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16 January 2018

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

Dear Ms ^{Marlene}Tucker

**Application for Variation to Determinations [2007] IASC 118 and [2017] IASC 113
New Zealand route**

As part of a code share arrangement between Virgin Australia and Hainan Airlines, it is proposed that Hainan Airlines will offer code share services on flights operated by Virgin Australia on the New Zealand route.

We will shortly provide your office with a copy of the confidential code share agreement between Virgin Australia and Hainan Airlines. We request that this document is not placed on the public register.

Variation sought

We request a variation to Determination [2007] IASC 118 (as varied) and its subsequent renewal under Determination [2017] IASC 113, as held by Virgin Australia Airlines (SE Asia) Pty Ltd, to permit the utilisation of capacity for code share services with Hainan Airlines on the New Zealand route.

IASC Act and Minister's Policy Statement considerations

We request that the Commission consider this application against the general criteria for assessing the benefit to the public in Paragraph 4 of the Minister's Policy Statement.

The Paragraph 4 criteria provide that the use of entitlements by an Australian carrier under a bilateral air services agreement is of benefit to the public, provided that the carrier is reasonably capable of obtaining the necessary approvals and implementing the proposal.

Should you require any further information, please do not hesitate to contact me on (02) 8093 7114.

Yours sincerely

A handwritten signature in blue ink, appearing to read "Lee-Anne Tomkins".

Lee-Anne Tomkins
Head of Government and International Relations