

# **RYANAIR**

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

***Quarter 3 Results Presentation***  
***31 December 2006***

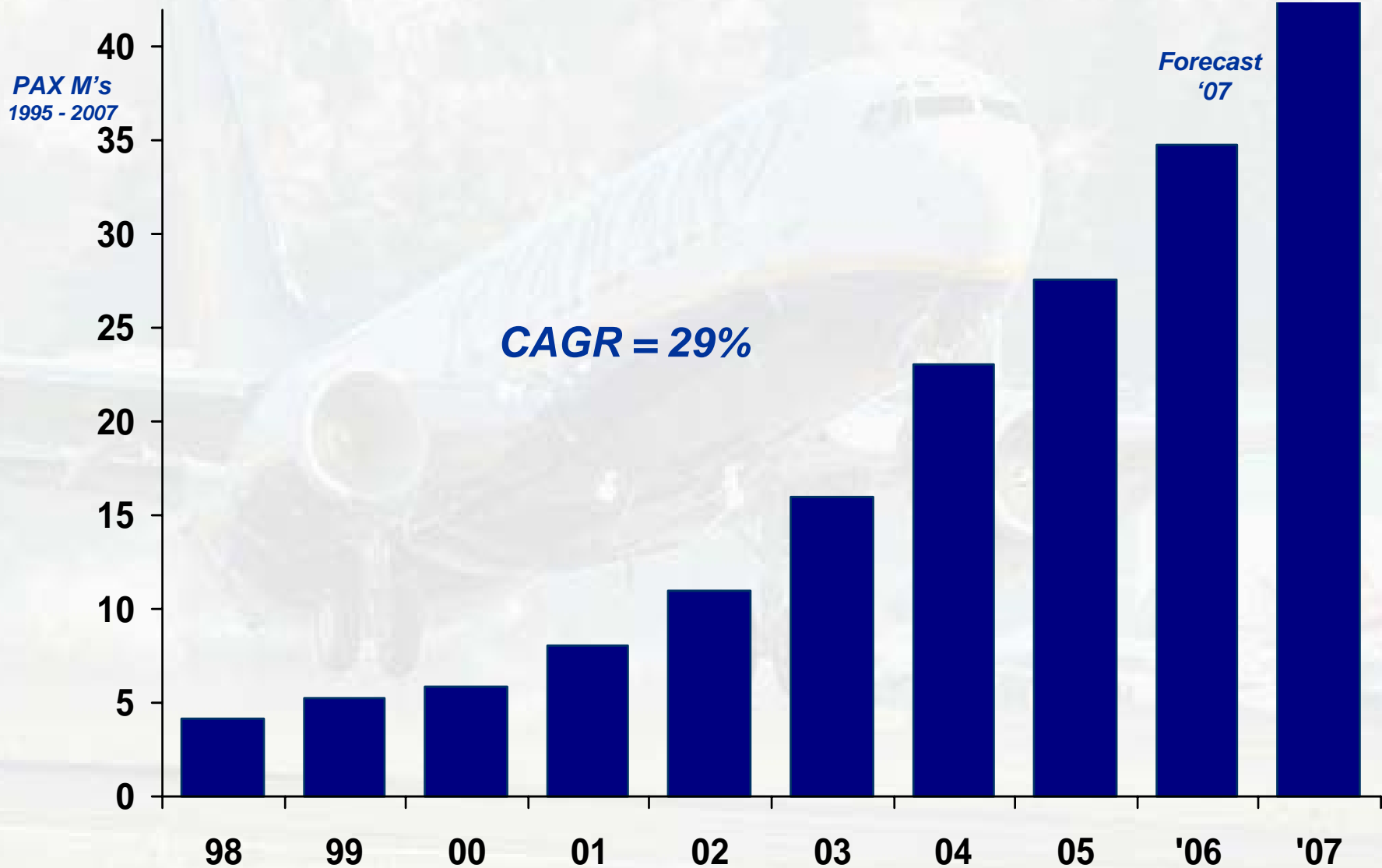
# ***The World's Favourite Airline!***

Quarter 3 Results Presentation – 31 December 2006

-  **Lowest Fares and Lowest Seat Cost in Europe**
-  **No. 1 for Traffic 42.5m**
-  **No. 1 for Pax Growth (+22%)**
-  **No. 1 for Coverage – Routes (440) and Bases (18)**
-  **No. 1 for Customer Service delivery**
  -  **Lowest Price, Highest Punctuality**
  -  **Fewest cancellations and lost bags**
-  **Greenest, Cleanest Airline in Europe**
-  **23rd year of strong growth at record profits**

