

11 March 2026



## Fare Comparison Evidence

### **Purpose**

This document provides sample fare comparisons to demonstrate pricing outcomes currently observed between Sydney and Toowoomba, compared with alternative departure options and international leisure routes.

As a retail travel agency, we regularly assess fare structures across domestic and international routes.

Virgin Australia currently provides no commission on domestic fares.

Qantas provides approximately 1 percent commission on the base fare (pre-tax) domestically.

Accordingly, the pricing examples below reflect underlying airline fare levels rather than agency commission structures or booking fee impacts. Elevated regional fares do not translate into meaningful intermediary revenue. The disparity illustrated is driven by airline pricing decisions at source.

At the same time, major carriers have reported strong post-pandemic profitability while maintaining constrained service frequency and limited network expansion on certain regional routes.

Where airlines operate with limited competition and high market concentration, pricing power sits almost entirely with the carrier. Regional businesses and consumers have little negotiating leverage and limited alternatives.

The examples below are based on publicly available fares at the time of search and are intended to illustrate structural pricing differences rather than isolated promotional anomalies.

## The “Cheaper to Drive” Case

On the dates examined, departing from Brisbane produced a total cost saving of approximately \$71.74 for a single traveller and \$410.27 for a family of four, despite requiring a 250 km return drive.

WTB-SYD return fare

Single Passenger

1

QF/\*\* 1491 Qantas WTB - Toowoomb... 19.JUL, 14:05 → SYD - Sydney 19.JUL, 15:55 1h 50min  
 QF/\*\* 1490 Qantas SYD - Sydney 26.JUL, 11:55 → WTB - Toowoomb... 26.JUL, 13:40 1h 45min

NDC NDC  
 1 seat left Red Edeal Economy Flex  
 AUD 433.14 AUD 1231.38

WTB-SYD: QF/\*\* 1491 SYD-WTB: QF/\*\* 1490

ADT Exchange Before: 110.00 AUD Exchange After: 110.00 AUD Refund: Non refundable Ticket by: 20FEB 23:59

From: WTB 19.JUL at 14:05 To: SYD at 15:55 - 3 (DOMESTIC) Flight Time: 1h 50min Class: D Meals: No data Equipment: DEHAVILLAND DASH 8-400 TURBOPROP Operator: No data On-Time: No data Air Miles: 441  
 Time Diff: +00:00 E-ticket: Yes Baggage Allowance: 1 piece Carry On Baggage: No data

FARE DESCRIPTION	EST EMISSIONS	SEAT MAP
RED EDEAL	81 kg CO <sub>2</sub>	SEAT MAP

SELECT OFFER

Family, 2A and 2C

1

QF/\*\* 1491 Qantas WTB - Toowoomb... 19.JUL, 14:05 → SYD - Sydney 19.JUL, 15:55 1h 50min  
 QF/\*\* 1490 Qantas SYD - Sydney 26.JUL, 11:55 → WTB - Toowoomb... 26.JUL, 13:40 1h 45min

NDC NDC  
 4 seats left Red Edeal Economy Flex  
 AUD 1909.92 AUD 4925.52

WTB-SYD: QF/\*\* 1491 SYD-WTB: QF/\*\* 1490

ADT Exchange Before: 110.00 AUD Exchange After: 110.00 AUD Refund: Non refundable Ticket by: 20FEB 23:59

From: WTB 19.JUL at 14:05 To: SYD at 15:55 - 3 (DOMESTIC) Flight Time: 1h 50min Class: Q Meals: No data Equipment: DEHAVILLAND DASH 8-400 TURBOPROP Operator: No data On-Time: No data Air Miles: 441  
 Time Diff: +00:00 E-ticket: Yes Baggage Allowance: 1 piece Carry On Baggage: No data

FARE DESCRIPTION	EST EMISSIONS	SEAT MAP
RED EDEAL	81 kg CO <sub>2</sub>	SEAT MAP

SELECT OFFER

Fuel Cost return to WTB airport ex City: \$4.10 | Parking Cost WTB Airport: \$85 for the 7 days

Cost Single: \$522.24

Cost Family: \$1914.02

## BNE-SYD return fare - Single Passenger

Virgin

17 Virgin Australia logo

Flight	Origin	Destination	Class	Price (AUD)
VA 986	BNE - Brisb...	SYD - Sydney	Life	282.00
VA 943	SYD - Sydney	BNE - Brisb...	Choice	320.00
			Flex	425.99
			Business	712.01

