October 2017 NZDCM Presentation

Upgrading international departure experience / New and expanded security screening and processing area / New retail hub / New passenger lounge / Roading and public transport upgrades / Providing more gates for international aircraft / Expanding our airfield / New five-star hotel / Building a new domestic jet terminal / Improving international arrival experience / Upgrading international check-in area / Second runway /

Building the future…

Auckland Airport

Important Information

Important Information

Auckland Airport intends to make an offer of fixed rate bonds (**Bonds**) in reliance upon the exclusion in clause 19 of schedule 1 of the Financial Markets Conduct Act 2013 (**FMCA**). Except for the interest rate and the maturity date, the Bonds will have identical rights, privileges, limitations and conditions as Auckland Airport's:

(a) 4.73% NZ$100,000,000 fixed rate bonds maturing on 13 December 2019 which are quoted on the NZX Debt Market under the ticker code AIA120;
(b) 5.52% NZ$150,000,000 fixed rate bonds maturing on 28 May 2021 which are quoted on the NZX Debt Market under the ticker code AIA130;
(c) 4.28% NZ$100,000,000 fixed rate bonds maturing on 9 November 2022 which are quoted on the NZX Debt Market under the ticker code AIA200; and
(d) 3.97% NZ$225,000,000 fixed rate bonds maturing on 2 November 2023 which are quoted on the NZX debt market under the ticker code AIA210,

(together, **Quoted Bonds**) and therefore are the same as the Quoted Bonds for the purposes of the FMCA and the Financial Markets Conduct Regulations 2014 (**FMC Regulations**).

Auckland Airport is subject to a disclosure obligation that requires it to notify certain material information to NZX Limited (**NZX**) for the purpose of that information being made available to participants in the market and that information can be found by visiting https://www.nzx.com/companies/AIA.

Investors should look to the market price of the Quoted Bonds to find out how the market assesses the returns and the risk premium for those bonds.

Agenda

Key Terms of the Offer

Issuer	Auckland International Airport Limited ("Auckland Airport")
Description of Bonds	Direct, unsecured, unsubordinated, fixed rate debt obligations of Auckland Airport ranking equally and without preference among themselves and equally with all other outstanding unsecured and unsubordinated indebtedness of Auckland Airport (except indebtedness preferred by law)
Issuer Long-Term Credit Rating (S&P)	A-
Expected Long-Term Issue Credit Rating (S&P)	A-
Issue Amount	Up to NZ$75,000,000 with the ability to accept up to NZ$25,000,000 oversubscriptions at Auckland Airport's discretion
Opening Date	Monday, 9 October 2017
Closing Date	1.00pm on Wednesday, 11 October 2017
Issue Date	Tuesday, 17 October 2017
Tenor	5.5 years
Maturity Date	Monday, 17 April 2023
Interest Rate	The aggregate of the Base Rate and the Margin on the rate set date
Base Rate	The semi-annual mid-market swap rate for an interest rate swap of a term matching the period from the Issue Date to the Maturity Date
Indicative Issue Margin	The indicative margin range is 0.82 per cent to 0.87 per cent per annum
Interest Payment Dates	17 April and 17 October in each year until and including the Maturity Date
Minimum Denomination	NZ$10,000 and multiples of NZ$1,000 thereafter
Interest Payments	Semi-annually in arrear
Joint Lead Managers	Commonwealth Bank of Australia (acting through its New Zealand Branch) and Westpac Banking Corporation (acting through its New Zealand branch) (ABN 33 007 457 141)
Registrar	Link Market Services Limited

Company overview

Auckland Airport at a glance

19.0 million annual passengers

95% share of long haul arrivals to New Zealand

30 international airlines

46 international destinations

4 international freight airlines

19 domestic destinations

4,000 baggage trolleys

Auckland Airport in 2017

169,000 flights each year

150 international flights each day

310 domestic flights each day

79% share of international visitors to New Zealand

6.7% average annual passenger growth over 50 years

1,500 hectares of land

3,635 metres of runway

24/7

24 x 7 operation, 365 days a year

800+ businesses

20,000+ people working at and around the airport

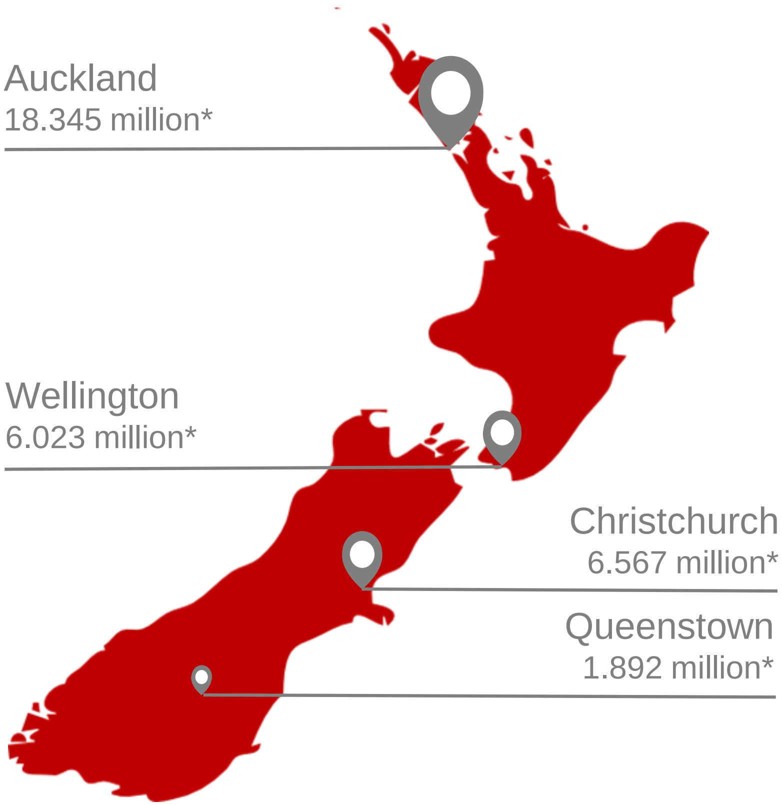
100+ shops, cafés and restaurants

2 hotels

As at June 2017

Auckland Airport is the busiest in New Zealand

New Zealand international airports by passenger numbers[1]



