



COMMERCE COMMISSION

**Application by Air New Zealand Limited and Qantas Airways Limited for
Authorisation to enter a Strategic Alliance Agreement and Application by
Qantas Airways Ltd to subscribe for up to 22.5% of the voting equity in
Air New Zealand Ltd**

**Conference – 18 – 25 August 2003
Ground Floor, NGC Building, 44 The Terrace, Wellington**

Agenda

Commissioners: Ms Paula Rebstock (Acting Chair)
Mr Peter Taylor
Ms Denese Bates (QC)
Mr Donal Curtin

Please note

- Time has been allocated to parties based on initial presentation requests, the Commission's requirements for questions of each party and the constraints of the Conference schedule.
- This agenda is as accurate as possible, based on the information provided to the Commission by parties presenting at the conference.
- Times will be adhered to as closely as possible. However, the Commission notes the possibility of some variation. The Chair will confirm changes to timing as the conference progresses.
- The Applicants have identified four confidential sessions which are highlighted in bold.
- Morning and afternoon tea will be taken at appropriate breaks in sessions.

Monday 18 August 2003	
10.00 am	Start
10.15 am	Chair – opening remarks
10.30 am	Applicants Opening/Review of Air NZ and Qantas Position – Ralph Norris/Geoff Dixon
11.45 am	Airline Model – Doctor Michael Tretheway
12.30 pm	Lunch
1.30 pm	VBA Entry and Expansion – Airline Representatives/David Bental (APG)
3.00 pm	Impact of VBA Entry – Dr Clifford Winston
4.00 pm	The Counterfactual, Discussion of Qantas Expansion – Qantas Representatives/David Bental (APG)
5.00 pm	The Counterfactual, Qantas Confidential Session – Qantas Representatives/APG
6.00 pm	Engineering & Maintenance, Qantas Confidential Session – Qantas Representatives
7.00 pm	End
Tuesday 19 August 2003	
9.00 am	Applicants VBA Entry and Expansion, The VBA Model in Europe & Australasia – Ray Webster (CEO, easyjet).
9.30 am	Competitive effects in the Travel Distribution Market – Airline Representatives
10.00 am	Effect of 5 th Freedom Competition – Airline Representatives
10.45 am	The Confidential Counterfactual, Air NZ Confidential Session – Air NZ Representatives/Eric Lucas (PWC)
12.15 pm	Lunch
1.15 pm	Implications of the Confidential Counterfactual for Tourism, Qantas/Air NZ Confidential session – Henry Ergas (NECG)/Airline Representatives/Others
1.45 pm	Aviation condition and International analysis of Airline Mergers – Professor Willig/Margaret Guerin-Calvert
3.30 pm	Tourism Benefits of the Alliance – Airline Representatives/NECG
5.00 pm	Quantification of Public Benefit of Additional Tourists – Henry Ergas/Others
6.00 pm	End

Wednesday 20 August 2003	
9.00 am	Applicants Competitive Effects in Freight Markets – Airline Representatives/NEC
9.30 am	Introduction to Economic Arguments – Henry Ergas
10.30 am	Allocative Efficiency Detriments – Henry Ergas/Professor Willig
12.15 pm	Lunch
1.15 pm	Review of Economic Models
2.45 pm	Productive and Dynamic efficiencies – Henry Ergas/Margaret Guerin-Calvert
4.00 pm	Cost Savings – Henry Ergas
4.30 pm	Scheduling and new Direct Flights – Henry Ergas/Margaret Guerin-Calvert
5.30 pm	Balancing – Henry Ergas
6.00 pm	End
Thursday 21 August 2003	
9.00am	Virgin Blue David Huttner (Head of Commercial)/Counsel (Gilbert & Tobin and Simpson Grierson)
12.00 pm	Lunch
1.00 pm	Infratil et al Representatives of Infratil et al/Grant David (Chapman Tripp)/LECG representatives/Professor Hausman/David Stone
6.00 pm	End
Friday 22 August 2003	
9.00 am	Gullivers Pacific Ralph Lattimore/Simon Hope/Andrew Bagnall/Tim Hazeldine/Kathy O'Connor
10.30 am	Origin Pacific Tony Marks/Robert Inglis
11.30 am	Bon Voyage Gerard Murphy
12.00 pm	Christchurch Airport George Bellew/Tom Weston QC
12.30 pm	Lunch
1.30 pm	Invercargill Airport

	John Walsh (General Manager)/Norman McFarlane
2.00 pm	Polynesian Airlines Richard Gates/Norman McFarlane
2.30 pm	Travel Agents Association Peter Lowry/Andy Marshall
3.00 pm	CTU and EPMU Peter Conway & Tony Wilton
3.30 pm	Consumers Institute David Russell/Paul Doocey
4.00 pm	Jumpjet Airlines Nick Kile/John Cook/Chris Scanlan
4.30 pm	Save Air NZ Ian Prior (Convenor)/Robin Halliday (Executive Officer)
5.00 pm	End
Monday 25 August 2003	
10.00 am	Applicants Right of reply – John Palmer/Henry Ergas/Margaret Guerin-Calvert
11.30 am	Chair's closing
11.35 am	End