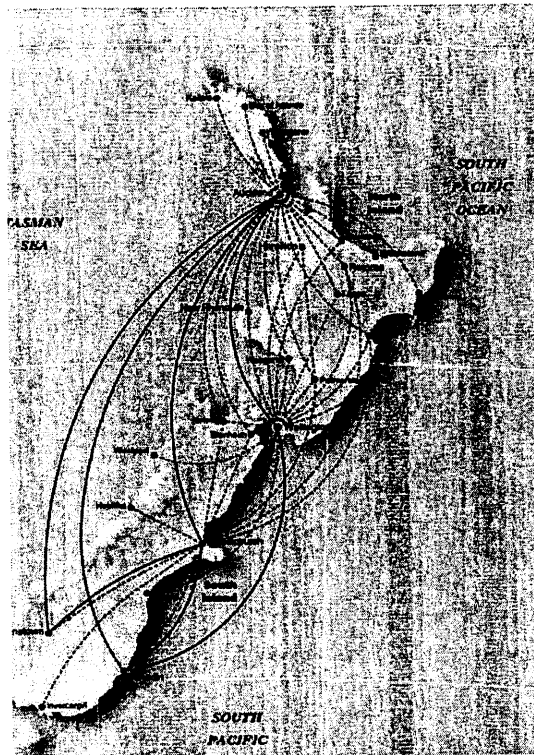
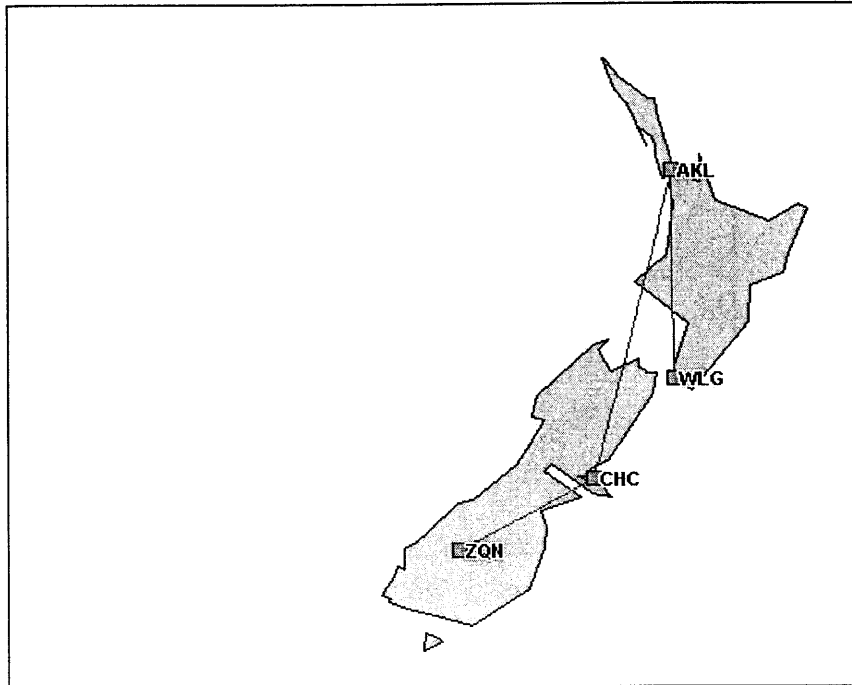


APPENDIX C: ROUTE MAPS

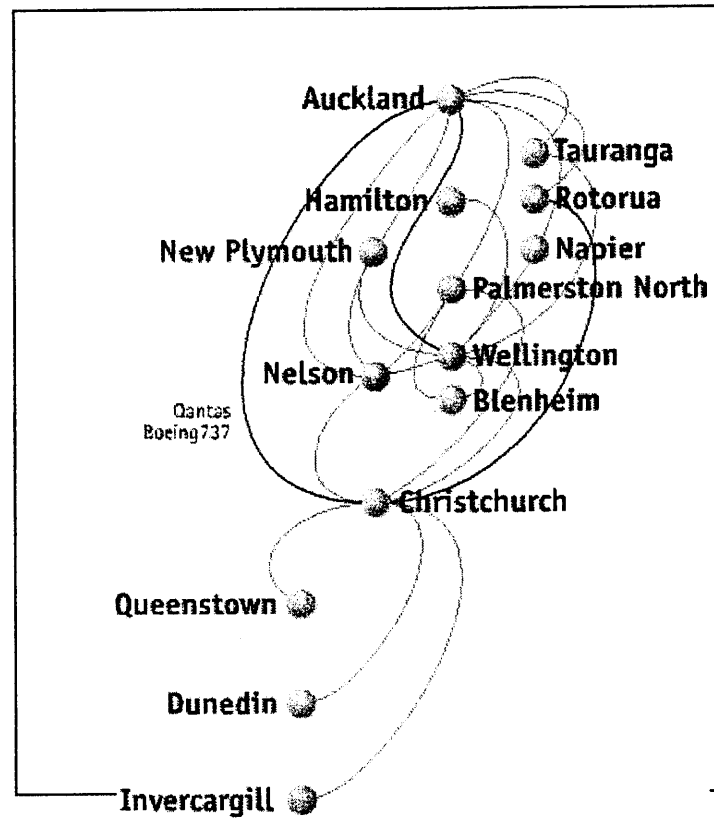
Air New Zealand – Domestic New Zealand Routes



