

# ANNOUNCEMENT OF HALF YEAR RESULTS FOR FY08/09

09



# AGENDA

- ✈️ **CONSOLIDATED INCOME STATEMENT REVIEW**
- ✈️ **COMPARATIVE AIRLINE PERFORMANCE**
- ✈️ **KEY PERFORMANCE INDICATORS**
- ✈️ **OPERATONAL REVIEW**
- ✈️ **OUTLOOK**

# CONSOLIDATED INCOME STATEMENT REVIEW









	1H FY09* (\$M)	1H FY08 (\$M)	Change
<b>Passenger Revenue</b>	<b>110.9</b>	<b>106.2</b>	<b>+4.4%</b>
<b>Total Revenue</b>	<b>135.8</b>	<b>128.9</b>	<b>+5.4%</b>
<b>Fuel Cost</b>	<b>25.2</b>	<b>21.7</b>	<b>+16.1%</b>
<b>Other Costs &amp; Expenses</b>	<b>96.2</b>	<b>93.6</b>	<b>+2.8%</b>
<b>Profit After Tax</b>	<b>10.5</b>	<b>10.3</b>	<b>+1.9%</b>
<b>Earnings per share</b>	<b>9.2c**</b>	<b>8.6c</b>	<b>+7.0%</b>

\* 1H FY09 results include contribution from AAPA as a subsidiary

\*\* 1H FY09 is based on 114M shares compared to 121M in the beginning of FY08



# COMPARATIVE AIRLINE PERFORMANCE

								
	Half Yr ended 31 Dec 08	9 mths ended 31 Dec 08	Full Yr ended 31 Dec 08	Half Yr ended 31 Dec 08	Half Yr ended 30 June 08	9 mths ended 31 Dec 08	9 mths ended 31 Dec 08	1 <sup>st</sup> Qtr ended 30 June 08
PBT Growth	+6.4%	-33.4%	-73.7%	-68.2%	-116.8%	-108.6%	-104.6%	-58.4%

