




# ***RYANAIR***

***The World's Favourite Airline!***

***Quarter 1 Results – 30 June 2008***

# *The World's Favourite Airline!*

Quarter 1 Results Presentation – 30 June 2008

-  **Lowest Fares/Lowest Seat Cost in Europe**
-  **No fuel surcharges....Guaranteed!**
-  **No. 1 for Traffic growth - 58m pax**
-  **No. 1 for Coverage – 729 Routes and 28 Bases**
-  **No. 1 for Cust. Service delivery**
-  **Greenest, Cleanest Airline in Europe**
-  **24<sup>th</sup> year of strong growth at record profits**

# Europe's No. 1 for Customer Service

<i>Airline</i>	<i>% On Time</i>	<i>Bags/1000 pax</i>	<i>% comp</i>
<b>Ryanair</b>	<b>88</b>	<b>0.5</b>	<b>99.6</b>
<b>Air France</b>	<b>84</b>	<b>17.5</b>	<b>97.6</b>
<b>Alitalia</b>	<b>84</b>	<b>15.6</b>	<b>96.1</b>
<b>Lufthansa</b>	<b>81</b>	<b>15.1</b>	<b>98.4</b>
<b>Easyjet</b>	<b>80</b>	<b>RTP</b>	<b>RTP</b>
<b>Aer Lingus</b>	<b>72</b>	<b>RTP</b>	<b>RTP</b>
<b>British Airways</b>	<b>58</b>	<b>28.9</b>	<b>96.1</b>




# Lowest Fares Wider Gap

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		<i>Avg. Fare</i>	<i>% &gt; Ryanair</i>
<i>Low</i>	<b>Ryanair</b>	<b>€42</b>	
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<i>High</i>	<b>EasyJet</b>	<b>€66</b>	<b>57%</b>
	<b>Air Berlin</b>	<b>€82</b>	<b>95%</b>
	<b>Aer Lingus</b>	<b>€94</b>	<b>123%</b>
	<b>Iberia</b>	<b>€150</b>	<b>257%</b>
	<b>Lufthansa</b>	<b>€235</b>	<b>459%</b>
	<b>Air France</b>	<b>€267</b>	<b>535%</b>
	<b>British Airways</b>	<b>€324</b>	<b>671%</b>



# Financial Highlights

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	<i>June 07</i>	<i>June 08</i>	<i>Change</i>
 Passenger Numbers	12.6m	15.0m	19%
 Load Factor	82%	81%	-1%
 Av. Fare (incl. bag)	€46	€42	-8%
 Rev. Per Pax	€55	€52	-6%
 Revenues	€693m	€777m	12%
 Profit after Tax	€139m	€21m	-85%
 Net Margin	20%	3%	-17%

# Financial Highlights – Strong Balance Sheet

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	<i>Mar 08</i> €'M	<i>June 08</i> €'M	
 Aircraft (incl Deposits)	4,158.0	3,996.2	
Cash	<u>2,169.6</u>	<u>2,250.0</u>	Net Cash €33m
<b>Total</b>	<u>6,327.6</u>	<u>6,246.2</u>	
 Liabilities	1,558.9	1,614.7	Incl. Aer Ling. + Buyback €769.3
Debt	2,266.5	2,217.0	
Shareholders Funds	<u>2,502.2</u>	<u>2,414.5</u>	
<b>Total</b>	<u>6,327.6</u>	<u>6,246.2</u>	

# Recent Developments


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- 🍀 Launched KIR base; 76 New routes
- 🍀 New cheaper fuel efficient a/c added
- 🍀 DUB & STN Kiosks from Oct – lwr. staff & hand. costs
- 🍀 In-flight Phones from Aug 08 – 10 DUB a/c trial
- 🍀 Increased A/L stake to 29.8% @ €2.49
- 🍀 A/L w/down €93m in Q1 (cum. €185m)
- 🍀 €200m share buyback auth. (€33m done)

# ***Fuel Impact on Ryanair***

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 **Price doubled from \$65 to \$130 p/bl**

 **Hedging - 90% of Sept. @ \$129**  
**- 80% of Q3 @ \$124**  
**- Q4 unhedged**








 **Short term - profit decline / poss. loss €60m**

 **Med. term - great - Comps raise fares & surcharges**  
**- Consumers more price sensitive**  
**- Comps consol/reduce/go bust**

 **Downturn leads to lower costs/stronger growth**

# ***Ryanair Response***

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-  **Guarantee no fuel surcharge**
-  **Lower fares and stronger traffic growth**
-  **Extended \$ hedging program reduces costs**
-  **Pay freeze & Redundancies implemented**
-  **Renegotiated Apt./Mtce./Hand Costs (inc. bag & apt. fees)**
-  **Ground 20 a/c this Winter at STN (15) & DUB (4)**
-  **Close VLC & suspend 6 apts. Nov to mid Dec**

# Ryanair Outlook

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- ✈ Yield Outlook - UK & IRL recession
  - Weaker Sterling
  - Est. -5%
- ✈ FY Result: Break Even to €60m loss
- ✈ Roll out continues – grow pax 14% to 58m
- ✈ Stimulate growth with lowest fares / no fuel surcharges
- ✈ Fewer competitors at end of cycle
- ✈ **LOWEST COST WINS**

# Competitor Fuel Surcharges Rising

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	Fuel Surcharge Short Haul	% of Avg. FR Fare
Ryanair	€0	
British Airways	€20	48%
Air France	€21	50%
Lufthansa	€24	57%
Air Berlin	€25	60%

# Ryanair will double by 2012

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## Fleet & Traffic Growth to 2012

	A/C Fleet		Traffic	
	<u>Firm</u>	<u>Options</u>	<u>Pax</u>	<u>Growth</u>
2008	163	-	51m	20%
2009	195	-	58m	14%
2010	239	-	68m	17%
2011	252	27	74m	9%
2012	265	37	81m	9%

## Plan to double fleet, pax and profits by 2012



# Ryanair - Summary

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- ✈ Europe's only lowest cost lowest fare carrier
- ✈ Long term strength – Short term cost pressure (oil will fall)
- ✈ Industry leading customer service delivery
- ✈ New airports and bases ready for 58m pax
- ✈ Plan to double traffic and profits by 2012
- ✈ **LOWEST COST ALWAYS WINS**