*Passengers excluding transits in the year ended June 2017

- The largest airport in New Zealand
- 79% of international passengers to New Zealand arrive or depart from Auckland Airport and 95% of total long haul arrivals[2]
- Main commercial airport serving New Zealand's largest city with 169,000 aircraft movements a year at June 2017
- No flight curfew, operating 24 hours a day, 7 days a week
- It is one of New Zealand's most important infrastructure assets, and the largest NZX listed company with a market capitalisation of $7.5bn[3]. Listed on the NZX and ASX
- Single 3,635m runway plus a future second runway (parallel to main runway) will cater for Auckland's aviation requirements for the foreseeable future
- 1,500 hectares of freehold land on the Auckland isthmus

1. *Monthly traffic performance updates: AKL, CHC, WLG, ZQN airports*
2. *As at June 2017. Long haul arrivals excludes Trans-Tasman and Pacific Islands*
3. *As at 5 October 2017*

Connecting New Zealand to the world

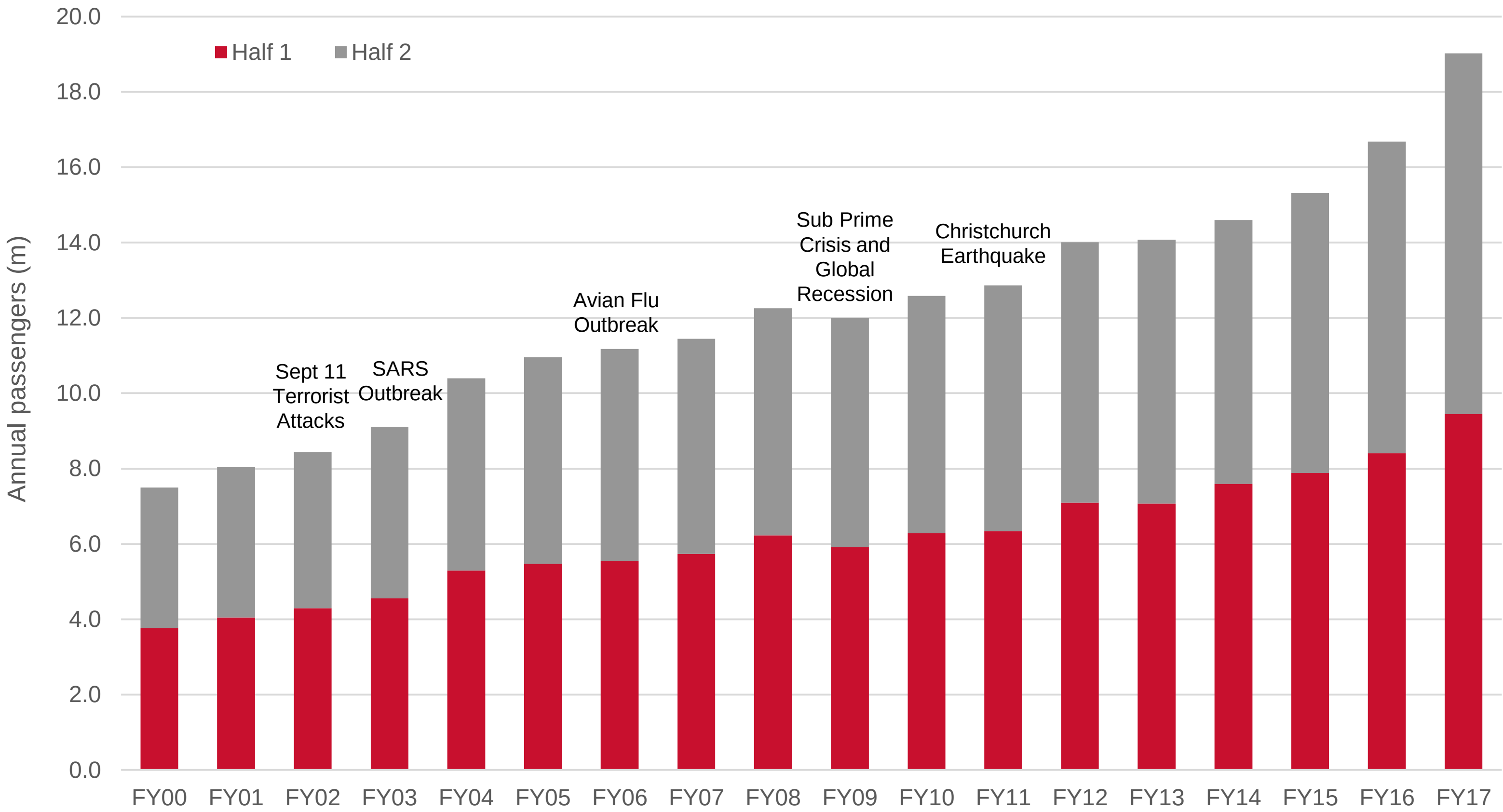
Auckland Airport connects New Zealand to 46 international destinations

- Increased breadth of travel opportunities with international airlines increasing by 7 over FY17 to 30
- Direct connections to 46 international destinations and 19 destinations around New Zealand

