

## **WEBJET**

### **QANTAS COMMISSION ANNOUNCEMENT**

In response to the Qantas agency commission restructuring announcement of today's date Webjet Managing Director, David Clarke commented:

"There is nothing at all surprising in the Qantas announcement. Webjet has been anticipating a development of this type for a considerable time and our business model has always assumed volatility and restructuring of airline commissions which have occurred progressively around the world over the last couple of years.

We do not at this stage assume these developments given they are a considerable time in the future, to be necessarily negative and they indelibly underline the increasing shift of airline business onto the internet where different cost structures and different values exist for the consumer.

Unlike some industry participants who appear to be threatening to move business to alternative airlines, Webjet believes that is a decision that can only properly be made by the traveler and one of the values we bring to our customers transactions is freedom of choice, flexibility and ease of comparison. "

David Clarke  
Managing Director  
Webjet  
Level 5  
492 St Kilda Road, Melbourne  
Ph: (03) 9828 8721  
Mob: 0438 352 351