# 2006/07 Interim Results Supplementary Information

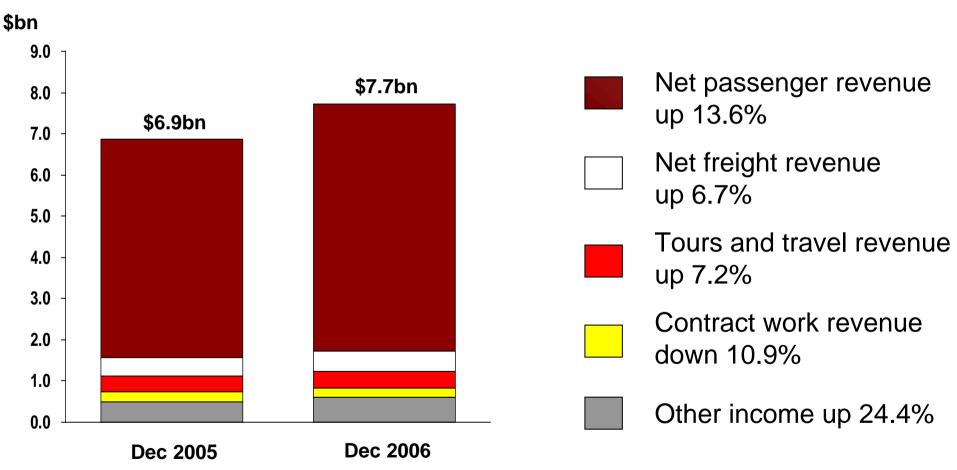
# **Highlights**

		Six months to December 2006	Six months to December 2005	Increase/ (decrease) %
Sales and other income	\$m	7,727	6,857	12.7
Expenditure	\$m	(7,179)	(6,346)	13.1
ЕВІТ	\$m	548	511	7.1
Net finance costs	\$m	(25)	(27)	(12.4)
Profit before tax	\$m	523	484	8.3
Net profit after tax	\$m	359	353	1.7
Earnings per share	¢	18.2	18.4	(1.2)
Total dividend per share	¢	15.0 <sup>*</sup>	11.0	36.4

<sup>\*</sup> Special dividend



#### Revenue





Note: All revenue movements include the impact of foreign exchange movements.





#### Revenue

- Sales and operating revenue up 12.7% (up 12.5% excluding exchange)
  - Net passenger revenue up 13.6% (up 13.4% excluding exchange)
    - Group RPKs up 7.4%
    - Group yield per RPK up 7.0% excluding exchange
  - Net freight revenue up 6.7% (up 5.9% excluding exchange)
    - Additional revenue from operation of wet-lease freighters
    - Freight yield per RFTK up 3.7% excluding exchange

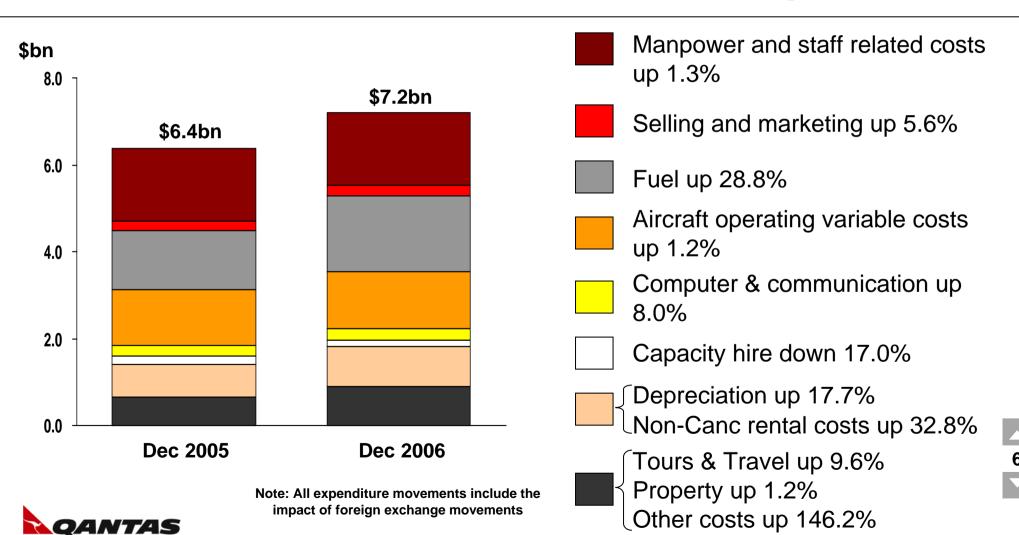




#### Revenue

- Tours and travel revenue up 7.2% (up 6.6% excluding exchange)
- Contract work revenue down 10.9% (down 10.9% excluding exchange)
  - Decline in third-party ground handling and catering revenue
- Other income up 24.4% (up 24.5% excluding exchange)
  - Recognition of \$97.5 million of compensation for the late delivery of aircraft





