

Aer Lingus Group plc
Key 12 month financial results for 2006 to 2012 (un-audited)

€ million except where otherwise indicated	2006	2007	2008	2009	2010	2011	2012
Revenue							
- Passenger fare revenue	997.9	1,123.3	1,149.2	992.7	1,001.1	1,068.0	1,159.9
- Retail revenue	63.4	108.7	149.7	173.9	165.1	168.7	176.5
Total passenger revenue	1,061.3	1,232.0	1,298.9	1,166.6	1,166.2	1,236.7	1,336.4
Cargo revenue	49.5	47.7	50.3	34.3	41.3	43.0	45.6
Other revenue	5.1	5.2	5.8	4.8	8.1	8.6	11.3
Total revenue	1,115.8	1,284.9	1,355.0	1,205.7	1,215.6	1,288.3	1,393.3
Staff costs	(270.1)	(307.3)	(334.3)	(312.2)	(264.0)	(260.6)	(266.8)
Depreciation & amortisation	(58.2)	(69.3)	(71.9)	(82.7)	(87.4)	(79.8)	(76.1)
Aircraft operating lease costs	(49.6)	(50.6)	(51.3)	(55.8)	(51.6)	(43.9)	(46.1)
Fuel & oil costs	(234.1)	(253.3)	(401.3)	(331.7)	(266.2)	(288.7)	(358.6)
Maintenance expenses	(72.6)	(82.6)	(74.4)	(70.5)	(54.3)	(58.1)	(60.0)
Airport charges	(200.7)	(221.4)	(242.9)	(252.0)	(252.6)	(275.6)	(295.3)
Enroute charges	(49.5)	(54.7)	(57.3)	(59.0)	(56.0)	(59.7)	(61.4)
Distribution charges	(43.3)	(51.2)	(49.4)	(45.5)	(47.5)	(46.7)	(46.9)
Ground operations, catering & other operating costs	(90.8)	(97.2)	(101.0)	(101.7)	(109.3)	(129.1)	(126.3)
Other gains/losses	(7.7)	(8.9)	8.8	24.2	25.8	3.0	13.3
Employee Profit share	(7.3)	(9.8)	0.0	0.0	0.0	0.0	0.0
Total operating costs	(1,083.9)	(1,206.2)	(1,375.0)	(1,286.8)	(1,163.0)	(1,239.2)	(1,324.2)
Operating result before exceptional items	31.9	78.6	(20.0)	(81.0)	52.5	49.1	69.1
Net exceptional items	(133.0)	3.5	(140.9)	(88.6)	(31.0)	37.2	(26.5)
Operating result after exceptional items	(101.1)	82.2	(160.9)	(169.6)	21.6	86.3	42.6
Finance income	48.6	65.1	60.9	36.9	23.0	15.4	15.3
Finance costs	(26.9)	(22.6)	(22.0)	(22.1)	(17.2)	(17.3)	(17.1)
Share of loss of Joint Venture	0.0	0.0	0.0	0.0	0.0	0.0	(0.2)
Profit/(loss) before tax	(79.4)	124.7	(122.1)	(154.8)	27.3	84.4	40.6
Tax	9.4	(19.5)	12.2	24.8	15.8	(13.2)	(6.5)
Profit/loss for the period	(69.9)	105.3	(109.9)	(130.1)	43.0	71.2	34.1
EBITDAR for period	183.8	208.3	103.1	57.5	191.5	172.8	191.3
Gross cash @ period end	1,323.7	1,132.3	1,206.8	828.5	885.0	894.8	908.5
Debt @ period end	450.4	375.3	552.9	492.6	535.2	577.2	531.6

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Key 12 month operating metrics for 2006 to 2012 (un-audited)

	2006	2007	2008	2009	2010	2011	2012
Passengers ('000s)							
Short haul	7,513	8,070	8,737	9,305	8,438	8,616	8,674
Long haul	1,118	1,235	1,264	1,077	908	897	979
Total	8,631	9,305	10,001	10,382	9,346	9,513	9,653
Revenue Passenger Kilometres ("RPKs") (million)							
Short haul	7,251	8,017	9,109	9,965	9,129	9,331	9,393
Long haul	6,112	6,790	7,168	5,854	4,766	4,720	5,130
Total	13,363	14,807	16,277	15,819	13,895	14,051	14,523
Available Seat Kilometres ("ASKs") (million)							
Short haul	9,613	10,743	12,328	13,220	12,188	12,509	12,464
Long haul	7,613	8,890	10,042	8,008	6,081	6,084	6,221
Total	17,226	19,633	22,370	21,228	18,269	18,593	18,685
Passenger load factor (flown RPKs per ASKs)							
Short haul	75.4%	74.6%	73.9%	75.4%	74.9%	74.6%	75.4%
Long haul	80.3%	76.4%	71.4%	73.1%	78.4%	77.6%	82.5%
Total	77.6%	75.4%	72.8%	74.5%	76.1%	75.6%	77.7%
Average yield per passenger (€)							
Short haul	90.99	93.77	87.57	77.10	85.92	90.65	94.11
Long haul	280.90	296.87	303.87	255.62	304.07	319.96	350.82
Total	115.61	120.72	114.91	95.62	107.12	112.27	120.15
Retail revenue per passenger (€)	7.35	11.68	14.97	16.75	17.67	17.73	18.28