



18 February 2025

Jasmina Ackar
Director
International Air Services Commission

Subject: Application for Variation to Determination – AI codeshare on New Zealand Route

Dear Jasmina,

Virgin Australia presents its compliments to the International Air Services Commission and wishes to apply for a variation to the existing determination.

As part of the codeshare agreement between Virgin Australia International Airlines Pty Ltd and Air India Limited, it is proposed that Air India will offer code share services on flights operated by Virgin Australia on the New Zealand route. Virgin Australia aims to commence this arrangement by 4 April 2025; however, if approval is granted earlier, we would proceed with the implementation accordingly.

The proposed routes are as follows:

Route	Frequency
MEL - ZQN - MEL	Daily
SYD - ZQN - SYD	Daily

This codeshare arrangement is expected to deliver several benefits, including:

- **Enhanced Connectivity:** Passengers traveling between India and New Zealand will benefit from seamless connections via Australia, improving travel options and convenience.
- **Increased Passenger Traffic:** The agreement is anticipated to attract more travellers from India to New Zealand, contributing to tourism and economic growth.
- **Optimized Capacity Utilization:** Virgin Australia will be able to maximize seat occupancy on its New Zealand flights by leveraging Air India's extensive network and customer base.
- **Strengthened Airline Partnership:** The codeshare will reinforce bilateral cooperation between the two carriers, supporting broader international aviation relationships.
- **Improved Customer Experience:** Passengers will enjoy streamlined booking, baggage transfer, which enhances their overall travel experience.
- **Economic Growth for Australia:** Increased inbound travel from India will boost Australia's tourism industry, hospitality sector, and local businesses.



australia
group

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Please find attached a copy of the confidential code share agreement between Virgin Australia and Air India. We request that this document is not placed on the public register.

We appreciate review and approval of our application. Should you require any further information, please do not hesitate to contact us.

Yours sincerely,

A handwritten signature in black ink, appearing to read "Stephen Beckett".

Stephen Beckett
General Manager, Government Relations and Industry Affairs