

DMF19/288

Ms Marlene Tucker
Executive Director
International Air Services Commission
GPO Box 630
CANBERRA ACT 2601

Dear Ms Tucker

I refer to Qantas Airways' application of 16 September 2019 for an allocation of capacity on the Japan route.

Destination NSW supports Qantas Airways' application and welcomes this allocation opportunity, which, if successful, will bring an additional daily service between Sydney and Haneda.

Japan is one of NSW's key priority international tourism markets and an important source of investment into the State's economy. In the year ended June 2019, NSW welcomed 205,000 visitors from Japan who stayed over 4.0 million nights and contributed an estimated \$402 million to the economy.

The additional service will build on the strong partnership between Destination NSW and Qantas which have had a very successful Memorandum of Understanding since 2013 and provide a platform for further growth from this important inbound market.

Ensuring increased capacity is critical in driving visitation to NSW, maximising opportunities to position Sydney and regional NSW as an attractive and accessible travel, business and study destination and in meeting the NSW Government target of tripling overnight visitor expenditure by 2030.

I look forward to hearing about the outcomes of the Qantas Airways' application.

Yours sincerely



Sandra Chipchase
Chief Executive Officer