



Financial Results
Six months to 31 December 2008

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23 February 2009



Key Highlights - 6 Months to 31 December 2008

- Underlying profit before tax \$60 million – down 69%
 - Higher fuel and lower RASK
 - Launched services into 13 new markets in just over 2 months.
 - Fuel prices : effective WTI averaged USD102 bbl, up 44%.
- Underlying non-fuel CASK down 1.2% to 6.55 cents
- On-going capacity management
 - FY09 domestic growth down from 20.2% to 4.5%, FY10 -2.4%
- Focus on capital retention
 - Cash management and asset realisation programme
 - Underlying business will continue to generate cash

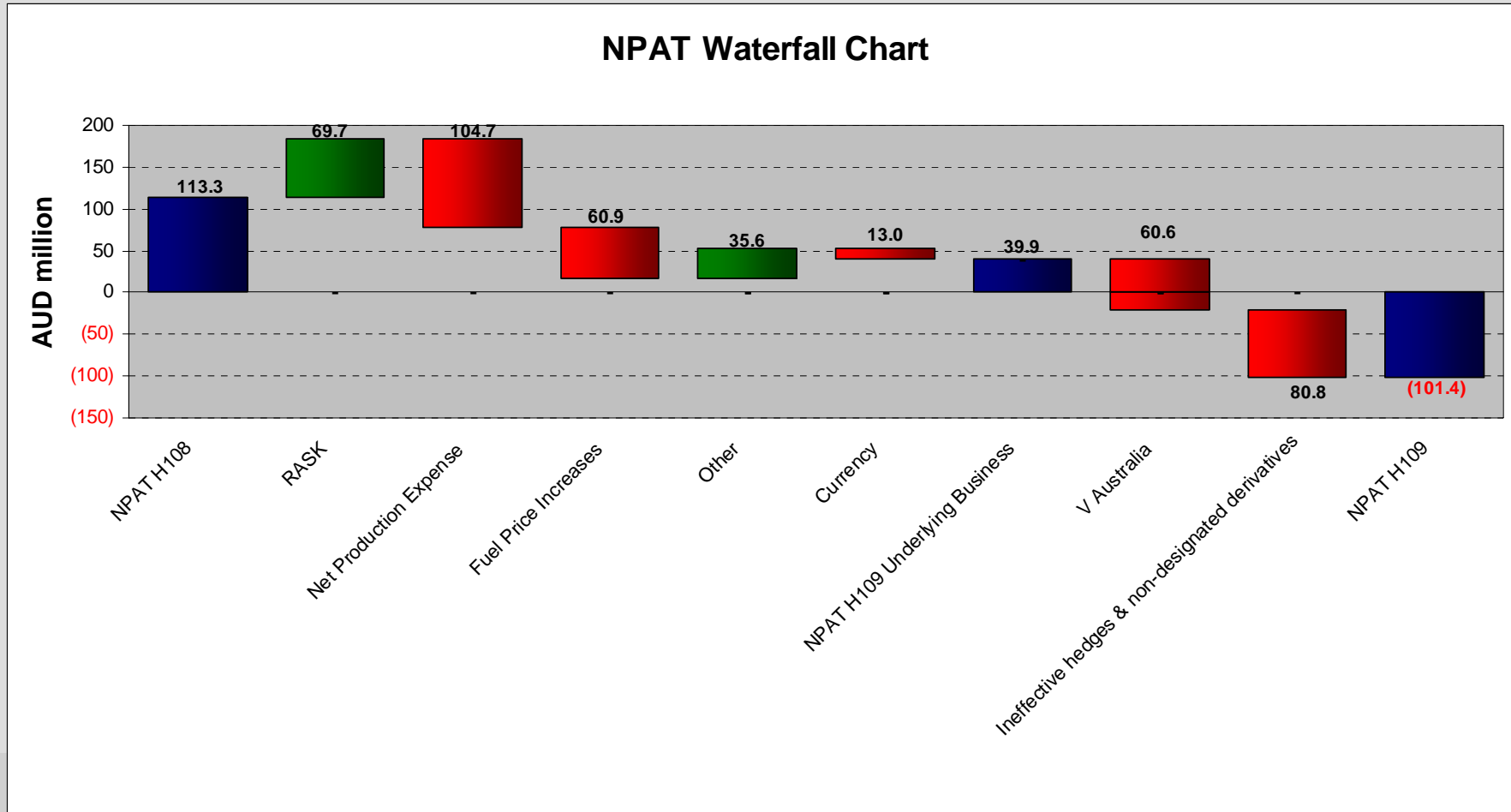
Summary Financial Results

6 months to 31 December	2008 \$m	2007 \$m	Increase / Decrease
Revenue	1,351.6	1,211.9	+ 11.5%
EBITDAR	223.3	327.4	- 31.8%
EBIT	87.0	207.2	- 58.0%
Operating profit before tax – underlying business	<u>60.0</u>	<u>193.3</u>	<u>- 68.9%</u>
New initiatives - after tax	(60.6)	(21.8)	
Financial Instruments – after tax	(80.8)	-	
Net (loss) / profit after tax	<u>(101.4)</u>	<u>113.3</u>	

