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MEDIA RELEASE

BREAKTHROUGH PARTNERSHIP WITH THE DISTRICT COUNCIL OF GRANT

Regional Express (Rex) and the District Council of Grant, the owners of Mount Gambier Airport, have decided to turn the page on 8 years of a tumultuous relationship by entering into a historic 5-year partnership agreement through until 30 June 2023.

The historic agreement will see the introduction of a \$129.00 “Rex Community Fare” which will be available on 25% of seats on flights to both Melbourne and Adelaide for advanced bookings of at least 30 days prior to departure. In addition, all remaining seats one day prior to departure will be available at the Community Fare (Rex Promo) level.

Rex has also committed to giving priority to the community of Mount Gambier in allocation of additional services to the Mount Gambier to Adelaide route once Rex has been able to rebuild pilot numbers.

In exchange, the District Council has committed to lowering the Mount Gambier airport head tax by \$2.20 inclusive of GST, to which Rex is matching this with a further \$2.20 reduction of all fares.



Rex Executive Chairman Lim Kim Hai sealing the deal with Mayor Richard Sage of the District Council of Grant at the Rex Board dinner on 27 August 2018 in the presence of the Guest of Honour Matt Canavan, Minister for Resources and Northern Australia. Also present were John Fitzgerald, CEO, Tourism Tasmania, Hans van Pelt, Director, Aviation and Access Development, Tourism Tasmania, Hannah Martin, Senior Tourism Advisor to the Premier of Tasmania, Troy Bell, MP for Mount Gambier, David Singe, CEO, District Council of Grant, Rex Deputy Chairman John Sharp, Rex Board and Management Committee members.

Warrick Lodge, Rex General Manager Network Strategy & Sales said, “This milestone partnership agreement between Rex and the District Council of Grant is about risk sharing, co-investment and mutual trust and respect. Through the implementation of Rex’s \$129 community fare, the partnership will deliver improved fare affordability and passenger growth which will engender significant socio-economic benefit to the Mount Gambier region”.

Regional Express



District Council of Grant Elected Members last night endorsed the detailed partnership agreement for a new suite of airfares and service support from Rex.

Mayor Richard Sage expressed his enthusiasm for the new partnership and noted the positive experience of meeting the Rex Airlines Board and Senior Staff in Sydney on Monday 27 August 2018. "The meeting provided a great opportunity to learn more about the Company and its management. It also allowed me to convey the support of my team of Elected Members, for the joint partnership", said Mayor Sage.

The Rex Community Fare (Rex Promo) will be available for purchase via www.rex.com.au within the next 10 days.

Regional Express (Rex) is Australia's largest independent regional airline operating a fleet of more than 50 Saab 340 aircraft on some 1,500 weekly flights to 60 destinations throughout all states in Australia. In addition to the regional airline Regional Express, the **Rex Group** comprises wholly owned subsidiaries **Pel-Air Aviation** (air freight and charter operator), **Air Link** (Dubbo-based regional airline) and the **Australian Airline Pilot Academy**.

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