



Air NZ dreams again

AIR NZ has confirmed its 787-9 wide-body Dreamliner aircraft will return to daily service on the Perth-Auckland route effective from 29 Oct, offering options including Business Premier, Premium Economy and the economy SkyCouch - see [page 10](#).

HLO flags strong future

“THERE has never been a better time to be in a travel-related business, as demand continues to outstrip supply.”

That was one of the key comments from Helloworld Travel Limited CEO Andrew Burnes this morning as he unveiled a strong full-year result for the leisure travel-focused firm (*TD* breaking news), while also confirming a dividend of 6c per share.

Burnes attributed much of the performance to the “rise of the trusted advisor”, with the year to 30 Jun seeing Helloworld’s TTV from continuing operations more than double to \$2.57 billion and the payment of a 6c per share final dividend.

Statutory profit after tax for the 12 months was \$17.4 million - about 80% lower than the figure in 2022, but that included the one-off proceeds of the sale of HLO’s business travel operations to Corporate Travel Management.

With the business now firmly focused on leisure, Burnes noted that when borders initially opened, travel was heavily focused on visiting friends and relatives, “however over time the prominence of leisure-based travel has steadily increased”.

“Booking volumes are expected to continue to improve as capacity returns to normal and Asia fully opens,” he said.

Burnes noted that the demand for the services of Helloworld’s agent and broker network members continues to exceed supply, with ticket volumes continuing to increase as carriers return to Australia and NZ.

He has forecast underlying earnings of up to \$72 million for the 2023/24 financial year, which includes contributions from recent acquisitions such as Express Travel Group and Phil Hoffmann Travel.

More from HLO on [page five](#).

Today's issue of TD

Travel Daily today features seven pages of the latest travel industry news including a photo page from *JNTO*, plus full pages from:

- The Travel Junction
- APT
- Air New Zealand

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AIR CANADA

GET STARTED

Horn to sound on JB?

AN AUSTRALIAN investment company which owns equity in OTA TripADeal and Village Roadshow is among a trio of companies reportedly interested in buying Journey Beyond.

BGH Capital is rumoured to be mulling a \$600 million acquisition of the experiential tourism company, according to the *AFR*, which counts The Ghan and the Indian Pacific among its valuable asset portfolio.

Journey Beyond is currently owned by US-based Hornblower Group, which purchased the Aussie brand in early 2022 (*TD* 13 Jan 2022) for around the same price that is being touted by media reports this week.

Talk of a sale follows suggestions raised by the *Wall Street Journal* last year that the US equity firm was struggling to bounce back and pay its bills following the financial fallout from the pandemic.

In Nov last year, Hornblower Group, which also owns cruise brand American Queen Voyages and a wide range of water- and land-based tourism experiences globally, hired a legal advisor to help rework its debt, an article in the *Journal* claimed.

Other interested parties investigating a possible purchase of Journey Beyond include Asia-focused Affiant Equity Partners and The Carlyle Group.

Investment bank UBS is understood to be heading up the brand's possible sale, which was previously owned by Quadrant.

When contacted for comment, a spokesperson for Journey Beyond told *TD* "while we do not comment on rumour or speculation, [our] diverse portfolio of premier experiential travel offerings continues to be an attractive business to investors and has always drawn strong external interest".

Intrepid Daintree buy

INTREPID'S ongoing move to diversify its offerings from straight touring has received a major boost this morning, with the Aussie operator acquiring four-star boutique rainforest retreat Daintree Ec Lodge in Tropical North Queensland.

Purchased from Morris Group for \$5 million, the 15-room property offers guests a restaurant and bar area, a day spa, as well as natural waterfalls and walking tracks, and follows recent moves by Intrepid to grow its "complimentary" portfolio.

"A move into the lodge space is a long-held aspiration for Intrepid and will connect our brand to an entirely new audience while seamlessly integrating with our core tour product," Intrepid Travel CEO James Thornton said.

Last year, Intrepid made a \$7.85 million investment in off-the-grid accommodation supplier CABN (*TD* 09 May 2022), which offers small sustainable escapes.

APT in the running

APT Travel Group has been nominated in the Most Popular River Cruise Operator category in the National Travel Industry Awards (NTIA), which will be held in Melbourne on 18 Nov.

"We are delighted to be NTIA nominees...thanks to you, our amazing agents," APT enthused.

To find out how you can give APT your vote for this prestigious award, see the **back page**.