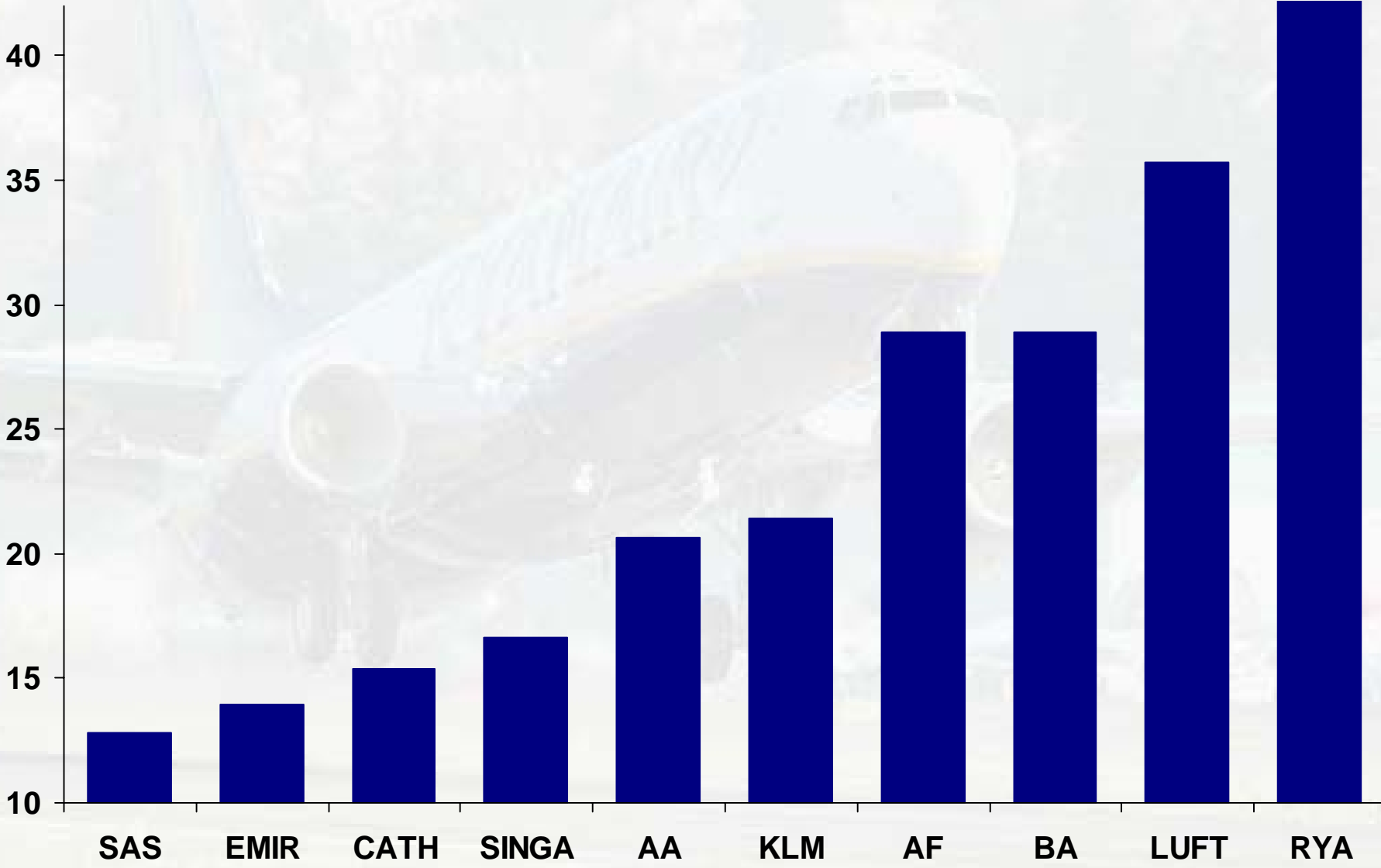
# Ryanair's Traffic Growth

Quarter 3 Results Presentation – 31 December 2006



