

## Blanch, Belinda

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**From:** Gill, Mark (SATC) <Mark.Gill@tourism.sa.com>  
**Sent:** Friday, 10 April 2015 4:10 PM  
**To:** Adjudication  
**Cc:** Jones, Nick (SATC); Harrex, Rodney (SATC)  
**Subject:** A91470 & A91471 - Qantas & China Eastern - Submission

RE: The Qantas and China Eastern Commercial Partnership

- China is the fastest growing international tourism market for South Australia and now ranks fourth in terms of annual visitors to the State.
- The ability for consumers to access a destination, in this case South Australia, is a fundamental requirement to be able to support growing markets.
- Qantas' code-share arrangements with China Eastern already provides convenient and relatively easy access for travellers between Australia and China.
- Qantas seeks to extend this via a joint venture arrangement. While it is difficult to quantify, it is the South Australian Tourism Commission's opinion that this will provide additional benefits for consumers.
- We recognise that the Shanghai-Sydney route only has two airline operators servicing it (Qantas and China Eastern) and the joint venture may reduce the service capacity provided. However we believe that greater benefits will flow from the closer relationship. These will come from more efficient operations that allow the airlines to maximise their extended reach using their domestic networks.
- The South Australian Tourism Commission supports, in principle, the commercial partnership between Qantas and China Eastern.

Cheers

**Mark Gill**

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