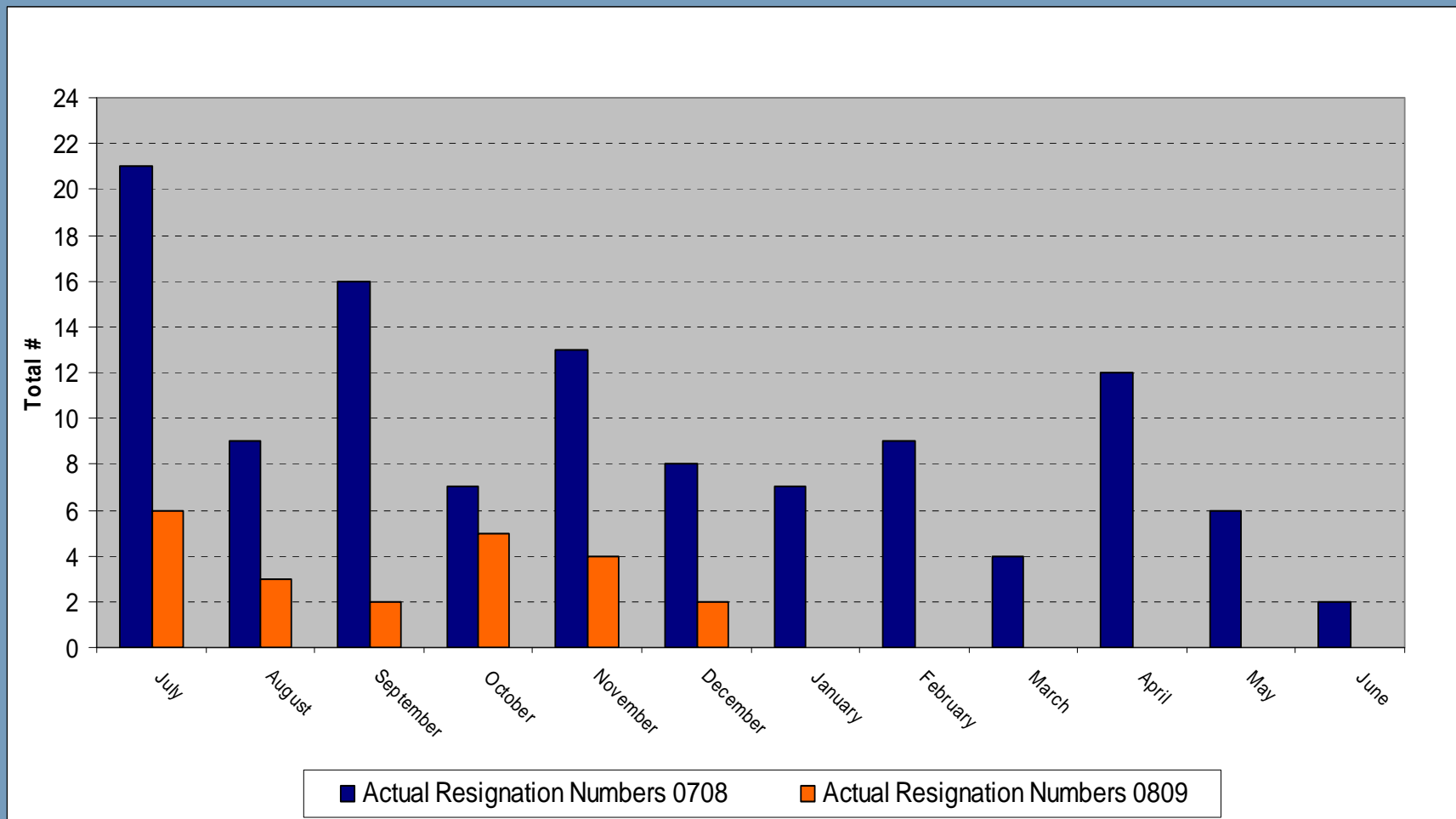
# KEY PERFORMANCE INDICATORS

	1H FY09	1H FY08	Change
Passengers	703,725	772,837	-8.9%
ASK	389 M	419 M	-7.1%
Load Factor	68.1%	68.4%	-0.3% pts
Passenger Revenue/ASK	28.9c	25.3c	+14.2%
Total pax cost/ASK (Excl. fuel)	26.8c (21.1)c	23.6c (19.2)c	+13.5% (+9.9%)
Fuel % Total Cost	20.8%	18.8%	+2.0% pts

# OPERATIONAL REVIEW

- ✈ **Greatly reduced pilot attrition**
- ✈ **Route consolidation to match demand**
- ✈ **Exit of Air Link routes. Replaced by Saab 340 on Dubbo and Bathurst routes**
- ✈ **Saab freighters for Pel Air**
- ✈ **Significant increase in medivac operations**
- ✈ **New Adelaide maintenance hangar completed**

# PILOT RESIGNATIONS



# SAAB FREIGHTER









# ADL HANGAR



# OUTLOOK

- ✈ **Continued capacity consolidation in response to economic conditions**
- ✈ **Pel Air move to more Saab freighters**
- ✈ **Pel Air mining charters in Queensland**
- ✈ **Continued phasing out of older Saab 340 A models**
- ✈ **Improved OTP/cancellations arising from lower pilot attrition**
- ✈ **AAPA to move to Wagga**

# RELIABILITY

Airline	Latest BITRE Report – Dec 08	
	Cancellation Rate (%)	Ranking
	0.4% Nov 08 (2.9%) Jan 09 (0.3%)	1
	1.1	3
	1.4	4
	1.6	5
	2.4	6
	3.0	7
	0.7	2

# AAPA





# AAPA



# AAPA HANGAR



# PROFIT GUIDANCE

- ✈ **Operating climate has deteriorated further**
  - Jan 09 passenger numbers decreased by 20%
  - Pel Air's freight activity decreased by 40%
- ✈ **Fuel and USD exchange rate remain very volatile**
- ✈ **Defensive strategies put in place**
- ✈ **Rex expects to maintain PAT equivalent to FY08 (\$24.3M)**

# QUESTION & ANSWER

 END OF PRESENTATION  
THANK YOU





# REX CADET PILOT GRADUATION FROM AAPA

