

## Interim Report

For the six months ended 31 December 2016


## OVERVIEW OF THE HALF YEAR

The first six months trading delivered a solid financial performance, assisted by revenue growth from increased passenger numbers, including carpark growth and lower operating costs when compared to budget. The primary focus of the management team has been on the efficiencies of the airport operation coupled with improving the customer's experience.
In addition, there has been significant work on Titanium Park Limited. This has been to ensure that the key actions due to the joint venture dissolution are completed and there has also been a strong emphasis on managing land sales enquiries and optimising lease and concession income.

Customer experience has been enhanced by the completion and opening of the new Air New Zealand Regional Lounge in May 2016. The lounge has provided Air New Zealand valued customers with the latest regional lounge design, interior fit out and technology enhancements. In addition, we were delighted to welcome Mavis \& Co to the Airport opening the latest of their Waikato Cafes, Mavis Lounge. The Café has provided a much-improved quality of food and beverage and has enhanced the ambiance of the mezzanine floor of the terminal.

In December 2016, the Airport also launched new conferencing facilities (in what was the old international terminal space) and marketing these will be a strong focus in 2017. Initial feedback has been very positive and will be further supported by the Mavis Café.
At the half year, 159,000 passengers have used the airport which is a $1 \%$ increase on the same period last year. However, it is important to note that the prior year numbers still have a significant number of passengers from the discontinued Auckland service. If we compare the current services of Palmerston North, Wellington and Christchurch on a comparative basis, we have seen growth of $7 \%$.

From October 2016, there has been a significant change to the Air New Zealand schedule and an increase in seat capacity due to the larger aircraft type. This is particularly evident on the Palmerston North route where we are seeing year on year passenger growth of between $80 \%$ and $125 \%$.

Capital works this financial year have been focused on maintaining operational improvements and general maintenance to the aerodrome. In February 2017, there will be significant overlay works on the Terminal apron and taxiway to the runway.

There continues to be a major focus on Health \& Safety. Independent expertise has been engaged to oversee Health and Safety compliance for the company ensuring obligations are met in relation to the new legislation that came into effect on the $4^{\text {th }}$ April 2016. In addition, an independent audit was conducted in October 2016 which has reinforced that the company's existing framework meets the current act requirements.

## FINANCIAL RESULTS

The operating surplus after tax for the Group (inclusive of Titanium Park Limited and Hamilton \& Waikato Tourism Limited) for the six months ended 31 ${ }^{\text {st }}$ December 2016 is $\$ 112,000$.

Revenue for the Group of $\$ 3.8 \mathrm{~m}$ is consistent with the prior year showing a slight decrease of $\$ 9 \mathrm{k}$. Following the trend, operating expenses of $\$ 1.3 \mathrm{~m}$ are down on prior year by $\$ 8 \mathrm{k}$.

Term loans reduced by $\$ 2.684 \mathrm{~m}$ in the last 12 months.

## OPERATIONS

Operations continue to be conducted in accordance with Civil Aviation Authority's (CAA) regulatory compliance. Total air movements are slightly ahead of the same period in 2015. airfield capital works forecast to be undertaken in February 2017 and include budgeted asphalt overlay works of the terminal apron and taxiway areas ( $\$ 600 \mathrm{k}$ ). Budgeted pavement maintenance works ( $\$ 100 \mathrm{k}$ ) are also planned to be undertaken concurrently with the overlay works.

Consistent with similar airport reviews and outcomes, the CAA have designated to reduce the aerodrome control zone from its previous dimensions established in the mid-1960s. Lead by CAA, the change was effected following safety assessment and lengthy consultation process involving the operators and users of Hamilton Airport. The reduction in controlled airspace aligns with the need to ensure the control zone is as small as practicable whilst protecting the flight paths of commercial aircraft flying in all weather conditions arriving and departing the airport. The changes became effective November 2016.

## TITANIUM PARK LIMITED (TPL)

Since the dissolution of the joint venture at $31^{\text {st }}$ March 2016, the Board's key priorities have been to ensure that all contractual matters relating to the dissolution are progressed and completing a review of the group property portfolio to optimise value and lease income.

There has been increased interest in land around the airport since the middle of 2016. TPL has achieved two land sales of approximately $3,500 \mathrm{~m} 2$ per sale. In addition, the Montgomerie Farm (Northern Precinct) property was purchased from Titanium Park Development Limited (TPDL) and contemporaneously TPL sold its land on the Western Precinct to TPDL. The purchase and sale went unconditional on the $22^{\text {nd }}$ December 2016.

Graham Dwyer joined the TPL Board in May 2016 bringing an extensive background in property sales and development. The Board and Management are developing a business case for the future land use owned by TPL and WRAL.