BNE-SYD: **VA 986** SYD-BNE: **VA 943**

ADT - Refund : See Rules Exchange : Changeable with penalties Exchange Before : 99.09 AUD Exchange After : 99.09 AUD Refund Before : See Rules Refund After : See Rules Min stay : See Rules Max stay : See Rules Last Day To Book : 2026-02-20 Ticket by : 20FEB 23:59

From: BNE 19 JUL at 19:05 - DOMESTIC To: SYD at 20:40 - 2 (DOMESTIC) Flight Time: 1h 35min Class: F Meals: Food and beverage for purchase Equipment: BOEING 737 Operates: Sun On-Time: No data Air Miles: 466 Time Diff: +00:00 E-ticket: Yes Baggage Allowance: No free baggage allowance Carry On Baggage: 1 piece

BRANDED FARES: NO BRANDED FARES SEAT MAP: SEAT MAP EST EMISSIONS: AMENITIES: AMENITIES

**SELL & SAVE PRICE**

Jetstar

73 Jetstar logo

Flight	Origin	Destination	Class	Price (AUD)
JQ 815	BNE - Brisb...	SYD - Sydney	Mixed Brands	343.31
JQ 814	SYD - Sydney	BNE - Brisb...	Starter Plus Bag	383.32
			Max	765.30
			Flex	471.32

BNE-SYD: **JQ 815** SYD-BNE: **JQ 814**

ADT - Loading fare rules, please wait...

From: BNE 19 JUL at 09:50 - DOMESTIC To: SYD at 11:25 - 2 (DOMESTIC) Flight Time: 1h 35min Class: H Meals: No data Equipment: AIRBUS A320 Operates: Sun, Mon, Wed, Fri On-Time: No data Air Miles: 466 Time Diff: +00:00 E-ticket: Yes Baggage Allowance: 20 kilograms Carry On Baggage: 1 piece

BRANDED FARES: BRAND OPTIONS AVAILABLE SEAT MAP: SEAT MAP EST EMISSIONS: AMENITIES:

**SELL & SAVE PRICE**

Qantas

13 Qantas logo

Flight	Origin	Destination	Class	Price (AUD)
QF 541	BNE - Brisb...	SYD - Sydney	Red Edeal	350.00
QF 536	SYD - Sydney	BNE - Brisb...	Economy Flex	878.86
			Business	1158.00
			Flexible Business	2699.72

BNE-SYD: **QF 541** SYD-BNE: **QF 536**

ADT - Exchange Before: 110.00 AUD Exchange After: 110.00 AUD Refund: Non refundable Ticket by: 20FEB 23:59

From: BNE 19 JUL at 16:00 - DOMESTIC To: SYD at 17:40 - 3 (DOMESTIC) Flight Time: 1h 40min Class: E Meals: No data Equipment: BOEING 737 Operates: No data On-Time: No data Air Miles: 466 Time Diff: +00:00 E-ticket: Yes Baggage Allowance: 1 piece Carry On Baggage: No data

FARE DESCRIPTION: RED EDEAL EST EMISSIONS: 71 kg CO<sub>2</sub> SEAT MAP: SEAT MAP

**SELECT OFFER**

Fuel Cost return BNE: \$25.50 | Parking Cost BNE Airport: \$105-225

Total BNE Cost with checked bags: \$450.50 - \$600.50

BNE-SYD return fare - Family, 2A and 2C

Virgin

The screenshot shows flight options for Virgin Australia. The selected route is BNE-SYD: VA 970 (BNE - Brisb... 19 JUL, 17:05) and SYD-BNE: VA 951 (SYD - Sydney 26 JUL, 15:00). The flight time is 1h 35min. The price for the selected fare is AUD 1263.96. Other fare options shown are Choice (AUD 1416.00), Flex (AUD 1839.96), and Business (AUD 4336.04). The interface includes a 'SELL & SAVE PRICE' button and various flight details like 'From: BNE 19 JUL at 17:05 - DOMESTIC' and 'To: SYD at 18:40 - 2 (DOMESTIC)'.

