

## Canberra Region Tourism Leaders Forum

### **Candace Efstratiou**

Regional Manager ACT Qantas Airways



# Your customers can experience the Qantas Difference



We connect your customers to over 65 destinations\* across Australia, and facilitate seamless connections to Canberra.



Access over 650 Qantas and partner lounges across the world



Food and beverage available on every Qantas flight



Baggage included in every Qantas fare



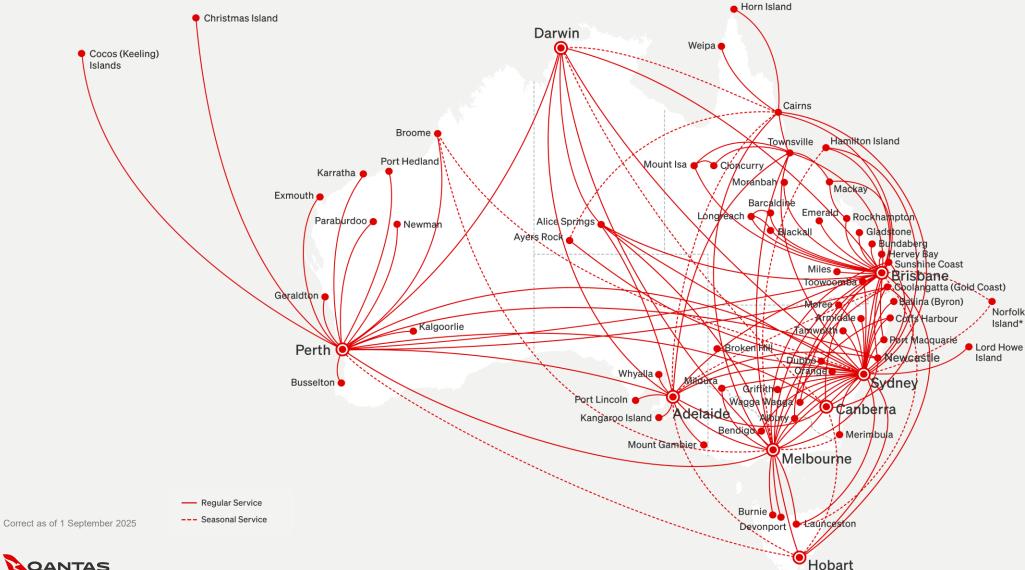
Enjoy hours of blockbuster movies and binge-worthy on every flight^



\*Number of destinations correct as of 28/08/25. ^Inflight entertainment varies by route and aircraft.



