



# Qantas & Emirates: A New Global Aviation Partnership

6 September 2012

---

## Qantas & Emirates

*A new global aviation partnership*

---

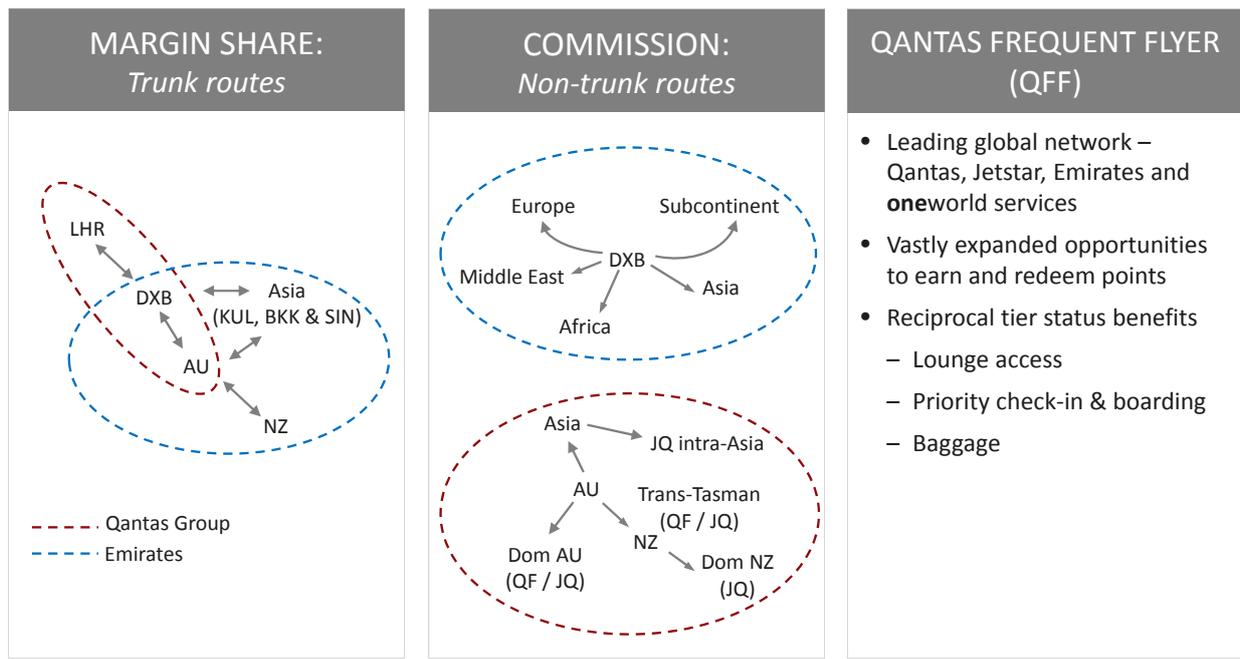
- 10 year partnership – most significant alliance in Qantas’ history
- Benefits-sharing model, collaboration beyond codesharing
- Vastly expanded shared network – new Dubai hub
- Comprehensive network solution for Europe
- Facilitates network restructure to transform Asian offering
- Unprecedented benefits to Qantas customers
- Integrated frequent flyer proposition

**MAJOR STEP IN TRANSFORMING QANTAS INTERNATIONAL**

Note: All stated characteristics of the partnership are subject to regulatory approval.

# Qantas & Emirates

Benefits-sharing model, collaboration beyond codesharing



**BENEFITING ALL PARTS OF THE GROUP: QANTAS, JETSTAR AND QFF**

Note: Jetstar cooperation yet to be finalised.

