

7 February 2012

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General Manager  
Adjudication Branch  
Australian Competition and Consumer Commission  
GPO Box 3131  
CANBERRA ACT 2601

Dear Sir or Madam,

Sydney Airport Corporation Limited ("Sydney Airport") and National Roads and Motorists' Association Limited ("NRMA") wish to provide consumers with the benefit of an arrangement between them.

Under that arrangement Sydney Airport proposes to offer NRMA members a discount from the standard rate price of parking at Sydney Airport car parks.

There may be an argument that this proposal would contravene section 47 of the *Competition and Consumer Act 2010* (Cth). Accordingly, please find attached a:

1. Form G notification; and
2. cheque for \$100 as payment for lodging fees.

Yours sincerely

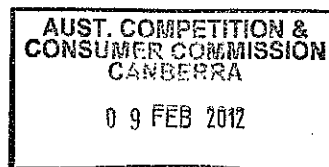
Elizabeth Henderson  
Senior Corporate Lawyer

**Sydney Airport Corporation Limited**  
ABN 62 082 578 809

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Airport NSW 2020

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Form G

Commonwealth of Australia  
*Competition and Consumer Act 2010 — subsection 93 (1)*  
**NOTIFICATION OF EXCLUSIVE DEALING**

To the Australian Competition and Consumer Commission:

Notice is hereby given, in accordance with subsection 93 (1) of the *Competition and Consumer Act 2010*, of particulars of conduct or of proposed conduct of a kind referred to subsections 47 (2), (3), (4), (5), (6), (7), (8) or (9) of that Act in which the person giving notice engages or proposes to engage.

**1. Applicant**

(a) Name of person giving notice:

N95716 Sydney Airport Corporation Limited ABN 62 082 578 809 ("**Sydney Airport**")

(b) Short description of business carried on by that person:

Sydney Airport is the airport operator company of Sydney (Kingsford-Smith) Airport ("**Airport**").

(c) Address in Australia for service of documents on that person:

Elizabeth Henderson  
Sydney Airport Corporation Limited  
Locked Bag 5000  
Sydney International Airport NSW 2020

**2. Notified arrangement**

(a) Description of the goods or services in relation to the supply or acquisition of which this notice relates:

Motor vehicle parking at the Airport.

(b) Description of the conduct or proposed conduct:

Sydney Airport proposes to provide members of National Roads and Motorists' Association Limited ABN 77 000 010 506 ("**NRMA Motoring and Services**") a discount from the standard rate price of parking at Sydney Airport car parks.

**3. Persons, or classes of persons, affected or likely to be affected by the notified conduct**

(a) Class or classes of persons to which the conduct relates:

Actual or potential members of NRMA Motoring and Services.

- (b) Number of those persons:
- (i) At present time:  
Approximately 2,300,000 NRMA Motoring Services members.
- (ii) Estimated within the next year:  
Approximately 2,400,000 NRMA Motoring Services members.
- (c) Where number of persons stated in item 3 (b) (i) is less than 50, their names and addresses:  
Not applicable

#### **4. Public benefit claims**

The proposed conduct of Sydney Airport offers significant benefits to the public because the discount:

- makes the services more affordable and provides better value for consumers;
- promotes competition in relevant markets by encouraging competitors to offer similar benefits;
- reduces the costs for consumers who may be otherwise unable to negotiate discounts or other benefits for similar services; and
- provides consumers with greater convenience in dealing with Sydney Airport and NRMA Motoring Services.

#### **5. Market definition**

The relevant markets are the markets for the provision of motor vehicle parking and the market for the provision of motoring services, which includes, for example, roadside assistance, motoring advice and other services.

#### **6. Public detriments**

There are no detriments to the public. Further, the proposed conduct will not have detrimental effects on competition because:

- competition in each of the relevant markets is strong;
- suppliers in both of the relevant markets vigorously compete for business;
- consumers are able to acquire car parking services from Sydney Airport at the usual price or other special rates that may be available from time to time without acquiring any membership with NRMA Motoring Services;
- consumers may acquire similar services from a range of other suppliers;
- the arrangement between Sydney Airport and NRMA is not exclusive and both parties are free to enter into similar arrangements; and

- this proposed conduct is similar to various other existing NRMA member discount offers.

**7. Further information**


- (a) Name, postal address and contact telephone details of the person authorised to provide additional information in relation to this notification:

Elizabeth Henderson  
Sydney Airport Corporation Limited  
Locked Bag 5000  
Sydney International Airport NSW 2020

Dated.....

7 February 2012

Signed by/on behalf of the applicant



Elizabeth Jane Henderson  
Senior Corporate Lawyer  
Sydney Airport Corporation Ltd