## HAMILTON \& WAIKATO TOURISM LIMITED (HWT)

New Zealand's tourism industry is experiencing exponential growth with international visitor arrivals and expenditure at its highest level ever. The Hamilton and Waikato region has shared in this significant growth. Recent data released by the Ministry for Business, Innovation and Employment (MBIE) show the region's visitor expenditure for the year ended November 2016 has climbed to an estimated $\$ 1.373$ billion, an $8.6 \%$ increase on the previous year. Hamilton and Waikato is the fifth largest region by expenditure behind Auckland, Christchurch, Queenstown and Wellington.

International visitors contributed $\$ 325$ million to the region, while domestic spend delivered $\$ 1.047$ billion of economic benefit (year ended November 2016).

Jason Dawson was appointed Chief Executive of HWT in August 2016.

Graeme Osborne retired from the HWT Board and Annabel Cotton was appointed Chair in November 2016.

## 틉 $\operatorname{CHAIR}$ 'S REPORT

## OUTLOOK

The ongoing focus for the Board and Management during the second half of the financial year will be to prudently control operating expenses, begin implementation of the key initiatives from the Titanium Park business plan and to remain responsive to land sale and development opportunities.


John Spencer
Chair

| 园匈 CONSOLIDATED INCOME STATEMEN <br> For the Six Months Ended 31 December 2016 |  |  |
| :---: | :---: | :---: |
|  | GROUP <br> $\$ 000$ |  |
|  | 2016 | 2015 |
| Revenue |  |  |
| Operating revenue | 3,877 | 3,886 |
| Other revenue | - | - |
| total revenue | 3,877 | 3,886 |
| Expenses |  |  |
| Operating expenses | 1,215 | 1,350 |
| Employee benefit expenses | 1,050 | 924 |
| Depreciation and amortisation | 1,180 | 1,051 |
| Directors' fees | 96 | 81 |
| Interest | 143 | 258 |
| Remuneration of auditor | 41 | 40 |
| Other losses | (4) | 23 |
| TOTAL EXPENSES | 3,721 | 3,727 |
| Operating surplus before taxation | 156 | 159 |
| Taxation | 44 | 57 |
| OPERATING SURPLUS AFTER TAXATION | 112 | 102 |
| NZTA compulsory acquisition of land (net of tax) | - | 562 |
| SURPLUS AFTER TAXATION | 112 | 664 |

## CONSOLIDATED BALANCE SHEET

As at 31 December 2016

|  | $\begin{aligned} & \text { GROUP } \\ & \$ 000 \end{aligned}$ |  |
| :---: | :---: | :---: |
|  | 2016 | 2015 |
| Equity |  |  |
| Share capital | 14,860 | 14,860 |
| Asset revaluation reserve | 33,078 | 28,677 |
| Retained earnings | 15,856 | 16,987 |
| Total Equity | 63,794 | 60,524 |
| Current Assets |  |  |
| Cash and cash equivalents | 118 | 1,501 |
| Trade and other receivables | 515 | 677 |
| Prepayments | 114 | 84 |
| Inventories | 88 | 91 |
| Development property | 10,620 | 11,298 |
|  | 11,456 | 13,651 |
| Current Liabilities |  |  |
| Payables and accruals | 1,100 | 963 |
| Employee entitlements | 274 | 207 |
| Income in advance | 205 | 208 |
|  | 1,579 | 1,378 |
| Working Capital | 9,877 | 12,273 |
| Non-Current Assets |  |  |
| Property, plant and equipment | 63,982 | 60,890 |
| Investment property | 3,750 | 3,730 |
| Other financial assets | - | 25 |
| Intangible assets | 1,145 | 9 |
| Other assets | 78 | 88 |
|  | 68,955 | 64,742 |
| Non-Current Liabilities |  |  |
| Term loans | 7,049 | 9,733 |
| Deferred taxation | 7,989 | 6,758 |
|  | 15,038 | 16,491 |
| Net Assets | 63,794 | 60,524 |

The above resuits hove not been oudited


| Board of Directors | John Spencer CNZM (Chair) <br> Annabel Cotton <br> Margaret Devlin <br> Carlos da Silva |
| :--- | :--- |
| Chief Executive | Mark Morgan |
| General Manager - Operations | Simon Hollinger |
| Finance Manager | Nikki Orange <br> Hegistered Office <br> Hamilton Airport Terminal Building <br> Airport Road, R D 2 <br> Hamilton 3282 |
| Telephone | 07 848 9027 |
| E-mail | wral@hamiltonairport.co.nz |
| Web Site | www.hamiltonairport.co.nz |
| Bankers | Bank of New Zealand |
| Solicitors | Ellice Tanner Hart, Hamilton |
| Auditors | Audit New Zealand, Hamilton on <br> behalf of the Controller and <br> Auditor-General |