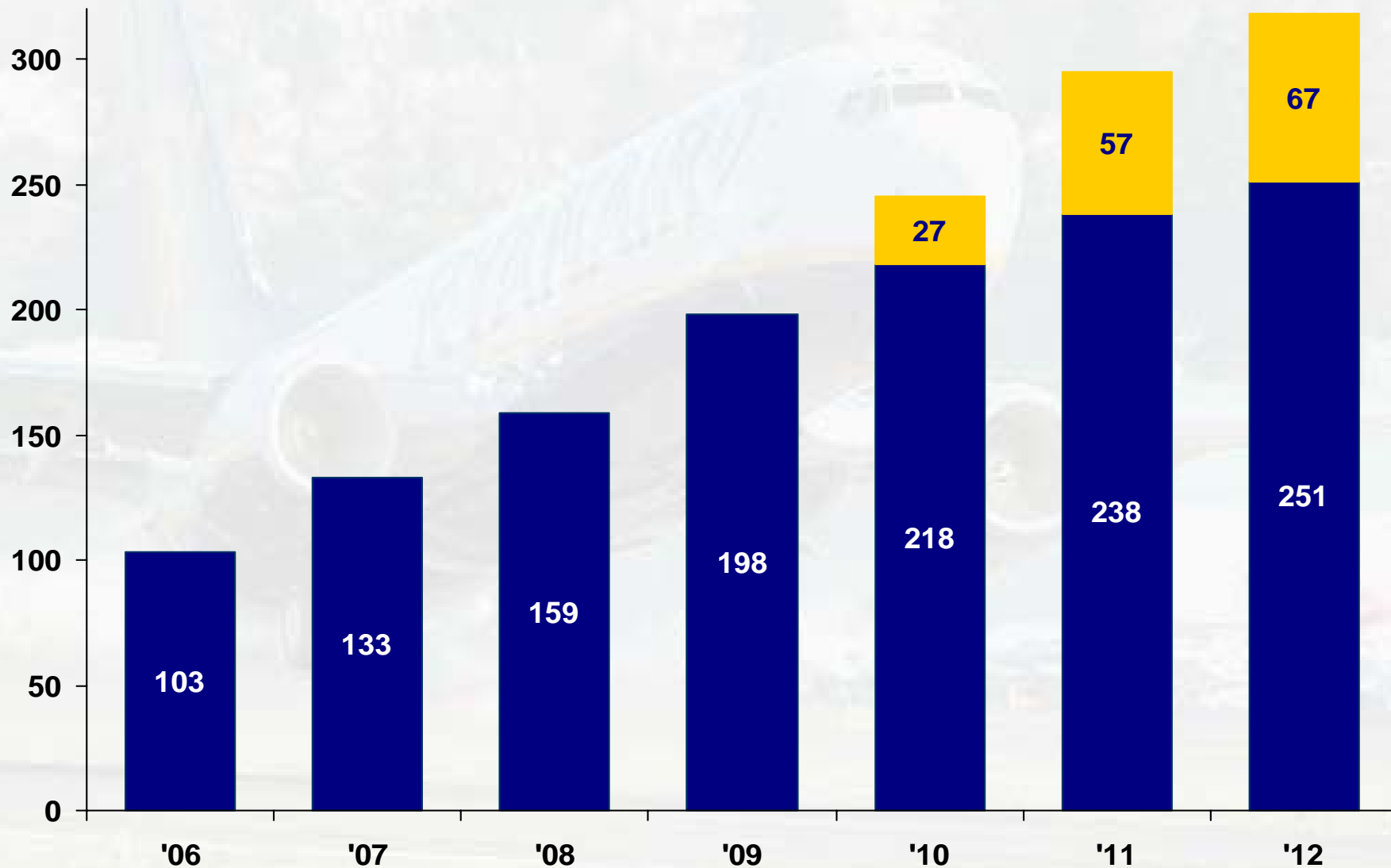
# World's Largest International Scheduled Airlines

