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Our Ref: IT:RFO:M181219
Your Ref:



15 August 2019

Australian Competition & Consumer Commission
Level 17, 2 Lonsdale Street
Melbourne VIC 3000

By email: louisa.wilson@accc.gov.au

Dear Colleagues

**AA1000446 | BUSINESS EVENTS SYDNEY LTD
EXCLUSION REQUEST**

We refer to the above application. The Applicant wishes to exclude the document contained in Annexure B of the application (**the Hotel Agreement**).

The Applicant intends that the detailed terms of the Hotel Agreement will only be disclosed to a very limited class of persons, namely:

1. event organisers in the bidding stage of securing an event;
2. Hotel Members, who are considering becoming party to the Hotel Agreement; and
3. non-member hotels, who are considering membership with the Applicant.

It is otherwise intended by the Applicant, and the Hotel Members who have developed the Hotel Agreement, that the terms of the Hotel Agreement will remain confidential. Effectively, the Applicant wants to decide who is entitled to access the Hotel Agreement terms, rather than have it publicly available on the ACCC's public register.

The reason for this is that the Applicant bids for business events in a highly competitive international market. The terms of the Hotel Agreement are designed to (amongst other things) encourage event organisers to select Sydney as a destination city for their international business events by providing a unique offering, compared with other international destinations.

Allowing the Applicant's international counterparts to access the detailed terms of the Hotel Agreement exposes the Applicant and the Hotel Members to the risk that the Hotel Agreement will simply be copied by other organisations.

Yours faithfully

Redchip

A handwritten signature in black ink, appearing to read "Rebecca Forsyth", with a stylized flourish at the end.

**Rebecca Forsyth
Associate**

DocID: 2741957