

Date: 1 March 2012



**RELEASE**  
**Virgin Australia Holdings Limited (VAH) - Preliminary Operating Statistics**  
**January 2012**

**SUMMARY OF OPERATING STATISTICS**

**Domestic and International Operations EXCLUDING Virgin Samoa**

**Month of January 2012**

Virgin Australia Domestic traffic, measured by Revenue Passenger Kilometres (RPKs), increased by 5.9% on January 2011, while capacity, measured by Available Seat Kilometres (ASKs), increased by 7.2% over the same period. Domestic passenger numbers for the month of January increased by 4.6% over the previous year. Revenue Load Factor was 0.9 points lower than January 2011.

As disclosed at the Half Year 2012 Financial Results announcement on 23 February, year-on-year domestic yield growth for the month of January was broadly in line with the strong growth rates achieved in the first half of Financial Year 2012.

Virgin Australia International capacity, measured by Available Seat Kilometres (ASKs), increased by 0.8% on January 2011. International passenger numbers for the month of January decreased by 1.2% over the previous year.

Combined Revenue Load Factor (after allowing for revenue-share arrangements with Air New Zealand and Delta Airlines) was in line with year-to-date trends.

**Financial Year to Date – January 2012**

Virgin Australia Domestic RPKs increased by 6.6% and ASKs increased by of 5.5% over the previous year. Domestic passenger numbers for the year to date increased by 4.0% from the previous year and Revenue Load Factor for the year to date was up by 0.8 points.

Virgin Australia International ASKs increased by 7.9% over the previous year. International passenger numbers for the year to date decreased by 8.8% from the previous year. The year-to-date variances are predominately driven by the withdrawal of services from the New Zealand Domestic Market in October 2010 and the restructure of the international network.

## VIRGIN AUSTRALIA HOLDINGS OPERATING STATISTICS - JANUARY

	Month			Financial Year to Date (Year ending 30 June 2012)			
	Jan-12	Jan-11	Change	YTD Jan-12	YTD Jan-11	Change	
<b>DOMESTIC</b>	Passengers Carried	1,397,436	1,336,570	4.6%	9,983,749	9,602,084	4.0%
	Revenue Passenger Kilometres (millions)	1,603	1,514	5.9%	11,374	10,669	6.6%
	Available Seat Kilometres (millions)	2,030	1,894	7.2%	14,010	13,276	5.5%
	Revenue Load Factor	79.0%	79.9%	(0.9pt)	81.2%	80.4%	0.8 pt

<b>INTERNATIONAL</b>	Passengers Carried	233,202	236,090	(1.2%)	1,533,921	1,682,076	(8.8%)
	Available Seat Kilometres (millions)	1,355	1,344	0.8%	9,314	8,633	7.9%
	Revenue Load Factor	81.1%	83.3%	(2.2pt)	79.8%	82.3%	(2.5pt)

<b>TOTAL NETWORK</b>	Passengers Carried	1,630,638	1,572,660	3.7%	11,517,670	11,284,160	2.1%
	Available Seat Kilometres (millions)	3,385	3,237	4.6%	23,323	21,909	6.5%
	Revenue Load Factor	80.4%	82.2%	(1.8pt)	80.6%	81.2%	(0.6pt)
	Average Aircraft in Fleet	96.8	87.8	10.3%	93.0	86.7	7.3%

**Notes:**

- (1) Monthly operating statistics are issued on a preliminary basis and are subject to change. Any adjustments made will flow through to the year to date results.
- (2) RPKs means number of paying passengers carried multiplied by the number of kilometres flown on VA operated flights
- (3) ASKs means total number of seats available for passengers multiplied by the number of kilometres flown on VA operated flights
- (4) Revenue Load Factor means RPKs as a percentage of ASKs. International and Total Network Revenue Load Factor metrics include Virgin Australia and International Alliance Partner ASK and RPK data on our revenue-share routes with International Alliance Partners Air New Zealand and Delta Air Lines.

## VIRGIN AUSTRALIA HOLDINGS OPERATING STATISTICS – DECEMBER

		Month			Financial Year to Date (Year ending 30 June)		
		Dec-11	Dec-10	Change	YTD Dec-11	YTD Dec-10	Change
<b>DOMESTIC</b>	Passengers Carried	1,418,500	1,381,054	2.7%	8,586,313	8,265,514	3.9%
	Revenue Passenger Kilometres (millions)	1,616	1,546	4.5%	9,771	9,155	6.7%
	Available Seat Kilometres (millions)	2,040	1,917	6.4%	11,983	11,381	5.3%
	Revenue Load Factor	79.2%	80.7%	<i>(1.5pt)</i>	81.5%	80.4%	<i>1.1 pt</i>

<b>INTERNATIONAL</b>	Passengers Carried	225,793	217,033	4.0%	1,300,719	1,445,986	<i>(10.0%)</i>
	Available Seat Kilometres (millions)	1,355	1,279	5.9%	7,960	7,289	9.2%
	Revenue Load Factor	81.7%	83.3%	<i>(1.6pt)</i>	80.0%	82.4%	<i>(2.4pt)</i>

<b>TOTAL NETWORK</b>	Passengers Carried	1,644,293	1,598,087	2.9%	9,887,032	9,711,500	1.8%
	Available Seat Kilometres (millions)	3,395	3,196	6.2%	19,943	18,671	6.8%
	Revenue Load Factor	80.5%	82.1%	<i>(1.5pt)</i>	80.8%	81.4%	<i>(0.6pt)</i>
	Average Aircraft in Fleet	95.0	87.2	8.9%	92.3	86.6	6.6%

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- (3) ASKs means total number of seats available for passengers multiplied by the number of kilometres flown on VA operated flights
- (4) Revenue Load Factor means RPKs as a percentage of ASKs. International and Total Network Revenue Load Factor metrics include Virgin Australia and International Alliance Partner ASK and RPK data on our revenue-share routes with International Alliance Partners Air New Zealand and Delta Air Lines.

