

RECORD OF MEETING

between

ACCC and Air New Zealand

20 July 2006, 14.00

Participants:

ACCC

Stephen King, Commissioner
Scott Gregson, General Manager, Adjudication Branch
Isabelle Arnaud, Director, Adjudication Branch
Carl Toohey, Assistant Director, Adjudication Branch
Gina D'Ettorre, Senior Project Officer, Adjudication Branch
Shannon Bona, Graduate, Adjudication Branch

Air New Zealand

Rob Fyfe, Chief Executive Officer, Air New Zealand
Rob McDonald, Chief Financial Officer, Air New Zealand
Charmion McBride, General Manager, Business Performance,
Air New Zealand
Phil Taylor, Partner, Bell Gully
Michael Gray, Partner, Freehills
Louise Klamka, Solicitor, Freehills

ACCC staff met with Air NZ at their request. The primary purpose of the meeting was for Air NZ to present its rationale for entering into the TNA, and its view of the counterfactual.

Rob Fyfe (RF) raised the issue of confidentiality in relation to any record of the meeting. Scott Gregson (SG) explained the ACCC's position on confidentiality and outlined the process for requesting information to be excluded from the public register.

SG also advised that he anticipated finalisation of a draft determination within four to six weeks. Michael Gray (MG) advised that, as previously discussed, both Qantas and Air NZ would like to have an opportunity to meet before the ACCC issues its draft determination for a stocktake of the information provided to the ACCC to date and in order to identify any issues the ACCC wishes to address. SG stated the ACCC would advise the Applicants of whether it would hold such a meeting within the next two weeks.

Strategic context of the TNA

[RESTRICTION OF PUBLICATION CLAIMED]

Current pressures facing Air NZ

[RESTRICTION OF PUBLICATION CLAIMED]

Recent changes in Air NZ's outlook and strategic planning

[RESTRICTION OF PUBLICATION CLAIMED]

Air NZ's View of the TNA proposal

[RESTRICTION OF PUBLICATION CLAIMED]

Structure of the TNA

[RESTRICTION OF PUBLICATION CLAIMED]