## QANTAS AIRWAYS LIMITED ABN 16 009 661 901

# PRELIMINARY MONTHLY TRAFFIC AND CAPACITY STATISTICS JANUARY 2008

#### **Summary of Traffic and Capacity Statistics**

### Month of January 2008

January Group (comprising Qantas Domestic, QantasLink, Jetstar and Qantas International) passenger numbers increased by 5.6 per cent over the previous year. RPKs increased by 4.3 per cent, while ASKs were up 3.7 per cent, resulting in a revenue seat factor of 84.2 per cent, which was 0.5 percentage points higher than the previous year.

#### **Financial Year to Date January 2008**

Total Domestic (Qantas, QantasLink and Jetstar domestic operations) yield excluding exchange for the financial year to January 2008 increased by 1.2 per cent when compared to the same period last year. Total International (Qantas and Jetstar international operations) yield excluding exchange increased by 6.5 per cent over the same period. The reported yield variances have been calculated in accordance with the accounting requirements of IFRIC 13 Customer Loyalty Programmes.

Group passenger numbers for the financial year to January 2008 increased by 6.6 per cent from the previous year. RPKs increased by 6.0 per cent, while ASKs increased by 3.9 per cent, resulting in a revenue seat factor of 82.4 per cent, which was 1.6 percentage points higher than the previous year.

#### **Recent Developments**

On 12 March 2008, QantasLink welcomed the first intake of 14 pilots for its new Pilot Trainee Program. The airline received over 500 applications for the QantasLink Pilot Trainee Program since January and aimed to train more than 100 pilots over the next 12 months.

On 12 March 2008, Qantas said it would commence its first ever non-stop services to South America, with three return flights a week from Sydney to Buenos Aires (subject to regulatory approval) commencing on 24 November, 2008.

On 11 March 2008, Qantas announced new services from Brisbane and Sydney to the United States, which would take its total services to the US to a record 47 flights each week. The new services would commence in March and April.

On 11 March 2008, Qantas said it would open a new customer service Centre of Excellence in Sydney in October 2008 that would provide an enhanced training program for over 18,000 staff from across the Qantas Group.

On 4 March 2008, Jetstar announced it had secured a new Enterprise Agreement with the Jetstar Pilots Association and the Australian Federation of Air Pilots covering over 450 Jetstar pilot employees. The new five year Agreement was accepted by a majority vote of participating Jetstar pilot employees, has been registered and is now operative.

On 21 February 2008, Qantas announced a record profit before tax of \$905 million for the half-year to 31 December 2007, a 101 per cent increase on last year's profit result. The Board declared an interim fully franked ordinary dividend of 18 cents per share, a 20 per cent increase on the 15 cents per share special interim dividend in 2007.

On 21 February 2008, Qantas and Jetset Travelworld Limited (Jetset) announced a proposed merger which will create a leading vertically integrated travel services business in Australia with significant growth potential. The merger will require Jetset shareholder and regulatory approval.

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## PRELIMINARY MONTHLY TRAFFIC AND CAPACITY STATISTICS

#### **JANUARY 2008**

| JANUARY 2008                     |         |         |           |                        |         |         |
|----------------------------------|---------|---------|-----------|------------------------|---------|---------|
|                                  | Month   |         |           | Financial Year to Date |         |         |
| Qantas Domestic                  | 2007/08 | 2006/07 | Change    | 2007/08                | 2006/07 | Change  |
| Passengers carried ('000)        | 1,350   | 1,314   | 2.7%      | 10,254                 | 9,658   | 6.2%    |
| Revenue Passenger Kilometres (m) | 2,037   | 1,983   | 2.7%      | 14,983                 | 14,125  | 6.1%    |
| Available Seat Kilometres (m)    | 2,530   | 2,456   | 3.0%      | 18,174                 | 17,556  | 3.5%    |
| Revenue Seat Factor (%)          | 80.5    | 80.7    | (0.2) pts | 82.4                   | 80.5    | 1.9 pts |
| QantasLink                       |         |         |           |                        |         |         |
| Passengers carried ('000)        | 323     | 287     | 12.4%     | 2,502                  | 2,236   | 11.9%   |
| Revenue Passenger Kilometres (m) | 231     | 191     | 21.1%     | 1,699                  | 1,472   | 15.4%   |
| Available Seat Kilometres (m)    | 340     | 285     | 19.4%     | 2,306                  | 2,046   | 12.7%   |
| Revenue Seat Factor (%)          | 67.9    | 67.0    | 0.9 pts   | 73.7                   | 71.9    | 1.8 pts |
| Jetstar Domestic                 |         |         |           |                        |         |         |
| Passengers carried ('000)        | 680     | 602     | 12.8%     | 4,438                  | 4,145   | 7.1%    |
| Revenue Passenger Kilometres (m) | 764     | 655     | 16.6%     | 5,040                  | 4,717   | 6.9%    |
| Available Seat Kilometres (m)    | 935     | 832     | 12.4%     | 6,089                  | 5,877   | 3.6%    |
| Revenue Seat Factor (%)          | 81.6    | 78.7    | 2.9 pts   | 82.8                   | 80.3    | 2.5 pts |
| Qantas International             |         |         |           |                        |         |         |
| Passengers carried ('000)        | 731     | 766     | (4.6)%    | 4,914                  | 5,229   | (6.0)%  |
| Revenue Passenger Kilometres (m) | 5,360   | 5,487   | (2.3)%    | 35,499                 | 36,482  | (2.7)%  |
| Available Seat Kilometres (m)    | 6,136   | 6,337   | (3.2)%    | 42,340                 | 44,698  | (5.3)%  |
| Revenue Seat Factor (%)          | 87.4    | 86.6    | 0.8 pts   | 83.8                   | 81.6    | 2.2 pts |
| Jetstar International            |         |         |           |                        |         |         |
| Passengers carried ('000)        | 149     | 90      | 65.7%     | 907                    | 329     | 175.4%  |
| Revenue Passenger Kilometres (m) | 688     | 391     | 76.1%     | 4,120                  | 1,070   | 284.9%  |
| Available Seat Kilometres (m)    | 844     | 489     | 72.6%     | 5,503                  | 1,467   | 275.0%  |
| Revenue Seat Factor (%)          | 81.5    | 79.9    | 1.6 pts   | 74.9                   | 72.9    | 2.0 pts |
| Total Group Operations           |         |         |           |                        |         |         |
| Passengers carried ('000)        | 3,232   | 3,059   | 5.6%      | 23,015                 | 21,598  | 6.6%    |
| Revenue Passenger Kilometres (m) | 9,079   | 8,706   | 4.3%      | 61,341                 | 57,867  | 6.0%    |
| Available Seat Kilometres (m)    | 10,786  | 10,399  | 3.7%      | 74,412                 | 71,644  | 3.9%    |
| Revenue Seat Factor (%)          | 84.2    | 83.7    | 0.5 pts   | 82.4                   | 80.8    | 1.6 pts |

#### 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 and the total and in 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