## **News Summary**

**23 DECEMBER 2011:** Virgin Australia advised there had been minimal impact to its services to and from the city of Christchurch New Zealand, following the occurrence of two earthquakes in the Christchurch area earlier this day.

**4 JANUARY 2012:** Virgin Australia announced it will host a community day in Emerald on Saturday 7 January 2012 to celebrate the launch of its new double-daily week day service between Brisbane and Emerald on 16 January 2012.

**16 JANUARY 2012:** Virgin Australia announced it will commence daily Airbus A330 services from Melbourne for the first time for flights to Perth and Sydney from 14 May 2012. Virgin Australia Group Executive of Commercial Liz Savage said the new services will add extra capacity in and out of Melbourne at times of peak demand.

**18 JANUARY 2012:** Virgin Australia launched Business Class on most domestic routes across the country, giving Australian travellers choice in Business Class for the first time in over a decade. Virgin Australia also confirmed that Saver fare guests travelling between Adelaide, Brisbane, Canberra, Melbourne, Perth and Sydney on Monday to Friday will be offered complimentary beer and wine between 4:00pm and 7:00pm (AEST).

**22 JANUARY 2012:** Virgin Australia announced it is the new official airline of Surf Life Saving Australia (SLSA). Virgin Australia Group Executive of Commercial Liz Savage said the partnership will see Virgin Australia promoting surf safety messages to international and domestic tourists through its in-flight entertainment system, Voyeur magazine and key advertising spots throughout airports.

**23 JANUARY 2012:** Virgin Australia announced the fares and schedule for its new service between Darwin and Sydney for travel from 2 April 2012. The new, daily direct service will be operated by Boeing 737 aircraft and will complement new services beginning March 16 between Darwin and Singapore which will be operated by Singapore Airlines' subsidiary, Silk Air.

**25 JANUARY 2012:** Virgin Australia announced additional flights as part of an accelerated capacity growth plan for major corporate, resources sector and leisure routes. From 13 February 2012, the airline will offer extra services between Brisbane-Melbourne, Sydney-Melbourne, Adelaide-Melbourne, Brisbane-Cairns and Brisbane-Whitsunday Coast.

**27 JANUARY 2012:** Virgin Australia announced plans to extend its alliance with Skywest by cooperating to offer corporate customers a single solution for their air travel needs, including scheduled and charter services to regional, domestic and international destinations. Interim approval from the ACCC has been received for the expanded alliance, allowing the airlines to begin working on the new alliance immediately.

**2 FEBRUARY 2012:** Blue Holidays, the holiday program of Virgin Australia launched 'Breakations' to Hamilton Island, an all-inclusive holiday package intended for those seeking a short holiday break.

**17 FEBRUARY 2012:** Virgin Australia Airlines announced it would assist Air Australia passengers stranded in Denpasar following the appointment of administrators to Air Australia.

**23 FEBRUARY 2012:** Virgin Australia today announced that it will introduce its new Business Class offering on the Embraer E190 fleet, later this year. The re-design of the seating in the Business Class cabin with a spacious 2:1 layout and new luxury leather seating will create a superior experience of privacy and comfort for Guests.

**23 FEBRUARY 2012:** Virgin Australia today announced a series of new product and service initiatives to further enhance the airport experience of Virgin Australia Guests on the Sydney-Melbourne-Brisbane triangle.

**23 FEBRUARY 2012:** Virgin Australia will introduce the first phase of the airline's new inflight entertainment system with the Samsung GALAXY Tab 10.1 on most of the airline's Boeing 737 and Embraer E190 aircraft in April, 2012.

**23 FEBRUARY 2012:** Virgin Australia group of airlines (Virgin Australia Holdings Limited (ASX: VAH) and its controlled entities) today reported a statutory Net Profit After Tax of \$51.8 million, an improvement of 118% on the prior corresponding period. The company reported an underlying Net Profit Before Tax of \$96.1 million, which is a 34.4% improvement.

**23 FEBRUARY 2012:** Virgin Australia Holdings (VAH) today announced a proposed new structure of its business designed to ensure ongoing compliance with the Air Navigation Act (ANA) which limits foreign ownership of Australian international airlines to 49%.

**24 FEBRUARY 2012:** The inaugural flight home of Virgin Samoa's aircraft, Tapu'itea, carrying its new colours, the Virgin Samoa brand and upgraded interior, took off from Auckland this morning bound for Apia, Samoa. A formal welcome celebration hosted by the Government of Samoa and joint venture partner, Virgin Australia, will mark the historic event.

**28 FEBRUARY 2012:** Virgin Australia today announced details of surcharges that it will implement in response to the Australian and European Union (EU) carbon pricing schemes.

**For Further Information:**

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