



RYANAIR.COM
THE LOW FARES WEBSITE

Ryanair Roadshow Presentation

Half Year Results
7 November 2005

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The World's Favourite Airline!!!

Ryanair Half Year Results Roadshow – 7 November 2005

- 🍀 Lowest Fares and Lowest Seat Cost in Europe
- 🍀 No. 1 for traffic 35m+ (World's Favourite!)
- 🍀 No.1 for pax growth (+27%)
- 🍀 No. 1 for Coverage – Routes (266) and Bases (15)
- 🍀 No. 1 for Customer Service delivery
 - 🍀 Lowest Price, Highest Punctuality
 - 🍀 Fewest cancellations and lost bags
- 🍀 21st year of strong growth at record profits

Financial Highlights – Half Year

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'Ms (IFRS)	Sep 04	Sep 05	Change
 Passenger Numbers	14m	18m	+29%
 Load Factor	87%	86%	-1pt
 Average Fare	€44	€45	+3%
 Revenue Per Pax	€51	€53	+4%
 Revenues	€710m	€946m	+33%
 Profit after Tax*	€201m	€237m	+18%
 Net Margin*	28%	26%	-2pts

* Profit after tax and net margin are before goodwill amortisation and non-recurring items

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Financial Highlights – Consistent Margins

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**Year Ended
(Irish GAAP)**

	Mar'00	Mar'01	Mar'02	Mar'03	Mar'04	Mar'05
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Net Margin	20%	21%	24%	28%	21%	20%
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EBITDAR	36%	37%	36%	41%	36%	34%
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Cash Earnings **	31%	34%	34%	38%	30%*	27%*
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**Decline reflects change in financing structure to 80/20 Owned/Operating Lease Aircraft*



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** Cash Earnings defined as Net Income plus non-cash items

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Financial Highlights – Strong Balance Sheet

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	<i>Mar 05</i>	<i>Sep 05</i>	
	<i>€'M</i>	<i>€'M</i>	
 Aircraft (incl Deposits)	2,213.8	2,380.2	
Cash	<u>1,605.7</u>	<u>1,806.3</u>	← Net Cash +€435m ←
Total	<u>3,819.5</u>	<u>4,186.5</u>	
 Liabilities	670.1	896.5	
Debt	1,414.9	1,371.6	
Shareholders Funds	<u>1,734.5</u>	<u>1,918.4</u>	
Total	<u>3,819.5</u>	<u>4,186.5</u>	

Trading Outlook

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- ✈ Traffic growth approx 27% to 35m
- ✈ Winter yield environment will be more competitive
- ✈ Fuel surcharges will be harder to stick
- ✈ Unit costs continue to decline (FY -4% excl. fuel)
- ✈ New aircraft & airports lower unit costs
- ✈ Competitors withdraw capacity – BA, EasyJet, Aer Arann
- ✈ Strong revenue and profit growth from ancillaries
- ✈ **LOWEST COST WINS, IN EVERY MARKET**

