



PROSPEROUS NAPIER COMMITTEE

Open Minutes Attachments

Meeting Date:	Thursday 17 March 2022
Time:	10.07am-11.20am
Venue:	Via Zoom (Audio Visual Link)

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Item 2 Attachment 1

PURPOSE, VISION & STRATEGIC POU

PURPOSE	We connect people, business and regions
VISION	We are a safe, secure and future looking transport hub for everyone

 Our Operations	 Our People	 Our Environment	 Our Partnerships	 Commercial Success
<p>We ensure a safe, secure and intuitive customer journey for all. We strive for excellence and evolve with change.</p> <p><i>You're in safe hands</i></p>	<p>We treat our people with respect, empower them with knowledge and allow them flourish in an inclusive environment. We are a learning organisation.</p> <p><i>A great place to work</i></p>	<p>We make wise decisions with airport land to safeguard the future, creating long term resilience and sustainability. We have a strong sense of place.</p> <p><i>We are guardians of the land.</i></p>	<p>We are a reflection of our region. We foster meaningful relationships with our customers, partners, mana whenua and the community to support positive growth</p> <p><i>Creating meaningful connections</i></p>	<p>We maximise commercial returns across all areas, to ensure value for our stakeholders and the wider community</p> <p><i>A profitable, sustainable business</i></p>

HAWKE'S BAY AIRPORT LIMITED











PRESENTATION TO SHAREHOLDERS

Item 2 Attachment 1

SOI HIGHLIGHTS



HAWKE'S BAY AIRPORT LIMITED

 \$9m Revenue	 \$250k NPAT	 \$4.7 EBITDA m	 +30% Non aero revenue growth
 520k Passengers	 Zero Lost time injuries	Aero infrastructure "fit for purpose"	 Employer of choice
 Level 3 Airport Carbon Accreditation	 Grow our partnerships	 Solar Farm Project enters next phase	Customer Experience Strategy implementation

