

PUBLIC REGISTER VERSION

ATTACHMENT A

RESPONSE TO ACCC'S INFORMATION REQUEST

1. Does the proposed cooperation agreement extend to Alitalia's 'Air One' brand?

1.1 The Alitalia Low Cost Carrier "*Air One Smart Carrier*" brand and legal entity is not being transferred to New Alitalia. Air One discontinued its services to the general public in October 2014. Its routes have either been transferred to Alitalia or cancelled.

2. Please clarify whether the current code-share arrangement provides for block sale or free sale of capacity and on which routes.

2.1 The current code-share arrangement is a free-sale agreement and relates to the following routes for Winter 2014/2015:

Alitalia operated, Etihad codeshare flights:

2.1.1 FCO to AUH, MXP, VCE, FRA, MUC, VIE, GVA, ZRH, ATH, MLA, TIA, SOF, OTP, BEG, BUD, MAD, AGP, BCN, CPH, KRK, WAW, BRU, AMS, PRG, NCE, CDG, TLS, VLC, LHR, DUS, TXL, CMN, RAK, AOI, BRI, BLQ, BDS, CTA, FLR, GOA, SUF, NAP, PMO, PSA, REG, TRS, TRN and VRN;

2.1.2 VCE to AUH; and

2.1.3 MXP to AUH.

Etihad operated, Alitalia codeshare flights:

2.1.4 AUH to FCO, MXP, BAH, KWI, MCT, XNB, AAN, BKK, HKT, KUL, SIN, CGK, LHE, ISB, KHI, MLE, DAC, CMB, KTM, DEL, BOM, COK, BLR, SYD, MEL, PER, JNB, KRT, SEZ, NBO, PEK, CTU, PVG, SGN and ICN.

3. In order to clarify the photocopied network map of Alitalia routes provided with the application, please provide a list of city pair routes currently served by Alitalia operated flights.

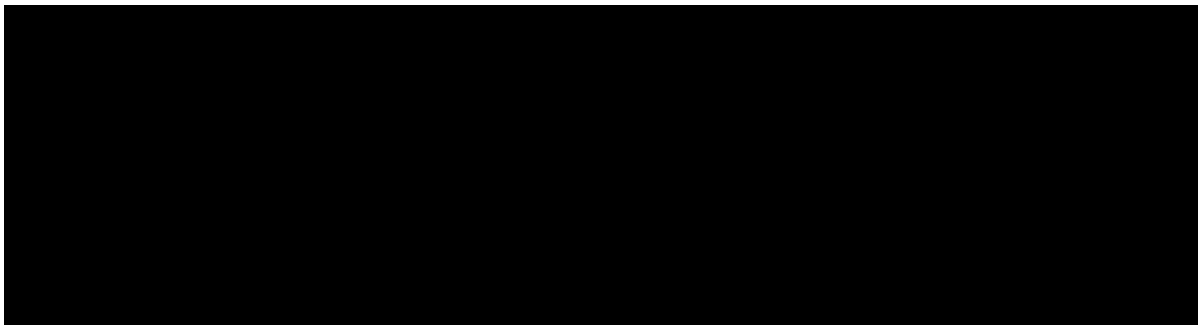
3.1 **Schedule 1** to this document contains a list of all of Alitalia's operated national routes, international short-haul routes and international long haul routes.

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Please indicate the city pair routes on which the Applicants currently overlap.

3.2 The only city pairs on which Etihad and Alitalia (the **Applicants**) currently overlap with direct operated flights is FCO-AUH and this has only been since July 2014. The European Commission has considered this route in detail as part of its merger control review of the acquisition of joint control over New Alitalia and concluded that, for the majority of passengers, the route FCO-AUH is actually substitutable with FCO-DXB (on which Emirates had some 80% market share) and no competition concerns were raised.

4. Detail all existing arrangements and agreements between Alitalia and Qantas and indicate any changes anticipated in the future if the proposed partnership between the Applicants proceeds.



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SCHEDULE 1

LIST OF CITY PAIR ROUTES CURRENTLY SERVED BY ALITALIA

National routes	International short haul routes	International long haul routes
CTA - LMP	BLQ - TIA	FCO - ACC
CTA - NAP	BRI - TIA	FCO - BOS
CTA - PSA	FCO - AGP	FCO - CCS
FCO - AHO	FCO - ALG	FCO - EZE
FCO - AOI	FCO - AMS	FCO - GIG
FCO - BDS	FCO - ATH	FCO - GRU
FCO - BLQ	FCO - AUH	FCO - JFK
FCO - BRI	FCO - BCN	FCO - KIX
FCO - CAG	FCO - BEG	FCO - LOS
FCO - CTA	FCO - BEY	FCO - MIA
FCO - FLR	FCO - BIO	FCO - NRT
FCO - GOA	FCO - BRU	FCO - YYZ
FCO - LIN	FCO - BUD	MXP - JFK
FCO - MXP	FCO - CAI	MXP - NRT
FCO - NAP	FCO - CDG	NRT - VCE
FCO - PMO	FCO - CMN	
FCO - PSA	FCO - CPH	
FCO - REG	FCO - FRA	
FCO - SUF	FCO - GVA	
FCO - TRN	FCO - IKA	
FCO - TRS	FCO - IST	
FCO - VCE	FCO - KRK	
FCO - VRN	FCOLCY	
LIN - AHO	FCO - LHR	
LIN - BDS	FCO - MAD	
LIN - BRI	FCO - MLA	
LIN - CAG	FCO - MPL	
LIN - CIY	FCO - MUC	
LIN - CTA	FCO - NCE	
LIN - NAP	FCO - ORN	
LIN - PMO	FCO - OTP	
LIN - PSR	FCO - PRG	
LIN - REG	FCO - RAK	
LIN - SUF	FCO - SKP	
LIN - TRS	FCO - SOF	
LMP - PMO	FCO - SVO	
NAP - PMO	FCO - TGD	
NAP - TRN	FCO - TIA	
NAP - TRS	FCO - TLS	

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PMO - PNL	FCO - TLV	
PNL - TPS	FCO - TUN	
REG - TRN	FCO - VIE	
SUF - TRN	FCO - VLC	
	FCO - AW	
	FCO - ZRH	
	GOA - TIA	
	LIN - AMS	
	LIN - BCN	
	LIN - BRU	
	LIN - CDG	
	LIN - FRA	
	LIN - LCY	
	LIN - LHR	
	LIN - ORY	
	LIN - OTP	
	LIN - VIE	
	LIN - WAW	
	MXP - SVO	
	MXP - TIA	
	MXP - TUN	
	PRG - PSA	
	PSA - TIA	
	TIA - VCE	
	TRN - TIA	