

FREQUENT  
FLYER



**All**  
ACCOR · LIVE LIMITLESS

**Partnership changes**



# Be rewarded twice when you fly or stay

FREQUENT FLYER 

  
ACCOR · LIVE LIMITLESS

Members earn:



**3 Qantas Points per \$1**

Plus Reward points  
on Accor stays in Asia Pacific



**ALL Reward points**

on Qantas flights



**Strong engagement with the partnership since launch**



**233,000+**

Members linked their ALL & QFF accounts



**53,300+**

New members to ALL  
68,000 room nights  
€10.6m room revenue  
92% from hotels in the Pacific region



**131,176**

Stayed at an Accor hotel



**70,058**

Flown on Qantas and earned Reward points

# New changes from 29 June



Flying is now even more rewarding for QFF and ALL Gold members and above:

1. **QFF Gold members** will now be able to earn Reward points on Qantas flights
2. You can now earn 1 Reward point per \$2 spent (used to be 1 point per \$5) on Qantas flights. That's more than double the value!

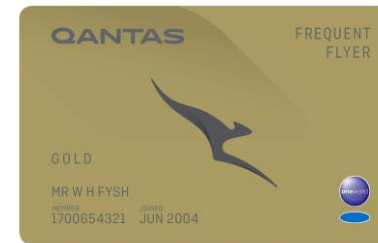
	Current	NEW (on 29 June)
Who can earn Reward points on Qantas flights?	<ul style="list-style-type: none"> <li>• QFF Platinum</li> <li>• QFF Platinum One</li> <li>• QFF Chairman's Lounge</li> <li>• ALL Gold</li> <li>• ALL Platinum</li> <li>• ALL Diamond</li> <li>• ALL Limitless</li> </ul>	<ul style="list-style-type: none"> <li>• <b>QFF Gold</b></li> <li>• QFF Platinum</li> <li>• QFF Platinum One</li> <li>• QFF Chairman's Lounge</li> <li>• ALL Gold</li> <li>• ALL Platinum</li> <li>• ALL Diamond</li> <li>• ALL Limitless</li> </ul>
The earn rate	1 Reward point per AUD 5	1 Reward point per <b>AUD 2</b>

# Why the change?



1. To recruit high value QFF Gold members into ALL

These members travel frequently, require hotel stays and we want them to choose Accor hotels.



2. To give existing ALL members (Gold and above) **more value** when they fly with Qantas by doubling the earn rate.

3. To earn additional ALL Reward points revenue for Accor.

# Campaign to support the changes



Week commencing:	26 Jun	3 Jul	10 Jul	17 Jul	24 Jul	31 Jul	7 Aug
Press release	Active						
QFF eDM	Active						
QFF e-Newsletter			Active				Active
Qantas.com partner page	Active	Active	Active	Active	Active	Active	Active
Qantas.com My Account			Active	Active		Active	
QFF app		Active					
Paid social (\$30,000)	Active	Active	Active	Active	Active	Active	
Sunrise breakfast board					Active		
Sunrise competition				Active			

# Other partnership benefits remain

**Stay & Earn**  
Earn Qantas Points on eligible hotel stays in Asia Pacific

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**Wine Membership**  
Complimentary Qantas Wine Premium membership for ALL Gold and above

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**Fast Track Status**  
Fast track to ALL Silver for Qantas Frequent Flyer Gold and above and Points Club Plus members

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# What do you earn?

## Qantas Frequent Flyer Members:

 <b>QFF STATUS</b>	 <b>QANTAS FLIGHTS</b> Branded/Operated Domestic & International	 <b>ACCOR HOTEL STAYS</b> in Asia Pacific
Bronze	N/A – No points earned	<b>Every tier earns 3 Qantas Points for every \$1 spent!</b>
Silver		
Gold	2 Reward points for every \$5 spent	
Platinum		
Platinum One		
Chairman's Lounge		

- Only ALL and Qantas Frequent Flyer Gold and above will earn Reward points on Qantas flights
- Usual Qantas Frequent Flyer program terms and conditions apply



# What do you earn?

## ALL Members:

 ALL STATUS	 QANTAS FLIGHTS Branded/Operated Domestic & International	 ACCOR HOTEL STAYS in Asia Pacific
Classic	N/A – No points earned	Every status level earns 3 Qantas Points for every \$1 spent!
Silver		
Gold	2 Reward points for every \$5 spent	
Platinum		
Diamond		
Limitless		

- Qantas Points are credited automatically within 6 weeks of a hotel stay
- **No restrictions on who can earn points!** Every status level across ALL and QFF can earn on a stay as long as their accounts are linked
- Standard eligibility rules apply ie. to earn you must book via an eligible channel

# Example of points earned

Fly Sydney to Perth return in economy: AUD 1500

Stay at Novotel Perth Murray Street for 3 nights: AUD 684 (EUR 420)

	Qantas flight	Hotel stay	Total points for the holiday
QFF Gold member, who is ALL Classic	750 Reward points Plus usual 5,076 Qantas Points	2,502 Qantas Points Plus usual 1,050 Reward points	1,800 Reward points 7,578 Qantas Points
ALL Gold member who is a QFF Bronze	750 Reward points Plus usual 2,900 Qantas Points	2,502 Qantas Points Plus usual 1,554 Reward points	2,304 Reward points 5,402 Qantas Points

# How to link your Accounts



- Link your Qantas Frequent Flyer account to an ALL account online to receive the new benefits
- Link via ALL – [all.accor.com/qantas](https://all.accor.com/qantas)
- Link via QFF - <https://www.qantas.com/au/en/frequent-flyer/partners/accor.html>