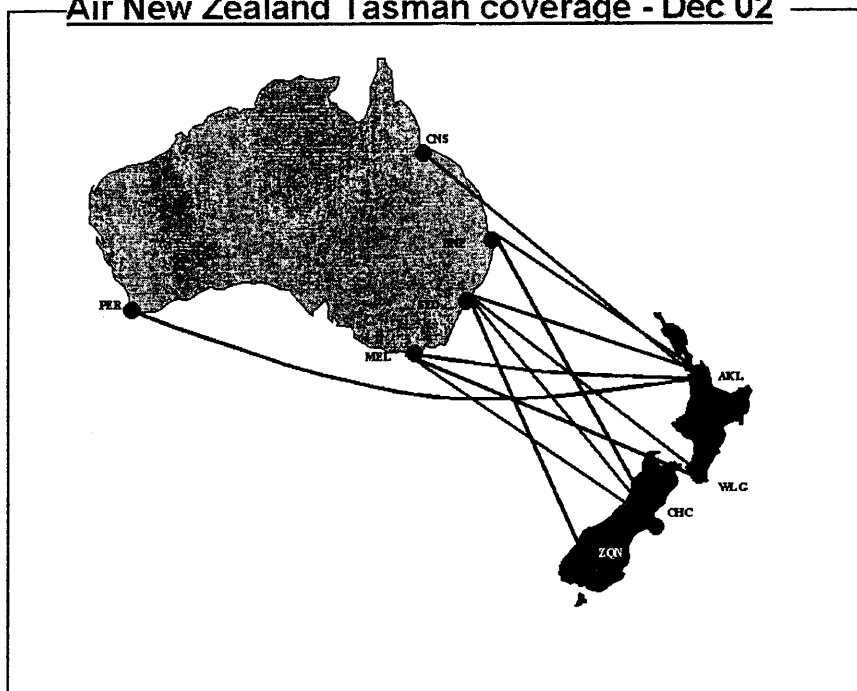
**Qantas – Domestic New Zealand Routes
(December 2002)**



