

JUMPJET AIRLINES LIMITED®

New Zealand Commerce Commission Conference 2003

{Week of 18th to 22nd August 2003}

PRESENTATION ADDRESS

APPLICATIONS TO THE COMMERCE COMMISSION BY
QANTAS AND AIR NEW ZEALAND

{Commerce Act 1986}

1. Section 58 - Strategic Alliance
2. Section 67 - 22.5% Equity Acquisition

Presenter

Nick Kile

Directors

John Cook

Chris Scanlon

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TOPICS

- **OPENING**
- **PREDATORY ACTIVITY**
- **LEGAL CONVICTION**
- **AIR SERVICES AGREEMENT**
- **JUMPJET: MARKET ACCESS**
- **CONCLUSION**

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➤ **OPENING**

- **Purpose of Jumpjet Submissions**
- **QF/ NZ Section 58 & 67 - Applications**
- **Globalisation**
- **Global Positioning**

➤ **PREDATORY ACTIVITY**

- **Demolition of Ansett**
- **Airfare Wars and Capital Shipping**
- **Regional Alliances**

➤ **LEGAL CONVICTION**

- **Section 36A – Taking advantage of market power**
- **Section 47- Certain acquisitions prohibited**
- **Section 67 – Commission may grant authorisations for business acquisition**

➤ **AIR SERVICES AGREEMENT**

- **SAM Airline Requirements**
- **Designated Airline Requirements**
- **Virgin Blue: Status**

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✈ **JUMPJET: MARKET ACCESS**

- **History: Local entrant carriers**
- **Market Forces: Explanation**
- **Niche Market Development**
- **New Era**
- **Objections, Complaints & Appeals**
- **Section 36A Application**

✈ **CONCLUSION**

- **Legal Basis of Determination**
- **Official Launch of Jumpjet**

COMMISSION QUESTIONS?

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