

Group Statement of Intent

For the year ended 30 June 2027



STRATEGIC INTENT

The Group focus has transitioned from diversification to a growth-oriented strategy, focused on expanding the scale and impact of its aeronautical and property activities. Delivery of the Titanium Park Precinct North development is a critical enabler of this ambition, strengthening the platform required to fund air services growth, improve customer experience, and future proof core aviation infrastructure. In doing so, the Group continues to balance near term financial performance and dividend expectations with prudent investment that supports long term value creation, resilience, regional economic prosperity and enduring value for shareholders and the Waikato region.

The Group has updated its core purposes under its current ten-year strategic plan:

- To become New Zealand's premier regional airport and the gateway to the Central North Island—driving growth in scheduled domestic and international airline services. This is supported by general aviation, and freight, whilst delivering exceptional customer experience, safely, and sustainably to realise the airport's full potential for connectivity and as an economic enabler for the region.
- Through sustainable, innovation-led property development, drive resilience through cash flows to support and strengthen the aeronautical core, and deliver long-term value that fosters regional prosperity, and enable a thriving community and enduring economic growth across the Waikato.

ABOUT THE WRAL GROUP



Waikato Regional Airport Limited (trading as Hamilton Airport) - is the Group's parent company, and the owner and operator of Hamilton Airport.



Titanium Park Limited - committed to maximising long-term value creation by optimising land holdings to generate long-term resilient income streams from a diversified property portfolio to support the aeronautical core.



Waikato Regional Airport Hotel Limited - provides non-aeronautical earnings to the Group through the operation of a Qualmark 4 Star Plus hotel and conference centre facility at Hamilton Airport.



Hamilton & Waikato Tourism Limited - the Regional Tourism Organisation markets the Hamilton and Waikato region as a visitor and business events destination, and to assist in growing the visitor economy through tourism development and destination management.

Vivid Sydney - an annual event held this year from 22 May to 13 June.
Image: Destination NSW



Key objectives of the WRAL Group

The Group's key service delivery objectives and activities that will be undertaken to deliver on these include the following:

	Driving growth in aviation	Delivering exceptional customer experience, safely	Sustainably realise the airport's full potential	Support and strengthen the aeronautical core through property development that drives resilience
Service Delivery Objectives	<p>Continue active engagement with airlines to promote Hamilton Airport as a gateway for new international and domestic (turboprop and jet) opportunities to increase flight schedules, new routes and passenger numbers.</p> <p>Identify and activate general aviation development opportunities including aeromedical, freight, maintenance, private and alternative technology operations.</p> <p>Retain designations to allow for future wide-body jet capability.</p>	<p>Operate a first class, safe, secure, compliant and reliable airport.</p> <p>Maximise traveler satisfaction through continued investment in passenger facilities, technologies and airport experience offering.</p>	<p>Master plan and invest in technology, systems and infrastructure to maintain and enable sustainable airport growth.</p> <p>Remain collaborative with local authorities, adjacent landowners and central government agencies for joint infrastructure and transport initiatives</p> <p>Continue to align initiatives in the HLZERO50 sustainability framework, and to the global Airport Carbon Accreditation program and re-accreditation of our current Level 4 status.</p>	<p>Maximise long-term value creation, for WRAL and Shareholders by way of regional economic impact.</p> <p>Deliver diversified and resilient income streams supporting the aeronautical core while leveraging property development for resilience.</p> <p>Position Titanium Park as a major industrial node in the Waikato.</p>
Annual Outcomes	<p>Secure at least one new scheduled passenger airline service or additional schedule growth for existing services.</p> <p>Complete aeronautical masterplan to inform staged investment to ensure growth continuity and an optimised and exceptional passenger experience</p> <p>Secure an extension to the lapse period of the current runway designation, taking into account recent developments in international air services, national resilience and emerging regional growth.</p>	<p>Operate a workplace that fosters employee wellbeing and improves organisational culture, as measured by the Employee Engagement Survey.</p> <p>Maintain airport certification standards as required by the Civil Aviation Authority and border agencies.</p> <p>Ensure the airport is operationally available for all scheduled passenger services (except for uncontrollable events).</p>	<p>Maintain Level 4 accreditation to the Airport Council International's Airport Carbon Accreditation Programme.</p> <p>Maintain JetPark Hotel's Qualmark Gold Enviro rating.</p>	<p>Secure one design-and-build project secured</p> <p>Continue to advocate NZTA and local authorities for developments on Southern Links, along with surrounding infrastructure and planning.</p>

