

19 March 2021

Mr Gavin Jones
Director Competition Exemptions
Australian Competition and Consumer Commission
exemptions@accc.gov.au

Re: AA100540 – Qantas and JAL Submission

In reference to the application made by Qantas Airways Limited and Japan Airlines Co. on December 18th, 2020 for authorization of a Joint Business Agreement (JBA) for routes between Australia, Japan and New Zealand, Tourism Tropical North Queensland would like to express its support for this arrangement.

Cairns is one of Australia's most impacted communities from the impacts of international border closures, with an estimated loss of \$2.2B in visitor spend in the twelve months since March 2020. Re-establishing a strong connection between Cairns and Japan with a national carrier is an essential part of our regions international market recovery, supporting the reinstatement of the 11,700 lost to date.


Japan has always been a popular market for the Cairns & Great Barrier Reef region with over 240,000 visitors travelling on Qantas aircraft 2007/2008, attracting high-value travelers including corporate and business events markets. As the Regional Tourism Organisation (RTO) for the Cairns & Great Barrier Reef region, Tourism Tropical North Queensland (TTNQ) is fully committed to working with and supporting the marketing efforts of Qantas and JAL on a Joint Business Arrangement that would include a reintroduction of the Cairns-Tokyo route under Qantas/JAL and supported by the Jetstar LCC services.

The authentic experiences offered in the Cairns & Great Barrier Reef region have long been highly desirable by the Japanese market. Even once Qantas stopped flying to Cairns, our destination continued to be the highest visited regional destination by Japanese leisure visitors.

TTNQ supports the JBA because of the certainty offered to travellers by the combination of the national carriers, and the potential reinstatement of at least three (3) weekly services between Cairns and Tokyo with Qantas / JAL supported by additional LCC services.

Now more than ever we need to encourage aviation opportunities like as part of the recovery plan for Tropical North Queensland as domestic travel increases and international travel edges closer. TTNQ reiterates our support of the Qantas / JAL JBA to reinstate services to Cairns & the Great Barrier Reef.

Kind regards



Mark Olsen
Chief Executive Officer