

20 September 2012

Mr Christopher Samuel Senior Adviser International Air Services Commission PO Box 630 Canberra ACT 2601 Virgin Australia Airlines Pty Ltd

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Virgin Australia Airlines (NZ) Ltd

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Dear Mr Samuel Chris

Application for Variation to Determination [2007] IASC 118 – New Zealand route

As part of the strategic alliance between Virgin Australia and Singapore Airlines, Singapore Airlines intends to offer code share services on selected flights operated by Virgin Australia on the New Zealand route. This alliance has been authorised by both the Australian Competition and Consumer Commission and the Competition Commission of Singapore.

Variation sought

Virgin Australia requests a variation to Determination [2007] IASC 118 (as varied by Decisions [2009] IASC 201, [2010] IASC 208, [2011] IASC 201 and [2011] IASC 210) held by Virgin Australia Airlines (SE Asia) Pty Ltd to permit the utilisation of capacity for code share services with Singapore Airlines on the New Zealand route.

Your office holds a signed copy of Virgin Australia's confidential code share agreement with Singapore Airlines.

IASC Act and Minister's Policy Statement considerations

We request that the Commission consider this application against the general criteria for assessing the benefit to the public in Paragraph 4 of the Minister's Policy Statement.

The Paragraph 4 criteria provide that the use of entitlements by an Australian carrier under a bilateral air services agreement is of benefit to the public, provided that the carrier is reasonably capable of obtaining the necessary approvals and implementing the proposal.

Should you require any further information, please do not hesitate to contact Lee-Anne Tomkins on (02) 8093 7114.

Yours sincerely

Lee-Anne Tomkins

Manager, Government and International Relations