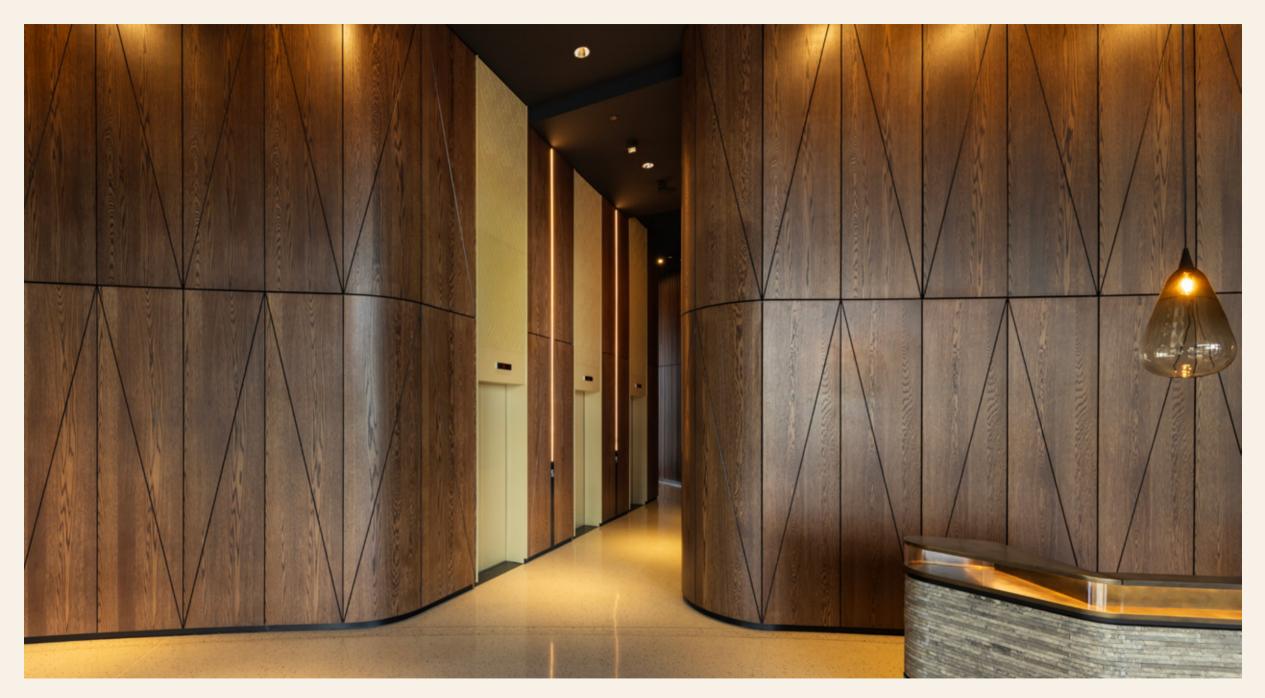
Te Arikinui Pullman Auckland Airport

Karakia and Opening 12 December 2023



Mihi.

2

Ka kuu te kuriri Ka koo te kootare Ka too te toorea Ka kaa te kaahu Rere ki uta Rere ki tai Mai te rangi ki te whenua Mai te whenua ki te rangi E tau ana!

Ko te amorangi ki mua Ko te haapai oo ki muri Maea te apaarangi e Ka puta ko te Kiingi Maaori Tapotu ki te moana Te Manukanuka o Hoturoa Te herenga waka Te herenga tangata Ka tuu te whare Tuu tonu te whare Ko Te Arikinui e!

E te Atua, te kaiwhakaora teenaa koe.

Kiingi Tuheitia Pootatau Te Wherowhero VII. Nau mai, piki mai, haere mai.

E te motu, e te iwi, e te marea kua waewaetia te ara kua tae tinana mai ki te whakatuuwheratanga o te whare nei, ko Te Arikinui. Me mihi ka tika. Koutou raa te kei o te waka, Te hau kaainga teenaa koutou. Waikato, Tainui whaanui, nei raa te mihi.

Ngaa hoa haere kootui, ngaa pou maha e tautoko ana i te kaupapa nei, te hunga naanaa te whare i hanga. Me mihi ka tika.

Ki ngaa kaimahi, ngaa pononga o te iwi, kua tutuki pai te kaupapa nei, kua ea, me mihi.

