

5 April 2013

Ruth Nichols  
Senior Legal Counsel  
Commerce Commission  
PO Box 2351  
Wellington 6140

Dear Ruth

**SECTION 56G SUBMISSION ON PROCESS AND ISSUES PAPER CHRISTCHURCH  
AIRPORT – Cross Submission**

I have pleasure in submitting Christchurch International Airport's (**CIAL**) Cross Submission on the Section 56G Process and Issues paper responses made to the Commission on 22 March 2013.

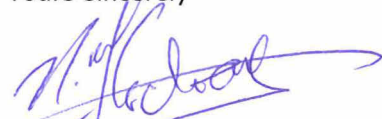
Our cross submission is comprised of a number of components and these include:

1. CIAL Cross Submission response.
2. The expert advice from Beca - used as the basis for determining the appropriate fixed charge for the use of airfield services.
3. Two spreadsheets;
  - a. the calculation of CIAL's Internal Rate of Return (**IRR**) for PSE1, in the format consistent with that provided in our submission of 22 March for both the five and ten year periods (PSE2 and PSE2/3), and
  - b. the analysis of the information considered in the setting of the fixed charge for the use of airfield services, based on the expert advice received from Beca as noted above.

We have included the detailed spreadsheets to provide full transparency of the information received and the analysis carried out to support the rationale applied in the reset of our Aeronautical Charges on 1 December 2012.

If you have any further queries on our cross submission please do not hesitate to contact me and we will provide further information to assist your understanding.

Yours sincerely



Neil Cochrane

**GENERAL MANAGER BUSINESS SERVICES**