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# Ryanair – Fleet Growth to 2012

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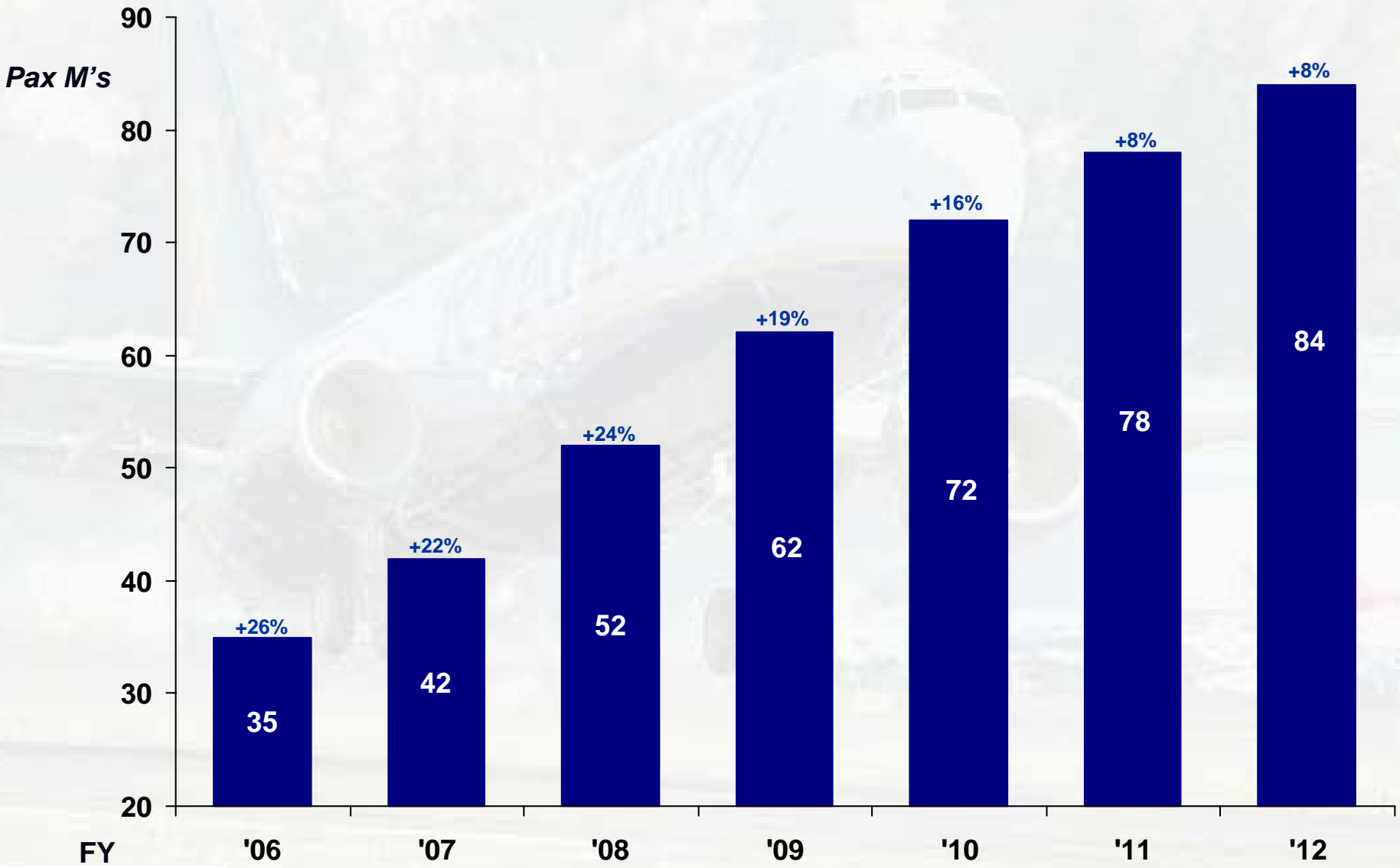


\*\*\*Aircraft numbers adjusted for sale of 10 aircraft per year '07/'08/'09

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# Ryanair – Traffic Growth to 2012 (Firm Only)