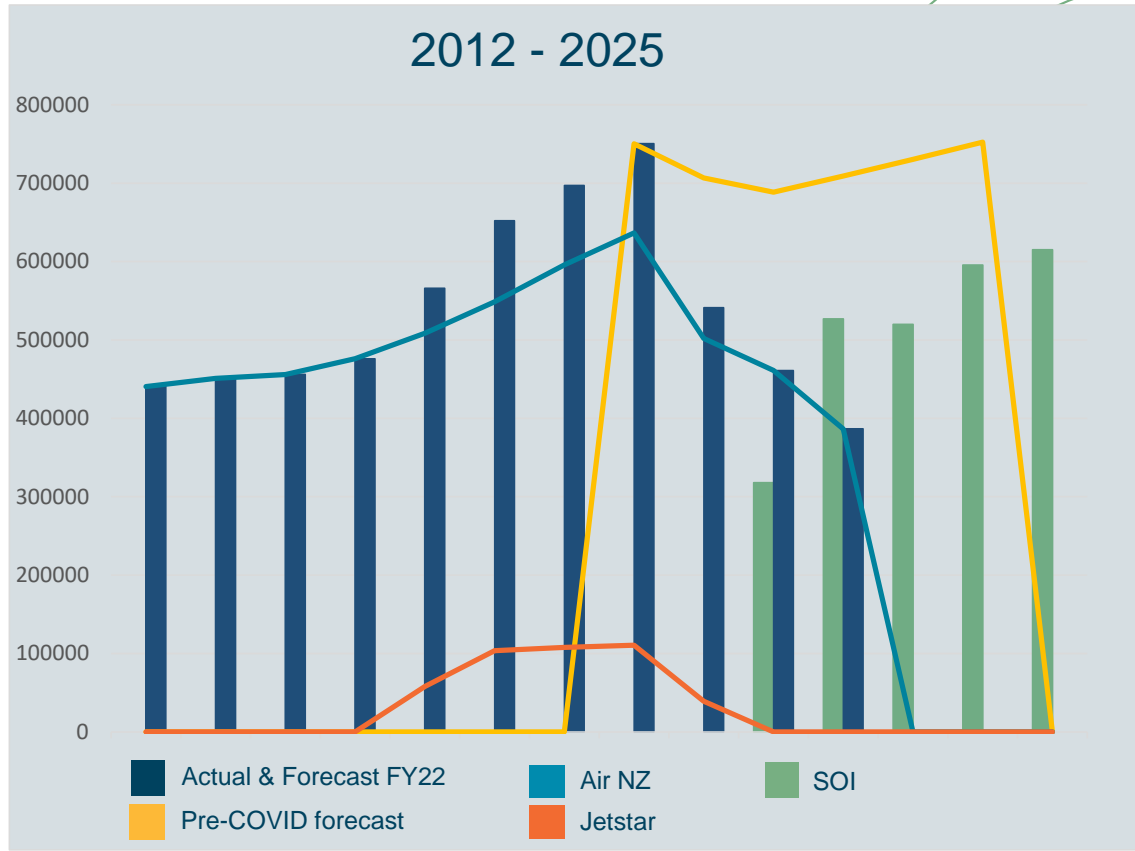
PRESENTATION TO SHAREHOLDERS

PASSENGER NUMBERS





FY23
Recovery to
2020 level



Item 2 Attachment 1

KEY FOCUS #1 DIVERSIFICATION AND GROWTH STRATEGY



Item 2 Attachment 1

HAWKE'S BAY AIRPORT LIMITED

PRESENTATION TO SHAREHOLDERS

KEY FOCUS #2 CUSTOMER EXPERIENCE & MARKETING STRATEGY



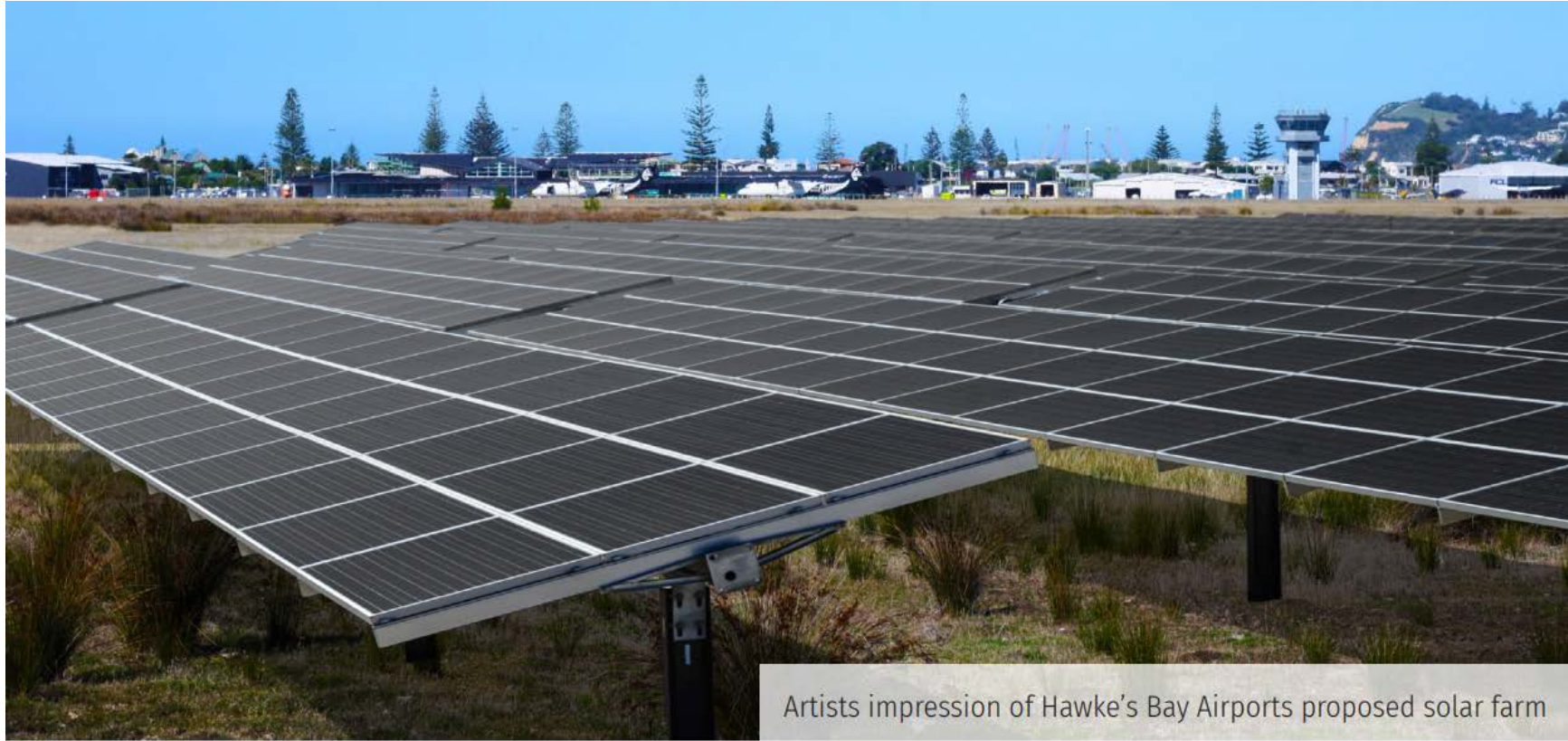
HAWKE'S BAY AIRPORT LIMITED

PRESENTATION TO SHAREHOLDERS

Item 2 Attachment 1