# Unparalleled Access

Europe, Middle East and North Africa

**TODAY'S ONE-STOP PROPOSITION**      **PROPOSED COMBINED NETWORK**



- |   |   |
|---|---|
| <ul style="list-style-type: none"> <li>45 weekly services to Singapore hub</li> <li>5 one-stop destinations to Europe               <ul style="list-style-type: none"> <li>London (Heathrow) and Frankfurt on Qantas aircraft</li> </ul> </li> <li>No one-stop service to Middle East or North Africa</li> <li>Multiple partners – limited integrated customer proposition</li> </ul> | <ul style="list-style-type: none"> <li>~100 weekly services to Dubai hub</li> <li>33 one-stop destinations to Europe<sup>2</sup> <ul style="list-style-type: none"> <li>London (Heathrow) on Qantas aircraft</li> </ul> </li> <li>31 one-stop services to Middle East or North Africa</li> <li>One partner – integrated customer proposition</li> </ul> |
|---|---|

1. Rome serviced via Hong Kong. 2. Qantas to continue codeshare with Finnair between Singapore and Helsinki

For personal use only

---

## Strengthening Asia

*Flying to, not through Asia*

---

- Restructure of Qantas Asian network
  - Re-timing flights to SIN and HKG<sup>1</sup> – enabling more ‘same day’ connections
  - ~25% increase in connections from SIN
  - ~40% increase in available seats from Australia to Asia
- Leveraging Qantas existing regional partners and 4 additional Emirates services to Asia – KUL, BKK, SIN<sup>2</sup>
- Increased fleet efficiency – matching right aircraft to routes

### BUILDING A HIGHLY COMPETITIVE OFFERING TO, FROM AND WITHIN ASIA

1. Singapore and Hong Kong 2. Kuala Lumpur, Bangkok and Singapore

5

---

## A World-Class Travel Experience

*Outstanding customer offering*

---

- Vastly expanded Qantas International network
  - 60+ new one-stop destinations
  - Reduced travel times
- Reinforcing the Qantas offering as ‘best for business’
- World class in-flight product and services
- Exclusive access to Dubai’s new purpose-built A380 terminal
- Reciprocal lounge access across 5 continents
- Core guiding principle of partnership:

*“Treat each other’s customers as your own”*

---

6

For personal use only

## A World-Class Travel Experience

*Outstanding customer offering*



7

## Qantas International Transformation on track

*Emirates partnership aligns with all four pillars*

### A STRONG, VIABLE BUSINESS

- Enables more efficient capital allocation
- Jointly managed pricing, sales and scheduling
- Coordination of shared support functions, improved passenger processing

### GATEWAYS TO THE WORLD

- Dubai – gateway to Europe, the Middle East and North Africa
- Complements relationships with American Airlines, LAN, China Eastern and South African Airways, as well as **oneworld** alliance

### BEST FOR GLOBAL TRAVELLERS

- Poised to deliver the best in networks, frequencies, aircraft, lounges, loyalty programs and customer experiences

### GROWING WITH ASIA

- Restructure of Qantas Asian network through re-timing flights to Asia – enabling more ‘same day’ connections via codeshare partners

8

For personal use only

---

## Next Steps

---

- Application for Anti-Trust Immunity will be submitted to the Australian Competition and Consumer Commission and other regulatory authorities
- Joint Services Agreement (JSA) with British Airways to be discontinued<sup>1</sup>
- Cathay Pacific (Rome) and Air France (Paris) codeshares to be discontinued<sup>1</sup>
- Subject to regulatory approvals, partnership to commence April 2013

---

1. All current services to continue until partnership approval received.

---

## Disclaimer

---

This Presentation has been prepared by Qantas Airways Limited (ABN 16 009 661 901) (**Qantas**).

This Presentation contains summary information about Qantas and its subsidiaries (**Qantas Group**) and their activities current as at 6 September 2012. The information in this Presentation does not purport to be complete. It should be read in conjunction with Qantas Group's other periodic and continuous disclosure announcements lodged with the Australian Securities Exchange, which are available at [www.asx.com.au](http://www.asx.com.au).

This Presentation is for information purposes only and is not financial product or investment advice or a recommendation to acquire Qantas shares and has been prepared without taking into account the objectives, financial situation or needs of individuals. Before making an investment decision prospective investors should consider the appropriateness of the information having regard to their own objectives, financial situation and needs and seek legal and taxation advice appropriate to their jurisdiction. Qantas is not licensed to provide financial product advice in respect of Qantas shares. Cooling off rights do not apply to the acquisition of Qantas shares.

This Presentation is not, and should not be considered, an offer or an invitation to acquire Qantas shares or any other financial products.