



VIRGIN AUSTRALIA HOLDINGS LIMITED (ASX:VAH)

Preliminary Operating Statistics July and August 2012

SUMMARY OF OPERATING STATISTICS

Domestic Operations

The domestic operating statistics of July and August reflect the strategic repositioning of Virgin Australia.

Passengers carried year to date August grew 1.9% and RPKs grew 3.7%, reflecting longer sector lengths and growth in passengers on the longer transcontinental routes.

Year to date August ASKs grew 9.3% with lower load factors in line with the new business model. In this new operating environment, growth in ASKs will be higher than forecast passenger growth to account for lower loads.

Year to date August 2012 yield growth was positive.

International Operations

International operations experienced year to date August passenger growth of 5.1% on ASK growth of 3.1%.

Year to date August 2012 yield growth was positive.

24-hour media enquiries: 1800 142 467



VIRGIN AUSTRALIA HOLDINGS OPERATING STATISTICS – JULY

		Month				
		Jul-12 Jul-11		Change		
	Passengers Carried	1,456,910	1,434,696	1.5%		
STIC	Revenue Passenger Kilometres (millions)	1,713	1,651	3.8%		
DOMESTIC	Available Seat Kilometres (millions)	2,183	2,002	9.0%		
	Revenue Load Factor	78.5%	82.5%	(4.0pt)		

INTERNATIONAL	Passengers Carried	235,909	224,280	5.2%	
	Available Seat Kilometres (millions)	1,387	1,334	4.0%	
	Revenue Load Factor	79.0%	81.0%	(2.0pt)	

VORK	Passengers Carried	1,692,819	1,658,976	2.0%	
L NETV	Available Seat Kilometres (millions)	3,570	3,336	7.0%	
TOTAL	Revenue Load Factor	78.6%	82.1%	(3.5pt)	

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 – AUGUST

		Month			Financial Year to Date (Year ending 30 June 2013)		
		Aug-12	Aug-12 Aug-11 Change			YTD Aug-11	Change
DOMESTIC	Passengers Carried	1,435,120	1,402,212	2.3%	2,892,030	2,836,908	1.9%
	Revenue Passenger Kilometres (millions)	1,654	1,595	3.7%	3,367	3,246	3.7%
	Available Seat Kilometres (millions)	2,196	2,003	9.6%	4,379	4,005	9.3%
	Revenue Load Factor	75.3%	79.6%	(4.3pt)	76.9%	81.0%	(4.1pt)

INTERNATIONAL	Passengers Carried	219,956	209,656	4.9%	455,865	433,936	5.1%
	Available Seat Kilometres (millions)	1,372	1,343	2.2%	2,759	2,677	3.1%
	Revenue Load Factor	76.4%	75.8%	0.6 pt	77.9%	79.2%	(1.3pt)

TAL NETWO	Passengers Carried	1,655,076	1,611,868	2.7%	3,347,895	3,270,844	2.4%
	Available Seat Kilometres (millions)	3,568	3,346	6.6%	7,138	6,682	6.8%
	Revenue Load Factor	75.7%	78.1%	(2.4pt)	77.3%	80.3%	(3.0pt)

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.





News Summary

- **2 July 2012:** Blue Holidays, the holiday program of Virgin Australia, introduced a new range of event packages tailored for the Australian Open 2013.
- **3 July 2012:** Virgin Australia announced an increase in flights to the Rockhampton community, adding almost 1,500 seats per week into the Rockhampton market.
- **3 July 2012:** Singapore Airlines and Virgin Australia launched great value Round the World and Circle Pacific fares available from 31 of Virgin Australia's ports across Australia, further enhancing the benefits on offer to travellers as a result of their alliance.
- **4 July 2012:** Virgin Australia commenced sales of its new codeshare services with Virgin America for travel from 17th of July 2012. Under the agreement, Virgin Australia will codeshare on Virgin America services from Los Angeles to eight destinations including Portland, Washington, Boston, Dallas, Chicago, Fort Lauderdale, Philadelphia and Seattle.
- **5 July 2012:** Virgin Australia announced two initiatives designed to enhance the guest travel experience; the Virgin Australia Flight Specials app for iPhone and 'mobile boarding passes' across all mainline ports for domestic travel.
- **5 July 2012:** Virgin Australia announced an agreement with Boeing to order 23 Boeing 737 MAX 8 aircraft, the first in Australia. The fuel-efficient aircraft will join Virgin Australia's fleet between 2019 and 2021.
- **11 July 2012:** Virgin Australia celebrated one of its newest Boeing 737-800 aircraft, Surfers Paradise Beach on its first commercial service to the Gold Coast as DJ509 from Sydney.
- **13 July 2012:** Virgin Australia was recognised last night at the prestigious 2012 Skytrax World Airline Awards for 'Best Airline' and 'Best Staff Service' in the Australia Pacific region, held in London.
- **29 July 2012:** Virgin Australia and Skywest Airlines named Flight Training Adelaide as the preferred training provider to operate the new Pilot Cadetship program.
- **7 August 2012:** Virgin Australia launched a new partnership with Showbiz International to enable Velocity Frequent Flyer members to earn Points when purchasing events and entertainment tickets on 'the box office'.
- **8 August 2012:** The 2012 AFL Premiership Cup will tour Australia, courtesy of Virgin Australia, the official airline and sponsor of the AFL.
- 15 August 2012: Virgin Australia today announced major enhancements for guests flying from Australia's East Coast to Perth, offering more internationally configured wide-bodied aircraft, increased frequencies and inclusive catering.
- **23 August 2012:** The Australian Chamber Orchestra (ACO) announced that Virgin Australia will become its first ever Principal Partner. This is Virgin Australia's first major performing arts sponsorship and will commence from 1 September 2012
- **28 August 2012:** Virgin Australia group of airlines (Virgin Australia Holdings Limited ASX: VAH) reported a statutory Net Profit After Tax of \$22.8 million, an improvement of \$90.6 million on the prior corresponding period.

For Further Information:

Media: Emma Copeman - Corporate Communications Virgin Australia – ph: 0421 702 193

24-hour media enquiries: 1800 142 467