Origin Pacific – Domestic New Zealand Routes

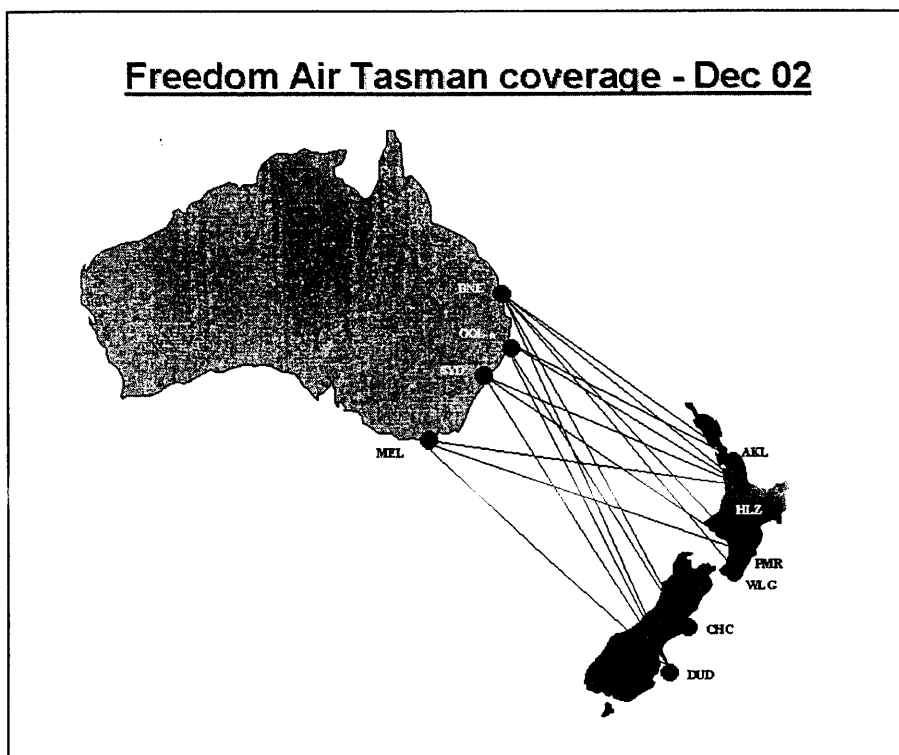


Air New Zealand – Trans Tasman Routes **Air New Zealand Tasman coverage - Dec 02**