Noo reira e te tii e te taa, ko too taatou whare hou teenei, ko too taatou whare manaaki teenei, ko too taatou whare rangatira teenei, ko Te Arikinui.

Tuu tonu, tuu tonu, tuu tonu e!

Te hono tahi ki te whakanui.

Joining together in celebration.

A Message from the Joint Venture Partners.

Today's blessing and opening of Te Arikinui Pullman Auckland Airport Hotel is a time of celebration for many reasons.

Not only are we opening a stunning new pour at the gateway to Aotearoa New Zealand, where it will welcome and farewell visitors to our country in the best of ways, we are marking the creation of a building that enriches us all.

From the beauty and meaning of its name gifted by Kiingi Tuheitia Pootatau Te Wherowhero VII, to the seamless integration of tangata whenua culture and modern, thoughtful architecture and design.

All this a metaphor for the melding of perspectives and the lives we live as proud New Zealanders.

"Kotahi te koohao o te ngira e kuhuna ai te miro maa, te miro pango, te miro whero."

Through the eye of the needle pass the white thread, the black thread, and the red thread. Spoken by the first Maaori King, Pootatau Te Wherowhero, at the time of his coronation, these words speak to connection, collaboration and outcomes that can be achieved by working together towards a common vision.

Te Arikinui hotel is a reflection of the partnership between Tainui Group Holdings (the commercial entity of Waikato-Tainui) and Auckland Airport. Its development has furthered a special relationship that we are proud to build on behalf of our respective people and stakeholders.

As joint venture partners we extend our grateful thanks and appreciation to all those who have helped to deliver this incredible landmark and enabled us to celebrate today.

We are incredibly proud to declare that Te Arikinui Pullman Auckland Airport Hotel is now open and available for the world to enjoy.

Ngaa mihi.

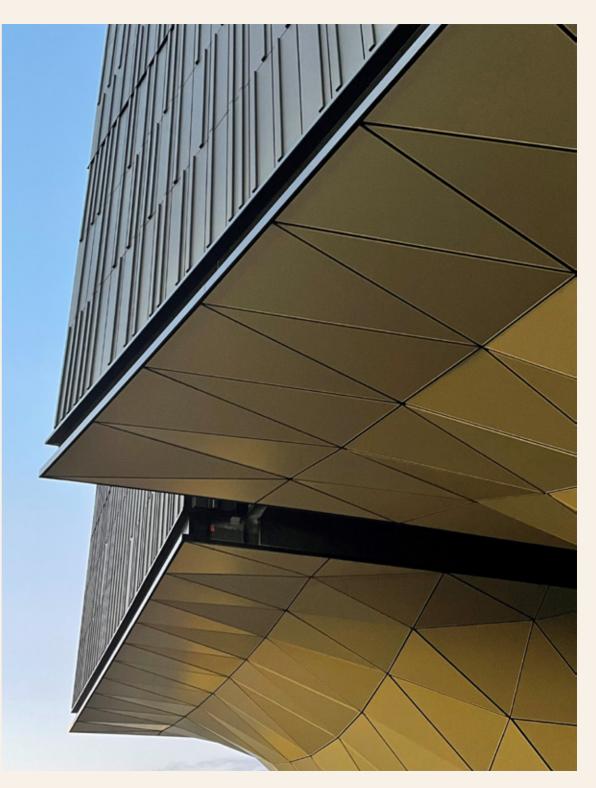
-TAINUI GROUP HOLDINGS, AUCKLAND AIRPORT