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\*\*\*Aircraft numbers adjusted for sale of 10 aircraft per year 2008 - 2010  
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# Financial Highlights – Quarter 3

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<i>'Ms (IFRS)</i>	<i>Dec 05</i>	<i>Dec 06</i>	<i>Change</i>
 Passenger Numbers	8.6m	10.3 m	19 %
 Load Factor	83%	81%	-2pt
 Average Fare	€36	€39	7%
 Revenue Per Pax	€43	€48	12%
 Revenues	€371m	€493m	33%
 Profit after Tax*	€37m	€48m	30%
 Net Margin*	10%	10%	-

\* Profit after tax and net margin at 31 June 2005 is before an aircraft insurance gain of €5.2m net of tax

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# Financial Highlights – Strong Balance Sheet

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	<i>Mar 06</i> €'M	<i>Dec06</i> €'M	
 Aircraft (incl Deposits)	2,662.2	3,108.8	
Cash	<u>1,972.0</u>	<u>2,019.2</u>	Net Cash €321.5m
Total	<u>4,634.2</u>	<u>5,128.0</u>	
 Liabilities	964.5	1,050.7	Incl. A.Lingus €663.7m
Debt	<u>1,677.7</u>	<u>1,697.7</u>	
Shareholders Funds	<u>1,992.0</u>	<u>2,379.6</u>	
Total	<u>4,634.2</u>	<u>5,128.0</u>	

