

COVID 19 Recovery “Surviving to Thrive”

- Cash is King - Funding & Savings
- Time to Do Good not Do Well
- Short term - Remote Solutions
- Medium term - Rebalance
- Long term - Thrive



Cash is King - Funding and Cashflow

“Top Line”

- Shareholder / Stakeholder engagement
- Government Assistance
- Capital raising Programs

“Bottom Line”

- Capital Program Delays
- Operating Cost Savings
- Staff Rationalisation

Govt announces aviation relief package



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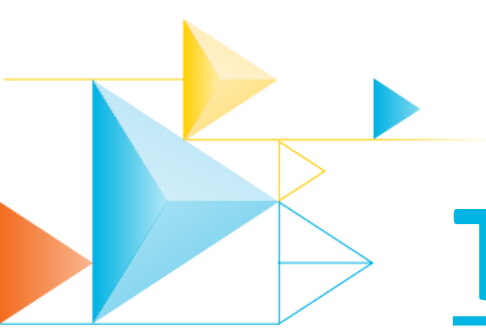
BUSINESS

**Covid 19 coronavirus:
Auckland Airport looking to
raise \$1.2 billion**

**Airways New Zealand welcomes
\$70m support from Government**

**UPDATE 1-Air New Zealand launches two year
cost cutting plan**





Time to Do Good not Do Well

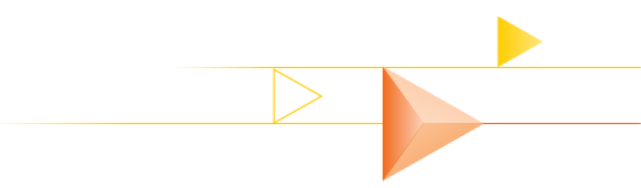
Long Term view when engaging within the Industry

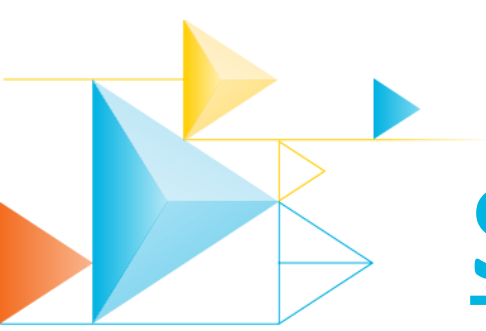
“Sharing the Pain”

- Waive CPI increases
- Review revenue sharing agreements
- Discount services or products
 - Any cashflow better than none
 - Cost savings for customers

Be a Good Corporate Citizen

- As an industry we are all in this together





Short Term - Remote Solutions

Challenges:

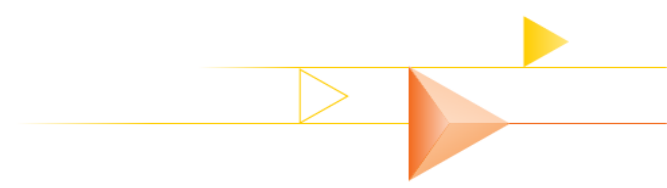
- International Travel Restrictions
- Domestic Lockdowns
- Quarantines

Digital Solutions:

- Remote Interaction using Digital Solutions
 - Marketing & Sales
 - Delivery
 - Training
 - Assessment

Engagement & Communication

- Extensions / Waivers



Case Study – Remote Simulation Delivery

Product Delivery:

- Airways contract to supply simulators to Avinor in Norway
- Delivery during international travel restrictions:
 - Remote Training
 - Remote Hardware install
 - Remote Factory Acceptance Testing (FAT)
 - Remote Site Acceptance Testing (SAT)
 - Operational with remote support

Service Delivery:

