



Ms Jasmina Ackar
Director
International Air Services Commission
Submitted via email to contact@iasc.gov.au

Re: QTIC Support for Virgin Australia's Application for Increased Capacity on the Qatar Route

Dear Ms Ackar

On behalf of the Queensland Tourism Industry Council (QTIC), the voice of tourism in Queensland, 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.

Tourism is Queensland's second-largest export industry, contributing more than \$28 billion annually and supporting over 230,000 jobs across the state. The ability to grow and strengthen Queensland's international aviation connections is paramount to sustaining this vital economic pillar.

Virgin Australia's proposed services from Doha to Brisbane will play a crucial role in increasing international visitation, supporting regional dispersal, and ensuring Queensland remains globally competitive. International visitor numbers to Queensland have recovered to 77% of pre-COVID levels as of September 2024. The availability of additional aviation capacity is critical in driving full recovery and further growth.

Approval of this application is expected to:

- Deliver up to an **additional 44,000 international visitors to Queensland annually**, contributing approximately **\$91 million in overnight visitor expenditure**.
- Enhance **connectivity to key inbound tourism markets**, particularly **Europe (98% recovered) and the United Kingdom (83% recovered)**.
- Strengthen Queensland's regional dispersal by providing **more than 100 new one-stop itineraries** via Doha, expanding access to domestic locations serviced by Virgin Australia.
- Introduce **greater competition in the aviation market**, helping to place **downward pressure on international airfares**, benefiting both business and leisure travel.
- Support **Queensland's long-term growth**, ensuring that our aviation network is well-positioned for major upcoming global events, including the **Brisbane 2032 Olympics**.

Virgin Australia's strategic partnership with Qatar Airways offers a unique opportunity to bridge critical capacity shortages between Australia and key international markets. This will not only drive economic benefits for Queensland but also reinforce our state's global standing as a premier tourism destination.

Proudly supported by our Corporate Network





QUEENSLAND
TOURISM INDUSTRY
COUNCIL

As the peak body representing Queensland's tourism industry, QTIC strongly supports this application and urges the International Air Services Commission to approve the requested capacity allocation.

Should you require any further information, please do not hesitate to contact [REDACTED]

Yours sincerely

A handwritten signature in blue ink, appearing to read 'mwheeler'.

**Natassia Wheeler
Chief Executive Officer**