

# easyJet Q1 Statistics

Below are easyJet's Quarter 1 statistics:

Three months ending	December 2004	December 2003	Change
Passengers (m) <sup>1</sup>	6.7	5.3	+26%
Load Factor <sup>2</sup>	83.0%	82.4%	+0.6pp
Total revenue per pax (£)	41.87	42.20	-0.8%
Average operating aircraft	88.8	71.2	+25%
ASKs (bn)	7.3	5.5	+33%
RPKs (bn)	6.0	4.5	+34%
Average sector length (km)	905	850	6%

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Rolling 12 month ending	December 2004	December 2003	Change
Passengers (m) <sup>1</sup>	25.7	21.1	+22%
Load Factor <sup>2</sup>	84.6%	84.4%	+0.2pp
Total revenue (£m) <sup>3</sup>	1,147	969	+18.3%

Ray Webster, Chief Executive of easyJet said:

"As previously indicated, we have had a sound first quarter with load factor and total revenue per passenger little changed from last year despite carrying 26% more passengers. To date the second quarter is performing positively; however, as with any airline, visibility remains limited, and part of the positive performance will be due to the timing of Easter. We base the yield assumptions in our longer-term business plan on an outlook for continued intense competition.

"While average fares in the December quarter fell by 2% to £39.04, focus on ancillary revenue resulted in the contribution per passenger from this source rising by 21%. Examples include more rigour in applying our excess baggage policy following the removal of cabin baggage weight restrictions, improvements to our on-board offering and a new hotel partner."

- Represents the number of earned seats flown. Earned seats include seats that are flown whether or not the passenger turns up because easyJet is a no-refund airline, and once a flight has departed a no-show customer is generally not entitled to change flights or seek a refund. Earned seats also include seats provided for promotional purposes and to staff for business travel.
- Represents the number of passengers as a proportion of the number of seats available for passengers. No weighting of the load factor is carried out to recognise the effect of varying flight (or "stage") lengths.
- Represents statutory revenue (unaudited)