

QANTAS AIRWAYS LIMITED

ABN 16 009 661 901

PRELIMINARY MONTHLY TRAFFIC AND CAPACITY STATISTICS

MARCH 2015

Summary of Traffic and Capacity Statistics

Month of March 2015

Qantas Group passenger numbers for March 2015 increased by 1.5 per cent compared to the prior corresponding period. Group capacity (Available Seat Kilometres) decreased by 0.2 per cent and Group demand (Revenue Passenger Kilometres) increased by 6.2 per cent, resulting in a revenue seat factor of 79.1 per cent which was 4.7 percentage points higher than the previous March.

Group Domestic (comprising Qantas Domestic and Jetstar Domestic) capacity in the month was lower compared to the prior corresponding period, in line with the mixed demand environment. Qantas Domestic capacity was lower in the month reflecting adjustments to address resource market softness in WA and QLD. Jetstar Domestic capacity reductions reflected seasonal changes and weather-related cancellations.

Group Domestic yields showed strong improvement compared to the prior corresponding period, reflecting a second month of increased demand during the Cricket World Cup. Qantas International and Jetstar International reported a strong improvement in revenue per available seat kilometre (RASK) compared to the prior corresponding period, driven by higher passenger loads.

Financial Year 2015

Qantas Group passenger numbers for the financial year to date increased by 0.8 per cent from the previous year. Group capacity increased by 0.2 per cent and demand increased by 2.5 per cent, resulting in a revenue seat factor of 79.8 per cent which was 1.8 percentage points higher than the previous year. Group Domestic capacity for financial year to date was lower compared to the prior corresponding period.

For the financial year to date, Qantas Group yields were higher compared to the prior corresponding period. Group Domestic yields were higher compared to the prior corresponding period. Total International yields were higher than the prior corresponding period, with improvements continuing to be seen across the majority of premium and leisure routes.

Qantas Loyalty Quarterly Update

For the financial year to date (31 March 2015), Qantas Loyalty billings increased by 5.4 per cent from the previous year. Awards redeemed by members, for the financial year to date increased by 1.4 per cent from the same period in the previous year. Approximately 100,000 new members have joined the Qantas Frequent Flyer program since 31 December 2014.

Recent Developments

On 17 April 2015, Qantas announced the return to the Perth-Singapore route as part of a number of improvements for West Australian travellers. From 26 June Qantas will operate five return Boeing 737 Perth-Singapore services each week, with the aircraft freed up by domestic utilisation initiatives.

On 13 April 2015, QantasLink celebrated its inaugural flight between Whyalla and Adelaide, providing customers with more travel options as part of its growth strategy in South Australia. QantasLink now offers a twice daily service on its 50-seat Q300 aircraft.

On 10 April 2015, QantasLink announced that it will create a Boeing 717 heavy maintenance base in Canberra, generating up to 40 highly skilled engineering roles in the nation's capital. From October, Canberra will be at the heart of our Boeing 717 engineering operations, which will complement our increased flying out of Canberra with this aircraft type and allow us to better utilise our existing assets at Canberra Airport.

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	Month			Financial Year to Date		
	2014/15	2013/14	Change	2014/15	2013/14	Change
QANTAS DOMESTIC* - SCHEDULED SERVICES						
Passengers Carried ('000)	1,855	1,859	(0.2)%	16,297	16,495	(1.2)%
Revenue Passenger Kilometres (m)	2,281	2,296	(0.6)%	20,619	20,980	(1.7)%
Available Seat Kilometres (m)	3,100	3,204	(3.2)%	27,504	28,439	(3.3)%
Revenue Seat Factor (%)	73.6	71.7	1.9 pts	75.0	73.8	1.2 pts
JETSTAR DOMESTIC - SCHEDULED SERVICES						
Passengers Carried ('000)	997	1,001	(0.4)%	9,864	9,364	5.3%
Revenue Passenger Kilometres (m)	1,126	1,142	(1.4)%	11,484	11,109	3.4%
Available Seat Kilometres (m)	1,367	1,421	(3.8)%	13,810	13,446	2.7%
Revenue Seat Factor (%)	82.3	80.4	2.0 pts	83.2	82.6	0.5 pts
QANTAS INTERNATIONAL - SCHEDULED SERVICES						
Passengers Carried ('000)	493	458	7.6%	4,433	4,472	(0.9)%
Revenue Passenger Kilometres (m)	4,052	3,672	10.4%	36,581	35,720	2.4%
Available Seat Kilometres (m)	4,973	4,942	0.6%	44,463	44,585	(0.3)%
Revenue Seat Factor (%)	81.5	74.3	7.2 pts	82.3	80.1	2.2 pts
JETSTAR INTERNATIONAL - SCHEDULED SERVICES						
Passengers Carried ('000)	427	395	8.1%	3,828	3,738	2.4%
Revenue Passenger Kilometres (m)	1,304	1,137	14.6%	11,756	10,815	8.7%
Available Seat Kilometres (m)	1,629	1,571	3.7%	14,856	14,330	3.7%
Revenue Seat Factor (%)	80.0	72.4	7.6 pts	79.1	75.5	3.7 pts
JETSTAR ASIA - SCHEDULED SERVICES						
Passengers Carried ('000)	347	347	0.0%	2,956	3,010	(1.8)%
Revenue Passenger Kilometres (m)	566	538	5.2%	4,883	4,634	5.4%
Available Seat Kilometres (m)	718	669	7.4%	6,305	5,936	6.2%
Revenue Seat Factor (%)	78.8	80.5	(1.7) pts	77.4	78.1	(0.6) pts
QANTAS GROUP OPERATIONS						
Passengers Carried ('000)	4,119	4,059	1.5%	37,378	37,079	0.8%
Revenue Passenger Kilometres (m)	9,329	8,785	6.2%	85,323	83,258	2.5%
Available Seat Kilometres (m)	11,788	11,807	(0.2)%	106,937	106,736	0.2%
Revenue Seat Factor (%)	79.1	74.4	4.7 pts	79.8	78.0	1.8 pts
QANTAS LOYALTY						
	Quarter Ended			Financial Year to Date		
	Mar-15	Mar-14	Change	Mar-15	Mar-14	Change
Awards Redeemed (m)	1.7	1.7	(1.8)%	4.8	4.7	1.4%
Billings (m)	326	312	4.6%	1,027	974	5.4%
Total Members (m)	10.6	9.9	6.8%	10.6	9.9	6.8%

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).

*From January 2015 Qantas Domestic and QantasLink will be reported on a combined basis.

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