

## Request to Qantas for information

1. We refer to the market share data set out in Annexure E-H of Qantas' submission dated 5 November 2022. Please:
  - (a) for the market shares that are sourced from "DDS (Trip Dominant Marketing Carrier)", explain the metric used to calculate the market shares
  - (b) provide total numbers of passengers for each calendar year at the bottom of each table in Annexures E-H, and
  - (c) update these tables to include the latest available data.
2. Please provide the data used to prepare Figures 4 and 5 (page 12 of Qantas' submission dated 5 November 2022) and include latest available data (including forecast capacity) and comparable Qantas data.
3. Please describe the data (capacity or passenger market share) and data source used to calculate the market share information referred to in paragraph 3.2(c) of Qantas' 15 February 2023 response to AFTA's submission. Please also provide the data used to calculate percentage shares to the extent that this is not already done in response to Question 1 above.
4. Please explain the following metric used in [Start QF confidential: ██████████] End QF confidential] and [Start QF/EK confidential: ██████████] End of QF/EK confidential] in Qantas' submission dated 5 November 2022.
5. In relation to paragraph 1.5 of Qantas' submission dated 5 November 2022 please provide the latest available information about the expected recovery of international passenger numbers and capacity to/from Australia.
6. With reference to paragraph 1.16 of Qantas' submission dated 5 November 2022, please provide data indicating the capacity (e.g. number of seats flown) of Qantas' services for each Trans-Tasman route that Qantas has operated / will operate during each month from 30 October 2022 to the end of the Northern Hemisphere winter.
7. In relation to the scope of authorisation sought please:
  - (a) confirm that it does not include any coordination between Qantas and Emirates in respect of their NDC technology/platforms, and
  - (b) explain the scope of coordination in relation to "distribution strategies" and "agents" (see paragraph 3.3 (b) of Qantas' submission dated 5 November 2022), including whether it includes any joint pricing for distribution services or commissions paid to travel agents.
8. Please update the information presented in Figures 1-3 in Qantas' submission dated 5 November 2022 to take into account latest available information.