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ABN 77 745 152 359

Jasmina Ackar  
Director  
International Air Services Commission  
Submitted via email to [contact@iasc.gov.au](mailto:contact@iasc.gov.au)

Dear Director,

On behalf of Tourism and Events Queensland (TEQ), I am pleased to provide this letter of support for Virgin Australia's application for 28 weekly frequencies from Qatar to Australia under the bilateral Air Services Agreement.

As a statutory body of the Queensland Government, TEQ works closely with partners across the tourism, government and aviation sectors to attract routes to the state to drive economic growth. We recognise the vital role Virgin Australia's proposed services from Doha to Brisbane will play in achieving these outcomes.

This application aligns strongly with the objectives of the Queensland Government's Attracting Aviation Investment Fund, which aims to support the growth of service frequency, capacity and development of new international aviation routes into Queensland's international airports.

For the year ending September 2024, international visitor numbers to Queensland recovered to 77 per cent of 2019 (pre-COVID) levels. Aviation capacity is crucial to supporting this continued recovery, with Virgin Australia's Doha services expected to primarily benefit visitors from the United Kingdom and across Europe (98 per cent recovered and 83 per cent recovered respectively). Visitors from these markets disperse widely across the state, which is strategically important in growing overnight visitor expenditure in Queensland's regions.

As a result of this approval, Queensland expects to receive an additional daily service operated by Virgin Australia in partnership with Qatar Airways, delivering up to an additional 44,000 international visitors in Queensland and approximately \$91 million in overnight visitor expenditure annually.

Virgin Australia's partnership with Qatar Airways presents an opportunity to address critical capacity shortages between Australia and key international markets, including Europe, the Middle East, and Africa. These services are expected to enhance connectivity for Queensland, facilitate more than 100 new one-stop itineraries, and provide downward pressure on airfares, benefiting both leisure and business travel. Additionally, passengers travelling via Doha can then connect seamlessly onto Virgin Australia's domestic network, increasing dispersal to Queensland's regions.

In closing, TEQ confirms our support of the allocation of capacity under the Air Services Agreement to Virgin Australia.

Yours sincerely,



Ollie Philpot  
Tourism and Events Queensland

