

# ANNOUNCEMENT HALF YEAR RESULTS FOR FY12/13

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# AGENDA

- ✈ **CONSOLIDATED INCOME STATEMENT REVIEW**
- ✈ **KEY PERFORMANCE INDICATORS**
- ✈ **OPERATIONAL REVIEW**
- ✈ **OUTLOOK**



# CONSOLIDATED INCOME STATEMENT REVIEW

	1H FY13 (\$M)	1H FY12 (\$M)
Passenger Revenue	109.2	110.5
Total Revenue	135.4	139.1
Fuel Cost	19.0	19.3
Carbon Tax on fuel	1.3	0
Other Costs & Expenses	103.3	102.4
En-route charges	1.0	0
Profit before Tax	12.5	18.5
Earnings per share	8.3c	12.0c



# KEY PERFORMANCE INDICATORS

	1H FY13	1H FY12
Passengers	577,873	608,499
ASKs (M)	384.6M	384.0M
Average Fare (\$)	188.9	181.6
Load Factor	56.8%	60.1%
Pax Revenue/ASK (cents)	28.4	28.8
Pax Cost / ASK (cents) (excl. carbon tax and en-route charges)	27.9 (27.3)	27.3 (27.3)
Fuel % Total Cost*	16.3%	15.9%

\* Includes carbon tax



# ON TIME PERFORMANCE

## AIRLINE OPERATIONAL REVIEW

Airline	On Time Departure (ranking)						Cancellation Rate (%)					
	1H FY13	FY12	FY11	FY10	FY09	FY08	1H FY13	FY12	FY11	FY10	FY09	FY08
	1 <sup>st</sup>	3 <sup>rd</sup>	1 <sup>st</sup>	3 <sup>rd</sup>	4 <sup>th</sup>	1 <sup>st</sup>	0.66	0.4	0.4	0.2	0.8	1.2
	6 <sup>th</sup>	7 <sup>th</sup>	5 <sup>th</sup>	2 <sup>nd</sup>	1 <sup>st</sup>	2 <sup>nd</sup>	2.05	2.0	1.9	0.7	1.1	1.2
	2 <sup>nd</sup>	2 <sup>nd</sup>	3 <sup>rd</sup>	1 <sup>st</sup>	5 <sup>th</sup>	6 <sup>th</sup>	1.60	1.7	1.5	0.8	2.6	2.3
	8 <sup>th</sup>	8 <sup>th</sup>	6 <sup>th</sup>	6 <sup>th</sup>	7 <sup>th</sup>	7 <sup>th</sup>	1.05	1.6	1.4	1.1	0.9	0.9
	4 <sup>th</sup>	4 <sup>th</sup>	4 <sup>th</sup>	4 <sup>th</sup>	3 <sup>rd</sup>	3 <sup>rd</sup>	1.55	1.3	2.0	1.6	2.0	1.9
	3 <sup>rd</sup>	6 <sup>th</sup>	N/A	N/A	N/A	N/A	1.52	1.5	N/A	N/A	N/A	N/A
	7 <sup>th</sup>	5 <sup>th</sup>	2 <sup>nd</sup>	5 <sup>th</sup>	2 <sup>nd</sup>	4 <sup>th</sup>	0.15	0.2	0.3	0.7	1.4	0.9
	N/A	N/A	N/A	N/A	7 <sup>th</sup>	5 <sup>th</sup>	N/A	N/A	N/A	N/A	6.7	5.2
	5 <sup>th</sup>	1 <sup>st</sup>	7 <sup>th</sup>	7 <sup>th</sup>	6 <sup>th</sup>	N/A	1.19	0.5	3.0	1.5	0.4	N/A

Source: Bureau of Infrastructure, Transport and Regional Economics



# OPERATIONAL REVIEW

- ✈ **Commenced Broken Hill and Mildura new routes in July 2012**
- ✈ **Ceased Melbourne to Griffith in July 2012**
- ✈ **Agreements to purchase another 4 Saab 340 B+ aircraft at lease end (July 2013 and Mar 2014) making it 8 aircraft to date**



# INDUSTRY RECOGNITION



*Ranked the Best Domestic Airline for Customer Satisfaction for the month of July & Aug 2012 in the Roy Morgan Customer Satisfaction Awards. Rex received an 88% satisfaction rating in July ahead of Qantas, Jetstar, Virgin Australia and Tiger Airways and an 86% satisfaction rating in Aug ahead of Virgin Australia, Qantas and Jetstar*



# OUTLOOK

- ✈ **Agreement in principle reached for the purchase of another 8 aircraft at lease expiry in March 2014**
- ✈ **Loss of Ivanhoe contract from 1 March 2013 for Pel-Air**



# PROFIT OUTLOOK

## ✈️ Outlook for Rex is negative given:

- increasing government taxes and regulations dampening domestic expenditure resulting in slowing passenger demand
- rising costs especially fuel

## ✈️ Full year profit revised downwards to 35-40% below previous FY



Q&A

**END OF  
PRESENTATION  
THANK YOU**