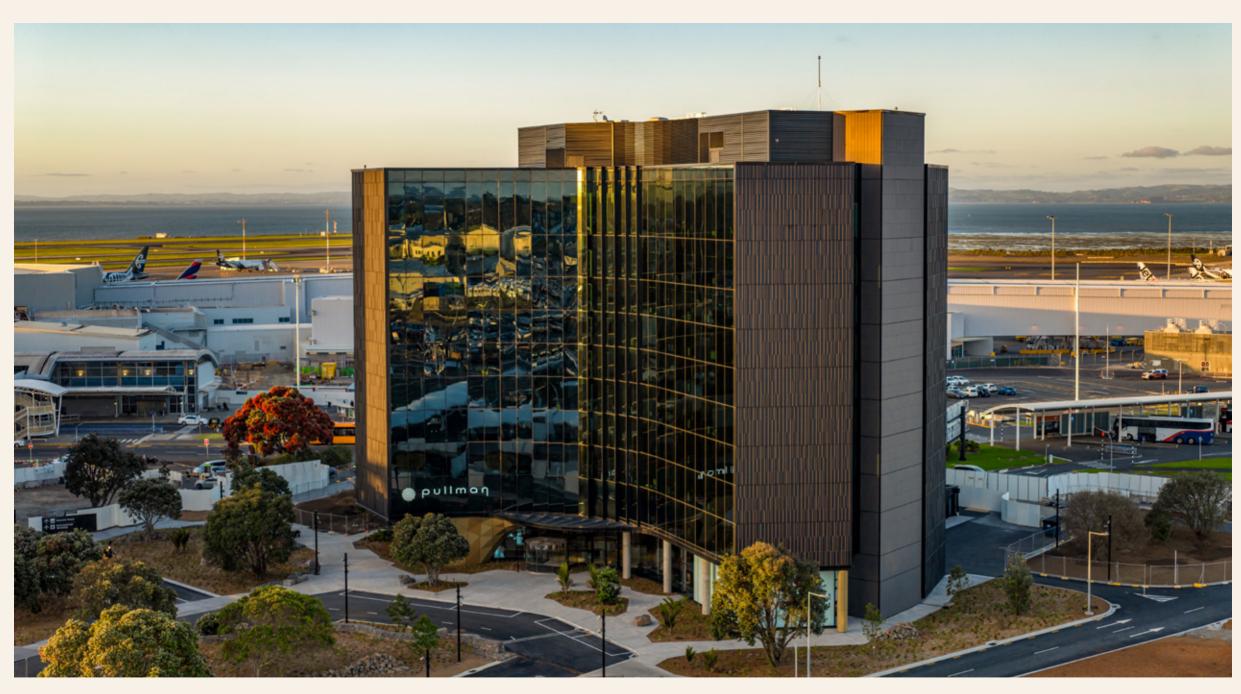
Introducing Te Arikinui. Pullman Auckland Airport Hotel.

Te Arikinui Pullman Auckland Airport is a stunning example of the merging of indigenous culture and architectural design.

From its distinctive three-pointed star shape to the iwi-inspired designs embedded in both its exterior and interior, this five-star hotel lives up to the mana of the name that it carries.

Its name, 'Te Arikinui', was gifted by Kiingi Tuheitia Pootatau Te Wherowhero VII. It means 'Supreme Paramount Chief' and was chosen to reflect the status and 5-star luxury premium experience that the hotel offers.



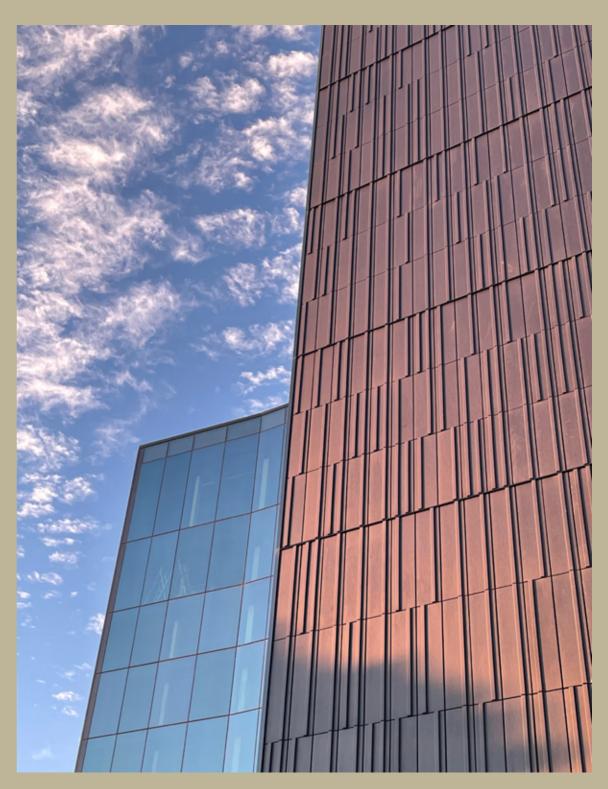


Design.

