



Thai Airways International Public Company Limited  
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18 November 2024

**Mr 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](mailto:exemptions@acc.gov.au)

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 are writing in response to your email inviting submissions regarding the application by the Board of Airline Representatives of Australia Inc (BARA).

Thai Airways fully supports BARA's request for a new authorisation to continue its role in undertaking collective bargaining negotiations on behalf of its member airlines for essential aviation services.

BARA's efforts under the current authorisation, particularly in negotiations with major Australian airports and other aviation service providers, have been pivotal in delivering more effective and efficient outcomes for international airlines operating to and from Australia. These efforts have led to improved commercial results overall. As outlined in BARA's submission, airport charges and other essential aviation service fees represent a significant and growing cost for airlines. More cost-effective outcomes directly support our ability to offer competitive airfares to Australian consumers. Without BARA's authorised ability to negotiate collectively, individual airlines would have limited capacity to influence the terms or costs of these essential services.

Under the existing authorisation, BARA has successfully coordinated and represented the collective interests of its member airlines, providing the necessary expertise and resources to achieve better commercial outcomes. This collective approach has also substantially reduced the costs we would otherwise incur if negotiating individually.

Moreover, BARA's collaborative approach fosters better communication with suppliers, leading to a more comprehensive exchange of information, which ultimately results in improved infrastructure and services that benefit all parties.

We strongly support BARA's application and believe that granting the new authorisation will continue to deliver significant benefits for the airline industry, consumers, and the wider aviation sector.

Sincerely,

**Phanit Kongsin**

Team Lead for Southern, Indochina and Australia

Thai Airways International Public Company Limited. Incorporated in Bangkok, Thailand.

A STAR ALLIANCE MEMBER