Routes launched or announced based on single ticketed fares as at September 2017

Proven passenger growth

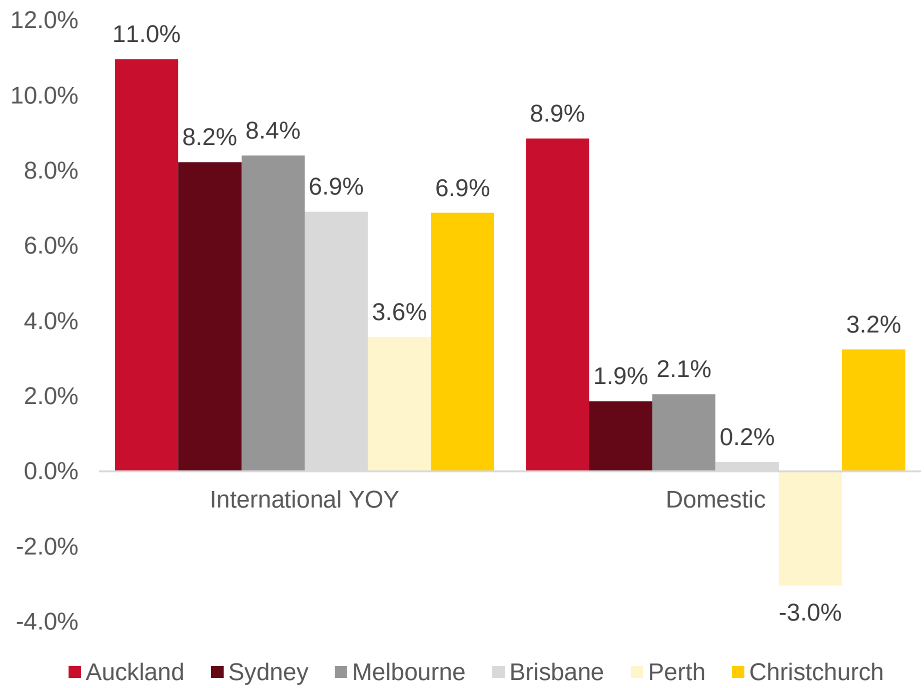
Total Passengers at Auckland Airport (excl. Transits)



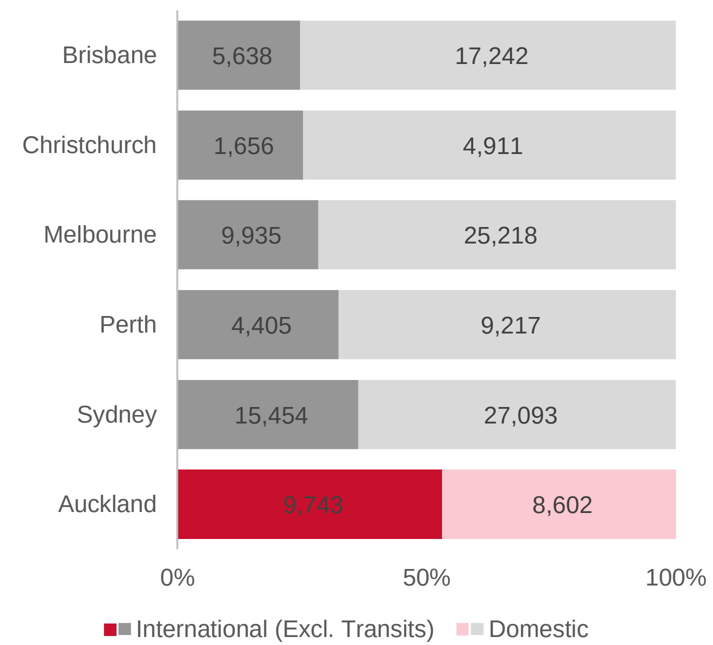
- Continued growth at a CAGR of 5.6% over the last 17 years demonstrates resilience to global economic weakness and other external shocks
- 19.0m total passengers in FY17, 26% higher than 3 years ago (15.1m in 2014)

Compares favourably to Australasian airports

Passenger growth rates %*



International vs domestic passenger mix (thousands)*



- Auckland Airport experienced the highest total passenger growth of the main Australasian airports in FY17 across both international and domestic
- Auckland Airport has the highest proportion of international passengers (53%) of all Australasian airports

*Year to 30 June 2017. Source: Monthly traffic performance updates: AKL, SYD, PER, MEL, BNE airports

Strong growth across the business

Aeronautical

$293.9m revenue, ↑ 13.8%

- 47% of FY17 revenue
- 7 new airlines, 8 new routes in FY17
- Arrivals growth driven by diverse regions
- Strategy to grow capacity, sustain capacity and diversity markets

Retail

$162.8m revenue, ↑ 5.2%[1]

- Diverse retail offering with ~90 stores, 2 duty free operators
- Retail sales up 8.6% in FY17 due to strong passenger growth partly offset by construction – retail sqm increasing 65% on departures level 1
- ~70% of our international terminal stores will be additions or refurbishments once the work is completed

Car park

$56.3m revenue, ↑ 8.1%

- 11,489 parking spaces across a range of parking services from premium Valet to Park & Ride at different price points
- Park & Ride Express and similar products being launched to improve convenience and utilisation of space
- Share of income from online booking has increased to 39%
- Increasing demand is driving ongoing expansion

1) Excluding the impact of a one-off accrual release in the prior year

Strong growth across the business

Investment Property

$72.9m rent roll, ↑15.7%

- $945m investment property (excl. undeveloped land) at 30 June 2017
- Medium to long term leases
- 268 hectares available for property development with direct motorway access to Auckland CBD 26kms away
- Development continues in response to market demand

Hotel portfolio

92.1% occupancy, ↑ 3.8%

- Novotel 263 room 4+star hotel, Auckland Airport holds a 40% stake and collects ground rental
- ibis 198 room 3 star hotel
- Strong occupancy at both Novotel (91%) and ibis (93%) in FY17
- Design work progressing on a new 300 room Pullman hotel, due to open in 2020 (shown to right in render above)

Associates

$14.9m underlying profit, ↑ 29.6%

- ~25% stake in two other airports
- Queenstown Airport is the gateway to New Zealand's adventure capital, a major tourist destination. Passenger numbers grew 15% in FY17
- Cairns is one of Australia's leading regional airports. International passenger numbers were up 9% in FY17