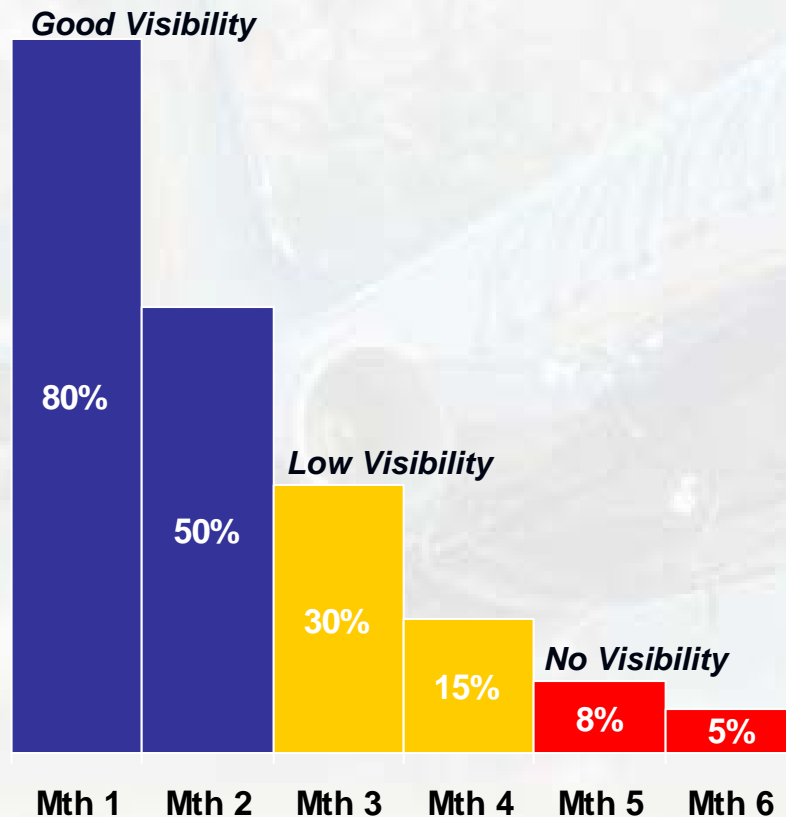
Competitors Withdraw Capacity

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easyJet	Gatwick – Bologna Gatwick – Shannon Gatwick – Almeria (7 x week to 4 x week) Gatwick – Valencia (7 x week to 5 x week) Gatwick – Albia (7 x week to 4 x week) Gatwick – Asturias (7 x week to 4 x week) Gatwick – Cagliari (7 x week to 4 x week)
BA	Manchester – Pisa, Rome, Venice, Shannon, Cork Birmingham – Rome Gatwick – Porto
HLX	Cologne – Shannon
Thomsonfly	Coventry – Shannon Dublin – Doncaster
FlyBe	Birmingham – Shannon
BMI Baby	East Midlands – Cork
Aer Arann	Birmingham – Galway Dublin – Cork (9 per day to 3 per day)

Passenger Yield

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- ♥ Load Factor Active – Yield Passive

- ♥ Lower Fares

- ♥ Drive Volume Growth
- ♥ Drive Market Share Growth
- ♥ Increases Competitive Pressure
- ♥ Only delivered off RYA cost base

- ♥ Outlook for Yield

- ♥ Q3 – Flat
- ♥ Q4 – Decline by 5% to 10%
- ♥ Full Year – Flat

- ♥ Currency Broadly Neutral

Ancillary Revenues

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- ✦ Use Ryanair.com as Distribution Channel
- ✦ Largest Travel Website in Europe – 15m unique visitors per month
- ✦ Ryanair secures Minimum Guaranteed Revenue
- ✦ Potential for Increased Conversion
 - ✦ *Travel Insurance*
 - ✦ *Car Hire*
 - ✦ *Hotels*
- ✦ New Product Potential
 - ✦ *On-line advertising*
 - ✦ *Activity Breaks*
 - ✦ *Hostels, Car Parking, Aircraft Painting*
 - ✦ *Gambling, Property, Hotels*

Cost Discipline Continues

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- ✦ Total Unit Costs Increase 8% ytd – Driven by fuel
- ✦ Fuel costs up 108% to €237m ytd
- ✦ Currently 90% hedged to Mar '06 at \$49pbbl equivalent
- ✦ Extend fuel hedges when opportunity arises
- ✦ Cost reductions continue – Ex Fuel
 - ✦ *Down 7% YTD*
 - ✦ *Full Year Est. down 4%*
- ✦ New low cost agreements in place
 - ✦ *Boeing aircraft order*
 - ✦ *Low cost airports and bases*
 - ✦ *Other cost reductions – GE Maintenance Deal*

Ryanair – Industry Leading Margins

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	<i>Rev. per pax</i>	<i>Cost per pax</i>	<i>Net Margin</i>
Ryanair	48	39	20.1%
Southwest	72	69	4.8%
British Airways	268	257	4.1%
Iberia	178	171	3.9%
easyJet	66	63	3.8%
Jetblue	84	81	3.7%
Air France	298	292	1.8%
Lufthansa	333	328	1.6%
Alitalia	184	204	-11.3%

Ryanair – No. 1 for Customer Service

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<i>Airline</i>	<i>% On Time*</i>	<i>Lost bags per 1,000 pax</i>	<i>% completions</i>
Ryanair	92.0	0.5	99.6
SAS	88.0	7.4	99.0
Air France	86.2	12.2	98.8
Lufthansa	86.7	14.2	99.2
Austrian	84.9	15.4	99.5
easyJet	83.0	RTP	RTP
Alitalia	81.3	11.1	98.5
Iberia	79.1	10.5	99.4
British Airways	76.6	15.6	99.2