Amazing Thailand

THE Travel Junction (TTJ) is promoting its six-day Kanchanaburi & Bangkok package, which invites travellers to experience Thailand's rich history and lush nature and includes return Economy flights from Australia to Bangkok.

Travel agents can currently earn up to 15% commission, with the top-selling advisor to win an amazing Thailand experience - see **page seven** for more details.

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Confidential enquiries can be made to Phil Morton or Delinda Kalic at Morton Philips on 08 8210 8510. Applications are welcome in Word format through [Seek](#).

Morton Philips





Travel Daily
ON LOCATION

MELBOURNE

Today's issue of *TD* is coming to you courtesy of Disney Destinations who are tonight launching Disney Days 2023.

WE ARE heading down to Melbourne today ahead of a night filled with excitement and wonder at the first Disney Days event for 2023.

Celebrating 100 years of The Walt Disney Company, this year's event promises to be bigger and better than ever.

The immersive event, held in partnership with Brand USA and United Airlines, will see guests experience the magic of Disney as they taste bespoke bites, visit interactive zones and enjoy magical moments, while hearing the latest updates from the Disney Destinations team.

NTIA 2023 voting opens

THE Australian travel industry is once again in a fever of anticipation for the National Travel Industry Awards (NTIA), with strong demand for tickets to the 18 Nov event in Melbourne seeing just 250 places left.

It's the first time the NTIAs have been held in Victoria for more than 15 years, with the near sellout revealed this morning along with the full list of 2023 nominees (*TD* breaking news).

Described by Australian Travel Industry Association (ATIA) CEO Dean Long as "the pinnacle of recognition for the travel industry", there are more than 350 nominations (**VIEW HERE**) across the 34 categories - 11 of which are designated for voting, while the remainder will go through a judging process.

The voted categories include:

- Tour Operator - Specialised
- Tour Operator - Global
- Wholesaler - Product/Service

- Wholesaler - Destination/ Experience
- Tourism Office
- Accommodation Group/Chain
- Airline - Online
- Airline - Offline
- Ocean Cruise Operator
- River Cruise Operator
- Car Rental Operator

Voting is open now and closes at midnight on 15 Sep, with a new process seeing participants register at atia.travel prior to lodging their preferences.

"ATIA would like to congratulate all the nominees for this year's NTIAs for all the hard work they do in promoting the excellence of Australian travel," Long said, urging the industry to submit votes "to ensure you support the brilliant businesses that make up our industry".

[Vote for 2023 NTIAs](#)

[Buy NTIA 2023 tickets](#)



VISITORS to Rome's Colosseum are getting more than they bargained for with hoards of rats roaming around the famous tourist attraction.

Europe's heatwave combined with large amounts of litter left by sightseers to create the ideal environment for the rodent infestation.

Rome's head of Refuse Collection, Sabrina Alfonsi, told the BBC that the situation is now under control after "extraordinary intervention", and that additional clean up operations would continue around the area.

At present, there are 2.5 rats per human in Rome.

Meanwhile in New Zealand, there are 4.9 sheep per human, which is actually an all-time low for the country.

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The Chat with Jenny
 Travel Daily
 A Conversation with Anne Rogers
 Tour Designer and Consultant
 CLICK HERE to listen




New PER service is fan-Batik!



BATIK Air Malaysia's recently launched direct services between Auckland and Perth (**TD 25 May**) was welcomed heartily by the Western Australian Government and key stakeholders last week, providing an extra 112,000 seats into the WA city each year.

Supported by the WA Government in partnership with Perth Airport, the carrier will operate six flights per week on the route, joining Kuala Lumpur and Auckland via Perth.

Batik Air Groups' Datuk Chandran Ramamuthy was at Perth Airport last Fri alongside the Perth Airport acting CEO Kate Holsgrove and Deputy Premier of Western Australia, Rita Saffioti, to welcome the inaugural flight.

The new service is expected to deliver a tourism boost for New Zealand, which is Western Australia's third largest visitor market, with more than 51,000 visitors travelling to the state for

the year ending Mar 2023.

"Additional routes for this market will make flight prices more competitive and allow even more New Zealanders to come and discover WA and all it has to offer," Saffioti enthused.

The carrier also announced a new daily non-stop Perth to Jakarta flight, which takes off from 21 Sep, bringing its total number of weekly flights from Perth to 46.

