

QANTAS AIRWAYS LIMITED

ABN 16 009 661 901

PRELIMINARY MONTHLY TRAFFIC AND CAPACITY STATISTICS

NOVEMBER 2013

Summary of Traffic and Capacity Statistics

Month of November 2013

Qantas Group passenger numbers for November 2013 decreased by 0.4 per cent from the previous year. Group Available Seat Kilometres (ASKs) increased by 0.8 per cent and Revenue Passenger Kilometres (RPKs) decreased by 3.3 per cent, resulting in a Revenue Seat Factor of 76.7 per cent which was 3.3 percentage points lower than the previous year.

Financial Year 2014

Qantas Group passenger numbers for the financial year to date (November 2013) increased by 1 per cent from the previous year. Group ASKs increased by 0.5 per cent and RPKs decreased by 1.5 per cent, resulting in a revenue seat factor of 78.1 per cent which was 1.7 percentage points lower than the previous year.

For the financial year to date, Qantas Group yields were lower than the prior corresponding period, reflecting challenging market conditions on domestic and international routes. Total Domestic (comprising Qantas Domestic, QantasLink and Jetstar Domestic) yields were lower as a result of continued market capacity growth and weak demand.

Qantas International yields were lower than the prior corresponding period due to high levels of competitor capacity growth, and an increase in Qantas' available capacity to Asia.

Recent Developments

On 11 December 2013, Jetstar announced it will commence a direct service between Melbourne and Tokyo (Narita), the first direct service between the cities in the last five years. Flights are expected to start from 29 April 2014, subject to government and regulatory approval.

On 5 December 2013, the Qantas Group announced a market update, a capital expenditure and structural review, and an accelerated cost reduction program to achieve total cost savings of \$2 billion over three years.

On 2 December 2013, Qantas and China Southern Airlines announced they had signed their first reciprocal codeshare agreement which will significantly improve travel options for Qantas customers and open up new tourism opportunities for Australia. Under the arrangement, Qantas customers will be able to book on China Southern's services from Sydney, Melbourne, Brisbane and Perth to Guangzhou – China's third largest city and its biggest transport hub – as well as four onward destinations within China.

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PRELIMINARY MONTHLY TRAFFIC AND CAPACITY STATISTICS
NOVEMBER 2013

| | Month | | | Financial Year to Date | | |
|--|---------|---------|-----------|------------------------|---------|-----------|
| | 2013/14 | 2012/13 | Change | 2013/14 | 2012/13 | Change |
| QANTAS DOMESTIC (INCLUDING QANTASLINK) - SCHEDULED SERVICES | | | | | | |
| Passengers Carried ('000) | 1,887 | 1,950 | (3.2)% | 9,418 | 9,613 | (2.0)% |
| Revenue Passenger Kilometres (m) | 2,342 | 2,444 | (4.2)% | 12,034 | 12,398 | (2.9)% |
| Available Seat Kilometres (m) | 3,133 | 3,125 | 0.2% | 16,087 | 16,140 | (0.3)% |
| Revenue Seat Factor (%) | 74.8 | 78.2 | (3.4) pts | 74.8 | 76.8 | (2.0) pts |
| QANTAS DOMESTIC (EXCLUDING QANTASLINK) - SCHEDULED SERVICES | | | | | | |
| Passengers Carried ('000) | 1,438 | 1,486 | (3.2)% | 7,138 | 7,323 | (2.5)% |
| Revenue Passenger Kilometres (m) | 2,053 | 2,145 | (4.3)% | 10,549 | 10,911 | (3.3)% |
| Available Seat Kilometres (m) | 2,677 | 2,684 | (0.2)% | 13,754 | 13,958 | (1.5)% |
| Revenue Seat Factor (%) | 76.7 | 79.9 | (3.2) pts | 76.7 | 78.2 | (1.5) pts |
| QANTASLINK - SCHEDULED SERVICES | | | | | | |
| Passengers Carried ('000) | 449 | 464 | (3.2)% | 2,280 | 2,290 | (0.5)% |
| Revenue Passenger Kilometres (m) | 289 | 299 | (3.4)% | 1,485 | 1,488 | (0.2)% |
| Available Seat Kilometres (m) | 455 | 441 | 3.2% | 2,333 | 2,183 | 6.9% |
| Revenue Seat Factor (%) | 63.5 | 67.8 | (4.3) pts | 63.7 | 68.1 | (4.5) pts |
| JETSTAR DOMESTIC - SCHEDULED SERVICES | | | | | | |
| Passengers Carried ('000) | 988 | 971 | 1.8% | 5,117 | 4,904 | 4.3% |
| Revenue Passenger Kilometres (m) | 1,148 | 1,154 | (0.5)% | 6,212 | 5,977 | 3.9% |
| Available Seat Kilometres (m) | 1,381 | 1,352 | 2.2% | 7,562 | 7,289 | 3.8% |
| Revenue Seat Factor (%) | 83.1 | 85.4 | (2.2) pts | 82.2 | 82.0 | 0.2 pts |
| QANTAS INTERNATIONAL - SCHEDULED SERVICES | | | | | | |
| Passengers Carried ('000) | 469 | 472 | (0.5)% | 2,463 | 2,390 | 3.0% |
| Revenue Passenger Kilometres (m) | 3,696 | 3,877 | (4.7)% | 19,864 | 20,182 | (1.6)% |
| Available Seat Kilometres (m) | 4,828 | 4,770 | 1.2% | 24,785 | 24,534 | 1.0% |
| Revenue Seat Factor (%) | 76.6 | 81.3 | (4.7) pts | 80.1 | 82.3 | (2.1) pts |
| JETSTAR INTERNATIONAL - SCHEDULED SERVICES | | | | | | |
| Passengers Carried ('000) | 395 | 425 | (7.2)% | 2,079 | 2,153 | (3.4)% |
| Revenue Passenger Kilometres (m) | 1,101 | 1,194 | (7.9)% | 5,866 | 6,242 | (6.0)% |
| Available Seat Kilometres (m) | 1,497 | 1,559 | (4.0)% | 7,888 | 8,157 | (3.3)% |
| Revenue Seat Factor (%) | 73.5 | 76.6 | (3.1) pts | 74.4 | 76.5 | (2.2) pts |
| JETSTAR ASIA - SCHEDULED SERVICES | | | | | | |
| Passengers Carried ('000) | 357 | 297 | 20.4% | 1,630 | 1,434 | 13.7% |
| Revenue Passenger Kilometres (m) | 547 | 468 | 16.8% | 2,531 | 2,435 | 3.9% |
| Available Seat Kilometres (m) | 680 | 618 | 9.9% | 3,233 | 3,109 | 4.0% |
| Revenue Seat Factor (%) | 80.4 | 75.6 | 4.8 pts | 78.3 | 78.3 | (0.0) pts |
| QANTAS GROUP OPERATIONS | | | | | | |
| Passengers Carried ('000) | 4,096 | 4,115 | (0.4)% | 20,706 | 20,494 | 1.0% |
| Revenue Passenger Kilometres (m) | 8,834 | 9,137 | (3.3)% | 46,507 | 47,235 | (1.5)% |
| Available Seat Kilometres (m) | 11,518 | 11,424 | 0.8% | 59,555 | 59,229 | 0.5% |
| Revenue Seat Factor (%) | 76.7 | 80.0 | (3.3) pts | 78.1 | 79.7 | (1.7) 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, 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