



GOVERNMENT OF ODISHA

GENERAL ADMINISTRATION DEPARTMENT

**EXPRESSION OF INTEREST FOR HAVING DIRECT INTERNATIONAL FLIGHT BETWEEN
BHUBANESWAR AND PLACES IN SOUTH EAST ASEAN COUNTRIES SUCH AS
SINGAPORE, BANGKOK & KUALALAMPUR**

Government of Odisha desires to have direct international flight from BPI Airport, Bhubaneswar to foreign soil and is looking for interested scheduled air service carriers to start air service operations. To begin with international flight may operate from Bhubaneswar to Singapore /Bangkok/ Kualalampur, at least two to three flights a week preferably on alternate days. Since most of the flights connecting Singapore with major airports in Europe, Middle East, South East Asean and American countries leave Singapore (Changi Airport) in the forenoon, the flight from Bhubaneswar may start around midnight so as to reach Singapore early in the morning. The Bhubaneswar bound flights may reach Bhubaneswar late in the evening. Such a flight schedule will attract people from Odisha to avail this route so as to catch outbound flights to other cities of the world. Besides this will also encourage international tourists to come to Odisha to explore Odisha as tourism destination.

The General Administration Department invites Expression Of Interest (EOI) from reputed international airlines to arrive at level of subsidy support through competition and start the operation. The State Government have already reduced the VAT on ATF to zero percent for direct international flights. State Government will provide reasonable VGF (Viability Gap Funding) in the form of subsidy grant.

The interested air service carriers are required to submit EOI (Expression of Interest) for starting air service operation between Bhubaneswar and Singapore /Bangkok/ Kualalampur and quote the subsidy grant they expect from the State Government. The terms and conditions for participating in submission of EOI are furnished below. The EOI may be submitted in the following address to be received latest by 3.00 PM of 28.07.2016. For any queries the OSD, GA Department may be contacted in telephone No. 0674-2534354

Address for submission of EOI

Director of Aviation,
BPI Airport, Old Terminal Building,
Bhubaneswar, Odisha,
India

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Officer on Special Duty

GA Department

TERMS AND CONDITIONS

1. The scheduled air service carriers (or international flight operators) should operate international flight from Bhubaneswar to Singapore /Bangkok/ Kuala Lumpur at least two to three days a week preferably on alternate days. They have to mention the tentative timings of departure and arrival at the airports.
2. State Government will provide reasonable VGF (Viability Gap Funding) in the form of subsidy grant initially for the first six months period. There will be a review at Government level to find out the trend of passenger flow so that the question of reducing the subsidy grant or its continuation could be decided for the next six months on mutual agreement with the schedule air service carrier concerned. No subsidy grant will be given after one year.
3. The interested air service carriers are to submit EOI (Expression of Interest) for starting air service operation between Bhubaneswar and Singapore or Bangkok or Kuala Lumpur and quote the subsidy grant they expect from the State Government per trip in INR separately for the aforementioned three places from Bhubaneswar. A trip means a round trip from Bhubaneswar to Singapore or Bangkok or Kuala Lumpur and back to Bhubaneswar. If it originates from any foreign soil then a trip would mean from Singapore or Bangkok or Kuala Lumpur to Bhubaneswar and back. The operator has to bear all other expenses such as landing and parking charge, RNFC, PSF (Passenger Service Fee) and cargo charges etc.
4. If an operator already operating between any city in India to Singapore or Bangkok or Kuala Lumpur and wants hopping at Bhubaneswar en-route to international destination then reasonable subsidy grant may be given provided the airlines operator reserves at least 30% of the seats both ways for Bhubaneswar bound/outbound passengers.
5. The subsidy will be released on monthly basis.
6. Subsidy will be given if there are regular flights on the scheduled days irrespective of the passenger flow. However the operator may increase or decrease the frequency of weekly flight as per the demand and Government will accordingly provide the subsidy grant.
7. Prospective airlines interested in operating such (as mentioned above) international flights are requested to provide their minimum per flight subsidy required from Government of Odisha. Government of Odisha reserves the right to negotiate the subsidy amount with the lowest quoted support by concerned interested party for arriving at minimum demanded subsidy from the prospective international operator. Government of Odisha after negotiating with minimum support quoted operator and determining the minimum subsidy that would be required to start international flight would offer it to the operator who had quoted lowest support required. Further, Government of Odisha will keep this offer of subsidy open for one year to any other international flight operator on first cum first serve basis upto two additional operators.
8. The result of EOI will help in making discovery of the expected subsidy grant per trip and ultimately lead to having direct international flight from Bhubaneswar. This will also lead to a benchmark so that a policy formulation can be made by the Government to promote international flights to different countries having aerial distance more than 1,000 nautical miles.
9. Offer may be sent in the following format
 - (i) Profile of the Company.
 - (ii) Power of Attorney/Authorization with seal of the company, of person signing the EOI documents.

- (iii) Proof of the operator holding valid (NSOP) Non Schedule Operator Permit issued by DGCA, Govt. of India or other competent authority of other countries.
- (iv) Details of international flight being operated by the operator connecting any other city(s) in India with Singapore or Bangkok or Kualalampur and subsidy grant, logistic support being availed from any other State in India for running such flight.
- (v) Audited report of the Company of the last year available to have an idea that the Company has sound financial status and that it is not bankrupt or have negative net worth.
- (vi) Approximate time of departure of the flight on 24 hour format from Singapore or Bangkok or Kualalampur to Bhubaneswar, its arrival and departure time from Bhubaneswar and expected time of arrival at the destination
- (vii) Subsidy grant asked for in INR for direct flight.
- (viii) Subsidy grant asked for in INR for hopping flight.
- (ix) Whether the operator can have linkage with tour operators and provide package including lodging, boarding, to and fro air fare, airport pickup and dropping, local transport etc. at Singapore or Bangkok or Kualalampur and if so details there of including minimum number of passengers required to be booked.
- (x) Any other matter the operator may like to mention in the offer.

10.

The airline operator may furnish the EOI offer as follows:

“ With reference to the advertisement of Government of Odisha inviting EOI for having direct international flight between Bhubaneswar and places in South East Asean countries such as Singapore, Bangkok and Kualalampur, I, Shri being duly authorized by(Name of the international airlines operator) do hereby quote INR as the subsidy grant to get from Government of Odisha for round trip of Singapore/Bangkok/Kualalampur to Bhubaneswar and back”.

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Officer on Special Duty

GA Department