- Expenditure excluding net finance costs up 13.1% (up 12.8% excluding exchange)
  - Manpower and staff related costs up 1.3% (up 1.4% excluding exchange)
    - Includes increased restructuring costs of \$61 million under the Sustainable Future Program (SFP)
    - Group ASKs up 3.7%
    - Increase in wages of 3% under current EBAs
    - Partially offset by SFP benefits
    - Average FTEs down 4.1%
    - Manpower cost per ASK (excluding SFP costs) down 5.8%





- Fuel costs up 28.8% (up 29.4% excluding exchange)
  - Increase of \$379 million due to fuel price rises after hedging
  - Average US\$ into-plane jet fuel prices increased by 27.1% after hedging
  - Consumption increase of \$17 million due to activity growth
- Variable aircraft operating costs up 1.2% (up 1.4% excluding exchange)
  - Reflects activity and price related increases, particularly domestic airport charges
  - Offset by cost saving initiatives and capitalised maintenance costs as required under A-IFRS





- Depreciation and amortisation costs up 17.7%
  - New aircraft in 1H06 (2 x A330-300) and 1H07 (3 x Q400)
  - Aircraft retired between July 2005 and June 2006 (1 x B747-300, 2 x B737-300, 2 x Dash 8)
  - \$12 million from a change in accounting policy on aircraft modifications
  - \$41 million in depreciation on capitalised maintenance costs as required under A-IFRS



- Tours and travel cost of sales up 9.6% (up 9.3% excluding exchange)
  - Driven by increased activity

- Selling and marketing costs up 5.6% (up 6.3% excluding exchange)
  - Includes Jetstar International start-up costs of \$26 million



- Capacity hire costs down 17.0% (down 16.6% excluding exchange)
  - Due to a move to a free sale codeshare agreement with Air Pacific and Air Vanuatu
- Non-cancellable operating lease rentals up 32.8%
  - Reflecting the impact of 15 Jetstar A320-200 leases acquired in 2005/06
  - Partially offset by the return of nine wet-leased BAe 146 aircraft



- Property costs up 1.2% (up 1.3% excluding exchange)
  - Inflationary rental increases and additional security costs
- Computer and communications up 8.0% (up 8.1% excluding exchange)
  - Increase in reservation fees reflecting the higher passenger revenue
  - Increase in IT project costs principally related to the eQ program
  - Additional infrastructure costs following the closure of the CBD Data
    Centre



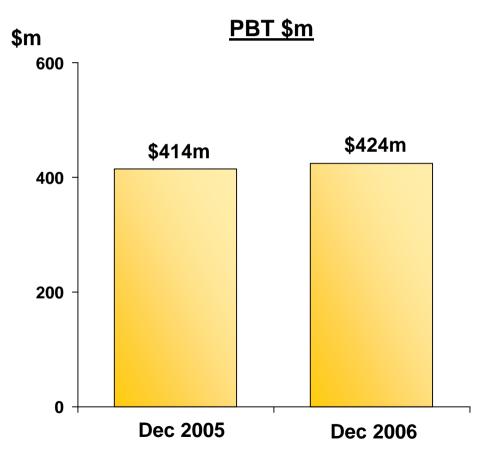
- Other costs up 146.2% (up 124.4% excluding exchange)
  - Includes the unfavourable impact of \$99 million from the accounting recognition of open hedging instruments (hedge ineffectiveness) as required under A-IFRS, compared to a favourable impact of \$49 million in the comparative results
- Net finance costs down 12.4% (down 16.2% excluding exchange)
  - Due to interest received from higher average cash balance



- Net expenditure per ASK increased by 11.6%
- Normalised unit costs improved by 0.9% after adjusting for fuel cost movements, restructuring expenses and ineffectiveness from open hedge positions
- Net foreign exchange movements of \$8 million adversely impacted the Qantas Group result