By the end of this year, Batik Air Group will operate more than 85 weekly flights to Australia across Sydney, Melbourne, Brisbane, Adelaide, and Perth.

Batik Air Group is represented by the CVFR Travel Group's GSA Company of Airline Rep Services for Australia and New Zealand.

Pictured: Captain Wisnu Wijayanto, CEO at Batik Air Indonesia; Saffioti; Ramamuthy; Holsgrove; and Ram Chhabra, Group CEO at CVFR Travel Group.

Thredbo's record result

THREDBO enjoyed a record financial result for the full year to 30 Jun, with the popular ski resort's parent company EVT Limited releasing the positive result to the ASX this morning.

On the back of strong domestic travel demand, Thredbo posted a revenue of \$106.3 million for the 12-month period, up 65.3% on the year before and 30% on pre-pandemic results, while an EBITDA of \$39.8 million also showed an impressive 144.1% increase on the prior year.

"Thredbo's new business model is working well, focused on better capacity utilisation and delivering a premium experience...customer feedback endorses we are on the right track," EVT CEO Jane Hastings said.

While warmer conditions have hampered Thredbo's 2023 results so far, EVT noted that an emerging strategy to ensure the attraction becomes a viable year-round destination, including its

Alpine Coaster ride and a greater investment in snowmaking, is working well.

Meanwhile, EVT's hotel division also performed well, with revenue climbing from \$217.74m last year to \$352.55m, while EBITDA also enjoyed a healthy bump, up from a loss of \$1.15m in 2022 to \$58.87m.

The period also saw EVT add eight hotels, representing 1,110 additional hotel rooms.

Cruise drops COVID

CRUISE-SPECIFIC COVID-19 measures have been removed in NSW, with Cruise Lines International Association (CLIA) MD Australasia Joel Katz welcoming the move.

"This brings Australia into line with other countries internationally and gives clarity to cruise passengers ahead of the coming summer cruise season," he said - more in today's **CW**.

VA bag tracking

VIRGIN Australia is rolling out its new baggage tracking tool across more than two thirds of its domestic network, after a successful pilot of the scheme earlier this year (**TD 29 May**).

Passengers on applicable flights will now be able to track the status of their checked baggage via the Virgin Australia app.

VA said it now anticipates a rise in guests checking in baggage as a result of the new tracking tool.

Spirit & Sun in APAC

NORWEGIAN Cruise Line (NCL) has revealed new APAC departures aboard *Norwegian Spirit* and *Norwegian Sun* for the upcoming 2024/25 season.

The newly-unveiled Aussie voyages include two departures from Melbourne, a French Polynesia sailing from Papeete to Melbourne via Queensland, as well as the cruise line's first sailing between Indonesia's Bali and New Zealand.



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\$4.4m Phil Hoffmann buy

HELLOWORLD Travel finalised its acquisition of a 40% stake in Adelaide's Phil Hoffmann Travel (PHT) (**TD** 03 May) last Fri, with the purchase price revealed this morning in HLO's annual report.

The company paid \$4.4 million in total to founder Phil Hoffmann, including \$3 million in cash and the remainder as 479,781 HLO shares, which were issued on Fri. Helloworld said the payment

Gilpin HLO sale option exercised

THE shareholders in corporate travel agency Gilpin Travel have exercised a put option in place since 2018/19, which means the company is set to be 100% acquired by Helloworld Travel.

The purchase price is a set multiple of the financial year earnings immediately preceding the exercise of the put option, which took place on 17 Jul.

Helloworld's annual report notes that the transaction has not yet settled and therefore it does not control Gilpin Travel as at the date of today's financial report.

HLO luxury push

HELLOWORLD is expanding its presence in the luxury travel sector, with the company today confirming the launch of a "new luxury offering" in the next year.

The new program will include an "expanded Ultimate Journeys range and an exclusive range of premium hotels with tailored special offerings for our key networks", the company said.

TC renews HLO deal

THE Helloworld Travel Limited annual report confirms the five-year renewal of the ongoing Commercial Purchasing Agreement with Travellers Choice.

The long-term deal sees the 115-strong agency group source much of its product in partnership with Helloworld.

represents a six times EBITDA future earnings multiple, with the other owner, Peter Williams, retaining a 50% share in the business and HLO having an option to acquire Hoffmann's remaining 10% between 2025 and 2027.

An additional payment of up to \$800,000 is payable subject to PHT achieving specified targets in FY24 or FY25, while a new shareholders agreement sees Williams as party to a put-and-call option, to be exercised from 01 May 2028 to 30 Apr 2033.