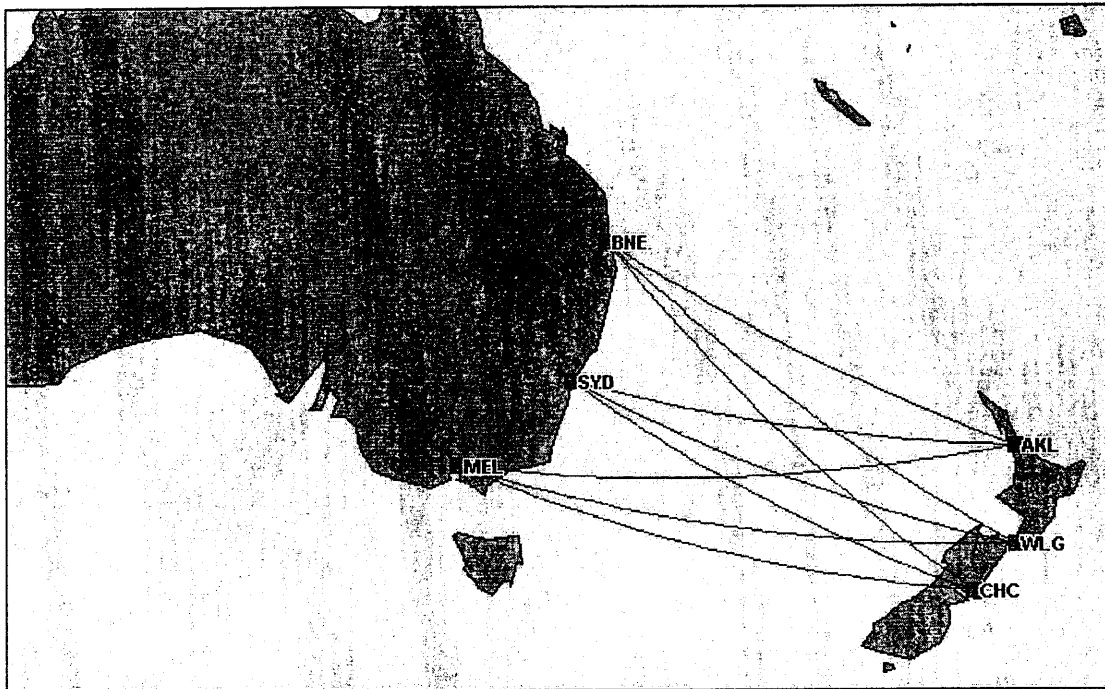


Freedom Air – Trans Tasman Routes

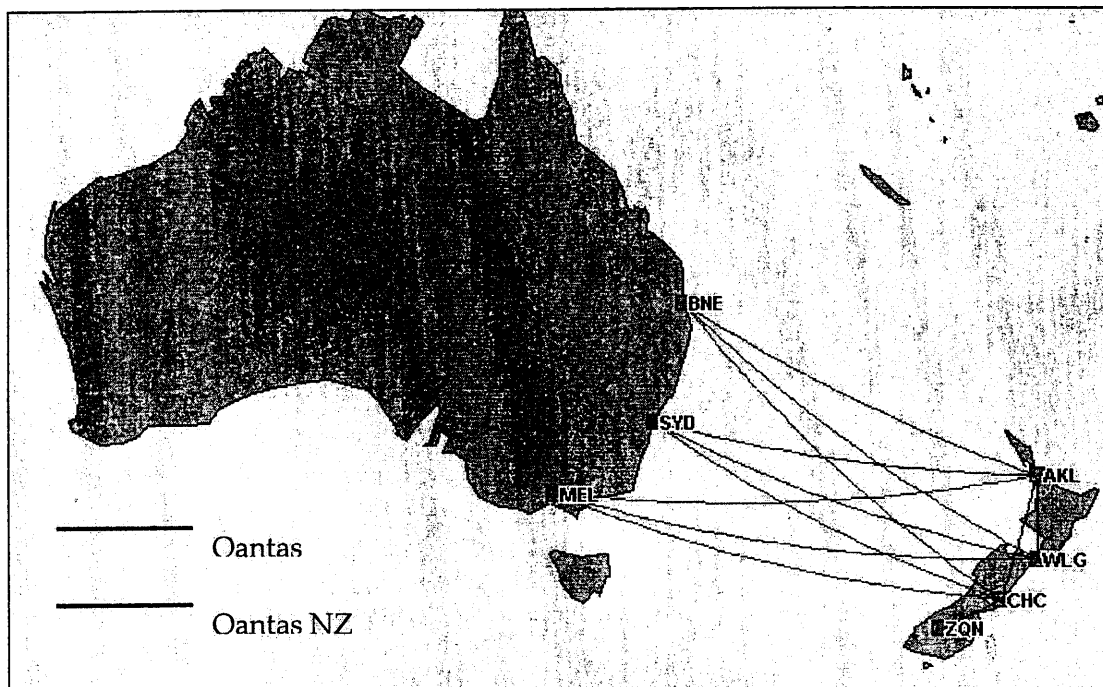
Freedom Air Tasman coverage - Dec 02



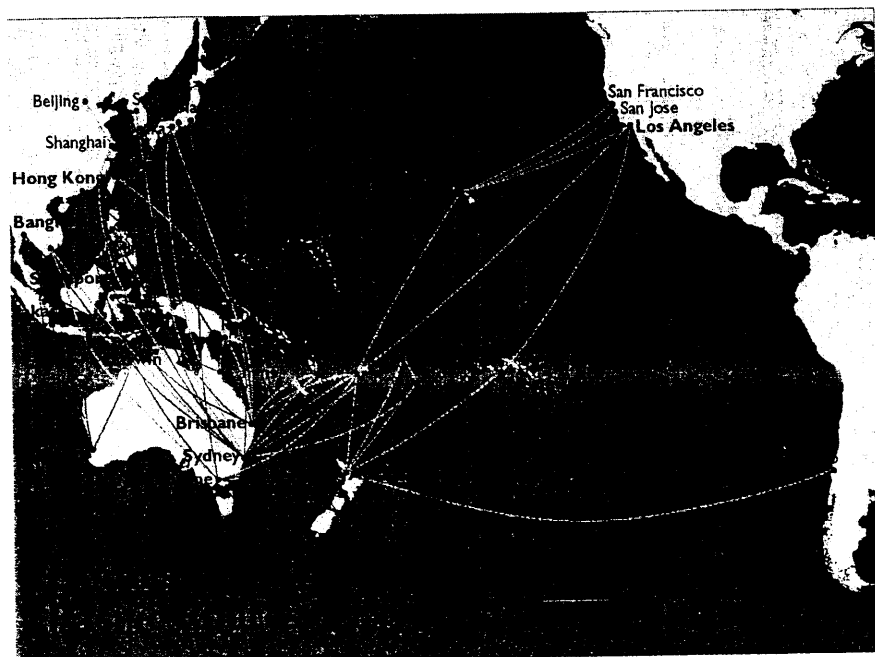
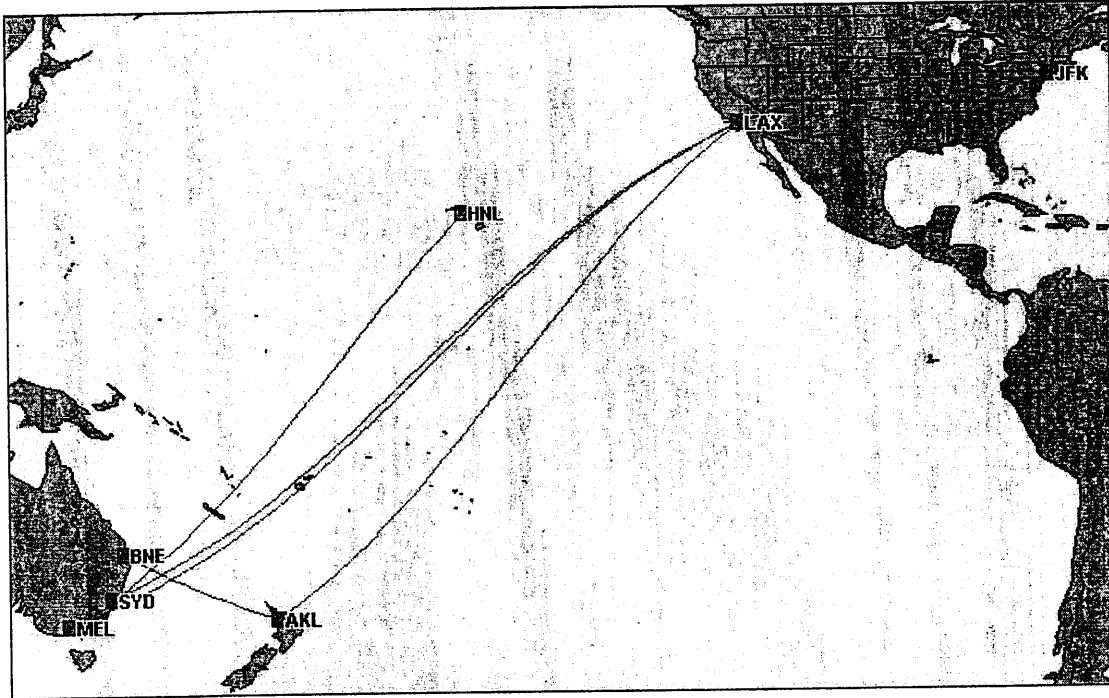
Qantas – Trans Tasman Routes (December 2002)