- Remote piloting improvements
- Mobile simulator enhancements



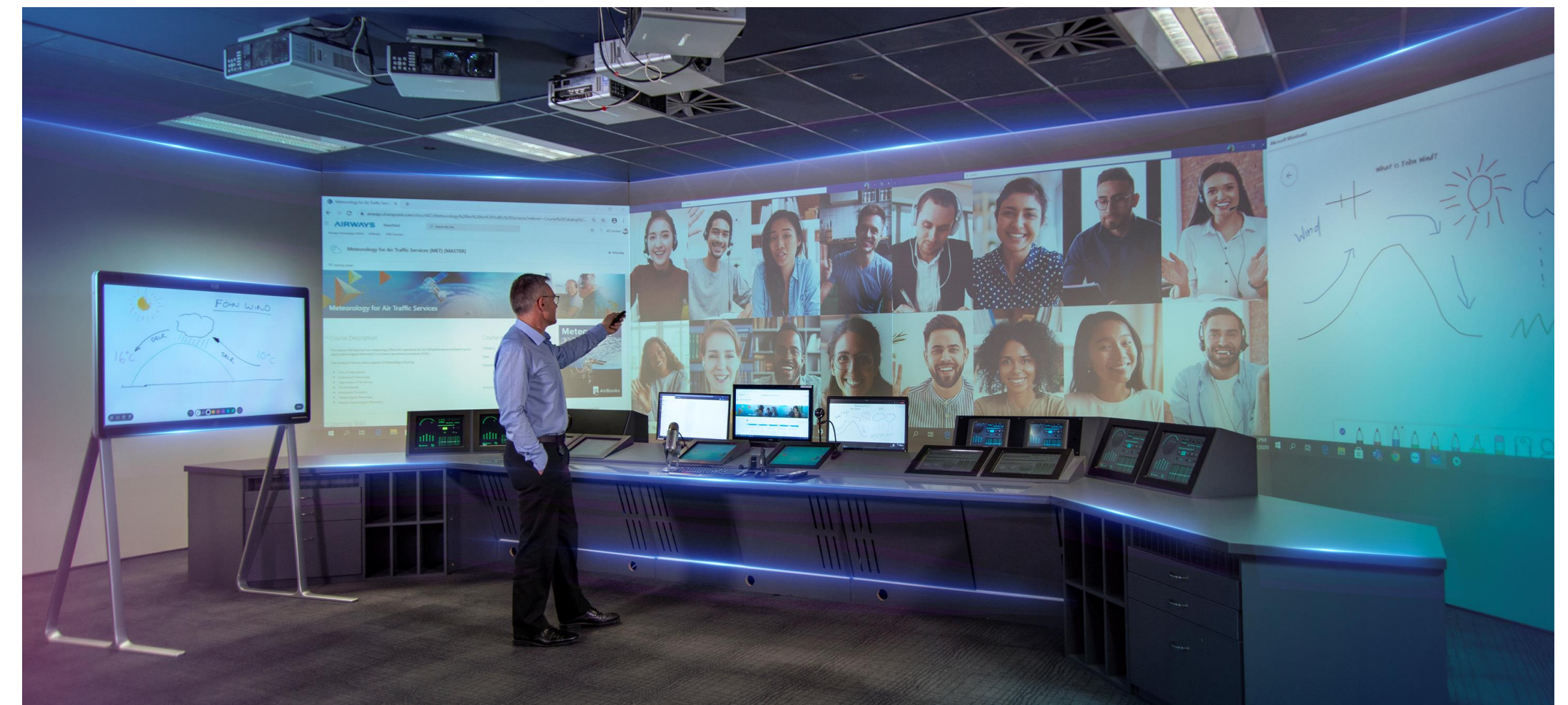
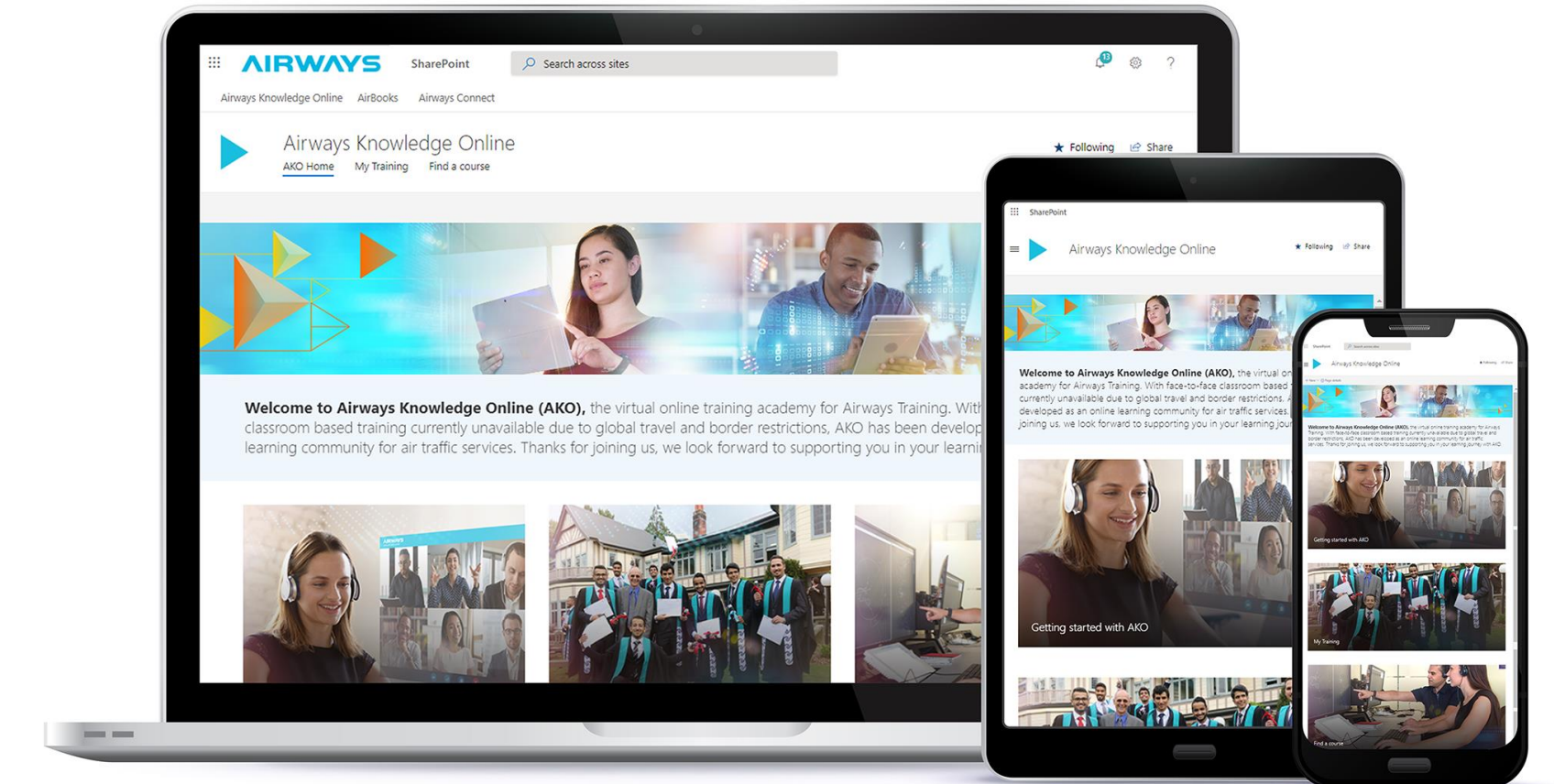
Case Study – Virtual Training Academy