Jetstar

The screenshot shows flight options for Jetstar. The selected route is BNE-SYD: JQ 815 (BNE - Brisb... 19 JUL, 09:50) and SYD-BNE: JQ 814 (SYD - Sydney 26 JUL, 09:30). The flight time is 1h 35min. The price for the selected fare is AUD 1373.24. Other fare options shown are Starter Plus Bag (AUD 1533.28), Max (AUD 3061.20), and Flex (AUD 1885.28). The interface includes a 'SELL & SAVE PRICE' button and various flight details like 'From: BNE 19 JUL at 09:50 - DOMESTIC' and 'To: SYD at 11:25 - 2 (DOMESTIC)'.

Qantas

The screenshot shows flight options for Qantas. The selected route is BNE-SYD: QF 541 (BNE - Brisb... 19 JUL, 16:00) and SYD-BNE: QF 536 (SYD - Sydney 26 JUL, 15:15). The flight time is 1h 40min. The price for the selected fare is AUD 1400.00. Other fare options shown are Economy Flex (AUD 3515.44), Business (AUD 4632.00), and Flexible Business (AUD 10798.88). The interface includes a 'SELECT OFFER' button and various flight details like 'From: BNE 19 JUL at 16:00 - DOMESTIC' and 'To: SYD at 17:40 - 2 (DOMESTIC)'.

Fuel Cost return BNE: \$25.50 | Parking Cost BNE Airport: \$105-225

Total BNE Cost with checked bags: \$1503.75 - \$1666.50

## International Comparison

SYD-WTB return fare – 2 Adults

SYD-WTB: QF/\*\* 1490 WTB-SYD: QF/\*\* 1491

ADT - Exchange Before: 110.00 AUD Exchange After: 110.00 AUD Refund: Non refundable Ticket by: 20FEB 23:59

From: SYD 20MAY at 11:55 - 3 (DOMESTIC) To: WTB at 13:40 Flight Time: 1h 45min Class: 0 Meals: No data Equipment: DEHAVILLAND DASH 8-400 TURBOPROP Operates: No data On-Time: No data Air Miles: 441 Time Diff: +00:00 E-ticket: Yes Baggage Allowance: 1 piece Carry On Baggage: No data

FARE DESCRIPTION	EST EMISSIONS	SEAT MAP
RED EDEAL	○	SEAT MAP

**SELECT OFFER**

SYD-DPS return fare – 2 Adults

SYD-DPS: VA/\*\* 65 DPS-SYD: VA/\*\* 68

ADT - Refund: See Rules Exchange: Changeable with penalties Exchange Before: 109 AUD Exchange After: 109 AUD Refund Before: See Rules Refund After: See Rules Min stay: See Rules Max stay: See Rules Last Day To Book: See Rules Ticket by: 20FEB 23:59

From: SYD 20MAY at 17:45 - 1 (INTERNATIONAL) To: DPS at 22:30 - INTERNATIONAL Flight Time: 6h 45min Class: M Meals: Food and beverage for purchase Equipment: BOEING 737MAX 8 PASSENGER Operates: Everyday On-Time: No data Air Miles: 2877 Time Diff: -02:00 E-ticket: Yes Baggage Allowance: 1 piece Carry On Baggage: 1 piece

BRANDED FARES	SEAT MAP	EST EMISSIONS	AMENITIES
BRAND OPTIONS AVAILABLE	SEAT MAP	246 kg CO <sub>2</sub>	AMENITIES

**SELL & SAVE PRICE**

## Observation

The short domestic regional return fare of AUD 771.14 represents approximately 85 percent of the cost of a return international service to Denpasar priced at AUD 906.80.

The Denpasar service covers significantly greater distance, longer flight time, higher fuel burn, international airport charges and border processing costs, yet is priced only approximately AUD 135 higher than the regional domestic return fare.

This comparison illustrates the disproportionate pricing of certain regional sectors relative to longer, competitive international routes.

## Trunk Route Comparison – 2 Adults

### SYD-WTB return

SYD-WTB: **QF/\*\* 1490** WTB-SYD: **QF/\*\* 1491**

ADT = Exchange Before: 110.00 AUD Exchange After: 110.00 AUD Refund: Non refundable Ticket by: 20FEB 23:59

From: SYD 07MAY at 11:55 - 3 (DOMESTIC) To: WTB at 13:40 Flight Time: 1h 45min Class: E Meals: No data Equipment: DEHAVILLAND DASH 8-400 TURBOPROP Operates: No data On-Time: No data Air Miles: 441 Time Diff: +00:00 E-ticket: Yes Baggage Allowance: 1 piece Carry On Baggage: No data