KEY FOCUS #3

SOLAR FARM PROJECT



Artists impression of Hawke's Bay Airports proposed solar farm

HAWKE'S BAY AIRPORT LIMITED

PRESENTATION TO SHAREHOLDERS

Item 2 Attachment 1

FINANCIAL OUTLOOK FY22

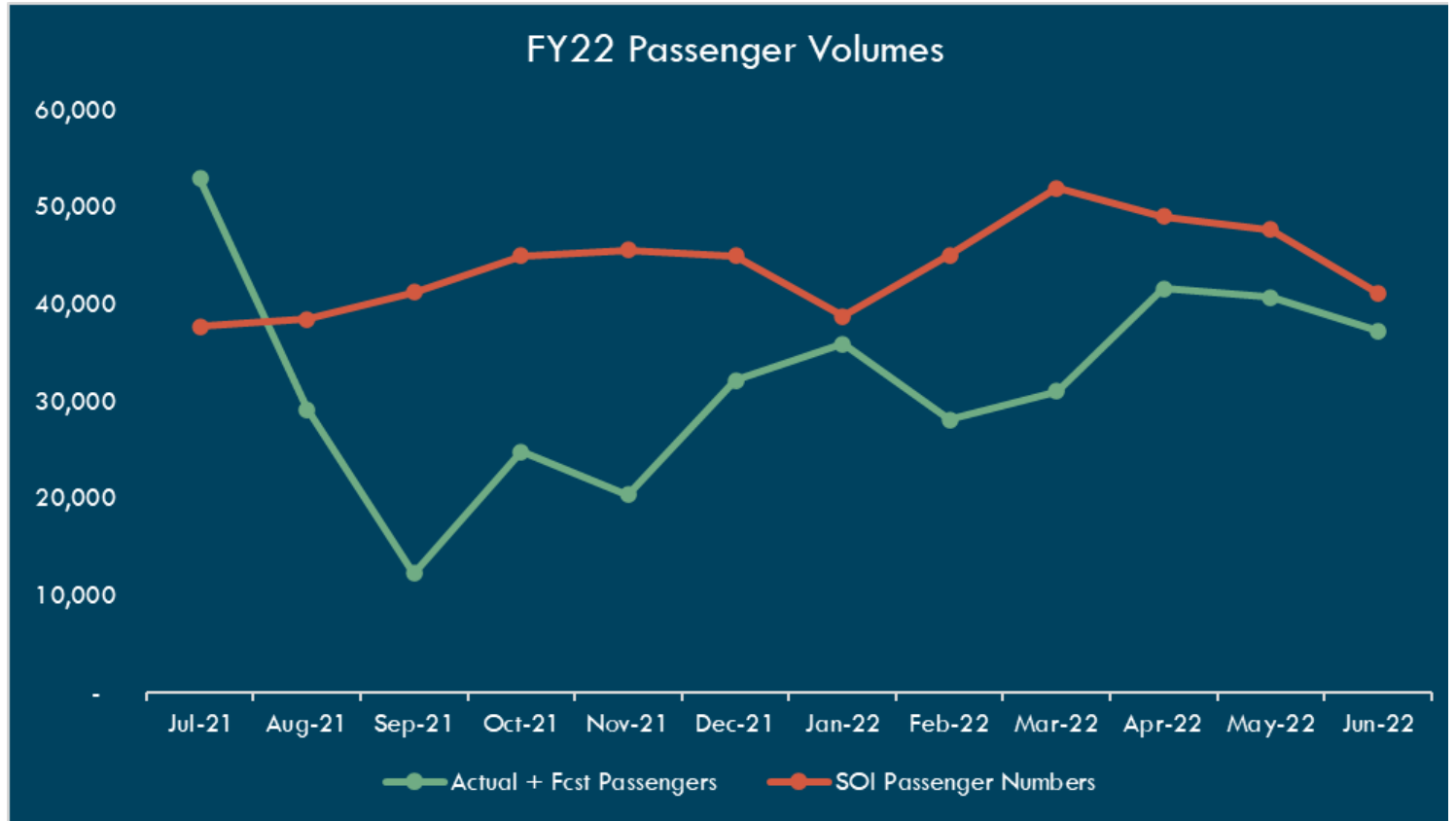
Item 2 Attachment 1



387,000
Passengers 10% below
FY21

\$6.546m
Revenue 2% below FY21

-\$643k
Expected NPAT = SOI



HAWKE'S BAY AIRPORT LIMITED

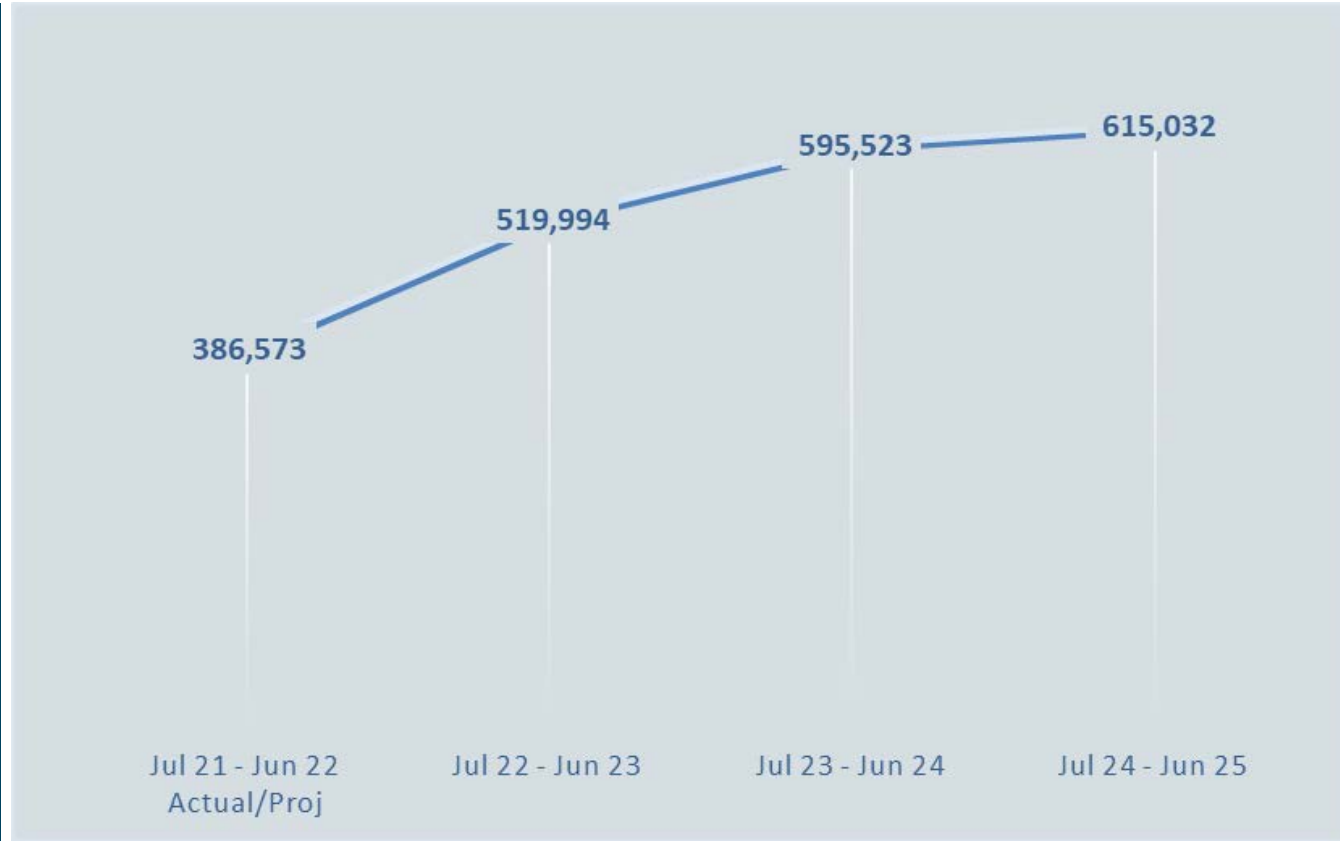
PRESENTATION TO SHAREHOLDERS

FINANCIAL DETAILS

PASSENGER NUMBERS



FY22
to
FY25



Item 2 Attachment 1

HAWKE'S BAY AIRPORT LIMITED

PRESENTATION TO SHAREHOLDERS

FINANCIAL DETAILS

P&L HEADLINES

	FY22	FY23	FY24	FY25
<i>Passenger Numbers</i>	386,573	519,994	595,523	615,032
	<u>\$m</u>	<u>\$m</u>	<u>\$m</u>	<u>\$m</u>
Forecast Revenue	6.5	9.0	10.5	11.1
EBITDA	2.87	4.79	5.89	6.24
<i>EBITDA Margin</i>	44%	53%	56%	56%
NPAT	(643)	258	917	1,225


