

## Request for information to Virgin Australia and Air New Zealand

1. Virgin Australia submits that the proposed conduct does not act to delay or disincentivise Virgin Australia's entry on other trans-Tasman routes. Please substantiate this claim, including by reference to the net income per booking that Virgin Australia expects to earn from Air New Zealand under the arrangement and how this compares to the net income per passenger that Virgin Australia earns, on average, from its operated:
  - (a) Sydney/Melbourne/Brisbane to Queenstown services since November 2022
  - (b) Australian domestic services since November 2022
  - (c) short-haul international services excluding trans-Tasman services since November 2022.
2. Please provide copies of Virgin Australia's internal assessments of the commercial viability of operating trans-Tasman services (any route, including Queenstown routes) since 1 January 2022.
3. Please provide information about the proportion of passengers who flew Air New Zealand operated trans-Tasman services (excluding Sydney/Melbourne/Brisbane to Queenstown services) who had a connecting Australian domestic flight as part of the same journey since January 2022.
4. Please provide the average monthly load factor realised by Air New Zealand on each trans-Tasman city pair since January 2022.