



December 18th, 2014

To: Australian Competition and Consumer Commission

Via email: adjudication@accc.gov.au

RE: Qantas Airways Limited & China Eastern Airlines Corporation limited

Application A91470 & A91471

The Cairns Airport writes in support of the joint venture between Qantas and China Eastern Airlines.

Our airport handles over 4 million passengers a year. The top 5 visitor markets to our region are:

- | | |
|------------|---------|
| 1. China | 148,000 |
| 2. Japan | 88,000 |
| 3. USA | 86,000 |
| 4. UK | 85,000 |
| 5. Germany | 49,000 |

China Eastern currently operates a seasonal program of services to Cairns Airport. The current season runs with 3 services per week from 06 December to 04 February and from 02 March to 07 March and is a daily operation from 05 February to 01 March, 2015. Previously China Eastern has operated year round scheduled services to Cairns. These services were suspended following changes to the tourism legislation in China.

NQA is supportive of the approval of Qantas and China Eastern being able to coordinate their operations between China and Australia. The ability of these two airlines to be able to sell on each other's tickets will help deliver Chinese tourists to Cairns. The ability of Qantas to sell tickets on China Eastern's Shanghai – Cairns service both in China and Cairns should help to increase the number of passengers on the route. This could have the potential to increase the duration and number of nonstop services operated to Cairns by China Eastern which is our goal.

Cairns Airport Pty Ltd > A North Queensland Airports Enterprise

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Thank you for the opportunity to comment on this important agreement which has the potential to grow the number of passengers from China which will in turn benefit the tourism and hospitality community in the Far North.

Kind regards,

A handwritten signature in black ink, appearing to be 'J. Antonson', with a long horizontal line extending to the right.

Janice Antonson, General Manager

Aeronautical Development and Marketing

Cairns Airport Pty Ltd

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