

15 June 2011

Changes to Qantas Freight's Australian Sales Regions

Please be advised that I have made a number of changes to the management and reporting structure of the Australian sales region in order to improve accountability, responsiveness and ultimately the service we provide.

The Australian region has been restructured into three regions with Dave Harris assuming responsibility for northern and western Australia including the sales areas of West Australia, the Northern Territory, Queensland and Papua New Guinea. Responsibility for southern Australia incorporating South Australia, Victoria and Tasmania will be held by Bruce Ealam. Responsibility for New South Wales remains unchanged.

As a result of these changes, Trefor Lenegan currently plans to leave Qantas in mid-July.

I would like to take this opportunity to wish Trefor well in his future endeavours and publically thank him for his commitment to Qantas and his contribution to our business in the region over the past 13 years.

There is no further change to our team of sales representatives and skilled sales support staff as a result of the reorganisation. I can also assure you that there will be no lessening of Qantas Freight's commitment to servicing customers in all regions of Australia particularly in Western Australia.

I have asked that Dave and Bruce introduce themselves over the coming weeks to those of you that they do not already know. In the meantime please do not hesitate to contact me directly on 02 9691 1124 should you have questions or concerns about the change.

Yours sincerely

A handwritten signature in black ink, appearing to read "Mitch Wild", written over a series of diagonal lines that serve as a background for the signature.

Mitch Wild
Regional Manager Australia and New Zealand