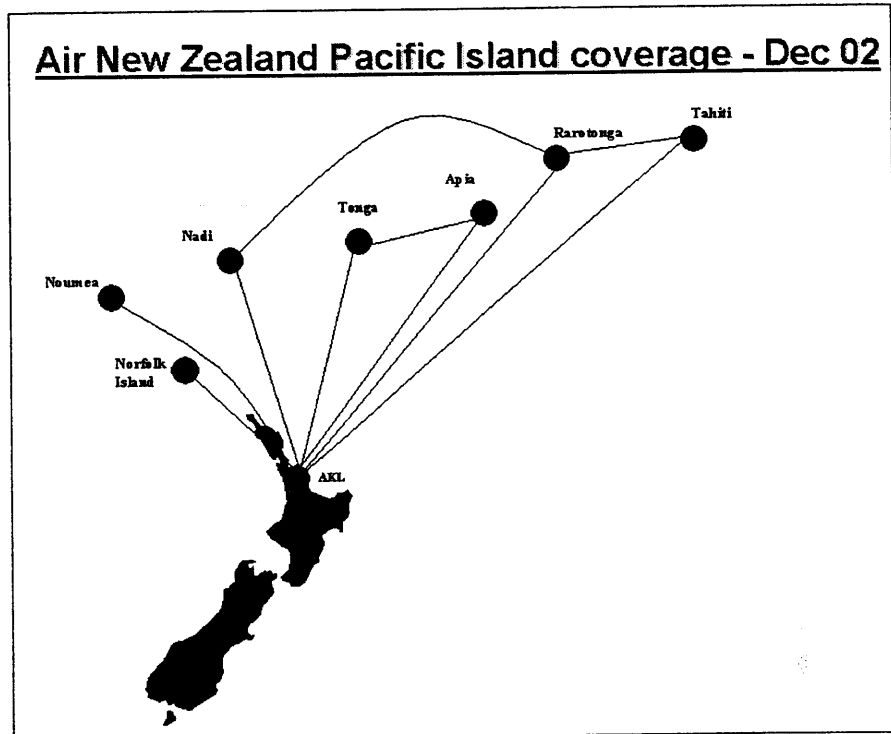
Qantas – Trans-Tasman and New Zealand Domestic Routes (December 2002)



