

David Hatfield
Director Competition Exemptions – Mergers, Exemptions & Digital
Australian Competition & Consumer Commission (ACCC)
GPO Box 3131 Canberra, ACT 2601

By email: exemptions@acc.gov.au

14 November 2024

Dear Mr Hatfield,

Re: Board of Airline Representatives of Australia Inc application for revocation of authorisation A91466 and substitution of authorisation AA1000682 – Interested party consultation

We refer to your email letter inviting submissions in relation to the above referred application by Board of Airline Representatives of Australia Inc (BARA).

Cathay Pacific Airways supports BARA's request for a new authorisation to continue to undertake collective bargaining negotiations for essential aviation services on behalf of member airlines.

Under the authorisation in negotiations efforts with the major Australian airports and other aviation service suppliers, BARA's impact has been critical in delivering more effective & efficient outcomes for airlines operating internationally to and from Australia and has resulted in improved overall commercial outcomes. It is both useful for existing and new airlines coming into Australia. As detailed in BARA's submission, airport charges and other essential aviation service charges are a significant and growing cost for airlines, and more cost-effective outcomes directly contribute to our ability to provide competitive airfares for Australian consumers. Without BARA's authorised ability to negotiate collectively, individual airlines would have little ability to provide meaningful input into the terms or cost at which they must acquire such essential aviation services.

Under the terms of the existing authorisation, BARA has been able to provide the expertise and resources necessary to effectively coordinate and represent the collective view of member airlines. In addition to achieving superior commercial outcomes, this has also significantly reduced the likely costs that we would otherwise have needed to incur

to achieve similar outcomes acting individually, where those might then impact the air ticket affordability for Australian consumers.

Last but not least, the collective approach of BARA also facilitates a more collaborative interaction with suppliers which encourages both a more thorough exchange of information, expertise from other international locations, and improved infrastructure and service outcomes of benefit to all parties as a result.

Yours sincerely,



Frosti Lau
Regional General Manager
South West Pacific
Cathay Pacific Airways Limited