



Australian Competition & Consumer Commission

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6 February 2003

Mr Jon Stanhope
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Chief Ministers Department
Canberra Nara Centre
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*Copy of this letter
sent to attached
list of interested
parties. 6/2/03.*

Dear Mr Stanhope

**Applications for authorisation lodged by Qantas Airways Limited and
Air New Zealand Limited (A30220, A30221, A30222)**

In previous communications I have sought comment on applications from Qantas Airways Limited (Qantas) and Air New Zealand Limited (Air NZ) to the Australian Competition and Consumer Commission (the Commission) for authorisation of the following arrangements:

1. the acquisition by Qantas of ordinary shares comprising up to a 22.5 per cent voting equity interest in Air NZ (the Equity Proposal); and
2. collaborative arrangements between Qantas and Air NZ (the Strategic Alliance Proposal).

On 5 February 2003, the nominal closing date for submissions, Qantas and Air NZ provided a report to the Commission prepared by Tourism Futures International entitled Australian Tourism Review. The purpose of the report is described as being to assess the reasonableness of the claim that the proposed Alliance between Qantas and Air New Zealand would generate an additional 50,000 inbound tourists to New Zealand and an additional 18,000 inbound tourists to Australia, compared to the future without the Alliance.

The above authorisation applications were accompanied by a submission entitled the NECG Report which attempts to quantify the benefits and detriments arising from the proposed Alliance over a 5 year period after its implementation. The Commission notes that tourism benefits amount to some 48% of the net annual benefits claimed in the NECG Report to accrue from the Alliance.



In view of the significance of the tourism component of claimed net benefits the Commission is interested in the views of interested parties on the claimed tourism benefits. The attention of interested parties is drawn in particular to pages 49 to 52 (attached) of the Tourism Futures International report which relate to the generation of additional visitors to Australia. A copy of the full report is available at the Commission's website at www.accc.gov.au.

The Commission asks for submissions from interested parties to be in writing so that they can be made publicly available. Submissions are placed on a public register and may also be placed on the Commission's website. The Commission may, where appropriate, supplement written submissions with discussions with relevant parties on a mutually convenient basis.

Should you lodge a submission with the Commission you may request that information included in the submission be treated as confidential and not placed on the public register or the Commission's website. In such circumstances you must justify why the Commission should treat such information as confidential, otherwise it would be expected to be made public. The Commission may take confidential information into account during its assessment of an authorisation application.

If you wish to lodge a submission, please address it to:

The General Manager
Adjudication Branch
Australian Competition & Consumer Commission
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Submissions can also be lodged by email to adjudication@accc.gov.au, or by facsimile on 02 6243 1211.

If you are planning to make a submission to the Commission in relation to the authorisation applications, including in relation to the claimed tourism benefits referred to above, would please note that the firm closing date for submissions is 19 February 2003. Submissions received after this date cannot be guaranteed to be taken into account by the Commission.

Should you have any queries or if you wish to discuss any aspect of this matter further please contact Greg Outzen on 02 6243 1227 or Amanda Dadd on 02 6243 1391.

Yours sincerely

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