Regulatory environment

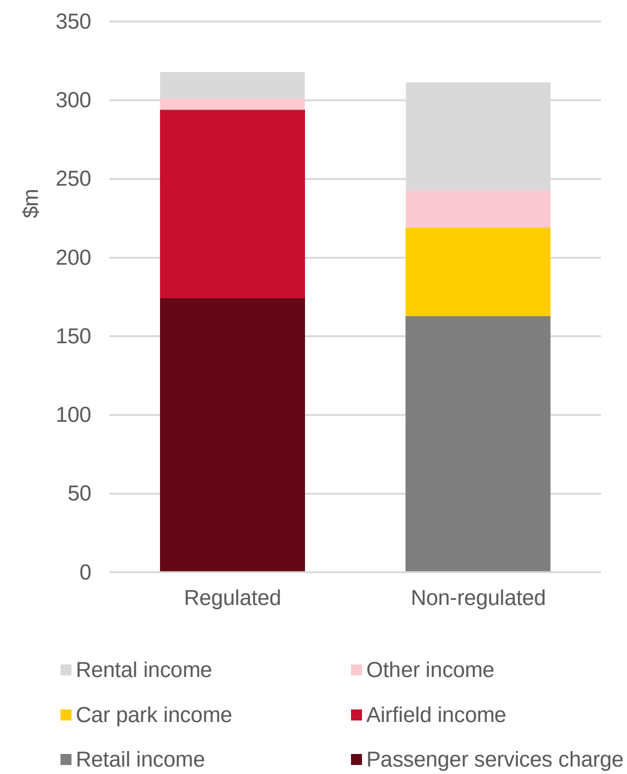
Overview

- Dual-till regime, with the aeronautical segment subject to information disclosure regulation under the Commerce Act 1986
- Disclosure regime includes monitoring of service standards, asset availability, capital expenditure plans, efficiency of pricing and return on investment
- Commerce Commission monitors information disclosure regime effectiveness, they do not set prices

Aeronautical prices set for PSE3

- Average international revenues per passenger reducing by 1.7% p.a. and domestic increasing by 0.8% p.a. in real terms over the next five years (excluding the Runway Land Charge)
- Forecast total aeronautical segment (including non aero pricing activities) after tax returns of 7.06% p.a. on a growing aeronautical asset base
- $1.9b capital expenditure in 2017 dollars ($2.3b nominal) on aeronautical infrastructure over the next five years – includes a new domestic jet terminal (forecast end FY22) and start of second runway (forecast FY28)

~50% of revenue is regulated[1]



1) 12 months to 30 June 2017

Strategy for our future

Our strategy

Faster Higher Stronger

Grow Travel & Trade Markets

Adopt an ambitious and innovative approach to help New Zealand to sustainably unlock the growth opportunities in travel, trade and tourism

Strengthen Our Consumer Business

Strengthen and extend our retail, transport and hotel businesses to ensure we can respond to evolving customer needs

Be Fast, Efficient & Effective

Continue to improve our performance by increasing the productivity of our assets, processes, operations and balance sheet

Invest for Future Growth

Add to our strong infrastructure and commercial foundations for long-term sustainable growth

Delivering on our ambitions

In 2013 we established several ambitious targets under our Faster, Higher, Stronger growth strategy

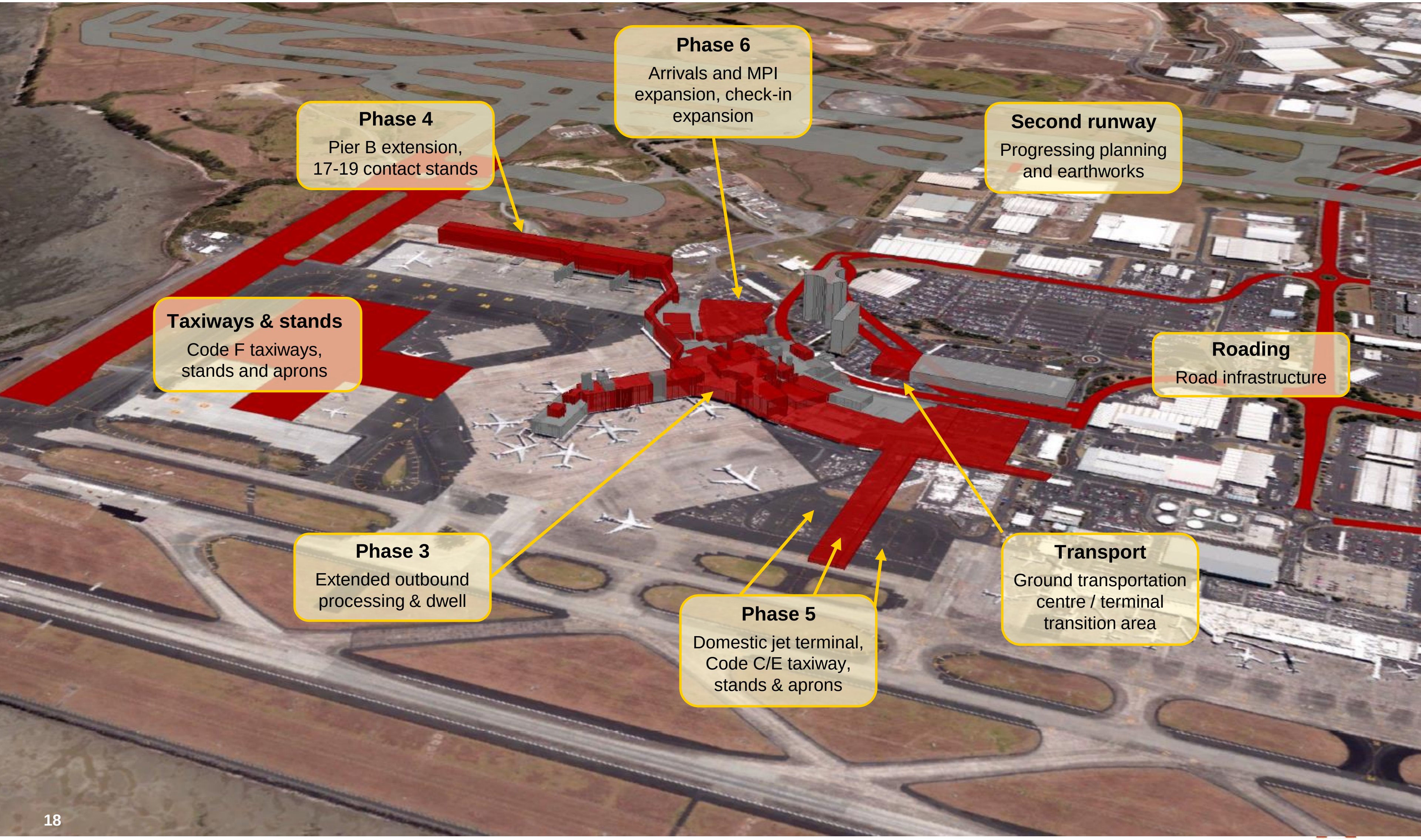
Aspirations:	Where we were in June 2013:	How we tracked to June 2017:
400,000 Double Chinese arrivals to 400,000 by FY17	**213,781**	↓ **356,315** A slight decrease of 2,955 (0.8%) in FY17
$60m Build property rent roll to $60 million by FY17	**$44m**	↑ **$72.9m** An increase of $9.9 million (15.7%) in FY17
10m Achieve 10 million international passengers (excluding transits) by FY18	**7.3m**	↑ **9.7m** An increase of 1.0 million (11.0%) in FY17
20m Reach 20 million total passengers by FY20	**14.5m**	↑ **19.0m** An increase of 1.8 million (10.2%) in FY17

