



28 June 2013

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

Dear Ms Tucker *Marlene*

Application for Variation – New Zealand route

As part of the global aviation partnership between Qantas Airways (Qantas) and Emirates (the Partnership), it is intended that Emirates will code share on Qantas flights between Australia and New Zealand.

As the Commission is aware, the Partnership has been authorised by the Australian Competition and Consumer Commission (ACCC) and the New Zealand Ministry of Transport.

The Commission holds a copy of Qantas' confidential code share agreement with Emirates.

Variation Sought

Qantas seeks a variation to Determination [2006] IASC 109 (as varied by Decisions [2008] IASC 211 and [2009] IASC 202) to add conditions permitting Emirates to code share on Qantas operated services on the New Zealand route on the following basis:

- The capacity may be used by Qantas to provide services jointly with Emirates in accordance with the code share agreement dated 21 January 2013 as amended; and
- Qantas may price and market its services on the route jointly with Emirates or share or pool revenues/profits on the route jointly with Emirates

in accordance with the authorisation granted by the Australian Competition and Consumer Commission in relation to the Qantas and Emirates partnership.

The variation is requested for the duration of the determination.



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IASC Act and Minister's Policy Statement Considerations

This application should be considered against the general criteria for assessing the benefit to the public in paragraph 4 of the Minister's Policy Statement.

These criteria state that the use of entitlements under a bilateral arrangement is of benefit to the public, provided a carrier is reasonably capable of obtaining the necessary approvals and implementing the proposal.

We would be pleased to provide any further information the Commission may require in support of this application.

Yours sincerely

A handwritten signature in black ink, appearing to read "Tony Wheelens", followed by a period.

Tony Wheelens
Executive Manager
Government and International Relations