

---

---

# Qantas Airlines Ltd.

AIR/RAIL - 2012  
19. SEPTEMBER 2012



---

## QANTAS AIRWAYS

---

Qantas is Australia's largest domestic and international airline and for 90 years, has been one of global aviation's great pioneers and innovators.

**Our FRA-SIN-SYD Service will celebrate it's 60th anniversary in November 2012.**

Qantas' premium, full-service Australian domestic and international services are offered across a broad network.

The clear choice for business and premium leisure travellers:

- World leading product offering
- A global network
- Award winning inflight meals and entertainment
- Superior Lounges
- Customer services excellence
- A leading loyalty program in Qantas Frequent Flyer

---

## Why Qantas and the Deutsche Bahn?

---

Bringing travellers from Australia and New Zealand to  
Germany and Travellers in Germany everywhere they  
want to go!

---

# Qantas / Deutsche Bahn

---

## GERMANY

### Existing Rail-n-Fly

- o Stable and sound system. Market has accepted this product. Used by most airlines.
- o Ticket should be produced max. 72 hours prior to departure.

**This can ONLY be done at a DB Vending/Ticket Machine  
(Self-Automated machines)**

- o As soon as ticket is produced/issued by machine, Qantas is charged (flown or not flown).
- o Seat assignments are to be booked separately and paid for by the passengers.

**Contract duration – more than a decade.**

---

# Qantas / Deutsche Bahn

---

## Germany Codeshare – current contract in place

- o We presently have a codeshare agreement with the Deutsche Bahn.
- o Existing city-pairs:
  - (FRA-DUS, FRA-CGN, FRA-STR, FRA-MUC, FRA-HAJ, FRA-HAM, FRA-NUE)
- o However, this is not paperless nor “interlinable”
- o Seat assignments must be booked separately and paid for by the passengers.

---

# Qantas / Deutsche Bahn

---

## INTERNATIONAL

### Codeshare

- o Incoming e-ticketing capability not yet paperless.
- o Present codeshare fares comparable with Rail-n-Fly.
- o The wish is for future DB Codeshare ticket to be issued in a home-print version  
max 72 hours before departure with attractive fare levels.
- o As soon as ticket has been printed Qantas will be charged (flown or not flown)
- o Seat assignments are to be booked separately and paid for by the passengers
- o Important to note that DB is not a point of contact for passengers. Qantas will  
be the first point of reference – whatever the issue may be.

---

# Qantas Domestic

Where are we today?

---

## Qantas Mainline

Largest Domestic Airline

- Operated ~2,450 flights/week
- 17m passengers annually<sup>1</sup>
- Fleet of 84 aircraft