*Flights arriving within 15 minutes of STA. Validated by CAA 3 months in arrears

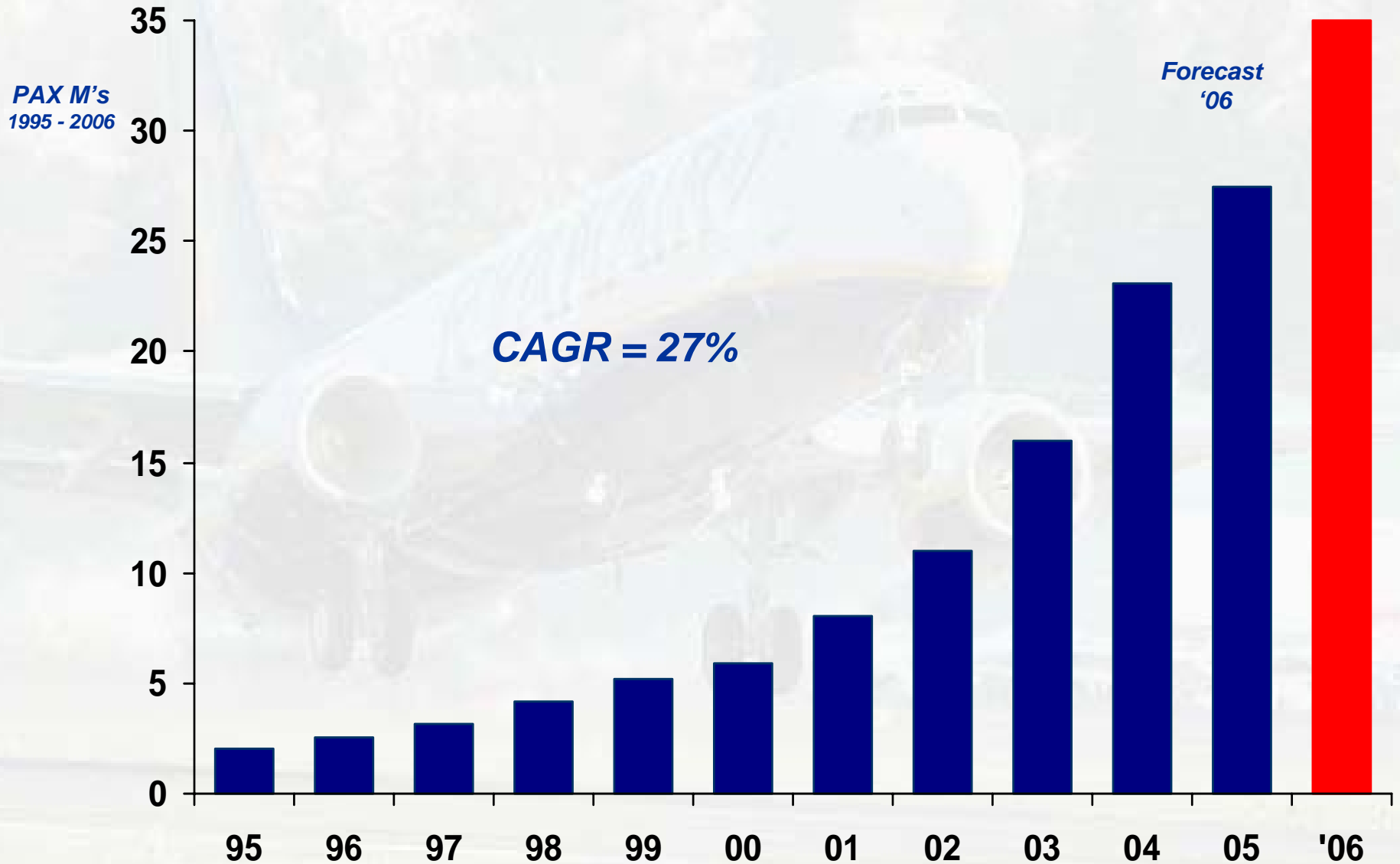
RTP = Refuse to Publish

Source: Ryanair quarterly stats compared to Association of European Airlines: Qtr. June 2005

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Ryanair's Traffic Growth

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World's Largest International Scheduled Airlines