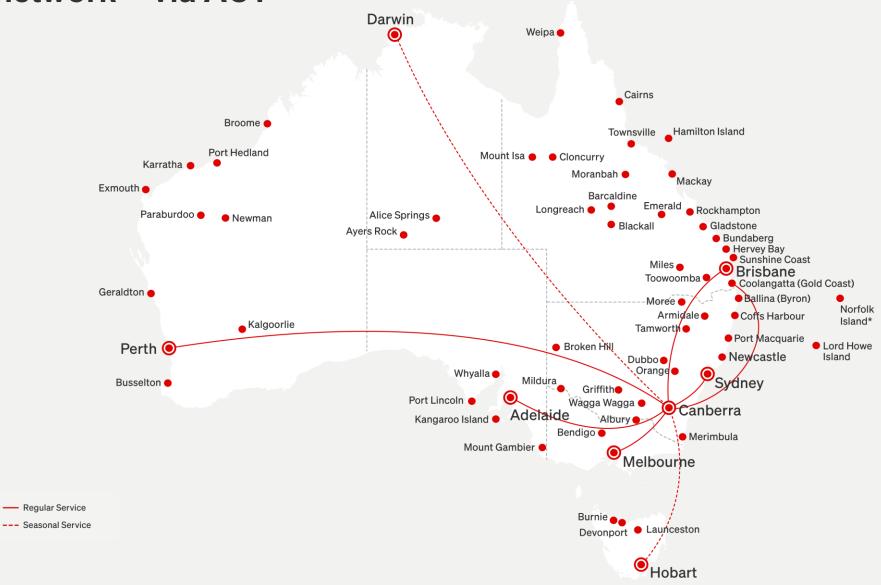
### **Domestic network**





### **Domestic network – via ACT**

Regular Service



Horn Island





### More seats for the NT

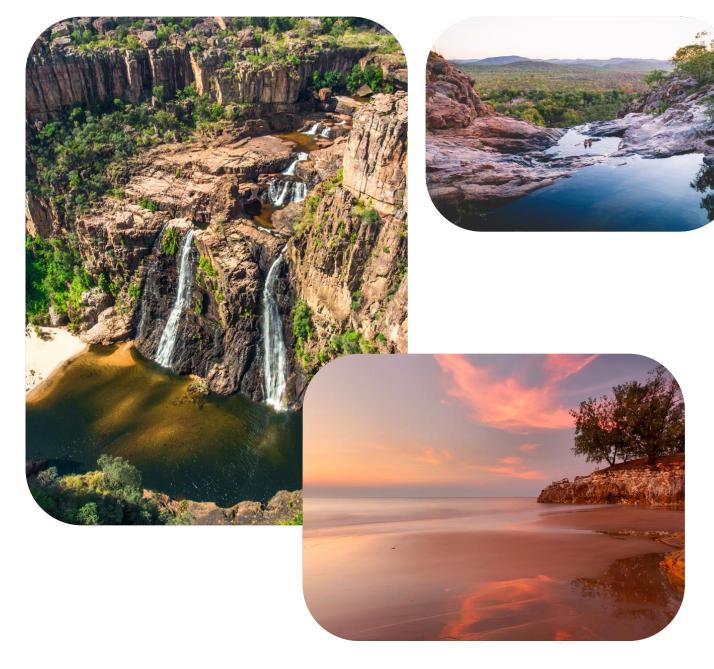
Qantas and Jetstar have announced more than 95,000 new seats will be added to/from Darwin in 2025. This major capacity increase will provide more flight options and lower airfares while further supporting the Top End's tourism economy.

Darwin to Adelaide: Up to 14 Qantas flights a week from April to May. Jetstar will also increase flights from four up to seven a week between July and October. During the peak July to October period, Qantas and Jetstar will operate three times daily between Darwin and Adelaide.

**Darwin to Brisbane**: Up to 10 Qantas flights a week in May and up to 13 in June including a new daily Boeing 737 service.

**Darwin to Sydney:** Up to 12 Qantas flights a week from April to May, with double daily flights between June and October. Qantas Group will operate three times daily between Darwin and Sydney in the peak July school holiday period.

**Darwin to Canberra**: The return of Qantas' three-per-week seasonal service from July to September.





## **Fleet Updates**





### More than 200 next-generation aircraft on firm order

#### One arriving every three weeks on average across FY26 and FY27



Delivering measurable benefit for customers and the Group



Improved passenger comfort, including up to 60% larger overhead lockers



More efficient point-to-point travel



Improved profitability, enabling future investment



Extended range opening new international opportunities



Increased operational reliability



Lower fuel burn per seat on like-for-like sectors



Added capacity and increased premium seats



Enhanced customer and employee satisfaction



Structural unit cost reduction, including fuel and maintenance



<sup>150</sup> A320neo family aircraft deliveries up to and including FY29. The Group also has 51 firm orders for A320neo family aircraft beyond FY29. <sup>2</sup> Includes 787-9 and 787-10. <sup>3</sup> Subject to receiving necessary regulatory approvals and certifications.

## Regional fleet renewal progressing

12 mid-life aircraft

DELIVERED IN FY25

Q200 and Q300 aircraft retirement complete; replaced by larger, more efficient Q400s

Additional A319s serving intra Western Australia and East-West routes

Commitment to replace Fokker F100 fleet over the coming years

## Refurbishing more than 80 aircraft, elevating the customer experience

#### **Qantas A330-200**



New Economy seats



20% larger 4K OLED screens



Wi-Fi rollout across fleet



USB-C charging and Bluetooth connectivity

#### Qantas 737-800



Refreshed look and feel



New next-generation Business and Economy seats



Up to 50% larger overhead lockers



New mood lighting







### A220 Fact Sheet

As part of the Qantas Group's domestic fleet renewal program, we've ordered 29 new Airbus A220-300 aircraft.

The 137 seat QantasLink A220s are expected to open up new direct Australian domestic and short-haul international routes as more enter the fleet.

The next generation A220s burn less fuel and generate fewer emissions than previous generation aircraft, and are a step up in passenger comfort.