The hotel was designed by architects Warren and Mahoney. The 'sea to sky' design concept is inspired by the journey of adventure and discovery by the people of Tainui waka following their arrival at Manukau Harbour around 1350.

This concept is a continuation of the design created by Warren and Mahoney for the Novotel Auckland Airport, which is inspired by the journey of Tainui waka from Hawaiki to Aotearoa New Zealand.

The unique shape of Te Arikinui with three points, or spurs, is a tribute to key geographic sites of significance related to the journey of Tainui waka. The northern spur points towards Taamaki Makaurau (Auckland) and the Waitemataa Harbour. The south-eastern spur encompasses the area from Whangaparaaoa in the Bay of Plenty where the Tainui waka first made landfall, to Mookau which denotes the southern tribal boundary, and across to Kaawhia, the final resting place of Tainui waka. The western spur faces towards the entrance to Manukau Harbour, where Tainui waka left to head south from after being hauled across the isthmus from Waitemataa harbour.



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1.

Design features.



Black exterior tiles which are a reference to feathers of a korowai (cloak).

Gold coloured external and internal soffit representing the inner lining of a korowai. З.



Hand-laid terrazzo lobby floor which is inspired by ripples left in the sand by receding tides. Scattered throughout the floor are seashells, gathered by tribal members, from the Manukau and Aotea harbours.



From lobby to guestroom, a soft, seamless earth to sky transition is mirrored with subtle changes in texture and colour from ground level with darker tones representing whenua, to the upper levels which are in lighter tones representing sky.

4.

Hotel Facilities

- 311 guest rooms, all featuring full-length soundproof windows
- Te Kaahu (dining, bar and lounge), located on the top floor (level 9)
- Kuriri Café & Eatery, located on the ground floor
- Toorea and Kootare meeting rooms, located on level 9.

— Gymnasium

 Sustainability features: Water efficient fittings, heat recovery mechanical systems, highperformance thermal envelope, energy efficient lighting, FSCcertified timber, native external landscaping, low VOC and recycled materials.

2.

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Interiors.

Auckland-based Space Studio has designed the interiors of the guest rooms, Te Kaahu (dining, bar & executive lounge) and meeting rooms.

The guest rooms embrace understated luxury with a refined and stylish décor. Features include a custom-designed carpet referencing the wash of the ocean as it reaches the shores of Manukau harbour, cultural design patterns carved into stone and timber panelling, and applied to fabric wall coverings. Throws designed by Awhi Company adorn guest suite beds. All of this combines to provide an interior uniquely Aotearoa and seen in no other hotel in the world. Woven into the design of Te Kaahu are references to the chiefly title Te Arikinui, the name Te Atairangikaahu (which means Hawk of the Morning Sky), and the Sea to Sky architectural concept.

It's gull wing-shaped ceilings, subtle references to layered feathers in the custom carpet and feature wall, and the unique LED lighting feature which reflects the flight path of a bird and aeronautical flight paths of aircraft, are all clever nods to the restaurant's namesake – Te Kaahu, the harrier hawk.







Awhi

Tasmyn Roach (Waingaro Marae) is the proud owner of Awhi Company and is "excited and humbled" that her organic and recycled cotton rugs will feature in guest suites.

"Maaori culture and designs are now being offered in so many different mediums and products, and to play a small role in creating a space that celebrates our culture is really beautiful."

Tasmyn's Poutama knitted blanket has been selected for Te Arikinui.

"The Poutama design represents the ongoing learning we go through in life. These threads tautoko (support) our journey to find our mana and define our place in the world."

Awhi Company launched six years ago with quality blankets and wraps for babies "so that our peepi are wrapped in their culture from birth". Expanding into blankets for the home was a natural progression and this young entrepreneur's success hasn't gone unnoticed. She has been recognized by The Prince's Trust with funding which she used to scale her business and recently represented the New Zealand Prince's Trust at the Coronation of King Charles III.

Cultural Design

Kiingitanga, celestial voyage, stories of great taniwha, and references to ancient and precious korowai are the inspiration for cultural design patterns created for Te Arikinui hotel.

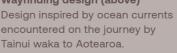
Designed by Renata Te Wiata (Tuurangawaewae Marae), the patterns feature throughout Te Arikinui in a range of materials including aluminum, stone, wall fabric, glass, and timber.

