



Qantas & Emirates: A New Global Aviation Partnership

6 September 2012

Qantas & Emirates

A new global aviation partnership

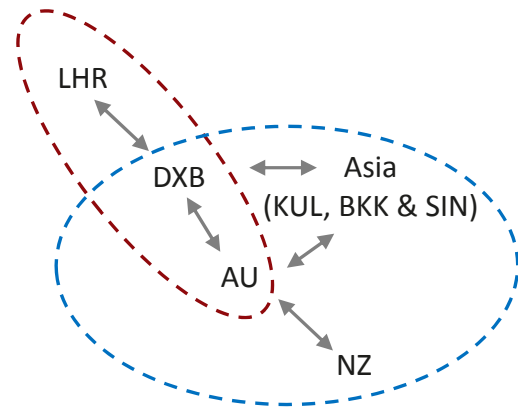
- 10 year partnership – most significant alliance in Qantas' history
- Benefits-sharing model, collaboration beyond codesharing
- Vastly expanded shared network – new Dubai hub
- Comprehensive network solution for Europe
- Facilitates network restructure to transform Asian offering
- Unprecedented benefits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

MAJOR STEP IN TRANSFORMING QANTAS INTERNATIONAL

Qantas & Emirates

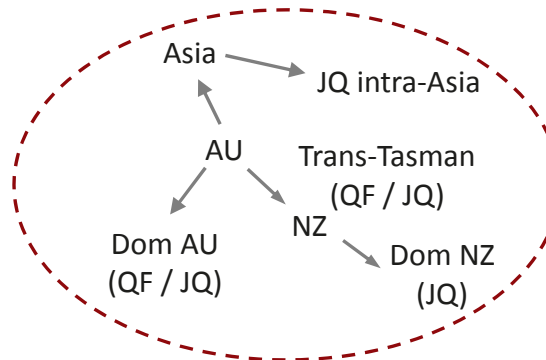
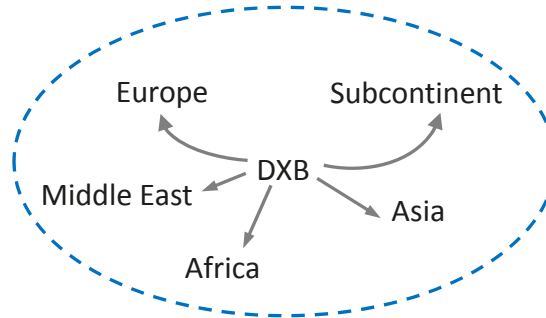
Benefits-sharing model, collaboration beyond codesharing

MARGIN SHARE: *Trunk routes*



--- Qantas Group
--- Emirates

COMMISSION: *Non-trunk routes*



QANTAS FREQUENT FLYER (QFF)

- Leading global network – Qantas, Jetstar, Emirates and **oneworld** services
- Vastly expanded opportunities to earn and redeem points
- Reciprocal tier status benefits
 - Lounge access
 - Priority check-in & boarding
 - Baggage

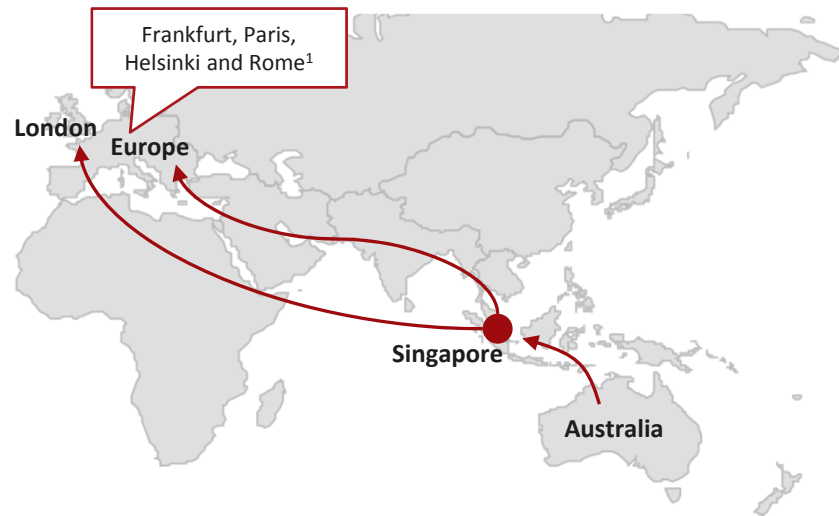
BENEFITING ALL PARTS OF THE GROUP: QANTAS, JETSTAR AND QFF

Note: Jetstar cooperation yet to be finalised.

Unparalleled Access

Europe, Middle East and North Africa

TODAY'S ONE-STOP PROPOSITION



PROPOSED COMBINED NETWORK



- 45 weekly services to Singapore hub
- 5 one-stop destinations to Europe
 - London (Heathrow) and Frankfurt on Qantas aircraft
- No one-stop service to Middle East or North Africa
- Multiple partners – limited integrated customer proposition

- ~100 weekly services to Dubai hub
- 33 one-stop destinations to Europe²
 - London (Heathrow) on Qantas aircraft
- 31 one-stop services to Middle East or North Africa
- One partner – integrated customer proposition

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

Strengthening Asia

Flying to, not through Asia

- Restructure of Qantas Asian network
 - Re-timing flights to SIN and HKG¹ – 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, SIN²
- Increased fleet efficiency – matching right aircraft to routes

BUILDING A HIGHLY COMPETITIVE OFFERING TO, FROM AND WITHIN ASIA

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”

A World-Class Travel Experience

Outstanding customer offering



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

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 discontinued¹
- Cathay Pacific (Rome) and Air France (Paris) codeshares to be discontinued¹
- Subject to regulatory approvals, partnership to commence April 2013

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

Disclaimer

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