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## *Media Release*

### **QANTAS ANNOUNCES JETSTAR ROUTE NETWORK** **100,000 SEATS ON SALE AT \$29**

**MELBOURNE, 25 February 2004:** Qantas said today that Jetstar, Australia's newest domestic airline, would commence flying on 25 May with flights from Brisbane, Sydney and Melbourne to 10 eastern Australian destinations.

The Chief Executive Officer of Qantas, Geoff Dixon, said Jetstar would offer 100,000 seats to some of Australia's favourite destinations for the special introductory price of only \$29 (all-inclusive) via the Jetstar web site at Jetstar.com from 6.00am tomorrow.

He said Jetstar would initially fly to key leisure destinations such as the Whitsundays, the Gold Coast, Sunshine Coast, Cairns and Tasmania.

"Jetstar will operate up to 88 flights per day – more than 600 per week – increasing up to 116 flights a day, or around 800 flights a week, by August 2004," Mr Dixon said.

He said the Jetstar network would initially cover:

**Brisbane to:**

Hamilton Island  
Cairns  
Hobart  
Mackay  
Melbourne (Avalon)  
Newcastle  
Proserpine  
Rockhampton

**Sydney to:**

Gold Coast  
Hamilton Island  
Hobart  
Launceston  
Sunshine Coast  
Mackay\*  
Melbourne (Avalon)  
Rockhampton

**Melbourne to:**

Brisbane (from Avalon)  
Gold Coast  
Hamilton Island\*  
Hobart  
Launceston  
Newcastle  
Sunshine Coast  
Sydney (from Avalon)

\* Flights commencing on these routes from August 2004

"While our initial network includes 10 destinations, we plan to expand progressively from November 2004 with flights to Perth, Alice Springs, Ayers Rock, Darwin, Broome, Townsville and Adelaide," Mr Dixon said.

He said the initial schedule included a range of capacity increases and benefits for individual travellers and Australian tourism.

## **Tasmania**

- New direct daily services from Brisbane, offering Brisbane passengers who previously connected over Sydney or Melbourne a non-stop service
- A double daily service from Sydney to Launceston (from August 2004), operating morning and afternoon to provide greater flexibility and a same day return option
- With Qantas and Jetstar flights, there will be 5,000 additional seats per week on Hobart routes (an increase of nearly 30 per cent) as well as more than 2,500 additional seats each week on Launceston routes (an increase of nearly 30 per cent)

## **Gold Coast and Sunshine Coast**

- Nearly 20 per cent more Sydney-Gold Coast capacity, with Qantas maintaining two Sydney-Gold Coast services per day in addition to Jetstar's eight daily flights
- 20 per cent more seats on the Melbourne-Gold Coast route
- A 30 per cent increase in capacity from Sydney to the Sunshine Coast, and 10 per cent more seats from Melbourne to the Sunshine Coast – with potential for further increases in capacity

## **Hamilton Island**

- 40 per cent more seats into Hamilton Island, with A320 aircraft operating from Sydney and Melbourne, and Brisbane-Hamilton Island services going to double daily (up from 12 per week) from August 2004
- Melbourne passengers will have the convenience of a daily frequency (currently Qantas operates three times a week) to Hamilton Island

Mr Dixon said that other destinations included:

- Newcastle – daily jet services to Melbourne and Brisbane
- Rockhampton – increased direct flights from Sydney and a 20 per cent increase in the seats offered by Qantas and Jetstar (Qantas will maintain one service per day from Brisbane)
- Mackay – a new direct service from Sydney and 45 per cent more seats into the port by Qantas and Jetstar (Qantas will maintain one service per day from Brisbane)
- Cairns – double daily services from Brisbane increasing to four times a day with an overall increase in seats from Qantas and Jetstar

He said that for maximum simplicity, Jetstar would offer only two types of fares – a Jet Flex fare, and a Jet Saver fare – both offered for one-way travel to allow flexibility for travellers.

Jet Flex fares allow changes up to 30 minutes prior to departure through Jetstar Telephone Reservations for no fee. Jet Saver fares allow time, date and name changes up to 24 hours before departure for a fee.

“A key benefit is that Jetstar's cheapest fares will be available without any restriction on which day you travel,” he said.

Jetstar's one-way, all-inclusive internet fares will be priced from:

Melbourne – Hobart	\$69
Rockhampton – Brisbane	\$69
Sydney – Gold Coast	\$79
Sunshine Coast – Sydney	\$79
Brisbane – Mackay	\$89
Brisbane – Proserpine	\$99
Launceston – Sydney	\$99
Melbourne – Gold Coast	\$119

Mr Dixon said Jetstar would offer a product and service that would offer customers great value for money.

“Jetstar is a low fares airline, but will be offering a very good quality product,” he said.

He said Jetstar would feature:

- One class of travel, initially on 125-seat Boeing 717 aircraft but moving to an all Airbus A320 fleet by mid-2006
- 177 luxury slim-line, all-leather seats on its A320s – the first of which will be delivered in mid-2004
- A range of hot and cold beverages (including alcohol) and snacks for purchase inflight
- A range of destination-specific and Jetstar-branded merchandise for purchase inflight
- A comprehensive inflight audio program, with reusable headsets for purchase inflight and a bimonthly inflight magazine
- Free-style seating, to allow for the fastest possible departure

Mr Dixon said Qantas Club and Chairmans Lounge members would continue to have access to the Qantas network of lounges when travelling on Jetstar flights, and Qantas Frequent Flyers would be able to redeem or “burn” points\*\* on Jetstar flights.

He said interest in Jetstar had been high, with more than 28,000 people applying for jobs with the Jetstar web site since December 2003.

The lowest Jetstar fares will be available on-line at the Jetstar web site at Jetstar.com.

Bookings can also be made through travel agents or through Jetstar Telephone Reservations on 131 538.

*\*\* subject to Award seat availability*