FARE DESCRIPTION	EST EMISSIONS	SEAT MAP
RED EDEAL	81 kg CO <sub>2</sub>	SEAT MAP

**SELECT OFFER**

### SYD-MEL return

SYD-MEL: **VA 862** MEL-SYD: **VA 895**

ADT = Refund: See Rules Exchange: Changeable with penalties Exchange Before: 99.09 AUD Exchange After: 99.09 AUD Refund Before: See Rules Refund After: See Rules Min stay: See Rules Max stay: See Rules Last Day To Book: 2026-04-09 Ticket by: 20FEB 23:59

From: SYD 07MAY at 16:30 - 2 (DOMESTIC) To: MEL at 18:05 - TERMINAL 3 Flight Time: 1h 35min Class: M Meals: Food and beverage for purchase Equipment: BOEING 737 Operates: Sun, Mon, Tue, Wed, Thu On-Time: No data Air Miles: 439 Time Diff: +00:00 E-ticket: Yes Baggage Allowance: No free baggage allowance Carry On Baggage: 1 piece

BRANDED FARES	SEAT MAP	EST EMISSIONS	AMENITIES
BRAND OPTIONS AVAILABLE	SEAT MAP	64 kg CO <sub>2</sub>	AMENITIES

**SELL & SAVE PRICE**

### SYD-BNE return

SYD-BNE: **VA 951** BNE-SYD: **VA 978**

ADT = Refund: See Rules Exchange: Changeable with penalties Exchange Before: 99.09 AUD Exchange After: 99.09 AUD Refund Before: See Rules Refund After: See Rules Min stay: See Rules Max stay: See Rules Last Day To Book: 2026-04-09 Ticket by: 20FEB 23:59

From: SYD 07MAY at 15:00 - 2 (DOMESTIC) To: BNE at 16:30 - DOMESTIC Flight Time: 1h 30min Class: M Meals: Food and beverage for purchase Equipment: BOEING 737-700 WINGLETS 136 SEATS Operates: Tue, Thu On-Time: No data Air Miles: 466 Time Diff: +00:00 E-ticket: Yes Baggage Allowance: No free baggage allowance Carry On Baggage: 1 piece

BRANDED FARES	SEAT MAP	EST EMISSIONS	AMENITIES
BRAND OPTIONS AVAILABLE	SEAT MAP	82 kg CO <sub>2</sub>	AMENITIES

**SELL & SAVE PRICE**

## SYD-PER return

SYD-PER: **JQ 988** PER-SYD: **JQ 987**

ADT - Refund : See Rules Exchange : See Rules Exchange Before : 81.82 AUD Exchange After : See Rules Refund Before : See Rules Refund After : See Rules Min stay : See Rules Max stay : See Rules  
Last Day To Book : See Rules Ticket by : 25FEB 23:59

From: SYD 07MAY at 19:45 - 2 (DOMESTIC) To: PER at 22:50 - T2 (DOMESTIC) Flight Time: 5h 05min Class: H Meals: No data Equipment: AIRBUS A320NEO JET Operates: Thu On-Time: No data Air Miles: 2040  
Time Diff: -02:00 E-Ticket: Yes Baggage Allowance: 20 kilograms Carry On Baggage: 1 piece

BRANDED FARES	SEAT MAP	EST EMISSIONS	AMENITIES
BRAND OPTIONS AVAILABLE	SEAT MAP	204 kg CO <sub>2</sub>	AMENITIES

**SELL & SAVE PRICE**

### Observations

1. The Sydney to Toowoomba return fare of AUD 859.82 exceeds the Sydney to Melbourne return fare by approximately AUD 280 despite similar flight duration.
2. The Sydney to Toowoomba return fare exceeds the Sydney to Brisbane return fare by approximately AUD 344, again on a shorter or comparable sector.
3. The Toowoomba fare is approximately 72 percent of the cost of a Sydney to Perth return, despite Perth being more than three times the flight duration and significantly greater distance.
4. The Toowoomba service operates at materially lower frequency than the trunk routes compared above.

These examples demonstrate that pricing on certain regional routes is materially higher than highly competitive trunk routes of similar or substantially greater distance.

### Summary of Pricing Patterns Observed

Across the examples provided:

- Short regional sectors are priced materially higher than comparable trunk routes
- Regional fares can approach or exceed international leisure fares
- Limited frequency restricts competitive discipline
- Passengers are financially incentivised to substitute road transport for direct regional aviation

These outcomes indicate structural pricing imbalance rather than isolated anomalies.