In addition to the annual service delivery objectives, the Group maintains focus on the following:

Development and marketing of the Hamilton and Waikato region as a destination for domestic and international visitors.	People	Te Ao Maori and Te Tiriti o Waitangi
<p>Maintain and strengthen support for regional tourism through partnerships with central & local government, the tourism industry and the wider community to promote the region as a gateway to the Central North Island in concert with promotion of relaunched international and domestic jet services.</p>	<p>Invest in an organisation-wide strategy that takes a holistic view of employee wellbeing, recognising wellbeing as a measure of our organisation's success.</p> <p>Provide training and development to personnel to ensure individually and collectively, our personnel remain leaders of best practice in their respective fields.</p> <p>Retain a high performing team to build resilience, capability and responsiveness to growth and change opportunities.</p>	<p>Create a cultural legacy that authentically embraces and values Maaori tikanga (customs) and te reo (the language) meaningfully that respects the kaitiakitanga (guardianship) of mana whenua and principles of te tiriti o Waitangi.</p>

Financial Performance Targets

(All amounts NZD\$'000)

	2027	2028	2029
Aeronautical and passenger-related income	\$12,300	\$12,700	\$13,000
Property related income	\$10,400	\$11,200	\$13,000
Operating profit before interest, tax and revaluations	\$3,200	\$3,800	\$5,000
Percentage of Non-Aeronautical Revenue	40%	40%	50%
Interest coverage	2.5x	2.5x	2.5x
Shareholder Funds	\$290,000	\$300,000	\$320,000



Governance

Governance

At all times the Group will behave in a professional and ethical manner in all its business dealings with its customers and stakeholders and strive to be an employer of choice in fostering a high performing organisation.

The Group is committed to its obligations under the Local Government Act 2002 to its employees, shareholders and the community, including climate change response and Te Tiriti o Waitangi.

The Board and Management will ensure all requirements of the Health & Safety at Work Act 2015 are maintained, including through the engagement of an independent consultant and audit processes to ensure the organisation and its subsidiary companies are maintaining compliant and best practice processes.

For commercial reasons, Titanium Park Limited operates as a subsidiary company, more recently with the WRAL directors as a transitional board. During the 2026 calendar year, the Group expects to finalise the property and funding strategy for Precinct North and address future Titanium Park board composition.

Shareholder value

The audited balance sheet of the WRAL Group as at 30 June 2025 shows shareholder equity of \$267million based on independent valuations of the Group's property, plant and equipment and investment property.

Dividends

The Directors recognise the importance of dividend payments to shareholders. The Directors will review the performance and outlook for the Group annually in accordance with the Group's dividend policy when considering any dividend.

Future investment proposals

If the Group wishes to subscribe for, purchase, or otherwise acquire shares in any other company or any other organisation, it can do so only after first obtaining approval from the majority of shareholders at either a General Meeting or at a Special Meeting convened for that purpose.

Major transactions in the WRAL Group are those that would result in 10% of the company's assets (by book value) being acquired or disposed by the Group annually before declaring any dividends.

There are no additional major transactions currently contemplated for which shareholders have not already been consulted over.

This statement is presented by the Directors in accordance with s.64(1) of the Local Government Act 2002 and sets out the Board's intentions for the Company and Group for the year ending 30 June 2027 and the succeeding two financial years.



Image: Experience Gold Coast