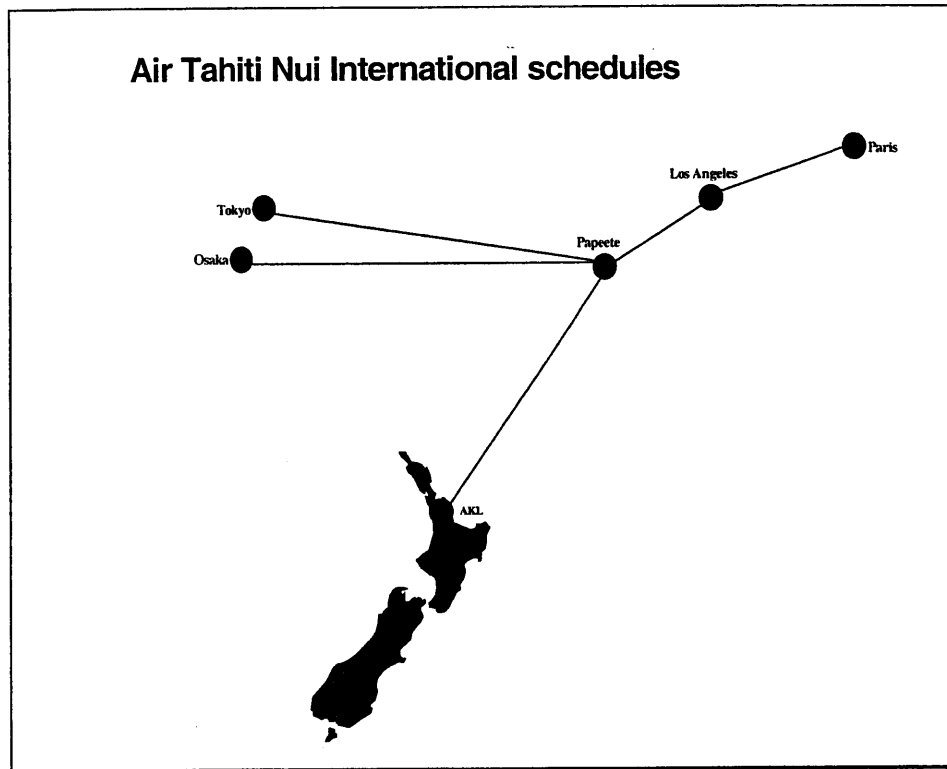
Qantas – Pacific Routes (December 2002)



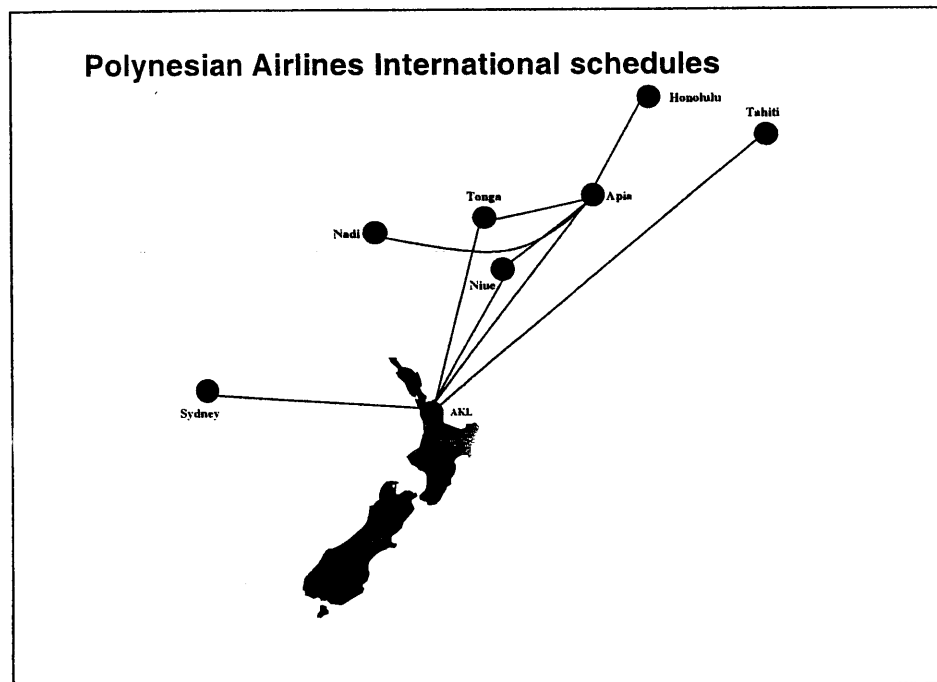
Air New Zealand - Pacific Islands Routes



Air Tahiti – Pacific Routes



Polynesian Airlines – Pacific Routes



APPENDIX D: SUMMARY OF AIR SERVICES AGREEMENTS

This is a broad outline of the Air Services Arrangements Australia has concluded with other countries. There are specific limitations imposed in individual bilaterals. Additional information is available if the ACCC requests.