Renata, who is Carving Manager for Waikato-Tainui, has been involved in the build of Te Arikinui since its early days and says the process to properly incorporate tribal design with mainstream architectural and interior design approaches can be achieved with good communication, mutual respect, and a willingness to create something very special.

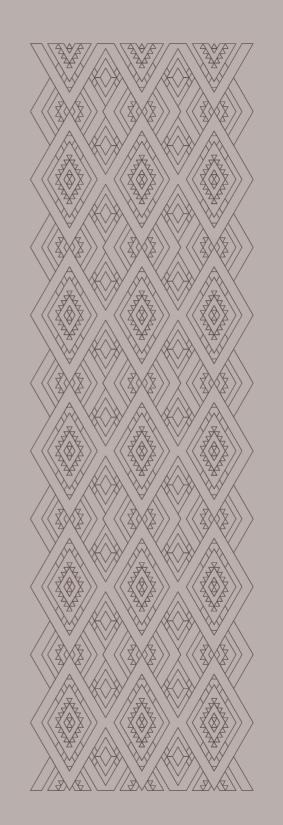
"This has been a very meaningful experience for me, especially given my father's (Inia Te Wiata) history as lead cultural designer and kaiwhakairo for the Novotel Auckland Airport hotel and Te Manukanuka o Hoturoa Marae," says Renata.

"I hope that I have done him proud."





Guest room taaniko design (right)



Glossary of translations for pages 16–17

Kiingitanga	King Movement which was established in 1863
Kaiwhakairo	Carver
Kowhaiwhai	Painted scroll ornamentation
Motu	Other tribes of Aotearoa



Lift Towers.



Internal and external columns and ground floor windows feature a kowhaiwhai design that references five taniwha of special significance to Tainui.

Mawake nui-a-rangi, Paneiraira, Ihe, and Mangoo-hikuroa are four taniwha who accompanied Tainui waka on its voyage from Hawaiiki to Aotearoa. These taniwha provided directional guidance and protection during the journey and they continue to guide and protect us today. The fifth taniwha is Waiwaia who provides protection along the Waikato and Waipa rivers.

The placement and location of this pattern is intended to provide protection for the hotel and its occupants.



In 2006, on instruction from the late Te Arikinui Dame Te Atairangikaahu, various designs were selected for incorporation into the tukutuku panel at Auckland Airport's Marae, Te Manukanuka o Hoturoa.

These panels are based on taaniko designs found on the feather and muka cloaks held within the private whare taonga collection of Kiingi Tuheitia. Many of these patterns adorned the precious cloaks worn by ariki (paramount chiefs) of years gone by.

Soaring above each of the hotel's six lifts is a newly inspired adaptation of the original taaniko design.

Guestroom Entry.



The doorway to every guestroom features a unique and beautiful door paneling design.

This design acknowledges 160 years of the Kiingitanga (King Movement) and its former ariki - Pootatau Te Wherowhero, Taawhiao, Mahuta, Te Rata, Korokii and Te Atairangikaahu. As the current reigning monarch, Kiingi Tuheitia is not represented.

The design also acknowledges those who have steadfastly supported the Kiingitanga including the motu and generations of Tainui waka descendants.

Also woven into the design is a tribute to the navigational voyage of Tainui waka which utilised the traditional Polynesian celestial navigation practice of reading the night sky to reach its destination.

Guestrooms.



Many of the guestrooms provide stunning views of Manukau Harbour. The taaniko pattern featured within each room explains the history of how the harbour's coastline was formed.

Kaiwhare was a prominent taniwha who lived in an underwater cave at Piha, north of Manukau. Kaiwhare regularly travelled to Manukau harbour to feast on his favourite kai (food). Unfortunately, his unique tastes resulted in increasing numbers of local people going missing.

Taamure, a warrior who lived at Hauraki, owned a mere pounamu (greenstone weapon) with the power to defeat any taniwha. At the request of the local people, Taamure travelled to Manukau and engaged in a great battle with Kaiwhare. During the battle Kaiwhare thrashed his tail so wildly that rocks and boulders were dislodged and thrown all along the coastline.

The shoreline of Manukau Harbour today is the result of this great battle.

Introducing Paul Columbus.

Accor Precinct General Manager.

Paul Columbus is Precinct General Manager for the three Accor-managed hotels within the Auckland Airport precinct and is leading the team at Te Arikinui hotel.

