

QANTAS AIRWAYS LIMITED

ABN 16 009 661 901

PRELIMINARY MONTHLY TRAFFIC AND CAPACITY STATISTICS

MARCH 2014

Summary of Traffic and Capacity Statistics

Month of March 2014

Qantas Group passenger numbers for March 2014 decreased by 0.6 per cent from the previous year. Group capacity (Available Seat Kilometres) increased by 0.8 per cent and demand (Revenue Passenger Kilometres) decreased by 5.4 per cent, resulting in a revenue seat factor of 74.4 per cent which was 4.9 percentage points lower than the previous year. Passenger numbers and revenue seat factor in the month were negatively impacted by Easter falling in April 2014 as opposed to March in 2013.

Financial Year 2014

Qantas Group passenger numbers for the financial year to date (March 2014) increased by 1.5 per cent from the previous year. Group capacity increased by 0.9 per cent and demand decreased by 1.7 per cent, resulting in a revenue seat factor of 78.0 per cent which was 2.0 percentage points lower than the previous year. QantasLink capacity increases reflect the continued roll out of B717 services on domestic routes and cabin reconfigurations.

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 as a result of continued market capacity growth and weak demand. Total International yields were lower than the prior corresponding period due to persistently high levels of competitor capacity growth.

Qantas Loyalty Quarterly Update

For the financial year to date (March 2014), Qantas Frequent Flyer (QFF) billings increased by 8.9 per cent from the previous year. Awards redeemed by QFF members increased by 13.7 per cent from the same period in the previous year. Approximately 200,000 new members have joined the QFF program since 31 December 2013.

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	Month			Financial Year to Date		
	2013/14	2012/13	Change	2013/14	2012/13	Change
QANTAS DOMESTIC (INCLUDING QANTASLINK) - SCHEDULED SERVICES						
Passengers Carried ('000)	1,859	1,882	(1.3)%	16,495	16,652	(0.9)%
Revenue Passenger Kilometres (m)	2,296	2,355	(2.5)%	20,980	21,416	(2.0)%
Available Seat Kilometres (m)	3,204	3,103	3.3%	28,439	28,054	1.4%
Revenue Seat Factor (%)	71.7	75.9	(4.3) pts	73.8	76.3	(2.6) pts
QANTAS DOMESTIC (EXCLUDING QANTASLINK) - SCHEDULED SERVICES						
Passengers Carried ('000)	1,375	1,425	(3.5)%	12,436	12,675	(1.9)%
Revenue Passenger Kilometres (m)	1,991	2,062	(3.5)%	18,361	18,858	(2.6)%
Available Seat Kilometres (m)	2,703	2,649	2.0%	24,218	24,176	0.2%
Revenue Seat Factor (%)	73.6	77.8	(4.2) pts	75.8	78.0	(2.2) pts
QANTASLINK - SCHEDULED SERVICES						
Passengers Carried ('000)	483	457	5.8%	4,059	3,977	2.1%
Revenue Passenger Kilometres (m)	305	293	4.2%	2,619	2,558	2.4%
Available Seat Kilometres (m)	501	454	10.4%	4,221	3,878	8.9%
Revenue Seat Factor (%)	60.9	64.6	(3.6) pts	62.0	66.0	(3.9) pts
JETSTAR DOMESTIC - SCHEDULED SERVICES						
Passengers Carried ('000)	1,001	939	6.6%	9,364	8,833	6.0%
Revenue Passenger Kilometres (m)	1,142	1,099	3.9%	11,109	10,609	4.7%
Available Seat Kilometres (m)	1,421	1,321	7.6%	13,446	12,905	4.2%
Revenue Seat Factor (%)	80.4	83.2	(2.8) pts	82.6	82.2	0.4 pts
QANTAS INTERNATIONAL - SCHEDULED SERVICES						
Passengers Carried ('000)	458	490	(6.5)%	4,472	4,403	1.6%
Revenue Passenger Kilometres (m)	3,672	4,071	(9.8)%	35,720	36,771	(2.9)%
Available Seat Kilometres (m)	4,942	5,038	(1.9)%	44,585	44,440	0.3%
Revenue Seat Factor (%)	74.3	80.8	(6.5) pts	80.1	82.7	(2.6) pts
JETSTAR INTERNATIONAL - SCHEDULED SERVICES						
Passengers Carried ('000)	395	443	(10.8)%	3,738	3,942	(5.2)%
Revenue Passenger Kilometres (m)	1,137	1,236	(8.0)%	10,815	11,422	(5.3)%
Available Seat Kilometres (m)	1,571	1,622	(3.1)%	14,330	14,775	(3.0)%
Revenue Seat Factor (%)	72.4	76.2	(3.8) pts	75.5	77.3	(1.8) pts
JETSTAR ASIA - SCHEDULED SERVICES						
Passengers Carried ('000)	347	329	5.4%	3,010	2,704	11.3%
Revenue Passenger Kilometres (m)	538	525	2.6%	4,634	4,447	4.2%
Available Seat Kilometres (m)	669	629	6.3%	5,936	5,661	4.9%
Revenue Seat Factor (%)	80.5	83.4	(2.9) pts	78.1	78.6	(0.5) pts
QANTAS GROUP OPERATIONS						
Passengers Carried ('000)	4,059	4,083	(0.6)%	37,079	36,535	1.5%
Revenue Passenger Kilometres (m)	8,785	9,285	(5.4)%	83,258	84,665	(1.7)%
Available Seat Kilometres (m)	11,807	11,714	0.8%	106,736	105,835	0.9%
Revenue Seat Factor (%)	74.4	79.3	(4.9) pts	78.0	80.0	(2.0) pts
QANTAS LOYALTY						
	Quarter Ended			Financial Year to Date		
	Mar-14	Mar-13	Change	2013/14	2012/13	Change
Awards Redeemed (m)	1.7	1.4	18.3%	4.7	4.1	13.7%
Billings (m)	312	288	8.2%	974	895	8.9%
Total Members (m)	9.9	9.1	8.7%	9.9	9.1	8.7%

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