Net Cash  
€294m

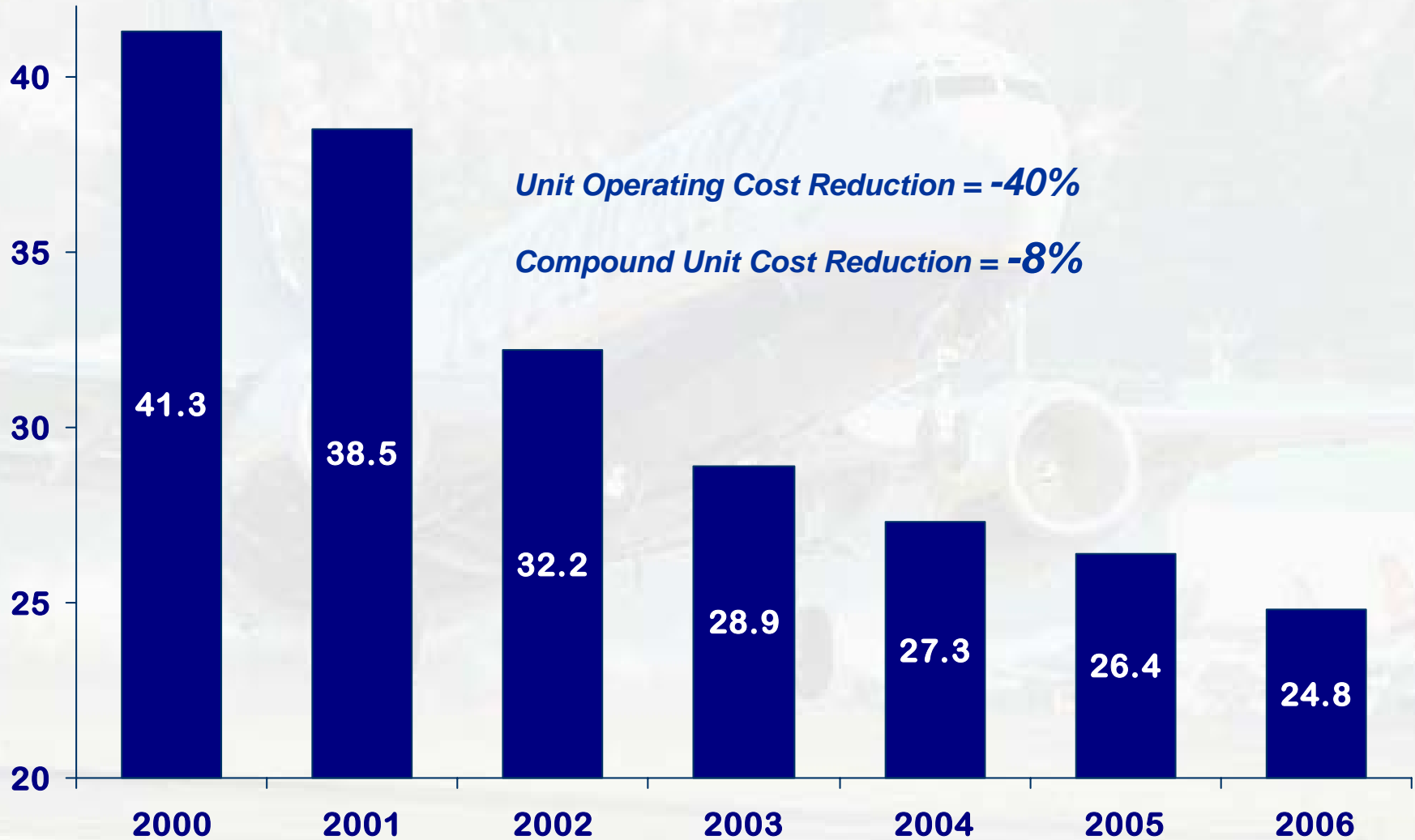
# Ryanair – Industry Leading Margins

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	<i>Rev. per pax</i>	<i>Cost per pax</i>	<i>Net Margin</i>
Ryanair	49	40	18%
Aer Lingus	125	114	9%
<i>Short Haul</i>	88		
<i>Long Haul</i>	262		
Southwest	73	69	6%
British Airways	351	332	6%
Air France	306	293	4%
Lufthansa	352	341	3%
EasyJet	67	65	3%

# Ryanair Effect – Low Cost Focus (Ex Fuel)

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# Managing Costs

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- ✦ **Total Unit Costs Increase 9% ytd – Driven by fuel & staff**
- ✦ **Fuel costs up 46% to €512m ytd**
- ✦ **Hedged at 90% for H2 at \$73 (\$1 < budget)**
- ✦ **Saving of €60m locked in for 2008**
  - ✦ *Hedged 50% of H1 2008 (\$ 61)*
  - ✦ *Hedged 90% of H2 2008 (\$ 65)*
- ✦ **Bag Charge/Priority Boarding/Web Check-in**
- ✦ **Reducing airport and handling charges**
- ✦ **Cost control continues – Ex Fuel and Staff Costs**

# Outlook for FY'07

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- ✈ Traffic growth +22% to 42.5m
- ✈ Yield Increases - Q3 = Up 7% (Incl. bag charge)  
– Q4 = Flat (Incl. bag charge)
- ✈ Competitors fuel surcharges maintain fare differentials
- ✈ Strong revenue and profits from ancillaries
- ✈ New hotel provider before end of Mar '07
- ✈ Aer Lingus – EU Comp. Phase II review due May '07
- ✈ 2 for 1 share split in Feb '07
- ✈ Full year guidance +29% to €390m

# Air Transport Emissions – The Facts

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- ✈ Air transport generates just 1.6% of GHG\* emissions
- ✈ In the EU\*\* aviation
  - 2% of CO2 emissions
  - road traffic - 18%
  - power gen. - 26%
- ✈ Air transport heavily taxed, pays for all infrastructure
- ✈ Taxing air travel won't reduce emissions (SUVs)
- ✈ Promote new aircraft - 50% less emissions per 100 RPK
  - 50% lower fuel burn per 100 RPK
  - 45% less noise
- ✈ Penalise old aircraft, low load factors, connecting travel

