

A LIST WHOLESALERS

Company	Key Contact	Sales to Australia	SA Product Brochured	Comments
Australie Tours 135 Avenue Poincaré 75016 Paris - France www.australietours.com	Eric Ridet General Manager / Owner eric.ridet@australietours.com Aurelia Devilliers Product Manager aurelia.devilliers@australietours.com	9 500 pax	Wide range of SA products.	<ul style="list-style-type: none"> • Wholesaler and direct seller • Very comprehensive dedicated brochure. • Strong distribution through main travel networks • Keen on Outback products. • Runs a yearly 4WD agents incentive. • Very active on the honeymoon market. • Use Pacific Spirit (own Inbound) • Also runs All About AustraliaTours, based in Sydney, offering Sydney touring and tailor made 4WD itineraries all over Australia
ASIA Voyages 34 rue de Lisbonne 75008 Paris - France www.asia.fr	Elodie Douville Product Manager Edouville@asia.fr	2000 pax	Good SA coverage.	<ul style="list-style-type: none"> • Wholesaler and direct seller • Dedicated brochure. • Strong distribution through main travel networks • Also run dedicated Asia only travel shops in Paris, Marseille, Lyon, Toulouse and Nice. • Strong on Honeymoon; push KI • Growth in self drive + smaller hotels or properties. • Use ATS Pacific and Across Australia
Australie a la Carte 37 rue St Leonard 44032 Nantes - France www.australie-a-la-carte.com	Gerard Carnot General Manager / Owner gcarnot@australie-a-la-carte.com Valerie Bourgeois Product Manager vbourgeois@australie-a-la-carte.com	3000 pax	Good SA product range inc Explorer's Way. Cover all styles of travels from Youth and budget products to high end. Diving on KI.	<ul style="list-style-type: none"> • Wholesaler and direct seller • Dedicated brochure. • Branches in Nantes (Head Office), Paris, Marseille, Lyon and Geneva. • Growth on family and youth segments • Also operates Ultramarina, largest diving tour operator in France. • Legendes Australiennes' Evelyne Lazier now works under Australie a la Carte license. • Use ATS Pacific.

<p>Australie Autrement 14 rue Servandoni 75006 Paris – France www.australieautrement.com</p>	<p>Michel Ginestet General Manager / Co-owner michel@australieautrement.com Céline Moréno Product Manager celine@australieautrement.com</p>	<p>1500 pax</p>	<p>Good SA promoters. Small dedicated brochure. Nice hotels and B&B's, Homestead stays, self-drive, youth and working holiday visa.</p>	<ul style="list-style-type: none"> • Direct seller • New expanded office in Paris • Offices in Madrid and Rome. • Strong growth on WHV. • Partner with SATC in promoting Honeymoon travel to SA (shared booth on Bridal consumer show Oct 08) • Partner with Singapore Airlines and www.australie-australia.com main youth website for Australia. • Work direct
<p>Voyageurs en Australie 55 rue Sainte Anne 75002 Paris – France www.vdm.com</p>	<p>Denis Pavageau Fit Production Manager dpavageau@vdm.com Emilie Ebras Product Manager eebras@vdm.com</p>	<p>1500 pax</p>	<p>Longtime SA supporter. Up market products Good choice of innovative products on website.</p>	<ul style="list-style-type: none"> • Direct seller • 14 offices around France. • Self drive and honeymoons doing well. • 25% growth in 2007. • Company on stock exchange. • Only French travel company to focus on sustainable tourism, carbon offset programs • Use JCM
<p>JetSet 41, rue Galilée 75116 Paris –France www.jetset-voyages.fr</p>	<p>Murielle Faucoze Product Manager m.faucoz@jetset-voyages.fr</p>	<p>TBA</p>	<p>New on the destination. Several pages on SA in online brochure; hard copy to follow by end 2009</p>	<ul style="list-style-type: none"> • Wholesaler and direct seller • Do sell direct as well as through several travel networks (Afat, Havas Voyages, Selectour) around France • Mid-range to high-end • well established wholesaler on the Americas, started selling Australia in 200 • full range of FIT products • Use JCM
<p>Objectif Australie / Aventuria 42 rue de l'Université 69007 Lyon –France www.aventuria.com</p>	<p>Frédérique Belmude Product Manager fbelmudes@aventuria.com</p>	<p>600 pax</p>	<p>Small dedicated Australia brochure. Several SA products featured</p>	<ul style="list-style-type: none"> • Direct seller; Head Office in Lyon • Aventuria is owned by TUI. • Objectif Australie only has one shop in Lyon • Aventuria Shops in Lyon, Paris (2), Lille, Nantes, Marseille, Bordeaux, Strasbourg • Good growth on KI. • Use AOT.

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Meltour 103 avenue du Bac 94210 La Varenne St Hilaire – France www.meltour.com	Lilianne Melocco Director lmelocco@meltour.com	500 pax	Small dedicated brochure. KI, Barossa, not much Outback.	<ul style="list-style-type: none"> • Do now feature more SA product. • Sell a lot of KI • Upmarket clients • Use Pacific Spirit
La Maison de l'Océanie 76, rue Bonaparte - 75006 Paris - France www.maisondeloceanie.com	Joséfa Casado- Daigremont General Manager Josefac@maisondelachine.fr	TBA	SA extensively featured in FIT programs	<ul style="list-style-type: none"> • Direct seller, with “concept store” branches located in same area in central Paris • Long time established leader on China, doing well on long haul destinations • Recently started Australia, ad hoc groups +FIT • Use Pacific Spirit
Yoketai – les Ateliers du Voyage 54-56, ave Bosquet 75007 Paris - France www.atlv.net	Julia Lubineau PM Julia.Lubineau@atlv.fr	TBA	New expanded Australia production SA fairly featured	<ul style="list-style-type: none"> • Direct Seller, one office in Paris • Owned by Kuoni France • Focuss on tailor made high end itineraries • Use Across Australia
AustraliaVeo 20 Rue de Saint Saens 75015 Paris - France www.australiaveo.com	Regis Mikelbrencis Production Director regis@asiaveo.com	TBA	new web based operator - lots of SA offers	<ul style="list-style-type: none"> • Online seller • focus on High End tailor made itineraries; • SA widely featured • Use Across Australia
Nouvelles Frontières 74 rue de Lagny 93107 Montreuil France www.nouvelles-frontieres.fr	Frederic Gigoux Product Manager fgigoux@nouvelles-frontieres.fr Sophie Poirier Asst PM spoirier@nouvelles-frontieres.fr	3500 pax, mainly airline tickets	Fair range of Outback tours, KI mini tour plus GOR self drive.	<ul style="list-style-type: none"> • Direct Seller through own net of 200 agencies • Less active on the destination / fewer Australia pages in brochures since restructuration made mass market a priority. • Use JCM
Cercle des Vacances 31, rue de l'Opéra 75001 Paris – France www.vacancesaustralie.com	Flora Quiquemelle Product Manager fquiquemelle@cercledesvacances.com	TBA	Good share of SA products.	<ul style="list-style-type: none"> • Currently aiming mostly at youth segment but planning to upgrade website / target more upmarket clientele.