CABIN SPECIFICATIONS

Seating for 137 passengers

10 Business seats in a 2-2 configuration

127 Economy seats in a 2-3 configuration

WINGSPAN

35.10 metres

LENGTH

38.70 metres

HEIGHT

11.50 metres MAX CRUISE SPEED

Mach 0.82

**ENGINES** 

Pratt & Whitney
GTF TM
(PW1500G)



#### LONGER RANGE

The A220s have almost double the range of the 717 at over 6,000 kilometres, giving them the ability to fly non-stop between any two destinations in Australia.



#### **FUEL SAVINGS**

The QantasLink A220 is an efficient aircraft using up to 25 per cent less fuel burn per seat than the Boeing 717s they replace.



#### **FAST AND FREE WI-FI**

Customers in both cabins can stay connected through access to fast and free Wi-Fi, and enjoy streaming content to their own device from the improved Qantas Entertainment App.



#### LOWER CO<sub>2</sub> EMISSIONS

The reduced fuel consumption means 25 per cent fewer  $\mathrm{CO_2}$  emissions per seat, helping bring us closer to our commitment to reach net zero. The A220 provides an up to 50 per cent noise footprint reduction compared with previous generation aircraft and around 40 per cent less nitrogen oxide emissions than industry standards.



#### INNOVATIVE, MORE SPACIOUS CABIN

The cabin gives a sense of spaciousness and features higher ceilings and large windows letting in more natural light. We've collaborated with industry leader David Caon to maximise passenger comfort, including new materials and colours to make the cabin feel calmer and brighter.

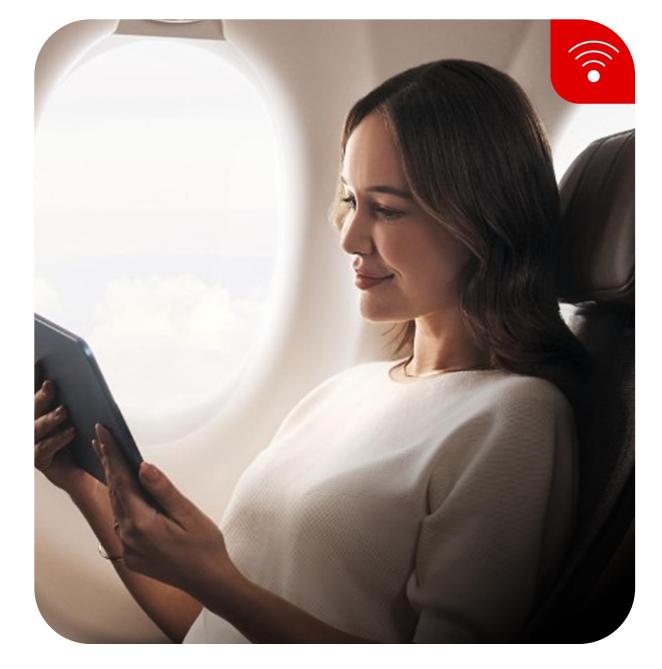


# Fast and free Wi-Fi now available across the Tasman

Qantas customers flying between Australia and New Zealand can now enjoy unlimited airtime on Wi-Fi connected aircraft.<sup>^</sup> Whether browsing the web, catching up on work, or streaming favorite movies and shows, customers can now stay connected throughout their journey.

Highlights of our fast and free Wi-Fi offering include:

- Streaming movies, music and more
- Access to social media
- Free access to news publications including The Australian Financial Review, The Australian and The Monthly
- Real-time flight updates.





<sup>^</sup> Domestic and International Wi-Fi availability is subject to route, aircraft capability and satellite connection. All flights are subject to last minute aircraft changes which may affect Wi-Fi availability in different regions. Wi-Fi connected aircraft include the 737-800, A220-300 and a selection of A330-300 and A330-200. Non Wi-Fi connected aircraft include 787, A380, E190, Dash-8, F100, 717, A319, A320 and a selection of A330-300 and A330-200.

## Iconic Brands comes together to deliver more Rewards – David Jones Announces Landmark Partnership with Qantas Frequent Flyer

David Jones has announced a landmark loyalty partnership with Qantas Frequent Flyer. The partnership comes as the retailer prepares to launch its new world-class loyalty program, David Jones Rewards, later this year.