Airlines with full traffic rights between Australia and New Zealand under Australia's Air Agreements – November 2002

PASSENGER OPERATIONS

Air Agreement between Australia and:	NEW ZEALAND CITIES ABLE TO BE SERVED	AUSTRALIAN CITIES ABLE TO BE SERVED	TASMAN PAX CAPACITY WEEKLY EACH WAY	CODE SHARING PERMITTED ON OTHER AIRLINES	TASMAN PAX SERVICES NW 2002
Austria	All	All	2800 seats	Yes – on any airline	No opns.
Argentina	AKL (intermediate)	Any 3	2800 seats	Yes – on any airline	Aerolineas operating. 2 x A340 pw AKL-SYD vv
Cook Islands	All (intermediate)	Any 3	500 seats	Yes – on any airline	No opns.
Chile	All (intermediate)	Any 3 and all others via the 3	2000 seats	Yes – on any airline	Lan Chile operates 3 x A340 pw AKL-SYD vv under code share with Qantas but Lan does not sell Aust-NZE vv.
China	1 city (via Aust)	SYD/MEL/BNE/PER	4 services – any aircraft	Yes – on Aust. carriers	No opns.

Air Agreement between Australia and:	NEW ZEALAND CITIES ABLE TO BE SERVED	AUSTRALIAN CITIES ABLE TO BE SERVED	TASMAN PAX CAPACITY WEEKLY EACH WAY	CODE SHARING PERMITTED ON OTHER AIRLINES	TASMAN PAX SERVICES NW 2002
Fiji	All	All	6000 seats – SYD/MEL/BNE/PER Unlimited – other cities	Yes – on Aust carriers.	No opns.
France (Paris-Aust Route)	All	SYD/DRW plus one other	1200 seats	Yes – on any airline	No opns.
France- France – Tahiti- Aust Route	All (intermediate)	SYD	1000 seats	Yes – on any airline	Air Tahiti code sharing only(on QF).
Finland	All	All	2800 seats	Yes – on any airline	No opns.
Germany	All	Any 5	21-25 services – any aircraft	Yes – on any airline	No opns.
Greece	1 city (via Aust.)	Any 3	Only by code sharing	Yes – on Aust. carriers	No opns. (Only code sharing permitted).
Hong Kong	All (via Aust.)	7	15 services – any aircraft	No	No opns.
India	All (via Aust.)	SYD/MEL/PER	2100 seats	No	No opns.

Air Agreement between Australia and:	NEW ZEALAND CITIES ABLE TO BE SERVED	AUSTRALIAN CITIES ABLE TO BE SERVED	TASMAN PAX CAPACITY WEEKLY EACH WAY	CODE SHARING PERMITTED ON OTHER AIRLINES	TASMAN PAX SERVICES NW 2002
Indonesia	AKL (via Aust.)	BNE and any other 3 cities except SYD/MEL/PER	10 services – any aircraft type	Yes – on any airline	Garuda operating. (3 A330 pw BNE-AKL vw)
Italy	All (via Aust.)	Any 3	7 services any aircraft	Yes – on any airline	No opns.
Ireland	All	1 point to be agreed	Unlimited	No	No opns
Lebanon	Any 3 (intermediate)	Any 2	2 B763 or equivalent	No	No opns.
Macau	Any 2 (via Aust.)	Any 2	3 services – any aircraft	Yes – on any airline	No opns.
Malaysia	AKL/CHC (via BNE) AKL/CHC (via ADL)	BNE ADL	2200 seats 1800 seats	Yes – on any airline Yes – on any airline	Malaysian operates (5 x B744 pw BNE – AKL vw) No opns via ADL
Myanmar(Burma)	AKL or WLG (Intermediate)	SYD	2 pw	No	No opns.
Norway/ Denmark/ Sweden	All	Any 5	2800 seats	yes – on any airline	No opns.

