

QANTAS AIRWAYS LIMITED

ABN 16 009 661 901

PRELIMINARY MONTHLY TRAFFIC AND CAPACITY STATISTICS

SEPTEMBER 2014

Summary of Traffic and Capacity Statistics

Month of September 2014

Qantas Group passenger numbers for September 2014 increased by 2.7 per cent from the previous year. Group capacity (Available Seat Kilometres) increased by 0.7 per cent and Group demand (Revenue Passenger Kilometres) increased by 2.2 per cent, resulting in a revenue seat factor of 79.6 per cent which was 1.1 percentage point higher than the previous year.

Group Domestic capacity in the month was marginally lower compared to the prior corresponding period. Capacity growth at QantasLink was driven by the introduction of B717 services on routes including Canberra and Hobart.

For September 2014, Qantas Group yields were higher than the prior corresponding period. Total Domestic (comprising Qantas Domestic, QantasLink and Jetstar Domestic) yields were higher than the prior corresponding period. Total International yields were higher than the prior corresponding period.

Financial Year 2015

Qantas Group passenger numbers for the financial year to date increased by 3 per cent from the previous year. Group capacity increased by 1.1 per cent and demand increased by 2.9 per cent, resulting in a revenue seat factor of 80.1 per cent which was 1.4 percentage points higher than the previous year.

For the financial year to date, Qantas Group yields were lower than the prior corresponding period. Total Domestic (comprising Qantas Domestic, QantasLink and Jetstar Domestic) yields were lower than the prior corresponding period. Total International yields were higher than the prior corresponding period, with improvements seen across the majority of routes.

Qantas Loyalty Quarterly Update

For the financial year to date (September 2014), Qantas Loyalty billings increased by 8.4 per cent from the previous year. Awards redeemed by members increased by 6.4 per cent from the same period in the previous year. Approximately 200,000 new members have joined the Qantas Frequent Flyer program since 30 June 2014.

Recent Developments

On 21 October 2014, Qantas unveiled the new Business Suites that will be progressively installed on its A330 fleet from December 2014. The Suites, which include fully-flat beds and direct aisle access for every Business Class passenger, will be available on all 28 of Qantas' A330 aircraft.

On 20 October 2014, Qantas announced it will begin construction on its new Domestic Business Lounge at Perth Airport to coincide with the airline's move to a dedicated Qantas precinct in 2015. The new lounge will add 30 per cent more Qantas lounge capacity into the Perth market.

On 7 October 2014, Qantas Frequent Flyer announced it will introduce new benefits for members of the 'Platinum One' flying tier, including complimentary 'Platinum' membership for a spouse or de factor partner and waivers for any fare differential to move to an earlier Qantas domestic flight when travelling on a flexible fare.

On 29 September 2014, Qantas International began non-stop A380 services between Sydney and Dallas/Fort Worth, previously flown by B747 aircraft. The introduction of the A380 increases seats on the route by 10 per cent per week.

