

Skywest



# Skywest AGM Presentation 2009

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# Skywest Company Overview

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- Regular Passenger Airline – 16 destinations across Western Australia, Northern Territory and Indonesia.
- Charter Services – providing key fly in fly out services.
- Relationships with major charter clients: Rio Tinto, BHP, FMG, Newcrest, Citic Pacific, Argyle Diamonds, Newmont Mining and Portman Mining
- 15 Aircraft - 8 x F100 & 7 x F50



# 2008 Financial Results

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- Revenues increased 42% to S\$184m (2007: S \$130m)
- Group EBITDAR increased 51% to S\$40.2m (2007: S \$26m)
- Pre-tax profits increased 14.2% to S\$14m (2007: S \$12m)
- Profit after tax increased 30.6% to S\$10m (2007: S \$8m)
- Final Dividend payment for the year 0.7 cents per share.



# 2008 Key Results

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- RPT Passenger increased 12% to 386,600 (2007: 344,700)
- Charter services numbers increased 137% to 1,654 services (2007: 697)
- Available seat kilometres grew by 16% to 502m
- Partnership with Virgin Blue including codesharing and membership of the loyalty program Velocity.



# Interim Results Summary First Half 2009

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- Revenue for the six months up 31% to S\$97,308,717
- Significant one off investment made to establish the services for the new major Rio Tinto contract.
- EBITDAR was S\$13,850,283
- Profit from operations was \$1,123,07



# Profit Enhancement initiatives

- Cost saving programme
  - Cost reductions in supply costs from major suppliers
  - Reduction in head count
  - Wage and head count freeze
  - Managed capacity reductions
  - Reduction in office space
  
- EDB in Singapore providing a 10% concessional rate on certain activities.



# Thanks

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*Thank you for your attention.*

