



**SKY/VODAFONE: TVNZ CROSS-SUBMISSION IN RESPONSE TO THE COMMERCE COMMISSION
LETTER OF UNRESOLVED ISSUES**

1. We note that no submitters have commented on the issues arising in relation to FTA services, and therefore no cross-submission on these issues is required.
2. SKY refers to “*increasing content costs*”¹ and infers that, because content costs have increased in the recent past, these costs will continue to increase in the future.
3. TVNZ views this statement as speculative. It is not possible to predict whether costs will increase, or decrease, or indeed whether in fact rights holders will continue to make their content available to intermediaries or content aggregators (such as broadcasters) when they will by that time be able to reach customers directly through OTT strategies.

23 November 2016

¹ Sky, *Submission in response to letter of unresolved issues* (11 November 2016) at 18(a).