

## **Virgin Atlantic Cargo Fact sheet**

2006/7 looks set to be another successful year for Virgin Atlantic Cargo with planned growth of just over 17% (revenue) and 11% (tonnage). This growth is being driven by the arrival and strategic deployment of the new Airbus A340-600 aircraft and increases in schedule and network. The A340-600 offers up to 50% additional cargo capacity compared to other aircraft within the Virgin fleet, and deployment into key air freight markets has allowed us to offer our customers a serious alternative to the traditional network carriers. Currently, our strongest performing routes include Shanghai, Tokyo, Hong Kong, India and Los Angeles.

Our focus has always been to be the best in the market place, not the biggest. We firmly believe our people are our biggest asset and delivery of customer service is one of our key strengths. This, along with our commitment to invest in the right systems to 'connect' with our customers, means we are able to offer a world class quality product, which appeals to both big and small customers alike.

### **Performance Statistics**

Tonnage: (comparison year on year)

| <b>Year</b>             | <b>Tonnage Carried</b> |
|-------------------------|------------------------|
| YE April 1997           | 88,452                 |
| YE April 1998           | 112,751                |
| YE April 1999           | 113,649                |
| YE April 2000           | 134,453                |
| YE April 2001           | 142,639                |
| YE April 2002           | 124,408                |
| YE April 2003           | 126,670                |
| YE Feb 2004 (10 months) | 113,609                |
| YE Feb 2005             | 149,492                |
| YE Feb 2006             | 163,165                |

Route Revenue Contribution – Cumulative: Year ended Feb 2006 only

| <b>Route</b> | <b>% Contribution</b> |
|--------------|-----------------------|
| New York     | 12%                   |
| Florida      | 8%                    |
| West Coast   | 15%                   |
| East Coast   | 6%                    |
| Caribbean    | 1%                    |
| Far East     | 49%                   |
| Africa       | 9%                    |

Financial Results: Cumulative for year ended Feb 2006 only

| <b>Data</b>            | <b>2005/6</b> |
|------------------------|---------------|
| Total Sales Generation | £151,826,982  |