Summary Operating Results

6 months to 31 December	2008	2007	% Increase/ Decrease
ASK's – capacity	13.16 B	11.33 B	+ 16.1%
RPK's – demand	10.55 B	9.42 B	+ 12.0%
Guests carried	9.24 m	8.16 m	+ 13.2%
Load factor	80.2%	83.2%	- 3.0 ^{pts}
RASK – total	10.27	10.70	- 4.0%
CASK- underlying excl fuel	6.55	6.63	-1.2%
Jet Fuel US\$bbl - average	127.02	88.07	+ 44.2%

Net Profit After Tax Reconciliation



Strategic Focus - Group

- Capacity and fleet management
- Capital retention
- Margin
 - Revenue enhancement – network optimisation, new markets, new products, ancillary revenue, code sharing, regional JV's
 - “Share shift” Accelerate Corporate Account penetration
 - Cost reduction initiatives, process re-engineering

Virgin Blue – Domestic Market

Capacity Management Plan

- Phases I-III
 - Implemented August '08 to December '08
 - Aircraft deferrals – EMB's into FY10
 - Network optimisation and utilisation flying
 - Capacity redeployment – new/uncontested/international markets
- Capacity reduced from budgeted FY09 **20.2%** to **4.5%**

Virgin Blue – Domestic Market

- Phase IV
 - Announced February 2009
 - 5 aircraft to be removed from flying for up to next 18 months
 - 400 FTE positions
 - Reassignment to VAustralia
 - Flexible working practices – part time, LWOP, job sharing
 - Management pay cuts, up to 30%
 - Board pay cut 10%
- FY09 capacity reduced from **4.5%** to **2.4%**
 - Reduced services on high frequency markets
 - Retain network integrity
- FY10 growth forecast now **-2.4%**



Virgin Blue – Domestic Market

- Market share up 0.8pts to 32.1% at November ⁽¹⁾
- FY09 target \$50 million on track
 - Additional, sustainable \$40 million identified for 2H09
- Corporate and Government business up 15%
- Best On-Time Performance – **still** ⁽¹⁾

	1H09	FY08	FY07	FY06
■ VB	1 st	1 st	1 st	1 st
■ QF	3 rd	2 nd	2 nd	3 rd
■ JQ	2 nd	3 rd	3 rd	2 nd

(1) source: BITRE



Pacific Blue

- International Operations

- Fleet increased by October redeployment 4 x 737's, to total of 10
- New routes performing to expectations
- Network efficiencies
- Core business holding up in difficult environment

- Domestic Operations

- New regional route launched from existing capacity
- Market stimulated but average market fares reduced significantly



V Australia

- AOC issued 19 February 2009
- First Flight 27 February 2009
- Business Rationale
 - Right Aircraft - 777-300ER ideal mission capability
 - All financed
 - Right Market - historically returns very strong
 - target one-stop market
 - Right Product - superior fleet-wide product (J, W and Y)
 - Right model - clean sheet and lower cost base
 - aircraft delivery profile under review
 - Timing - Boeing Strike, Global recession though limited production levels.



Fleet Update



At 30 June	At June 2008	Additions + -	At 31 Dec 2008	Future* Deliveries
737- 700 NG	22	-	22	-
737- 800 NG	37	1	38	19
EMB-170 LR	4	2	6	-
EMB-190 LR	5	7	12	6
777-300ER	-	-	-	7
	68	10	78	
Virgin Blue	62	6	68	
Pacific Blue	6	4	10	
V Australia	-	-	-	
* 2010-2016	68	10	78	



Capital Management

- No Interim dividend.
- Cash management key focus
 - Asset realisation programme – potential \$150m+ as required
 - Net cash inflow from operations \$124 million.
 - Cash balance \$526million.
- No refinancing obligations or covenants under existing debt facilities.
- No cash collateral requirements for hedge book.
- 2H09 total capital expenditure forecast at \$300 million.
- Fleet financing will become scarce and more expensive, but...
 - All 777's secured (EXiM guarantee)
 - 737 CY09 secured, LOI 2 x EMB

Risk Management

- Foreign Exchange
 - Approx 80% operating expense cover at 0.87 worst case FY09
 - 80% FY09 Capex hedged at 0.84
- Fuel
 - Approx 74% cover for 2H09 dropping to 35% for FY10, predominantly collars with participation limited from US\$89 bbl.
- Financial instruments - Ineffective Hedging expense
 - Non cash expense to 1H09 results of \$114 million reflects mark to market of fuel and currency hedges deemed ineffective under IFRS accounting rules, based on current spot

Outlook

- Demand environment most challenging ever
- Domestic fares at 17 year lows
 - Fuel surcharges eliminated
 - Flight to Value
- FY09 outlook remains demanding
 - VB operating at break even
 - VAustralia investment on track, excluding fx loss
- Positioning Airline for next 2 years to deal with current recessionary levels.



Thank you
Questions