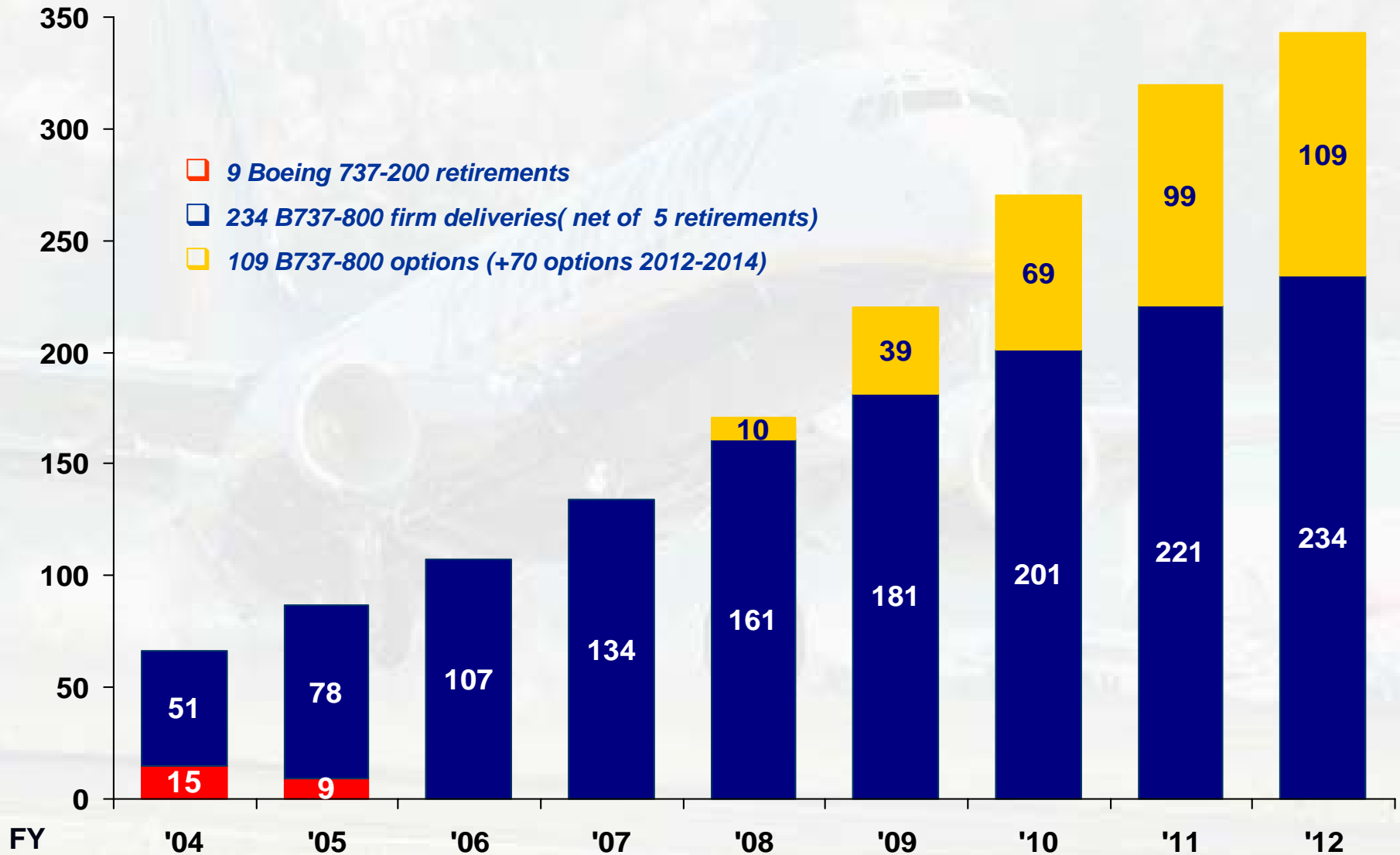
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“World’s Favourite!”



