



# COMPANY BRIEFING

9 months ended 31st March 08

Unaudited results



# AGENDA

✈ **INCOME STATEMENT REVIEW**

✈ **KEY PERFORMANCE INDICATORS**

✈ **OPERATIONAL REVIEW**

✈ **OUTLOOK**



# Q3 REX INCOME STATEMENT REVIEW

3 months ended 31st March	FY08 (\$M)	FY07 (\$M)	Change
Passenger Revenue	48.9	45.1	+8.4%
Total Revenue	50.3	46.0	+9.3%
Fuel Cost	8.9	6.8	+30.9%
Other Costs & Expenses	35.1	33.3	+5.4%
Profit Before Tax	6.3	5.9	+6.8%
Profit After Tax	4.4	4.1	+7.3%



# Q3 REX GROUP CONSOLIDATED INCOME STATEMENT REVIEW

3 months ended 31st March	FY08 (\$M)	FY07 (\$M)	Change
Passenger Revenue	50.9	47.2	+7.8%
Total Revenue	61.8	57.6*	+7.3%
Fuel Cost	10.6	8.6*	+23.3%
Other Costs & Expenses	43.0	41.4*	+3.9%
Profit Before Tax	8.2	7.6	+7.9%
Profit After Tax	5.7	5.3**	+7.5%

\* Includes Pel Air's cost and revenue

\*\* Revised PAT to correct Air Link tax under provision

# YTD REX GROUP CONSOLIDATED INCOME STATEMENT REVIEW

9 months ended 31st March	FY08 (\$M)	FY07 (\$M)	Change at Q3	Change at 1st Half
Passenger Revenue	156.6	148.2	+5.7%	+5.6%
Total Revenue	190.6*	153.3	+24.3%	+23.5%
Profit Before Tax	21.7	23.4	-7.3%	-15.9%
Profit After Tax	16.1*	16.8**	-4.2%	-10.4%

\* FY08 include Pel Air's revenue as it became a fully owned subsidiary in June 07. This is in contrast to FY07 where Pel Air's contribution was treated as investment from associate and reflected in Profit Before Tax figure

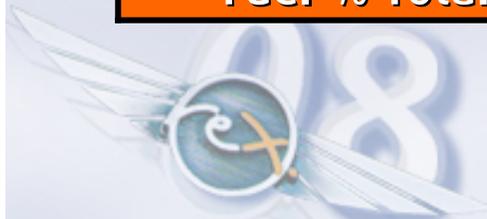
\*\* Revised PAT to correct for Air Link's tax under-provision



# KEY PERFORMANCE INDICATORS (Rex & Air Link)

9 months ended 31 <sup>st</sup> March	FY08	FY07	Change
Passengers	1,137,475	1,045,071	+8.8%
ASKs (M)	619	573	+8.0%
Average Fare (\$) (Excl. fuel levy)	137.7 (114.5)	141.8 (118.7)	-2.9% (-3.5%)
Load Factor (%)	68.1	68.5	-0.4% pts
Revenue/ASK (cents)	25.3	25.9	-2.3%
Total cost/ASK (cents)* (Excl. fuel)*	23.3 (18.9)	23.0 (18.7)	+1.3% (+1.1%)
Fuel % Total Cost*	19.2	18.4	+0.8% pts

\* Excludes Pel Air's cost



# OPERATIONAL REVIEW

- ✈️ Rocketing fuel prices
- ✈️ Pilot attrition rate remains above 50%
- ✈️ Pilot academy now fully operational and fully owned
- ✈️ Slight contraction of network in response to pilot shortage (3%)
- ✈️ Took delivery of 2 latest generation Saab B+ aircraft



# BITRE Statistics Mar & YTD Mar 08

Airline	On Time Departure (%)		Cancellation Rate (%)	
	Mar 08	YTD Mar 08	Mar 08	YTD Mar 08
	85.2 (2 <sup>nd</sup> )	83.8 (1 <sup>st</sup> )	0.3 (1 <sup>st</sup> )	1.2 (4 <sup>th</sup> )
	86.3	82.5	0.7	1.1
	84.0	79.9	1.5	1.6
	80.2	79.8	0.7	0.9
	83.9	79.5	1.4	1.7
	79.7	81.2	1.5	0.8
	76.4	79.2	2.7	2.4

BITRE : Bureau of Infrastructure, Transport and Regional Economics

# OUTLOOK

- ✈ Continued higher fuel prices
- ✈ Pilot attrition to remain at same rate
- ✈ 2nd intake of cadets (39 cadets to date)
- ✈ Further consolidation of network
- ✈ Stronger load factors/yield in last quarter
- ✈ Phasing out of older aircraft and introduction of 3 new aircraft in last quarter



# PROFIT GUIDANCE

**Reaffirm previous profit forecast:**

**Net earnings for the full year expected to be at least as strong as the previous year.**



**END OF PRESENTATION**  
**THANK YOU**

