Nelson-Wellington in Jun17.
- Jetstar Domestic grow Auckland-Wellington in Jul17.