David Jones shoppers will be able to redeem their Qantas Points on a wide range of rewards across the Qantas Frequent Flyer program, including over 20 million reward seats, flight upgrades, hotel stays, and other travel perks.

Full details of the partnership, and the David Jones Rewards program will be available upon launch later this year.





## **Qantas Frequent Flyer expands retail footprint with new Adairs partnership**

From 30 July, Qantas Frequent Flyer members who are also members of Adairs' Linen Lovers program will be able to earn Qantas Points on their everyday purchases, bringing their next dream holiday even closer.

This collaboration allows Qantas Frequent Flyer and Linen Lovers members to earn 1 Qantas Point for every \$1 spent at Adairs, both in-store across 170 locations in Australia and New Zealand, and online.

Designed for simplicity and convenience, customers can scan their Qantas Frequent Flyer digital card in-store to earn points on their purchase, or enter their Qantas Frequent Flyer details during the checkout process to earn Qantas Points online.





# Comprehensive lounge network

#### **Regional Lounge Investment**

We're refreshing our Australian regional lounge network, to bring your customers a refreshed lounge experience, on the journey to Canberra. Upgrades will include improved seating, enhanced technology and modern furnishings.





## **Adelaide Domestic Business Lounge** opening

- Available from mid-2025, the signature concept will be the Market Kitchen.
- Featuring a live cooking station, inspired by the Adelaide Central Markets and producers across the state, including **Niel Perry** and lighter snack options from Maggie Beer.
- Spans 1016 square meters and has **capacity for** 190 customers.
- Features locally sourced furniture, lighting and natural materials, including a commissioned blown glass light installation from the JamFactory.
- In response to customer feedback, around **80 per** cent of seats have access to power stations including USB-A/C and wireless charging mats so customers can easily charge before their flight.







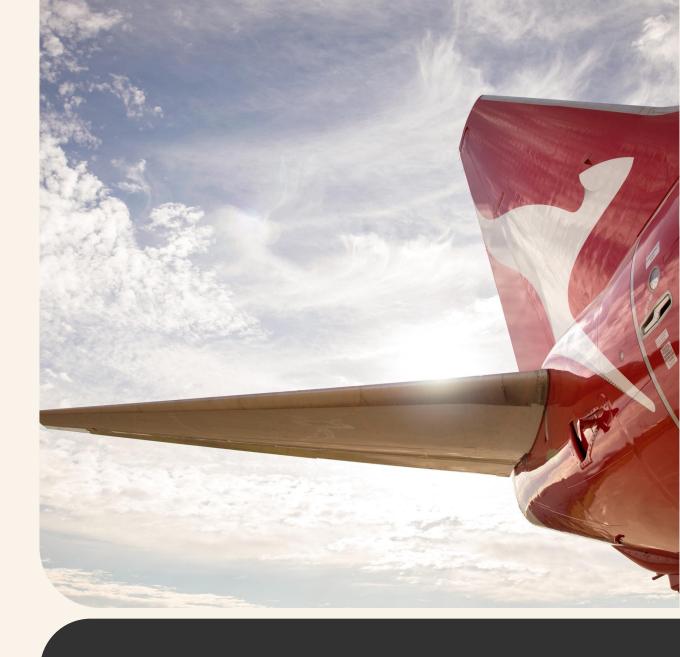








## Thank you



### Qantas orders 20 new A321XLR aircraft

Qantas has announced an order for an additional 20 Airbus A321XLR aircraft, including the introduction of lie-flat Business seats on its narrowbody aircraft for the first time.

The expansion of the Group's largest ever fleet renewal program will see 16 of the 20 additional A321XLRs configured with lie-flat Business seats and seat back entertainment screens to serve longer routes, including transcontinental services to and from Perth, and short and medium haul international routes.

The new configuration A321XLRs will begin arriving in calendar year 2028, taking the airline's total order for the next generation A321XLR to 48 aircraft.

Qantas' first two A321XLRs, which are configured for domestic and short haul international flying, are expected to start operating commercial flights in mid-September, making Qantas the first airline in the Asia Pacific to operate the aircraft type.

The aircraft will initially operate on Sydney-Melbourne and Sydney-Perth and be progressively rolled out on other routes. By the end of this financial year Qantas will have seven of the aircraft type.