Formerly General Manager at the Novotel Auckland Airport Hotel (a role he held for 11 years), Paul brings extensive experience from a hotel industry career that began when he left high school.

His CV includes 10 years in the United Kingdom, an experience that included simultaneous responsibility for seven Novotel hotels located in Sheffield, Leeds, Liverpool, Manchester, Nottingham, and York.

Known for his dapper dress sense, impressive moustache, and irrepressible personality, Paul says he's exhilarated to be part of the team launching Te Arikinui Pullman Auckland Airport.

"Having been involved since first designs were presented and invited by the JV (partnership between Auckland Airport and Tainui Group Holdings) to be part of the development process is a privilege."

The hotel's design, he says, is "inspirational".

"Extending the design story to the next level and Te Arikinui being part of the story continuance from Novotel's opening is very special."

Paul and all hotel kaimahi (staff) are employed by Accor, which is a valued longterm partner of both Auckland Airport and Tainui Group Holdings. Accor provides hotel management services for Te Arikinui Pullman Auckland Airport and Novotel Auckland Airport hotels (jointly owned by Tainui Group Holdings and Auckland Airport), and Novotel Tainui Hamilton and Ibis Tainui Hamilton hotels (owned by Tainui Group Holdings).

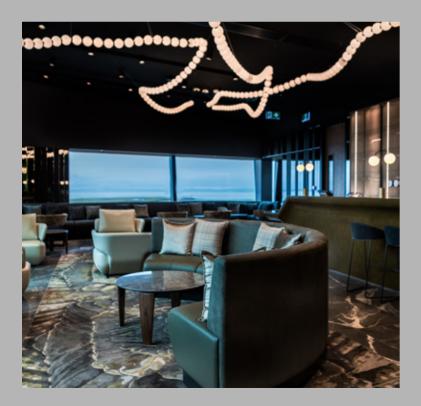


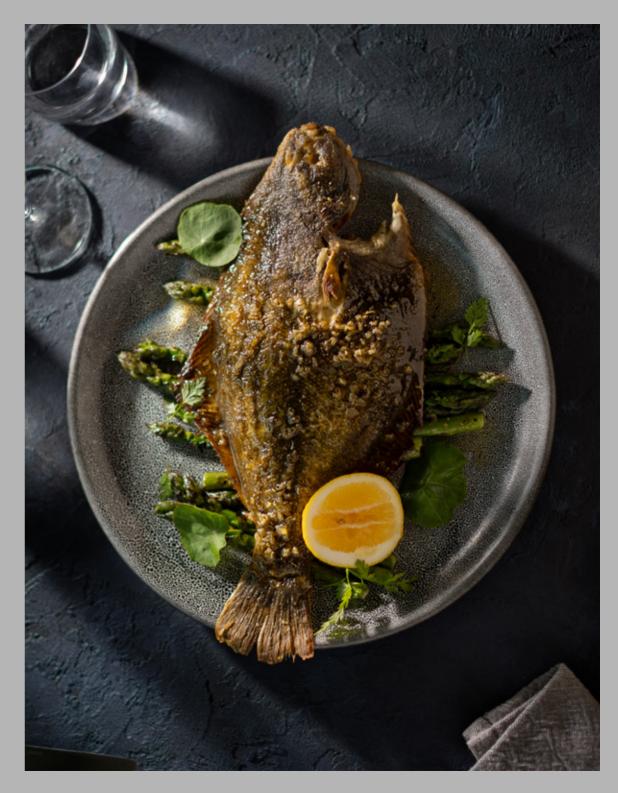


Te Kaahu.

The Kaahu, or Harrier Hawk, is held in high esteem by Maaori for whom it is a symbol of wisdom, mana, status, and respect. The Kaahu is often seen drifting the skies at Manukau Harbour.

Te Kaahu offers relaxed fine dining. Its menu is a modern take on traditional New Zealand cuisine, celebrating the best of Aotearoa produce and goods. Think Chatham Island blue cod, paraoa parai (fried bread) with kina pate, woodfired beef tomahawk and even Executive Chef Nancye's fancy take on pork boilup!





Meet our Executive Chef.

Nancye Pirini (Te Whaanau-aa-Apanui, Te Rarawa) describes her selection as Executive Chef for Te Kaahu as one of the "most rewarding moments" of her career.