Airways Knowledge Online (AKO):

- **Historic concept & early development**
 - **Airbooks**
- **COVID 19 acceleration:**
 - **Accelerated Adoption**
 - **Remote Training Courses**
 - **Blended Delivery**
 - **Virtual Classes**

Future Development:

- **Remote assessment (not just exams)**
- **Remote auditing**



Medium Term - Rebalance

Catchup:

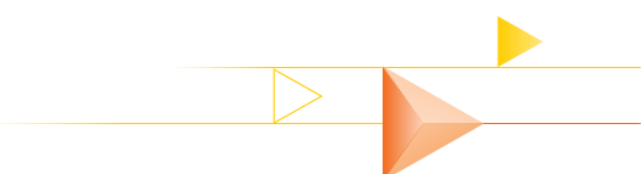
- Regulatory
- Certification
- Training
- Staffing
- Investment

The Way we Work:

- Remote to Blended
- Digital Solutions accelerated
- Will be different – but not completely
- Lockdown learning on a wide scale



"When I said I like face to face meetings,
I meant on Skype."



Long Term - Thrive

- **Aviation is a critical Industry**
 - **Freight**
 - **Tourism**
 - **Especially for remote Island Nations**
- **The Future:**
 - **Customers will return**
 - **Capital Expenditure will increase**
 - **Efficiency will be improved**
 - **Growth will begin again**



Together we will SURVIVE to THRIVE!!