HAWKE'S BAY AIRPORT LIMITED

PRESENTATION TO SHAREHOLDERS

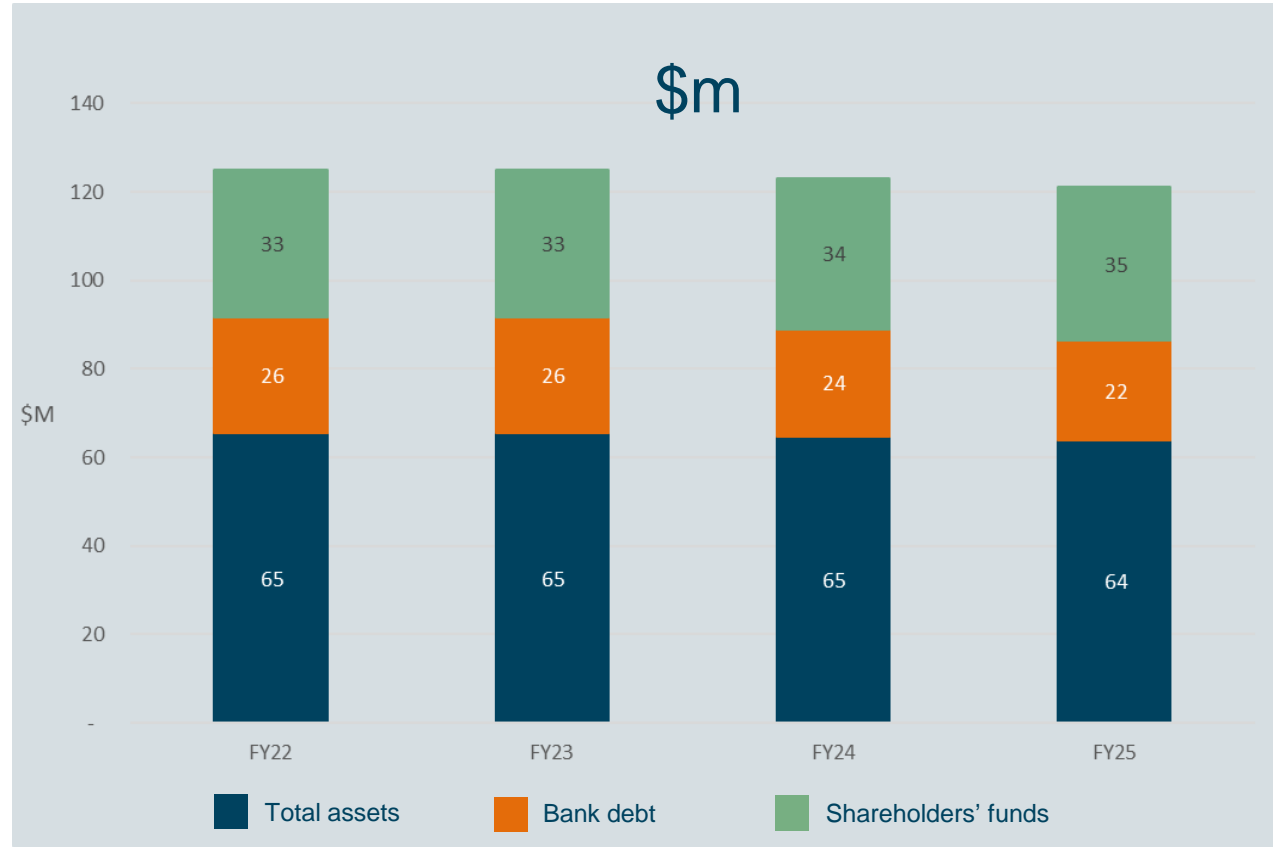
Item 2 Attachment 1

FINANCIAL DETAILS

BALANCE SHEET HEADLINES



**FY22
to
FY25**



Item 2 Attachment 1

HAWKE'S BAY AIRPORT LIMITED

PRESENTATION TO SHAREHOLDERS