Tech development

INVESTMENT in Helloworld's proprietary systems continued in 2022/23, focusing on the Mango and ReadyRooms wholesale and inbound systems as well as Smart Tickets and the ResWorld retail agency mid-office platform.

HLO noted the systems "allow us to distribute products and services to our 2,460+ travel agents and travel brokers throughout Australia and NZ, with enhancements designed to render our mutual businesses more productive and with a broader range of content".

Inbound growing

THE inbound destination management businesses of Helloworld started to grow again in 2022/23, with the company expecting further expansion in FY24 as the first full year without border restrictions and international visitors return.

The company's annual report notes these operations are totally reliant on international leisure visitors, which has recovered more slowly than outbound.

"While recovery has been strong from UK/Europe, growth in leisure arrivals from North America is slow, and with the exception of India, growth out of Asia including Japan and China has been very slow," HLO noted.

Cultural Attractions appeal



LAST week Cultural Attractions of Australia hosted industry partners at an event at the Australian Maritime Museum in Sydney, with members of the organisation showcasing their curated experiences to guests.

Leading galleries and museums, historic sites, sporting attractions and performing arts companies were on show, with John Quertermous, Chair of Cultural Attractions and Bangarra Dance Theatre Marketing & Communications Director, highlighting the collective's purpose to "provide specially curated experiences for travellers seeking journeys with a difference".

Executive officer Annabel Sullivan, who's **pictured above** with Leonard Masacupan and Louise Hughes from Luxury Escapes, said it was the perfect

time to bring together the key people and attractions that amplify the appeal of Australia's cultural tourism offering.

Cultural Attractions of Australia members (**pictured below**) include Adelaide Oval, the Art Gallery of NSW, the Australian Maritime Museum, Australian Parliament House, the Australian War Memorial, Bangarra Dance Theatre, Fremantle Prison, Melbourne Cricket Ground, Mona Tasmania, National Gallery of Australia, National Gallery of Victoria, National Museum of Australia, Opera Australia, Port Arthur Historic Site, Queensland Art Gallery/QAGOMA, Sovereign Hill and Sydney Opera House.

Cultural Attractions of Australia is part of Tourism Australia's Signature Experiences of Australia program - see culturalattractionsofaustralia.com.



URBAN AIR MOBILITY IS NO FLY-BY-NIGHT FAD

The once-fanciful aerial transport is now within reach, and aerospace manufacturers are furiously working on getting the concept of Urban Air Mobility off the ground.

[CLICK HERE TO READ](#)

travelBulletin

JNTO agent roadshows make big return

THE Japan National Tourism Organization (JNTO) has just wrapped up two very colourful and educational agent networking events at the Hilton Sydney and W Brisbane, with more than 260 guests attending the events across the two cities.

JNTO showcased almost 30 top suppliers from across Japan, with agents hearing from guest speaker, Carolyn Childs, and enjoying traditional entertainment with a shamisen performance from Noriko Tadano.

Guests also dined on Japanese-inspired cuisine and discovered more about the land of unlimited experiences and sensations.

Throughout the evening, agents had 10 scheduled appointments lasting five minutes each, which were pre-assigned based on their registered interests, allowing them to learn and discuss directly with suppliers and destinations.

Networking opportunities throughout the sessions also ensured that agents had the ability to connect with all attending suppliers.

JNTO will be running two more Australian roadshows for those who missed out this time, with the next events to be held in Sydney on 05 Feb and in Perth on 07 Feb 2024.

Register your interest for Sydney [HERE](#) and Perth [HERE](#).



CAROLYN Childs from The World Tourism Association for Culture and Heritage; Lawson Dibb and Millie Browne, Linkd Tourism; Naoki Kitazawa, Noriko Entertainment; and Sally Miles and Naoki Tokutsu from JNTO.

GUESTS checking in at the registration desk.



LIMELIGHT Arts Travel's Kathleen Olive sharing a moment with Chantal Simms and Jackie Colonnelli at Academy Travel.



REPRESENTATIVES showcasing Apartment Hotel Mimiru to attendees.



THE traditional shamisen performance.



ETSUKO Nagamori (L) and Hiroyuki Nakano (R) from Kinetsu International Express with Naoki Kitazawa (centre), Executive Director of JNTO.



CAROLYN Childs giving her keynote speech.