Investing for future growth

Investing more than $1m every working day on airport infrastructure

- Bold 30-year vision developed with international experts (www.airportofthefuture.co.nz)
- Vision based on a combined domestic and international terminal as well as an efficient, affordable and staged development path
- Work completed on the first two phases and well underway on phases 3-5:
  - Phase 1: Additional baggage belts
  - Phase 2: Reconfigured inbound processing
  - Phase 3: Expanded outbound processing and airside dwell areas
  - Phase 4: Pier B, bus lounge, remote and contact stands
  - Phase 5: Domestic Terminal
  - Phase 6: Arrivals and MPI expansion, check-in expansion
- A significant period of investment is underway as we build to accommodate the ongoing growth in passengers, aircraft and businesses operating at the airport

Significant projects over the next 5 years



Reflects Auckland Airport's 2014 Master Plan and indicative location of significant upcoming projects for illustration purposes only

Financial information

Strong five year financial performance

For the year ended 30 June NZ$m	2017	2016	2015	2014	2013	CAGR
Revenue	629.3	573.9	508.5	475.8	448.5	8.8%
Expenses	156.2	143.6	128.5	120.6	117.6	7.4%
Earnings before interest, taxation, depreciation, fair value adjustments and investments in associates (EBITDAFI)	**473.1**	**430.3**	**380.0**	**355.2**	**330.9**	**9.3%**
EBITDAFI Margin	*75.2%*	*75.0%*	*74.7%*	*74.7%*	*73.8%*	
Share of (loss)/profit from associates	19.4	(8.4)	12.5	11.6	9.9	18.3%
Derivative fair value (decrease)/increase	2.5	(2.6)	(0.7)	0.6	1.5	13.6%
Property, plant and equipment revaluation	-	(16.5)	(11.9)	4.1	-	
Investment property revaluation	91.9	87.1	57.2	42.0	23.1	
Depreciation expense	77.9	73.0	64.8	63.5	62.1	5.8%
Interest expense	72.8	79.1	86.0	68.2	66.7	2.2%
Taxation expense	103.3	75.4	62.8	65.9	58.6	15.2%
Reported net profit after tax	**332.9**	**262.4**	**223.5**	**215.9**	**178.0**	**16.9%**
Underlying profit after tax[1]	**247.8**	**212.7**	**176.4**	**169.9**	**153.8**	**12.7%**

1) A reconciliation showing the difference between reported net profit after tax and underlying profit after tax is included in the Appendix

Growth across all revenue streams

Revenue by segment

For the year ended 30 June $m	2017	2016	2015	2014	2013	CAGR
Airfield income	119.6	103.4	93.3	87.6	81.6	10.0%
Passenger services charge	174.3	154.9	140.9	131.5	120.2	9.7%
Retail income	162.8	157.5	132.0	127.1	124.3	7.0%
Car park income	56.3	52.1	46.6	42.8	40.4	8.7%
Rental income	84.9	74.7	64.6	59.3	55.4	11.3%
Other income	31.4	31.3	31.1	27.5	26.6	4.2%
Total revenue	**629.3**	**573.9**	**508.5**	**475.8**	**448.5**	**8.8%**

- 85% of the FY17 aeronautical revenue growth was driven by double digit passenger growth and growth in MCTOW, with the balance arising from 1.5% to 2.5% aeronautical price increases
- Underlying retail income growth of 5.2%[1] in FY17 due to strong passenger growth partly offset by disruption from the international departure area upgrade
- Parking revenue increased 8.1% in FY17 following investment in parking capacity
- Investment property rental income up 15.2% in FY17 driven by the completion of new properties and the full year effect of prior year developments

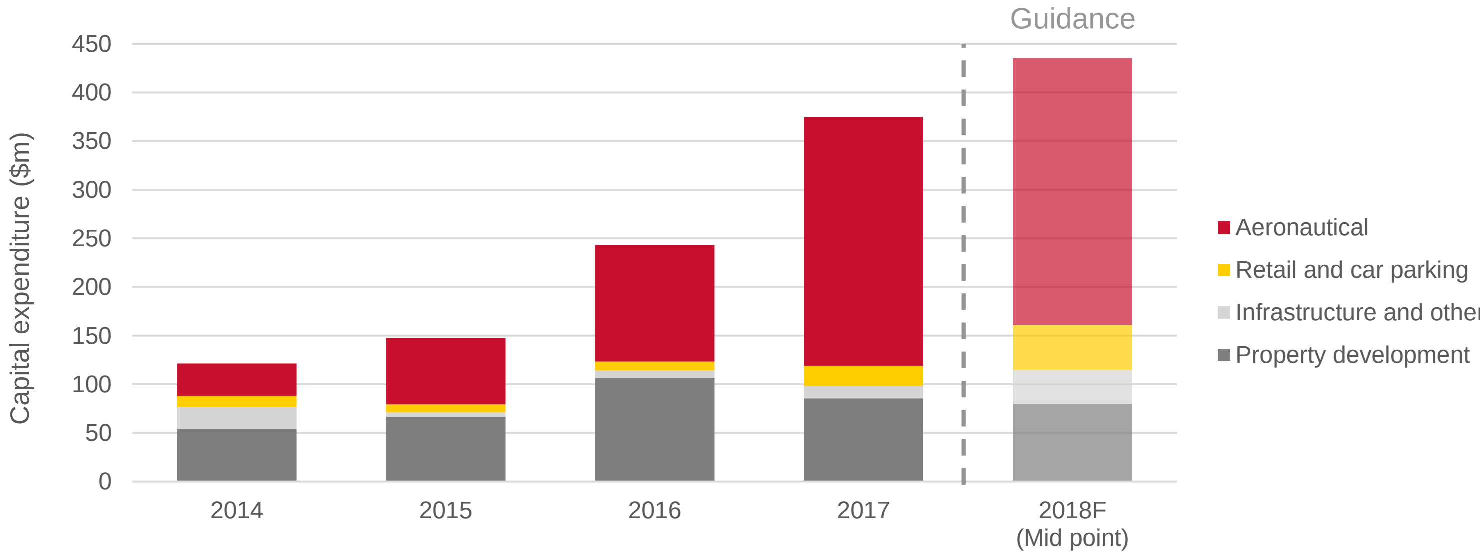
1) Excluding the impact of a one-off accrual release in the prior year