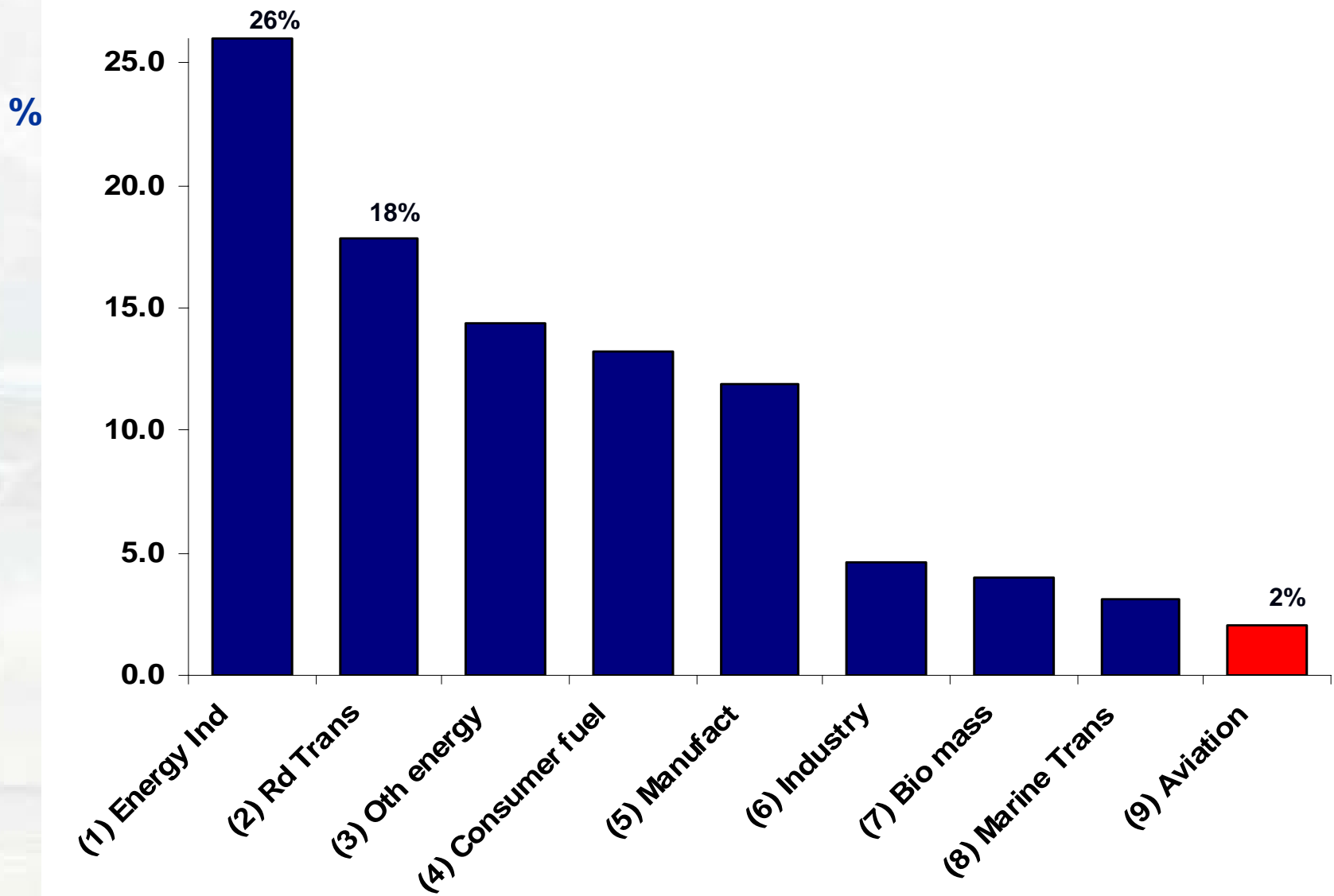
•Source: Stern Report

•\*\*Source: European Environment Agency

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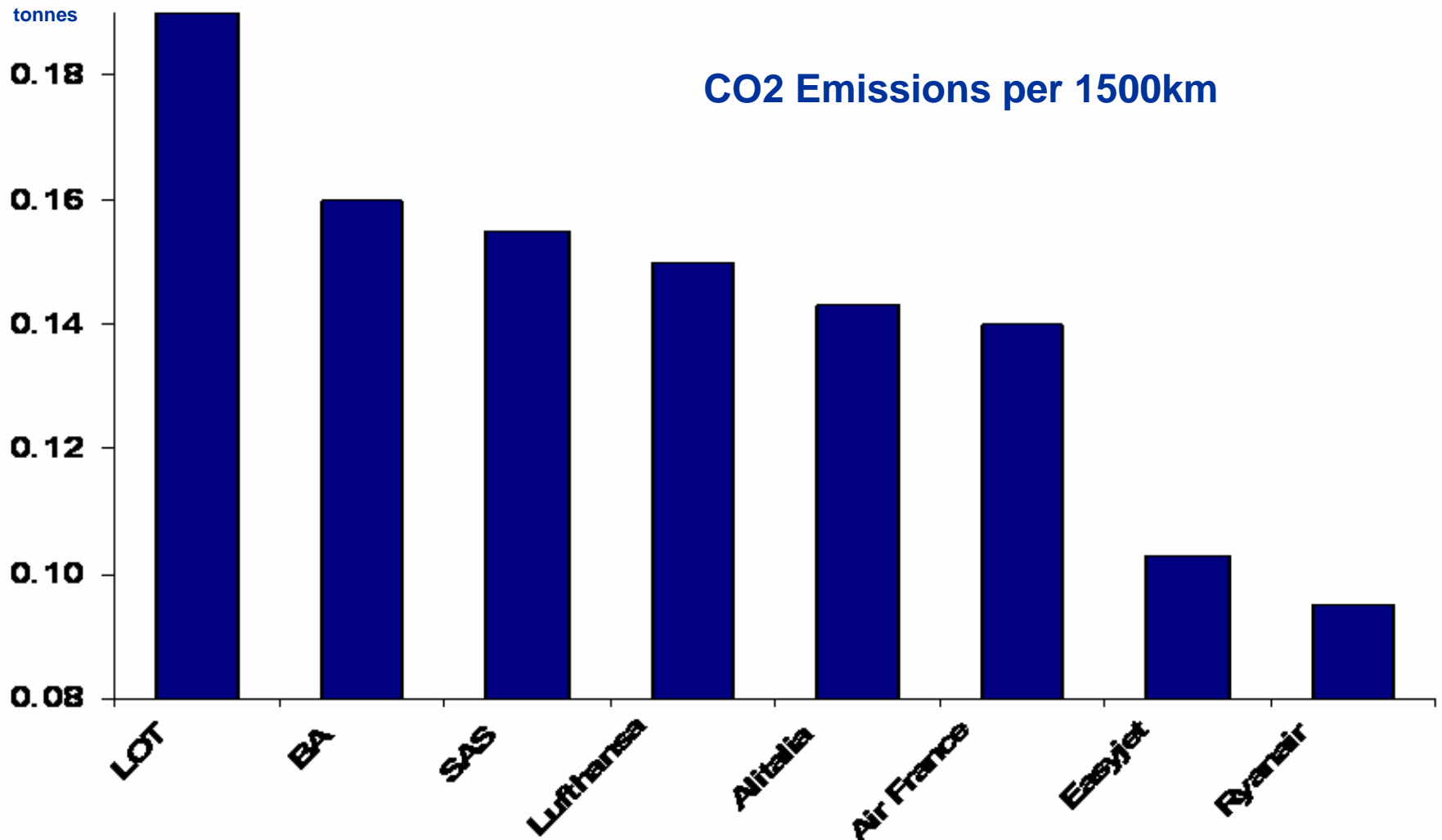
# EU CO2 Emissions – Aviation Just 2%!!!

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# Ryanair - Europe's Greenest Airline

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Source: Dutch Consumer Organisation Jan 2007

# ***Ryanair - Summary***

*Quarter 3 Results Presentation – 31 December 2006*

-  **Europe's lowest cost carrier – lowest cost wins**
-  **Lowest fares, record margins continue**
-  **Industry leading customer service delivery**
-  **Plan to double traffic and profits by 2012**
-  **New airports and bases ready**
-  **158 new aircraft facilitates growth to 80m+ pax**
-  **Lowest costs & stable yields delivers sustained profit growth**

***RYANAIR***

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***Appendix***

# Appendix 1: Competitor Fuel Surcharges

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	<i><b>Fuel Surcharge Charge</b></i>
<b>Air Berlin</b>	<b>Up to €23</b>
<b>Lufthansa</b>	<b>€12 to €52</b>
<b>British Airways</b>	<b>€12 to €53</b>
<b>Air France</b>	<b>€8 to €44</b>
<b>Iberia</b>	<b>€7 to €35</b>
<b>SAS</b>	<b>€10 to €20</b>
<b>Aer Lingus</b>	<b>Up to €45</b>