

ROBINSON Anita

Subject: FW: Haneda Slots IASC 118d and IASC 119d

From: Lee-Anne Tomkins
Sent: Thursday, 24 October 2019 9:39 AM
To: TUCKER Marlene

Subject: RE: Haneda Slots IASC 118d and IASC 119d [SEC=UNCLASSIFIED]

Hi Marlene

Thank you for the opportunity to comment. I don't believe the submission below provides any new argument and fails to adequately address the criteria in the Minister's policy statement. In particular, the submission does not seem to give any regard to competition matters. We are an established international carrier, and it is important to mention that while we have exited some international routes in the past, this is no different to Qantas (or most other international airlines), which has changed its route network over the years.

We reject the submission's comments in relation to the importance of connections for us at HND and would refer the Commission back to our submission in this regard.

The fact that we would be a new entrant to the Japanese market is not relevant to the case. We are aware of at least one other carrier that has entered the Japan market by commencing services to Haneda, namely Hawaiian Airlines.

It is also not the case that we have applied for the capacity to simply "prevent Qantas from getting it". We know we have to use the capacity by 29 March and have been working assiduously behind the scenes to prepare for launch of the flights.

We reject the alternative proposals for allocation of the capacity outlined in the submission.

While I have provided this response, Virgin Australia stands by our substantive submission and other evidence provided to the Commission during the case.

Kind regards
Lee-Anne



Lee-Anne Tomkins | General Manager Government and International Relations
Please consider the environment before printing this email.