Summary balance sheet

For the year ended 30 June NZ$m	June 2017	June 2016	June 2015	June 2014	June 2013	CAGR
Cash	45.1	52.6	38.5	41.4	69.2	(10.2%)
Trade and other receivables	55.5	42.3	36.6	29.0	26.8	20.0%
Other current assets	3.4	8.0	12.3	3.2	3.6	(1.4%)
Current assets	**104.0**	**102.9**	**87.4**	**73.6**	**99.6**	1.1%
Property, plant and equipment	4,947.8	4,708.1	3,884.1	3,761.5	3,020.2	13.1%
Investment properties	1,198.0	1,048.9	848.1	733.4	635.9	17.2%
Investment in associates	171.6	142.8	163.6	158.4	165.7	0.9%
Derivative financial instruments	82.1	138.8	118.3	6.9	17.1	48.0%
Total assets	**6,503.5**	**6,141.5**	**5,101.5**	**4,733.8**	**3,938.5**	13.4%
Borrowings	2,056.6	1,886.9	1,722.5	1,506.9	1,142.0	15.8%
Other liabilities	417.9	373.9	336.1	308.2	297.1	8.9%
Total liabilities	**2,474.5**	**2,260.8**	**2,058.6**	**1,815.1**	**1,439.1**	14.5%
Equity	4,029.0	3,880.7	3,042.9	2,918.7	2,499.4	12.7%
Total liabilities and equity	**6,503.5**	**6,141.5**	**5,101.5**	**4,733.8**	**3,938.5**	13.4%

Capital expenditure

Capital expenditure by type



- FY17 capital expenditure increased 54% to $375m reflecting accelerated development programme to cater for ongoing strong growth across the business
- Over 90% of our capital expenditure is investing for future earnings growth, circa $20m renewals spend per year
- Capital expenditure is forecast to increase in FY18 to between $410m and $460m[1] on:
  - aeronautical projects including the International Terminal level 1 redevelopment and the extension of International Terminal Pier B; and
  - investment property developments include Bunnings Warehouse and Ministry for Primary Industry

1) Consistent with prior years, guidance excludes any uncommitted investment property capital expenditure

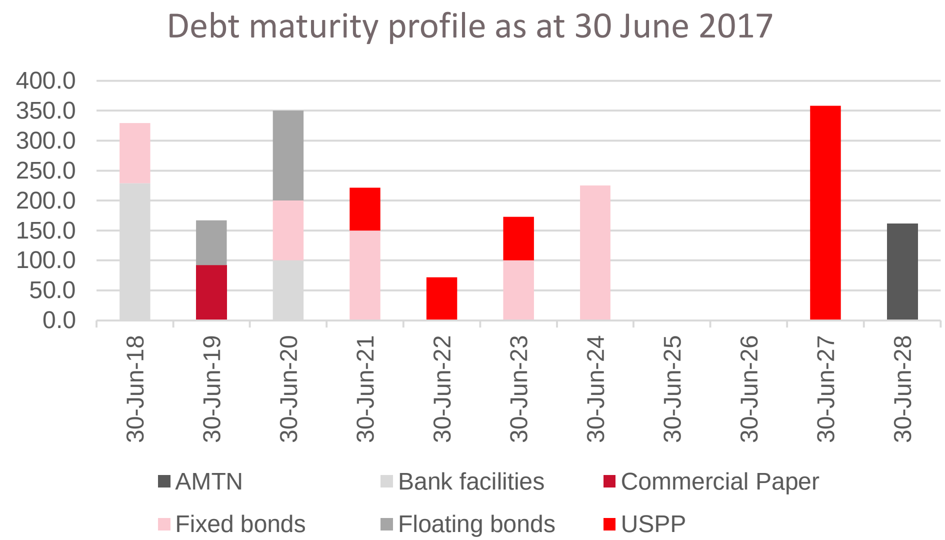
Credit metrics

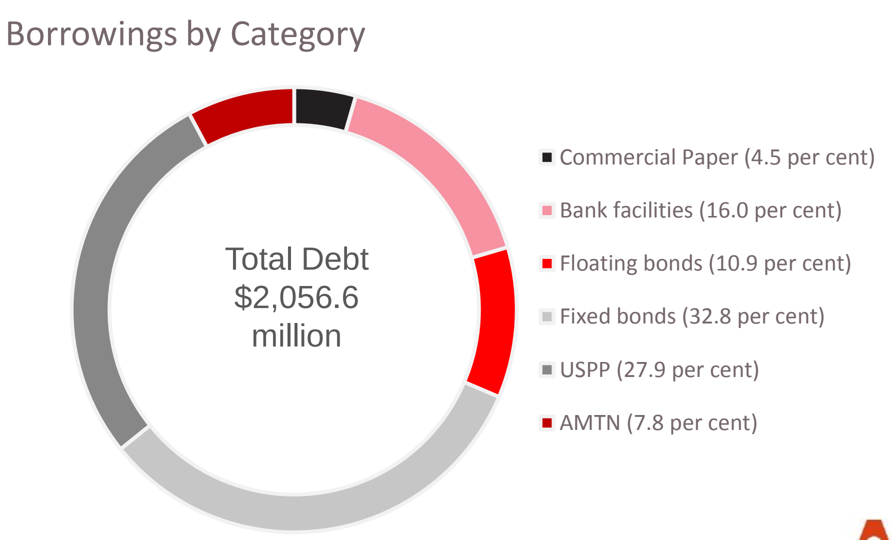
For the year ended 30 June	2017	2016	2015	2014	2013
Debt / debt + market value of equity	19.5%	19.7%	22.5%	24.7%	22.8%
Debt / EBITDAFI	4.3x	4.4x	4.5x	4.2x	3.5x
Funds from operations / net debt	**16.5%**	**16.7%**	**15.3%**	**16.0%**	**19.9%**
Funds from operations interest cover	**4.9x**	**4.3x**	**3.7x**	**4.5x**	**4.1x**
Weighted average interest cost (12 months to 30 June)	4.5%	5.1%	5.8%	6.0%	6.2%
Average debt maturity profile (years)	4.7	4.3	4.9	3.2	4.2
Percentage of fixed borrowings	51.4%	48.9%	49.5%	58.6%	66.3%