Air Agreement between Australia and:	NEW ZEALAND CITIES ABLE TO BE SERVED	AUSTRALIAN CITIES ABLE TO BE SERVED	TASMAN PAX CAPACITY WEEKLY EACH WAY	CODE SHARING PERMITTED ON OTHER AIRLINES	TASMAN PAX SERVICES NW 2002
Niue	All (Intermediate)	Any 3	500 seats pw	Yes on any airline	No operations
PNG	All	All	Only by code sharing	Yes – on full ASPA member airlines only	No opns. (Only code sharing permitted)
Singapore	All if NZ served via Aust. And 1 city if NZE served en route to Aust.	8	22,600 seats	Yes – on any airline	No opns.
Solomon Islands	All	5	Only by code sharing	Yes – on full ASPA member airlines only	No opns. (Only code sharing permitted)
South Africa	AKL/WLG/CHC	PER SYD (and other points if code sharing)	5 services – any aircraft but an Australian carrier would need to code share on the SAA services before Tasman rights could be exercised by SAA.	Yes- only on an Aust carrier for Tasman code share.	No opns.
Sri Lanka	All (intermediate)	All	3000 seats – SYD/MEL/BNE/PER	Yes – on any airline	No opns.

Air Agreement between Australia and:	NEW ZEALAND CITIES ABLE TO BE SERVED	AUSTRALIAN CITIES ABLE TO BE SERVED	TASMAN PAX CAPACITY WEEKLY EACH WAY	CODE SHARING PERMITTED ON OTHER AIRLINES	TASMAN PAX SERVICES NW 2002
			Unlimited – other cities		
Switzerland	All (but only 1 city if served via Aust.)	Any 3	Only by code sharing	Yes – on Aust. carriers	No ops. Only code sharing permitted.
Tonga	All (but only 1 city if NZE is served via Aust.)	Any 3	600 seats – SYD/MEL/BNE/PER Unlimited- other cities	Yes – on any airline	Royal Tongan operates 1 x B757 pw AKL-SYD
Taiwan	1 via Aust. Plus 1 en route to Aust.	Any 5	3600 seats	Yes – on any airline	No ops. (Tasman Flights withdrawn by CI from NW01)
Thailand	All	All	35 B747	yes – with 28 services weekly on any airline but unlimited if code sharing on an Australian airline.	TG operating (7 x B747 pw SYD-AKL vv and 3 x MD11 pw BNE-AKL vv)
USA	All	All	No limit	Yes – on any airline	United and American code sharing – UA on NZ, AA on QF
UK	All	All	28 services	Yes – on any airline	BA code share (on QF)
Vanuatu	All	Any 3	Only by code sharing	Yes – only on full	No ops. (Only code

Air Agreement between Australia and:	NEW ZEALAND CITIES ABLE TO BE SERVED	AUSTRALIAN CITIES ABLE TO BE SERVED	TASMAN PAX CAPACITY WEEKLY EACH WAY	CODE SHARING PERMITTED ON OTHER AIRLINES	TASMAN PAX SERVICES NW 2002
				ASPA member airlines	sharing permitted).
Western Samoa	AKL/WLG (intermediate). All cities if code sharing	Any 3	1000 seats	Yes – on Aust. carriers and full ASPA member airlines	Polynesian Operating (2 x B737 pw) and code sharing (on QF).
Zimbabwe	All (via Australia)	Any 3	Only by code sharing	Yes – on Australian carriers	No ops. (5 th rights can only be exercised by code sharing on an Aust carrier.
Aust. and New Zealand Carriers					
Any New Zealand designated airlines	All	All	No limit	Yes – on any airline	Air NZ operates Freedom Air operates.
Any Australian designated airlines	All	All	No limit	Yes – on any airline	QF operates

Note:

1. Tasman passenger capacity is the maximum capacity the airlines are entitled to operate with their own services between Australia and New Zealand under the air agreements with Australia.
2. Some airlines are entitled to operate to Australia via New Zealand as well as to New Zealand via Australia. Where New Zealand cities may only be served via Australia or only as intermediate points en route to Australia, this is shown in the New Zealand cities column.

APPENDIX E: EXTRACT FROM PRESENTATION BY AIR NEW ZEALAND CEO TO STAFF

WELCOME to ...

'Choosing Our Future'

Purpose: 'To unite a winning spirit, create a shared purpose and seize ownership of our future'

September 2002

In the past Air NZ has not had a clear strategic focus

AIR NEW ZEALAND



- ♦ Focus on high yielding business customers using product and schedule

- ♦ Lack of clear strategy - all things to all people

- ♦ Focus on price sensitive customers - leisure and small / medium businesses