

ersonal use only

1HFY24 Financial Results

29 February 2024



- **Group Operational Review**
- Financial Highlights
- Outlook & Profit Forecast
- Dividend



Group Operational Review

- Rex exited Adelaide to Whyalla route following Whyalla City Council's decision to impose security screening charges on Rex's services that are not legally required to be screened.
- NJE launched a Brisbane base and commenced air services for BHP Mitsubishi Alliance (BMA) on 3 July 2023.
- Rex submitted a response to the Request for Information (RFI) issued by the Australian Antarctic Division (AAD) in a bid to be the next aerial operator of the Australian Antarctic Program.
- The NJE Logistics Enterprise Agreement was voted in unanimously.

Group Operational Review

- ✈ Pel-Air signed an extension agreement on the Iluka Resources contract on 20 July 2023.
- ✈ Rex took delivery of its 8th Boeing 737-800NG aircraft on 28 July 2023.
- ✈ Rex commenced its new Melbourne – Hobart domestic service on 17 August 2023. This marks the 9th route on its domestic jet network.
- ✈ AAPA resumed intake of new cadet pilots (60) from China for the first time since COVID.

Group Operational Review

- ✈ Rex took delivery of its 9th Boeing 737-800NG aircraft on 25 September 2023.
- ✈ Rex announces temporary reductions to its regional network commencing 30th October 2023 due to relentless pillaging of pilots by major domestic carriers.
- ✈ Rex Group bagged three awards at the Australian Aviation Awards for 2023:
 - Airline of the year (REX)
 - Safety Innovator of the year (REX)
 - Flight training business of the year (AAPA)





Rex Chief Operating Officer Neville Howell accepts the Airline of the Year Award at the Australian Aviation Awards 2023

Group Operational Review

- ✈️ Rex unveils 'Rex Flyer' on 2 October 2023, a new loyalty program for its frequent flyers.
- ✈️ Rex was re-awarded the contract for the WA regulated routes of Esperance, Albany and Carnarvon/Monkey Mia for a period of 5 years from 2 October 2023.
- ✈️ NJE took delivery of its 9th De Havilland Dash 8-400 aircraft on 18 October 2023.
- ✈️ Rex commenced its new Adelaide – Brisbane domestic service on 30 October 2023. This marks the 10th route on its domestic jet network.

Group Operational Review

- Rex submitted a response to the Request for Expression of Interest (REOI) issued by the Department of Home Affairs for the Provision of Aerial Surveillance Services for the Australian Border Force.
- Rex commenced Brisbane-Cairns RPT route on 22 November 2023 drawing on NJE resources.
- NJE pilot EBA was voted up on 20 November 2023.
- Rex was awarded the APEX award for best Cabin Service in South Pacific.



Group Operational Review

- ✈️ Rex took delivery of its 10th Boeing 737-800NG aircraft on 13 December 2023.
- ✈️ Rex customer service staff EBA voted up on 8 December 2023.
- ✈️ NJE secured another new contract in December, marking its seventh new contract since the start of the FY. Revenue in 1HFY24 grew 15.7% above prior period.


Group Operational Review

Subsequent Events

- ✈ Agreement signed for the sale of 3 KingAir B200C aircraft which are due to retire from the Ambulance Victoria fixed wing air ambulance contract in Q4FY24.
- ✈ Rex extends reductions to regional network until 27 October 2024.
- ✈ Pel-Air commenced partial Pilatus PC24 introduction into NSW Ambulance Services.
- ✈ NJE commenced Brisbane to Gladstone services. This marks its seventh charter destination in Queensland since establishing its Queensland base in July 2023.

Group Operational Review

Airline Reliability Index

| Airline | On Time Departure | | | | Cancellation Rate (%) | | | |
|--|----------------------------|----------------------------|-----------------|-----------------|-----------------------|------|------|------|
| | 1H FY24 | FY23 | FY22 | FY21 | 1H FY24 | FY23 | FY22 | FY21 |
|  Incl. regional and domestic | 1 st (76.4%) | 1 st (74.7%) | 1 st | 1 st | 1.55% | 1.9% | 2.3% | 2.6% |
| Qantas Group | 2 nd (69.2%) | 2 nd (69.1%) | 2 nd | 2 nd | 3.8% | 4.3% | 9.8% | 8.2% |
| Virgin Group | 3 rd (63.2%) | 3 rd (67.4%) | 3 rd | 3 rd | 5.8% | 3.5% | 8.2% | 8.9% |

Source: BITRE Aviation Statistics



- Group Operational Review
- **Financial Highlights**
- Outlook & Profit Forecast
- Dividend



Financial Highlights

Group Income Statement Review

| | 1HFY24 (\$M) | 1HFY23 (\$M) | Change |
|---|-----------------|-----------------|--------|
| Passenger Revenue | 311.4 | 292.9 | 6.3% |
| Group Total Revenue | 353.4 | 337.9 | 4.6% |
| Finance & Other Gain / (Loss) | 30.2 | (25.2) | 119.8% |
| Fuel Cost | 69.6 | 75.3 | -7.6% |
| Other Costs & Expenses Exclude Fuel | 385.7 | 330.4 | 16.7% |
| Statutory Profit/(Loss) Before Tax & Before Share Results of JV | (2.1) | (15.7) | 86.6% |
| Statutory Profit/(Loss) After Tax & Before Share Results of JV | 0.0 | (14.0) | 100% |
| Share of Results of JV | (0.5) | (2.5) | 80% |
| Fair Value Amortisation of JV | (2.7) | - | - |
| Statutory Profit/(Loss) After Tax | (3.2) | (16.5) | 80.6% |



- Group Operational Review
- Financial Highlights
- **Outlook & Profit Forecast**
- Dividend



Outlook & Profit Forecast

Outlook

Group full-year revenue expected to increase due to:

- ➔ Additional flying of up to 3 additional B737-800NGs to the fleet.
- ➔ Rex Flyer (Frequent Flyer Programme) launched in Q2 FY2024
- ➔ Increase of foreign cadets at AAPA with worldwide surge in demand for pilot training
- ➔ From early 4QFY24, full commencement of the new Ambulance Victoria contract as well as full induction of 2 Pilatus PC24 jets into the NSW Ambulance contract
- ➔ Strong growth of new charter contracts for NJE. Full FY revenue expected to be at least 17% above prior period.



Outlook & Profit Forecast

Profit Forecast

The Rex Board will not be providing any Profit Guidance for FY24 due to uncertainty in the global economic outlook.

- Group Operational Review
- Financial Highlights
- Outlook & Profit Forecast
- **Dividend**



Dividend

- ✈ No Interim Dividend will be paid.



VH-8QA

NJE NATIONAL
JET EXPRESS

NJE's 9th De Havilland Dash 8-400 aircraft

ersonal use only