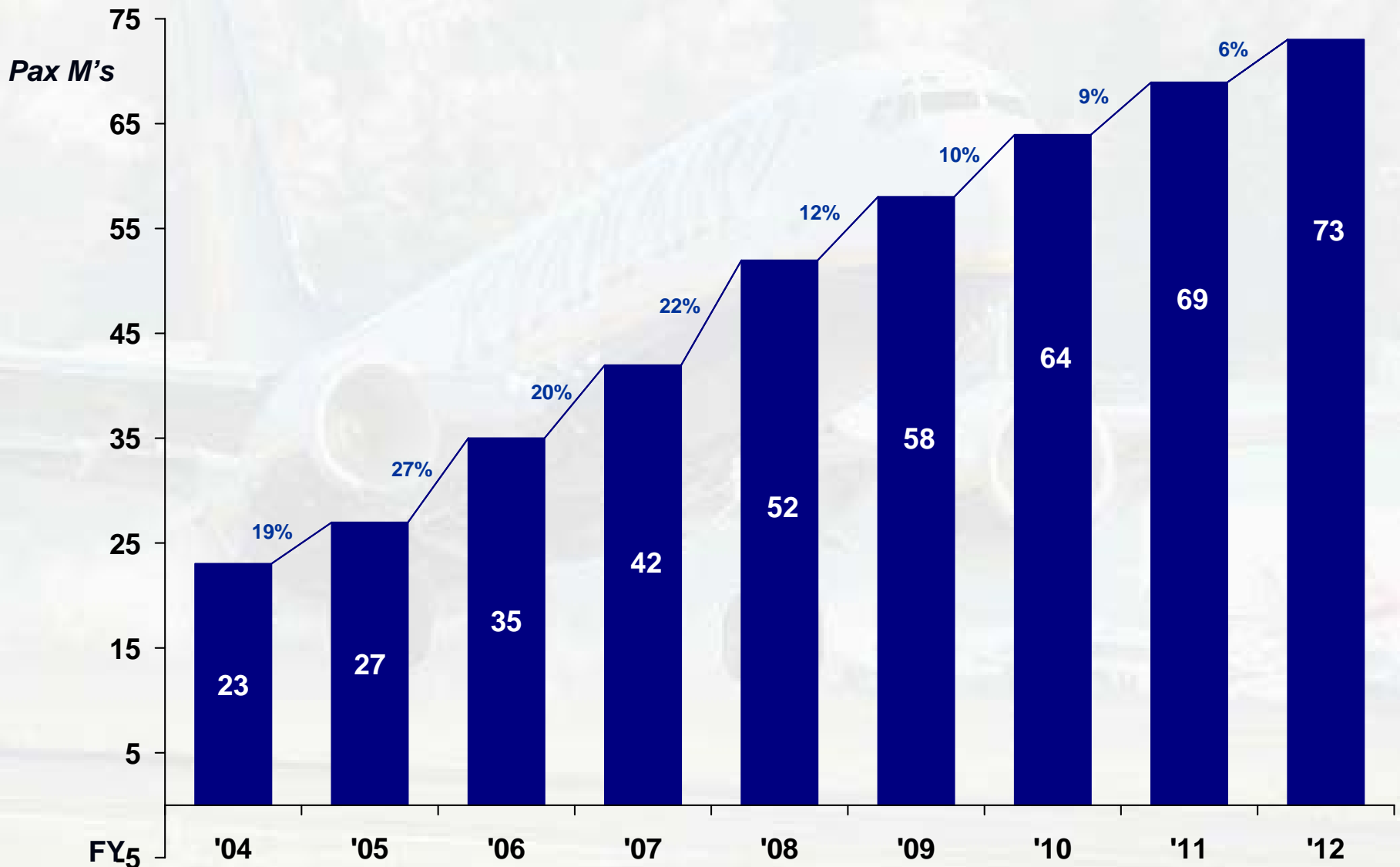
Ryanair – Fleet Growth to 2012

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Ryanair – Traffic Growth to 2012

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Ryanair – 2005 Network

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15 Bases

35m Pax



Ryanair – 2012 Network

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30 Bases

70m+ Pax



Ryanair - Summary

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-  Europe's lowest cost carrier – lowest cost wins
-  Lowest fares, record margins continue
-  Industry leading customer service delivery
-  Plan to double traffic & profits by 2012
-  New airports and bases ready
-  151 new aircraft facilitates growth to over 70m pax
-  Lowest costs & lower yields delivers stable profit margins

A large passenger jet, likely a Ryanair Boeing 737, is shown from a low angle on a runway. The aircraft is white with blue accents and has "RYANAIR" written on the fuselage. The background shows a cityscape with buildings and trees under a clear sky. The word "Appendices" is overlaid in the center of the image.

Appendices

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...Market Share Performance in New Markets

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Strong Gains FR Share

Barcelona – Sardinia	69%
Barcelona – Stuttgart	46%
Rome – Stockholm	44%
Rome – Bilbao	52%
Rome – Valencia	58%
Frankfurt – Bilbao	38%
Stockholm – Milan	45%
Stockholm – Paris	40%

Opportunities FR Share

Barcelona – Paris	12%
Barcelona – Rome	24%
Barcelona – Brussels	29%
Milan – Valencia	29%
Venice – Barcelona	25%
Milan – Barcelona	22%
Dublin – Frankfurt	20%
Barcelona – Dusseldorf	29%

Other Bases

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