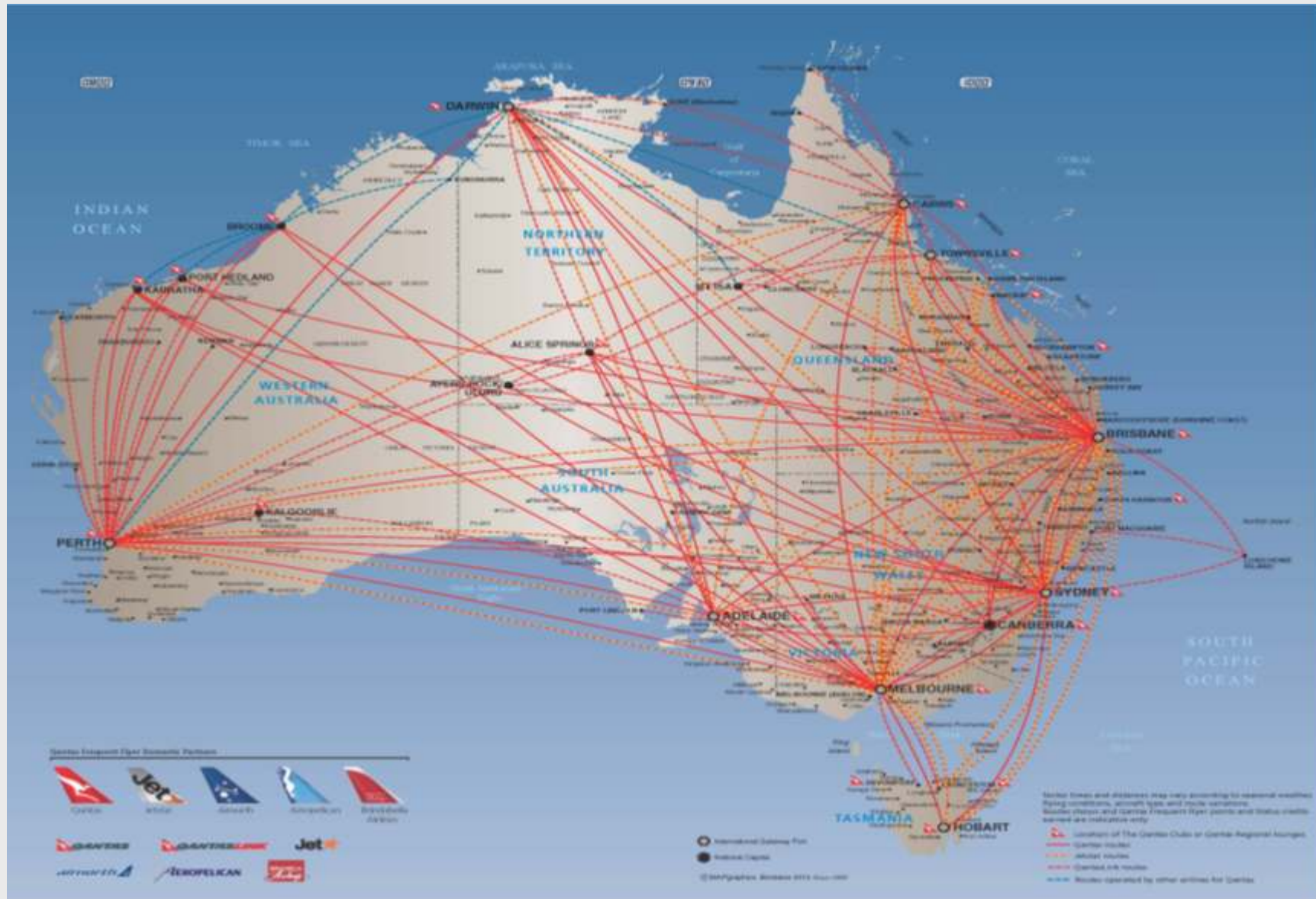
## QantasLink

Largest Regional Airline

- Operated ~2,000 flights/week
- 5m passengers annually<sup>1</sup>
- Fleet of 58 aircraft servicing 56 destinations



# Qantas Domestic Network Map





---

# Qantas International

Where are we today?

---

- Internationally, Qantas and Jetstar operate more than 970\* flights each week
  - Qantas – 630
  - Jetstar – 340
- Our network comprises 168 destinations in 43 countries, including those served by our codeshare partner airlines
- We operate an international fleet of 12 Airbus A380s, 21 Boeing 747s and 14 A330s
  
- Qantas Customers can expect to benefit from:
  - Better flight schedules
  - Expanded codesharing
  - More coordinated services
  - Greater access to a wider variety of fares



\* Excludes codeshare services

# Qantas International Network Map



---

# International First Lounges / Business Lounges

---

**FIRST**



**BUSINESS**



---

## International Economy

---



- Check-in before you get to the airport with International online check-in
- Checked baggage worldwide 23kg, (except to/from The Americas 2 pieces at 23kg per piece)
- State-of-the-art entertainment system
- A contemporary menu, complemented by premium Australian wines
- Award-winning Recaro designed seat (A380)
- Complimentary socks, eyeshades, toothbrush and toothpaste

---

## International Premium Economy

---



- Priority check-in, priority boarding and disembarkation
- Checked baggage worldwide 23kg (except to/from The Americas 2 pieces at 23kg per piece)
- Dedicated cabin with comfort and space
- Extra-wide up to 19.5" ergonomically designed seat with 9" seat recline
- Large 10.6" adjustable in-arm entertainment screen with over 1000 on-demand entertainment options and noise cancelling headsets (A380)
- Neil Perry inspired meals with a selection of Australian premium wines
- In-seat PC power, USB and internet ports.

---

## International Business

---



- Dedicated Business check-in with dedicated boarding and disembarkation and with priority baggage handling
- Complimentary access to International Business Lounges
- Award winning Skybed provides maximum comfort
- Neil Perry designed menu with award winning Australian wine
- 12.1" widescreen in-arm adjustable Panasonic entertainment screen with over a thousand on-demand entertainment options (A380)

---

## International First

---



- Priority baggage with additional allowance
- Access to First Lounges in Sydney and Melbourne
- Priority boarding and disembarkation
- 14 luxurious suites with extra-long, fully flat adjustable beds with 5-zone massage system (A380)
- In flight connectivity features include USB ports, internet ports, plus in-seat telephone

---

## oneworld Alliance

---

- **oneworld** is a global airline alliance that brings together eleven of the world's biggest and best airlines, all committed to providing world-class service and value
- Qantas is a founding member of the **oneworld** alliance which includes a global route network covering more than 700 destinations in more than 130 countries
- New Partners due in 2012: Malaysia Airlines
- New Partners due in 2013: Sri Lankan Airlines



American Airlines

BRITISH AIRWAYS

CATHAY PACIFIC

FINNAIR

IBERIA



LAN

QANTAS

ROYAL JORDANIAN

S7 AIRLINES