



The Hon Steven Marshall MP
Premier of South Australia

B916819

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

Dear Mr Jones,

RE: AA100540 – Qantas Airways Limited and Japan Airlines Co Ltd – submission

I write to thank you for the opportunity to provide a submission regarding the Qantas Airways Limited and Japan Airlines Co Ltd application for a Joint Business Agreement (the JBA).

COVID-19 has had a devastating impact on the aviation sector globally. Traditional tourism, education and trade markets have been decimated. As we move into 2021, there are opportunities for markets to rebuild. New partnerships will be paramount for airline viability and, in turn, will support the recovery of the broader Australian economy.

The South Australian Government views Japan as a market with great potential. Education, tourism, freight, defence, mining and emerging space sector are just some of the growing sectors in South Australia that would benefit from increased linkages with Japan.

The South Australian Government is supportive of the proposal for the JBA. Increased services to and from Australia will open opportunities for the South Australian economy. While a direct Japan-Adelaide service is a medium-term goal, I see the proposed JBA as a solid first step in growing services and economic viability of flights leading to increased capacity dedicated to Australia.

The South Australian Government supports Qantas and Japan Airlines application for extensive cooperation on services between Australasia and Japan. Such cooperation will:

- Allow faster resumption of international flights once borders are reopened.
- Allow the possibility for new routes between Australia and Japan (such as Adelaide-Tokyo).

- Increase the number of codeshare routes offered between the two airlines (which will provide better connectivity for Japanese visitors to South Australia, albeit on non-direct flights).
- Reduce the risks associated with starting new routes - particularly secondary routes - and allow the reinstating of routes sooner than would have otherwise occurred in a volatile COVID-19 environment.
- Deliver new and improved travel products and more choice for customers through coordination of pricing, schedules, sales and tourism marketing.

Once again, thank you for the opportunity to provide this submission.

Yours sincerely,



Hon Steven Marshall MP
PREMIER OF SOUTH AUSTRALIA

5 / 2 / 2021