#### **Qantas Mainline**

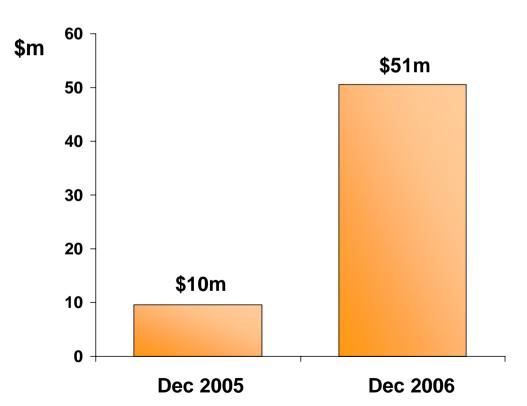


- PBT of \$424m, or 80.9% of Group
  PBT
- RPKs up 3.5%
- ASKs down 0.1%
- Seat factor up 2.8% pts to 80.4%
- Yield excluding exchange increased by 8.3%



#### **Jetstar A320**

#### PBT \$m



- PBT of \$51m, or 9.7% of Group PBT
- RPKs up 57.8%
- ASKs up 50.7%
- Seat factor up 3.6% pts to 79.3%
- Yield excluding exchange decreased by 1.7%

Note: Jetstar A320 includes domestic, trans-Tasman and short-haul international operations. Excludes Jetstar International start-up costs of \$26 million.



#### **Yield**

- Total Domestic yield (Qantas, QantasLink and Jetstar) excluding exchange for the six months to December 2006 increased by 3.5% when compared with the six months to December 2005
- Total International yield (Qantas, Jetstar International and Trans-Tasman operations) excluding exchange increased by 8.3% over the same period



#### **Portfolio Businesses**

#### **PBT**

	Six months to December 2006 \$m	Six months to December 2005 \$m	Increase/ (decrease) \$m
Qantas Flight Catering	15	16	(1)
Qantas Holidays	26	26	-
Qantas Defence Services	11	4	7
Share of net profits of Associates and JVs	14	7	7
Other Subs & Eliminations	11	7	4
Total Portfolio Businesses	77	60	17



# **Equity Accounted Investments**

#### **Contribution to Net Profit**

December 2006	December 2005	Increase/ (decrease)
		\$m_ 3.1
9.6	9.7	(0.1)
0.1	2.4	(2.3)
(4.4)	(12.2)	7.8
(1.9)	(2.3)	0.4
-	0.7	(0.7)
0.1	2.2	(2.1)
1.3	0.7	0.6
13.5	6.8	6.7
	December 2006 \$m 8.7 9.6 0.1 (4.4) (1.9) - 0.1 1.3	December 2006      December 2005        \$m      \$m        8.7      5.6        9.6      9.7        0.1      2.4        (4.4)      (12.2)        (1.9)      (2.3)        -      0.7        0.1      2.2        1.3      0.7



#### **Balance Sheet and Cashflow**

		Six months to December 2006	Six months to December 2005	Increase/ (decrease)%
Capital Expenditure	\$m	661	820	19.4
Operating cashflow	\$m	1,050	986	6.6
		December 2006	June 2006	Increase/ (decrease) %
Net Debt	\$m	1,961	2,248	(12.8)
Total Equity	\$m	6,078	6,081	(0.0)
Leverage *	%	42:58	45:55	(3)pts

<sup>\*</sup> Includes off balance sheet debt.



# **Aircraft Delivery**

Aircraft Type	30/06/2006	1H07 In	1H07 (Out)	Transfers	31/12/2006
Qantas					
B747-300	5				5
B747-400	24				24
B747-400ER	6				6
B767-300ER	22				22
B767-336ER	7				7
B737-300	2			1	3
B737-300JC	7			(2)	5
B737-400JC	2				2
B737-400	19				19
B737-800NG	33				33
A330-200	4			(3)	1
A330-300	10				10
TOTAL MAINLINE FLEET	141	•	-	(4)	137
Jetstar					
A320-200	24				24
A330-200	-			3	3
QantasLink					
Boeing 717-200	8				8
BAe 146	2		(2)		-
Turbo Props	35	3			38
Express Freighters B737-300SF	_			1	1
TOTAL GROUP FLEET *	210	3	(2)	-	211

<sup>\*</sup> Aircraft movements are reflected as and when they enter into service. Excludes six temporarily grounded B717-200 aircraft.