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	Month			Financial Year to Date		
	2014/15	2013/14	Change	2014/15	2013/14	Change
QANTAS DOMESTIC (INCLUDING QANTASLINK) - SCHEDULED SERVICES						
Passengers Carried ('000)	1,821	1,793	1.6%	5,584	5,568	0.3%
Revenue Passenger Kilometres (m)	2,323	2,311	0.5%	7,145	7,185	(0.6)%
Available Seat Kilometres (m)	3,124	3,156	(1.0)%	9,457	9,672	(2.2)%
Revenue Seat Factor (%)	74.4	73.2	1.1 pts	75.6	74.3	1.3 pts
QANTAS DOMESTIC (EXCLUDING QANTASLINK) - SCHEDULED SERVICES						
Passengers Carried ('000)	1,303	1,353	(3.7)%	3,998	4,215	(5.2)%
Revenue Passenger Kilometres (m)	1,995	2,027	(1.6)%	6,122	6,301	(2.8)%
Available Seat Kilometres (m)	2,617	2,698	(3.0)%	7,888	8,271	(4.6)%
Revenue Seat Factor (%)	76.2	75.1	1.1 pts	77.6	76.2	1.4 pts
QANTASLINK - SCHEDULED SERVICES						
Passengers Carried ('000)	518	440	17.8%	1,586	1,352	17.3%
Revenue Passenger Kilometres (m)	329	284	15.8%	1,023	884	15.7%
Available Seat Kilometres (m)	507	458	10.7%	1,568	1,401	11.9%
Revenue Seat Factor (%)	64.8	62.0	2.8 pts	65.2	63.1	2.1 pts
JETSTAR DOMESTIC - SCHEDULED SERVICES						
Passengers Carried ('000)	1,095	1,023	7.1%	3,277	3,021	8.5%
Revenue Passenger Kilometres (m)	1,301	1,258	3.4%	3,903	3,716	5.0%
Available Seat Kilometres (m)	1,603	1,579	1.5%	4,727	4,568	3.5%
Revenue Seat Factor (%)	81.2	79.7	1.5 pts	82.6	81.3	1.2 pts
QANTAS INTERNATIONAL - SCHEDULED SERVICES						
Passengers Carried ('000)	484	494	(2.0)%	1,470	1,497	(1.8)%
Revenue Passenger Kilometres (m)	4,059	4,064	(0.1)%	12,343	12,267	0.6%
Available Seat Kilometres (m)	4,857	4,856	0.0%	14,891	14,936	(0.3)%
Revenue Seat Factor (%)	83.6	83.7	(0.1) pts	82.9	82.1	0.8 pts
JETSTAR INTERNATIONAL - SCHEDULED SERVICES						
Passengers Carried ('000)	424	405	4.7%	1,294	1,230	5.2%
Revenue Passenger Kilometres (m)	1,267	1,140	11.1%	3,906	3,519	11.0%
Available Seat Kilometres (m)	1,622	1,571	3.2%	4,960	4,727	4.9%
Revenue Seat Factor (%)	78.2	72.6	5.5 pts	78.8	74.5	4.3 pts
JETSTAR ASIA - SCHEDULED SERVICES						
Passengers Carried ('000)	302	302	0.0%	1,002	939	6.7%
Revenue Passenger Kilometres (m)	499	474	5.3%	1,660	1,464	13.4%
Available Seat Kilometres (m)	660	616	7.2%	2,127	1,881	13.1%
Revenue Seat Factor (%)	75.6	77.0	(1.4) pts	78.0	77.8	0.2 pts
QANTAS GROUP OPERATIONS						
Passengers Carried ('000)	4,127	4,017	2.7%	12,627	12,255	3.0%
Revenue Passenger Kilometres (m)	9,449	9,248	2.2%	28,957	28,152	2.9%
Available Seat Kilometres (m)	11,865	11,777	0.7%	36,161	35,784	1.1%
Revenue Seat Factor (%)	79.6	78.5	1.1 pts	80.1	78.7	1.4 pts
QANTAS LOYALTY						
	Quarter Ended			Financial Year to Date		
	Sep-14	Sep-13	Change	Sep-14	Sep-13	Change
Awards Redeemed (m)	1.6	1.5	6.4%	1.6	1.5	6.4%
Billings (m)	353	325	8.4%	353	325	8.4%
Total Members (m)	10.3	9.6	7.4%	10.3	9.6	7.4%

Notes

Any adjustments to preliminary statistics will be included in the year to date results next month. Where figures have been rounded, discrepancies may occur between the sum of the components of items, the total and percentage changes which are derived from figures prior to rounding. The number of passengers carried is calculated on the basis of origin/destination (ie. one origin/destination journey represents one passenger regardless of the number of stage lengths undertaken).

Key

(m): Millions

RPKs: The number of paying passengers carried multiplied by the number of kilometres flown

ASKs: The number of seats available for sale multiplied by the number of kilometres flown