



RDC

PRESS RELEASE

It's all gone a bit Australian at RDC - Australian profit data, Australian conference, Australian representation!

September is going to be another exciting month for RDC. Not only will we be exhibiting at the World Routes conference in Adelaide, but we will be using the occasion to launch Apex route profitability data for our first Australian airlines - Qantas, Jetstar, Virgin Australia and Tigerair Australia. For the first time our Apex clients will be able to interrogate monthly route profitability estimates for every route that is operated by those airlines, complementing the data for Air New Zealand which went live earlier this year.

It's been a big year for RDC in the wider Asia Pacific region. It all began in February when we based our first team member in the region with Nicholas Painter-Bosworth operating out of his Melbourne base. Nicholas has represented RDC at the major conferences throughout the region, forged closer relationships with our existing customers and welcomed many more new clients into the fold. And the icing on the cake will be the launch of our new profitability data at World Routes.

Here is a sneak preview of the new dataset showing Qantas' most profitable country markets from Australian airports over the last 12 months. The data can be broken down by individual route and by month and will be updated on a monthly basis. Now airports in Australia can analyse profitability performance and use this intelligence to shape airline negotiations, market new route opportunities and be aware of the strengths and weaknesses of their airline networks. Our client base for this data is not restricted to airports as we also have many other user types including but not limited to airlines, investors consultancies, regulators and tourism bodies.



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DATE	AIRLINE	ORIGIN	DESTINATION	PAX	CAPACITY	YIELD	REVENUE (M)	COST (M)	PROFIT (M)	PROFIT MARGIN
AUG 2018 - JUL 2019	Qantas	Melbourne - Tullamarine	Australia	8,882,268	11,346,975	285.0	2,531.13	1,940.48	590.64	23.34
AUG 2018 - JUL 2019	Qantas	Sydney - Kingsford Smith	Australia	10,079,006	12,876,604	270.8	2,729.11	2,266.02	463.10	16.97
AUG 2018 - JUL 2019	Qantas	Perth	Australia	4,667,924	5,964,566	439.3	2,050.55	1,736.89	313.66	15.30
AUG 2018 - JUL 2019	Qantas	Sydney - Kingsford Smith	United States	965,316	1,097,877	1,479.6	1,428.27	1,197.03	231.24	16.19
AUG 2018 - JUL 2019	Qantas	Canberra	Australia	2,042,848	2,610,039	267.2	545.82	426.30	119.52	21.90
AUG 2018 - JUL 2019	Qantas	Adelaide	Australia	2,821,765	3,605,472	272.4	768.64	665.12	103.52	13.47
AUG 2018 - JUL 2019	Qantas	Karratha	Australia	429,416	549,202	482.5	207.19	127.47	79.72	38.48
AUG 2018 - JUL 2019	Qantas	Alice Springs	Australia	611,702	780,681	400.3	244.86	180.62	64.24	26.24
AUG 2018 - JUL 2019	Qantas	Newman	Australia	351,448	449,606	428.3	150.54	92.23	58.31	38.73
AUG 2018 - JUL 2019	Qantas	Sydney - Kingsford Smith	Chile	131,674	149,748	1,563.6	205.88	156.04	49.84	24.21
AUG 2018 - JUL 2019	Qantas	Port Hedland International	Australia	333,600	427,042	466.5	155.62	114.82	40.80	26.22
AUG 2018 - JUL 2019	Qantas	Darwin	Australia	745,657	952,879	428.2	319.27	283.70	35.57	11.14

(Source: Apex, rdcapex.com)

Of course, that is not all we have for Asia Pacific and beyond, we have several well-established datasets that our clients have been accessing for years. We have a global database of airline/aircraft operating costs, route level yields for over 90 airlines, global schedule data, charges for over 3,000 airports, en route navigation fees, CO2 data etc!

Come and visit the RDC stand **PS15 at World Routes** if you want to find out more. I will be there along with Peter Hind (CEO) and Nicholas Painter-Bosworth, our man in Australia!

If you would like any further information about any of our products please do not hesitate to contact me iain.smith@rdcaviation.com



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