

**QANTAS AIRWAYS LIMITED**  
**ABN 16 009 661 901**

**PRELIMINARY\* MONTHLY TRAFFIC AND CAPACITY STATISTICS**  
**MARCH 2002**

**Summary of Traffic and Capacity Statistics**

**Month of March 2002**

International traffic, measured in Revenue Passenger Kilometres (RPKs) increased by 1.2 percent in March 2002 while capacity, measured in Available Seat Kilometres (ASKs), fell by 9.5 percent. This resulted in a revenue seat factor of 83.4 percent, 8.8 percentage points higher than for March 2001.

Domestic RPKs increased by 52.8 percent in March, while ASKs increased by 43.5 percent over the same period. The resulting revenue seat factor of 82.4 percent was 5.1 percentage points higher than the previous year.

March Group (comprising international, domestic and regional) passenger numbers increased by 32.3 percent over the previous year. RPKs increased by 12.0 percent, while ASKs were up 1.5 percent, resulting in a revenue seat factor of 82.7 percent, which was 7.8 percentage points higher than the previous year.

**Year to Date March 2002**

International revenue seat factor for year to date March 2002 increased by 1.7 percentage points to 78.1 percent when compared with year to date March 2001, while international yield excluding exchange decreased by 1.0 percent over the same period. Domestic yield excluding exchange for the financial year to March increased by 6.4 percent, continuing to reflect the impact of the competitive four-airline market that existed in the previous year. Domestic revenue seat factor increased by 0.4 percentage points to 80.0 percent over the same period.

Group passenger numbers for the year to March 2002 increased by 22.8 percent over the previous year. RPKs and ASKs increased by 5.9 percent and 3.9 percent respectively, resulting in a revenue seat factor of 78.3 percent, up 1.5 percentage points from the previous year.

**Recent Developments**

Qantas has rejected the ACCC's action against the airline under section 46 of the Trade Practices Act. The ACCC action relates to a legitimate, commercially justified, competitive response by Qantas to Virgin Blue commencing operations on the Brisbane-Adelaide route in early 2001. Qantas will vigorously defend this action.

Qantas announced that the majority of members of the Australian Metal Workers Union (AMWU) and Australian Workers Union (AWU) had voted to approve a 30 month wages agreement with the airline. Under the agreement, AMWU and AWU employees will receive a 3 per cent wage increase for the year beginning 1 July 2002 and a 1.5 per cent increase for the six month period beginning 1 July 2003.

Qantas announced that it will invest \$300 million to relaunch its International Business Class, featuring new custom-built seats that convert to beds. The International Business Class cabin configuration will have 15 fewer seats than are currently on board, giving customers more space. The re-designed International Business Class will also include a range of other improvements both in the air and on the ground. Installation of the new Business Class seats will start within the next 12 months and will be introduced initially on the airline's London and Hong Kong routes in the first half of 2003.

On 8 May 2002, Qantas opened its flagship Qantas Club at Sydney's International Terminal. The lounge is the largest international airport departure lounge in the Southern Hemisphere, twice the size of the previous lounge and will provide room and seating for up to 650 guests. The new lounge is part of a \$50 million investment over the next 12 months in what is the airline's biggest airport lounge development program.

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**MARCH 2002**

	Month			Financial Year to Date		
	2001/02	2000/01	Change	2001/02	2000/01	Change
<b>Domestic</b>						
Passengers carried ('000) **	1,432	960	49.2%	11,113	8,374	32.7%
Revenue Passenger Kilometres (m)	1,885	1,233	52.8%	14,767	11,042	33.7%
Available Seat Kilometres (m)	2,288	1,595	43.5%	18,470	13,874	33.1%
Revenue Seat Factor (%)	82.4	77.3	5.1 pts	80.0	79.6	0.4 pts
<b>International</b>						
Passengers carried ('000) **	768	662	16.0%	6,543	5,859	11.7%
Revenue Passenger Kilometres (m)	4,672	4,617	1.2%	39,916	40,719	(2.0)%
Available Seat Kilometres (m)	5,602	6,189	(9.5)%	51,134	53,298	(4.1)%
Revenue Seat Factor (%)	83.4	74.6	8.8 pts	78.1	76.4	1.7 pts
<b>Core Airline</b>						
Passengers carried ('000) **	2,200	1,622	35.6%	17,656	14,233	24.0%
Revenue Passenger Kilometres (m)	6,556	5,850	12.1%	54,683	51,762	5.6%
Available Seat Kilometres (m)	7,890	7,784	1.4%	69,604	67,172	3.6%
Revenue Seat Factor (%)	83.1	75.1	8.0 pts	78.6	77.1	1.5 pts
Average Passenger Journey Length	2,980	3,607	(17.4)%	3,097	3,637	(14.8)%
<b>Total Group Operations</b>						
Passengers carried ('000) **	2,502	1,891	32.3%	20,387	16,606	22.8%
Revenue Passenger Kilometres (m)	6,746	6,023	12.0%	56,466	53,331	5.9%
Available Seat Kilometres (m)	8,160	8,036	1.5%	72,119	69,420	3.9%
Revenue Seat Factor (%)	82.7	74.9	7.8 pts	78.3	76.8	1.5 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