

Small and Family Business Division
The Treasury
GPO Box 2013
Canberra ACT 2601
Via email: smallbusinessfranchising@treasury.gov.au

FCAI Submission to Automotive Franchising Discussion Paper

Mitsubishi Motors Australia Limited (MMAL) welcomes the consultation process outlined in the discussion paper on automotive franchising put forward by the Small and Family Business Division of Treasury in August 2021.

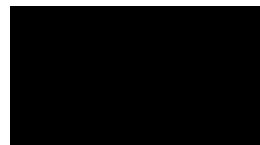
Mitsubishi Motors Australia is a wholly owned subsidiary of Mitsubishi Motors Corporation (MMC). MMC has designated ASEAN and OCEANA as global focus markets, which means that even more of the products we introduce in Australia will be tested in, and built for, our consumers here. We also support the communities in which we operate, with local relationships through our regional offices or national efforts such as our Community Fleet program, which allows us to provide vehicles to our partner organisations at no cost in times of crisis and disaster recovery.

We see a great opportunity for our people and our brand in Australia, and we are here for the long term. We have a thriving network of franchisees, and have recently invested in a new national headquarters at Adelaide Airport. MMAL knows that the Franchise Agreement provides peace of mind to many Dealers across the industry. However, it is also critical that we act in the spirit of this partnership agreement so that both our Dealerships and our business is able to grow. This should not be permitted to become proscriptive and burdensome, as this will have implications for both manufacturers and Dealers, who may potentially lose significant shared opportunities to long processes and paperwork.

With that in mind, and as a member of the Federal Chamber of Automotive Industries (FCAI), Mitsubishi Motors wishes to indicate our support and endorsement of the FCAI's submission to the consultation.

Should you wish to contact us to discuss this matter or if we may be of further assistance in relation to the specifics of our operations in Australia please contact me at [REDACTED]

Yours sincerely,



Shaun Westcott
CEO, Mitsubishi Motors Australia Limited