- Considerable headroom in Auckland Airport's key credit metrics for A- target rating
- FFO interest cover ratio exceeded pre capital return levels in September 2016. Growth in the debt book has been offset by decreasing interest rates
- Increased capital expenditure over the next five years will soften credit metrics
- Current FFO would allow a circa $725 million increase in debt excluding revenue growth
- FFO to grow with earnings enabling planned debt funded capex programme

Funding

- Auckland Airport sources debt funding from a variety of markets and maintains a wide range of debt maturities
- Weighted average maturity of existing facilities of 4.74 years as at 30 June 2017
- Committed headroom of $280 million at 30 June 2017
- Auckland Airport has committed to an A- credit rating
- Auckland Airport remains committed to dividend policy of paying ~100% of underlying NPAT





Outlook

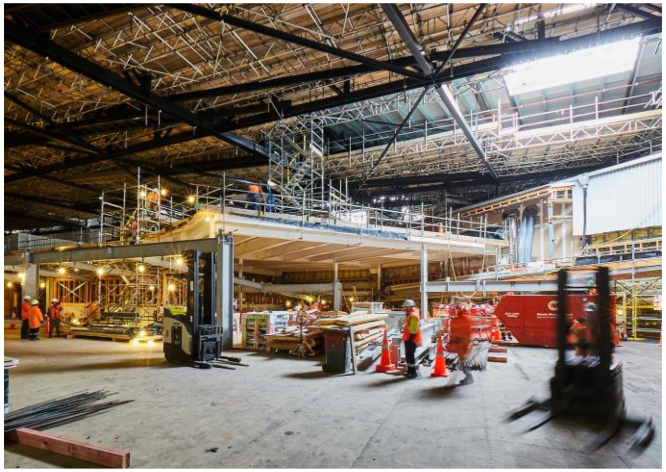
Outlook

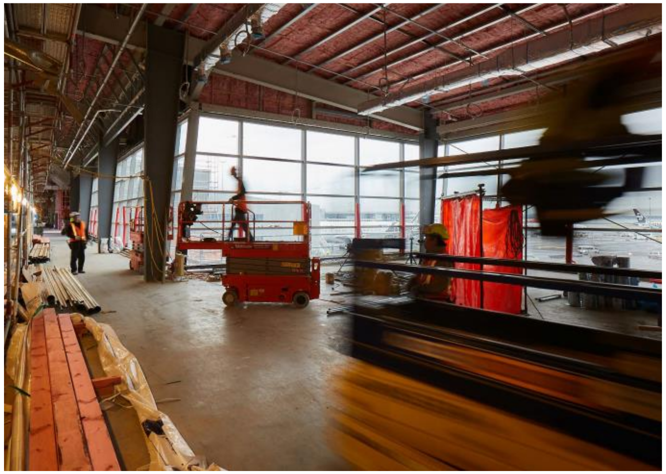
Strategic review

- North Queensland Airports review completed, confirming it is a highly attractive asset but not integral to our current business strategy

Guidance[1]

- Relative to recent years, more modest underlying profit growth anticipated as we enter the new FY18-22 pricing period
- We expect underlying net profit after tax (excluding any fair value changes and other one-off items) in FY18 to be between $248m and $257m
- We expect total capital expenditure of between $410m and $460m in FY18, including approximately $274m of aeronautical projects





1. This guidance is subject to any material adverse events, significant one-off expenses, non-cash fair value changes to property and deterioration due to global market conditions or other unforeseeable circumstances

Reference material and further details

Reference material

Auckland Airport website: https://corporate.aucklandairport.co.nz/

Debt investor inquiries

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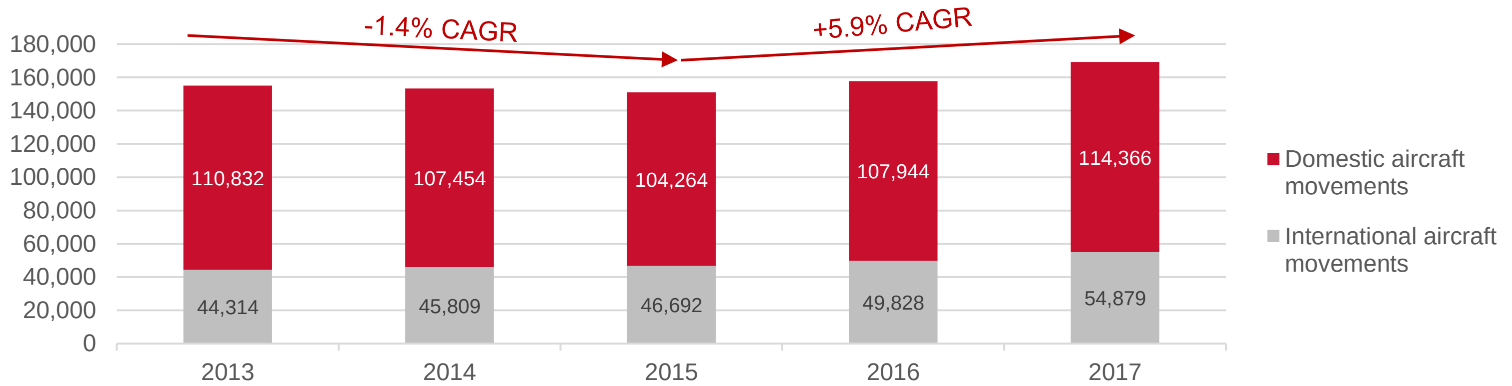
Appendices