ATTENDEES were treated with traditional Japanese cuisine at the venue.



PARTICIPANTS at the speed dating appointments from the night.

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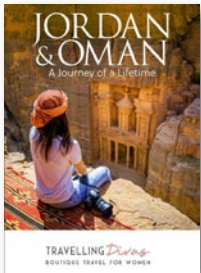
Boasting over 40 unique itineraries in the choice of six travelling styles, Trafalgar has released its new brochure bringing keen travellers to the USA, Canada, Hawaii, Mexico, Costa Rica and Cuba. The tour operator also has an established network across these regions to give adventurers access to the rich culture of each destination. Travellers are invited to visit must-see locations across the globe, with insider experiences and VIP entries to selected sites, as well as luxury accommodation and transport.



Compass Expeditions - Small Groups 4WD Tours

Compass Expeditions has gone to press to showcase its latest range of small group 4WD tours. Explorers are invited to embark on the tour operator's specially curated self-drive itineraries, including the 16-day Canyon, Dunes & Fall, Africa package, the 15-day Peru Explorer journey or the 21-day Complete Patagonia safari, and so much more, detailed in the new guide. For motorcycle enthusiasts, the brochure also highlights an

extensive range of captivating two-wheeled adventures.



Travelling Divas - Jordan & Oman

The new 16-page brochure by Travelling Divas showcases a variety of journeys in Jordan and Oman, designed especially for women. Travelling between 08 and 25 Feb 2024, the 18-day Ancient Cultures Uncovered itinerary includes airport transfers, daily breakfast, a private English-speaking guide, luxury accommodations and more. See the booklet to learn more about the ancient landscape, beautiful architecture, pristine coastline and the spectacular deserts within the region.



Kangaroo Island Coachlines - Agent Rates 23/24

Kangaroo Island Coachlines (previously Kangaroo Wildlife Safari) has revealed its trade price and commission earnings on its 2023/24 tours in its new agent rates guide. The operator provides fun and educational half- and full-day tours catering for a variety of travellers, with itineraries able to be tailored for both public and private groups. Most tours include air-conditioned motorcoach trips with an experienced tour guide driver on board.

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A&K showcase Sth America



ABERCROMBIE & Kent (A&K) collaborated with Explora Lodges and Aqua Expeditions to host key trade partners to a mouth-watering South American themed dinner last Thu.

Held at Palermo, a chic Argentinian steakhouse on Little Bourke Street in Melbourne's CBD, the evening showcased the depth of products offered by A&K in the South American region,

including the luxurious Explora Lodges and Aqua Expeditions Amazon cruising.

Pictured: Benjamin Garcia, Nomade; Hannah Taylor, A&K; Andrea Barrera, Nomade; and Susan Haberer, A&K.

Measles warning

VARIOUS health organisations across Australia, including WA Health and NSW Health, have urged travellers to "ensure they are fully protected against measles", after two recent reports of travellers returning from Bali with the disease.

Anyone arriving from overseas who develops symptoms of measles is being advised to call their GP or the closest emergency department so they can discuss their illness and arrange for follow-up care and urgent testing, if required.

Dubai visitors up

DUBAI has recorded 8.55 million international visitors in the first half of 2023, overtaking the pre-pandemic figure of 8.36 million in H1 2019, representing a 20% year-on-year increase.

Crown Prince of Dubai and Chairman of The Executive Council of Dubai, Hamdan bin Mohammed Al Maktoum, said "the remarkable surge in international visitors... demonstrates [Dubai's] emergence as one of the brightest spots not only in the worldwide tourism sector but also the broader global economic landscape".

The data, released by Dubai's Department of Economy and Tourism, is aligned with the city's goal to become the world's most visited destination.

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Thank You!

We are delighted to be **NTIA** nominees for the **Most Popular River Cruise Operator**, thanks to you, our amazing agents!

We would love your vote and support for this prestigious award.

Simply click below and chose **APT Travel Group** as your favourite River Cruise Operator.

VOTE NOW



Once again, a **HUGE THANK YOU** to you all.

From all the team at APT Travel Group



A STAR ALLIANCE MEMBER 

AIR NEW ZEALAND 



The Dreamliner is back, flying from Perth

The 787-9 Dreamliner aircraft is returning to our daily Perth – Auckland services from 29 October 2023, providing customers the choice of the works, economyskycouch™, premium economy, and business premier™.

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Find out more at airnzagent.com.au