And what a career it has been so far. From winning New Zealand Chefs Association Restaurant of the Year in 2011, to the HM Awards Best Hotel Chef for Australia, New Zealand and the South Pacific in 2017, to her induction into the New Zealand Chefs Hall of Fame earlier this year.

Nancye's appointment for Te Kaahu follows nine years as Executive Chef at Novotel Auckland Airport Hotel and a work history that includes five years honing her skills alongside Peter Gordon at Sky City's 'dine' restaurant.

"I'm ecstatic to be given this opportunity and grateful to be part of the opening team for Te Kaahu,"

says Nancye, who promises great dishes will be coming from her Te Kaahu team.

When asked what her favourite recipe is, this mum of five and grandmother of three (soon to be four) singles out her Braised Beef Cheeks dish, and she has generously shared her recipe:



Ingredients

- 2–3 large beef cheeks
- 70ml canola oil (reserve 30ml for vegetables)

Braised Beef Cheeks.

- 7gm flaky sea salt
- 500gm button mushrooms halved
- 1 leek roughly chopped
- 1 onion roughly chopped
- 2 carrots roughly chopped
- 2 celery sticks roughly chopped
- 1 bulb garlic peeled kept whole
- 1 small bunch thyme
- 1 red chili roughly chopped with seeds
- 100gm tomato paste
- 350ml red cooking wine
- 2 litres beef stock

Method

Heat a large sauté pan, add oil and season the cheeks well. Add oil and saute the cheeks until nice and golden brown, remove and place into a deep casserole dish. In the same pot, heat the 30ml of oil and add the flaky salt.

Stir in all the vegetables (except the mushrooms) and cook for around 5 minutes on a good high heat, add the thyme and mushrooms and saute for a further 2-3 minutes. Add the tomato paste and cook out for a further 2-3 minutes, deglaze with the red wine, add the beef stock. Pour over the beef cheeks in a casserole dish.

Place in the oven with lid on. Cook at 130°C for 6-8 hours or until tender and soft.

Once cooked carefully remove the cheeks and put aside in a large serving dish, cover with tin foil. Bring the cooking liquid with vegetables in a large stock pot to the boil and simmer until the liquid has reduced by half. Pour over the beef cheeks and place in the oven at 170°C for a further 20 minutes. Serve with a side of hand cut triple cooked potato skins and salad.

Crispy, tasty and worth all the work!



Karakia and Opening Event Programme.

Karakia

Blessing of hotel

Unveiling of interior carved pou

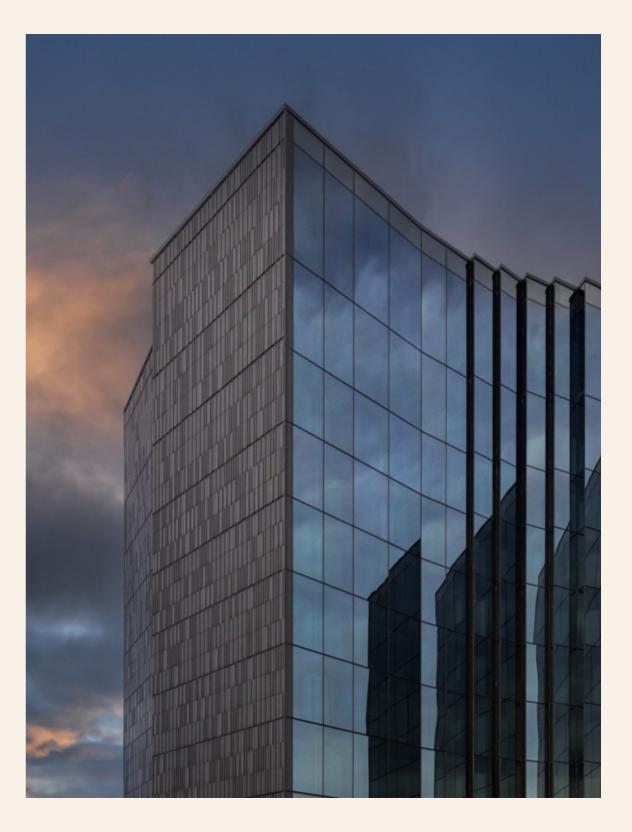
Unveiling of hotel name

Returning of sod to the whenua

Formalities and Celebration Lunch

Speeches

Celebration Cake



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