Significant land holdings

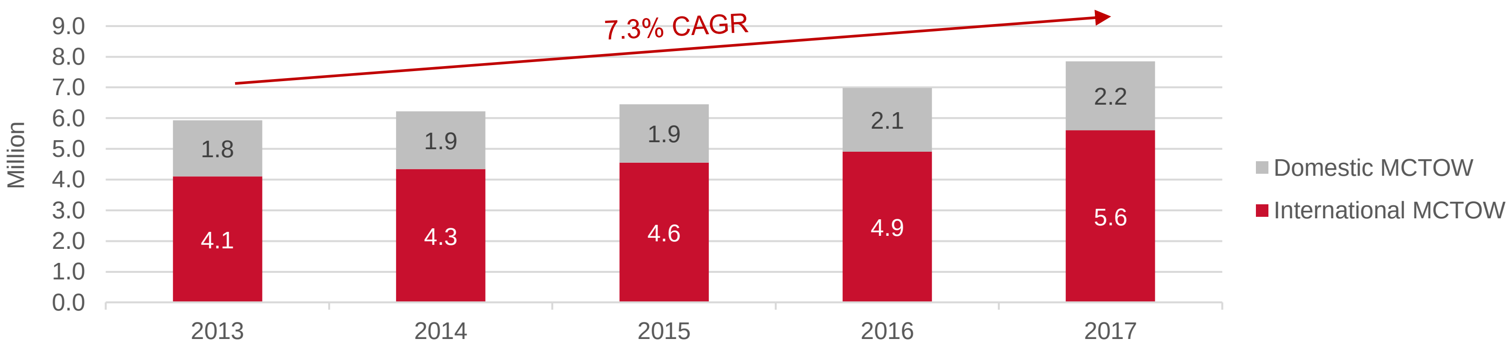
- Auckland Airport owns approximately 1,500 hectares of freehold land (268 hectares available for investment property development, bounded by the blue line and sea shore)
- Vacant land enables staged and affordable expansion of aeronautical infrastructure as required and ongoing rental income growth

Runway movements growing

Aircraft movements



MCTOW



- Increased connectivity to new and existing destinations reversed a 7 year decline in total aircraft movements from FY16
- International MCTOW up 14.2% as an increasing number of long haul destinations resulted in a higher proportion of larger, heavier aircraft
- Domestic MCTOW continues to benefit from increased proportion of A320s

Underlying profit reconciliation

For the year ended 30 June	2017 Reported profit $m	2017 Adjustments $m	2017 Underlying profit $m	2016 Reported profit $m	2016 Adjustments $m	2016 Underlying profit $m
EBITDAFI	473.1	-	473.1	430.3	-	430.3
Share of profits of associates	19.4	(4.5)	14.9	(8.4)	19.9	11.5
Derivative fair value movement	2.5	(2.5)	-	(2.6)	2.6	-
Investment property revaluation	91.9	(91.9)	-	87.1	(87.1)	-
Property, plant and equipment revaluation	-	-	-	(16.5)	16.5	-
Depreciation	(77.9)	-	(77.9)	(73.0)	-	(73.0)
Interest expense and other finance costs	(72.8)	-	(72.8)	(79.1)	-	(79.1)
Taxation expense	(103.3)	13.8	(89.5)	(75.4)	(1.6)	(77.0)
Profit after tax	**332.9**	**(85.1)**	**247.8**	**262.4**	**(49.7)**	**212.7**

- We have made the following adjustments to show underlying profit after tax for the year ended 30 June 2017 and 30 June 2016:
  - reversed out the impact of revaluations of investment property in 2017 and 2016. An investor should monitor changes in investment property over time as a measure of growing value. However, a change in one particular year is too short to measure long term performance. Changes between years can be volatile and, consequently, will impact comparisons. Finally, the revaluation is unrealised and, therefore, is not considered when determining dividends in accordance with the dividend policy.
  - reversed the revaluation of the land and infrastructure class of assets within property, plant and equipment for the 2016 financial year. No property, plant and equipment revaluation occurred in the 2017 financial year. The fair value changes in property, plant and equipment are less frequent than are investment property revaluations; which also makes comparisons between years difficult.
  - the group recognises gains or losses in the income statement arising from valuation movements in interest rate derivatives which are not hedge accounted and where the counterparty credit risk on derivatives impacts accounting hedging relationships. These gains or losses, like investment property, are unrealised and interest rate derivative valuation movements are expected to reverse out over their lives.
  - in addition, to be consistent, we have adjusted the revaluations of investment property and financial derivatives that are contained within the share of profit of associates in 2017 and 2016.
  - we have also reversed the taxation impacts of the above valuation movements in both the 2017 and 2016 financial years.

Important Notice and Glossary

Disclaimer

This presentation is for preliminary information purposes only and is not an offer to sell or the solicitation of any offer to purchase or subscribe for any financial products and no part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever. The information in this document is given in good faith and has been obtained from sources believed to be reliable and accurate at the date of preparation, but its accuracy, correctness and completeness cannot be guaranteed.

All of the data provided in this document is derived from publicly available information in relation to Auckland Airport (including the annual report of Auckland Airport for its financial year ended 30 June 2017), unless otherwise indicated.

Any internet site addresses provided in this presentation are for reference only and, except as expressly stated otherwise, the content of any such internet site is not incorporated by reference into, and does not form part of, this presentation.

This presentation may contain forward looking statements with respect to the financial condition, results of operations and business, and business strategy, of Auckland Airport. Auckland Airport gives no assurance that the assumptions upon which Auckland Airport based its forward looking statements on will be correct, or that its business and operations will not be affected in any substantial manner by other factors not currently foreseeable by Auckland Airport or beyond its control. Accordingly, Auckland Airport can make no assurance that the forward looking statements will be realised.

This presentation is dated 9 October 2017.

Glossary

ARPS	Average revenue per parking space
EBITDAFI	Earnings before interest, taxation, depreciation, fair value adjustments and investments in associates
MCTOW	Maximum certified take off weight
NPAT	Net profit after tax
PAX	Passenger
PSE2	FY13-FY17
PSE3	FY18-FY22
PSR	Passenger spend rate