



Our ref: 63110
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16 November 2017

Anna Pritchard
Head of Legal
Qantas Airways Ltd

Sent by email: annapritchard@qantas.com.au

Dear Ms Pritchard

**Authorisation AA1000400 submitted by Qantas Airways Ltd and Emirates
– Information Request**

I refer to your application for revocation and substitution and the supporting submissions lodged with the Australian Competition and Consumer Commission (the **ACCC**) on 11 October 2017.

To assist with its assessment of this application, the ACCC is seeking further information from Qantas. The information the ACCC requires is set out at **Attachment A** to this letter. The ACCC is also making an information request to Emirates.

Please provide the requested information as soon as possible and in any case by no later than **COB 1 December 2017**. The information may be provided by email to adjudication@acc.gov.au.

I note that some of the information requested may be confidential to Qantas. Under s89 of the *Competition and Consumer Act 2010*, the ACCC may exclude documents or information from its public register by reason of the confidential nature of any of the matters contained in the document. If Qantas does wish to request exclusion from the public register for any documents or information provided in response to the ACCC's request, please clearly indicate this when providing the documents.

Subject to our consideration of any request for exclusion from the public register, a public version of this letter with the confidential sections redacted will be placed on the ACCC's public register once Qantas provides the requested information.

If you wish to discuss any aspect of this matter, please do not hesitate to contact Gavin Jones on (03) 9290 1475 or gavin.jones@acc.gov.au or Fei Wu on (03) 9290 1987 or fei.wu@acc.gov.au.

Yours sincerely

David Jones
General Manager
Adjudication

Attachment A – ACCC Information Request

Document request

1. Please provide any presentations, papers or reports prepared by or for, or provided to, the Qantas board or any board committee, or any member thereof, or prepared by or for or provided to a Relevant Executive, from 1 November 2014 until the date of this request, that:
 - a. consider or analyse the following matters referenced in the Applicants' submission received on 11 October 2017:
 - i. **[Confidential]**
 - ii. capacity on the Australia to New Zealand route, including that 'the Qantas Group is inherently incentivised to provide high frequency services with capacity tailored to meet, rather than in any way restrict, demand'¹, and/or
 - iii. Qantas re-routing Sydney-Dubai-London services via Singapore².
 - b. record or consider key competitive pressures on, or strategic plans for, routes between:
 - i. Australia and London
 - ii. Australia and New Zealand
 - iii. Australia and Dubai, and
 - iv. Australia and Singapore.
2. Please provide presentations, papers or reports prepared by or for, or provided to, the Alliance Committee from 1 November 2014 until the date of this request, that consider the matters in Questions 1(a) and 1(b) above.

Information request

3. Further to Confidential: Figure 12 of the Applicants' submission, please provide additional information regarding existing and expected Qantas services from Australia to New Zealand, including dates on which services will cease or commence, changes to aircraft types, departure times and frequency, and the impact on capacity.

Definitions

4. In this document, '**Relevant Executive**' means any or all of the following:
 - a. Chief Executive Officer
 - b. Chief Financial Officer
 - c. Chief Executive Officer Qantas International
 - d. Chief Executive Officer Qantas Loyalty and Digital Ventures
 - e. Group Executive Strategy, Transformation and IT
 - f. Group Executive Government, Industry and International Affairs
5. **[Confidential]**

¹ See Applicants' submission accompanying application A1000400 received 11 October 2017, p29.

² As discussed in Applicants' submission accompanying application A1000400 received 11 October 2017, p35.