



ASX ANNOUNCEMENT

Melbourne, 15 December 2025

HELLOWORLD AND QANTAS COMMIT TO THREE-YEAR DEAL

HelloWorld Travel Limited (ASX: HLO) announced today that it had finalised a new three-year deal with Qantas Airways (ASX: QAN).

In a deal worth circa \$1.5 billion in Total Transaction Values across the next three years, HelloWorld said that this deal will ensure that agents within its networks continue to be remunerated on their efforts to sell Qantas domestic and international flights to their customers and was clearly a recognition by Qantas of the critical role that agents play in the distribution and sale of Qantas flights within Australia and globally.

“While there’s been much speculation over the last few years about cuts in agent commission, we’ve always enjoyed a very positive relationship with Qantas and, this new deal with Qantas clearly identifies the strategic importance of the agency networks in Australia and New Zealand in supporting Qantas’ commercial aspirations. We want to personally thank Vanessa Hudson, Qantas CEO, together with Cam Wallace and Markus Svensson, the CEOs respectively of Qantas International and Qantas Domestic, for their support in getting this deal finalised together with Qantas’ commercial team,” said Andrew Burnes AO, CEO of HelloWorld Travel Limited.

Cam Wallace, the CEO of Qantas International, commented that “HelloWorld and its range of retail networks across Australia and New Zealand are very important to Qantas and we recognise that agents continue to play a very important role in the sale and distribution of our products both overseas and within Australia. It’s been a great outcome to finalise this three-year deal with HelloWorld and we’re looking forward to continuing to grow our commercial relationship with them across the next few years.”

Authorised for release by Chief Executive Officer

-ENDS-

About HelloWorld Travel Limited

- *HelloWorld Travel Limited (ASX: HLO) is a leading Australian & New Zealand travel distribution company, comprising retail leisure travel and business travel networks, travel broker networks, destination management services (inbound), air ticket consolidation, tourism transport operations, wholesale travel services, including event packaging and online operations, all supported by world class proprietary and non-proprietary distribution systems.*
- *HLO businesses have over 900 personnel located in Australia, New Zealand, Fiji and Greece, and over 2,600 members of its travel agency and broker networks in Australia and New Zealand.*
- *HelloWorld Travel is a proud sponsor of the School of St Jude in Tanzania, Ollie’s Echo, The Danii Foundation, and My Room Children’s Cancer Charity.*



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