

## EVALUATION REPORT (As Per Rule 35 of PP Rules, 2004)

1	Name of Procuring Agency:	Pakistan International Airlines
2	Method of Procurement:	Single Stage - Two Envelope
3	Title of Procurement:	Dry Lease of up to 08 Narrow Body Aircraft
4	Tender Inquiry No.:	CDD/Lease/Narrow Body/Dec-2020
5	PPRA Ref. No. (TSE):	TS437763E
6	Date & Time of Bid Closing:	18th Jan 2021, 1500 Hours
7	Date & Time of Financial Bid Opening:	22nd Feb 2021, 1600 Hours
8	No. of Bids Qualified :	49 (Forty Nine)
9	Criteria for Bid Evaluation:	Technical and Financial (as specified in tender)
10	Details of Bid(s) Evaluation:	Given below:

S.NO.	Name of Bidder	Manufacturer Serial Number (MSN)	Marks			Rule/Regulation/SBD*/Policy/ Basis for Rejection / Acceptance as per Rule 35 of PP Rules, 2004
			Technical	Financial	Total	
<b>A320 Family Aircraft with CFM Engines</b>						
1	Seraph	7792	36	50.0	85.97	Accepted
2	Seraph	7784	36	50.0	85.97	
3	GECAS	5152	35	41.1	76.56	
4	GECAS	5162	35	36.5	71.20	
5	GECAS	5253	33	35.0	68.31	
6	GECAS	5746	33	16.8	50.17	
7	SMBC	6862	40	3.9	43.52	
8	SMBC	7120	38	0.5	38.85	
9	SMBC	5874	33	1.0	34.18	
<b>Average for required number of A320 Aircraft with CFM Engines</b>					<b>65.07</b>	
<b>A320 Family Aircraft with IAE Engines</b>						
1	CMB	6189	31	12.8	43.81	Accepted
2	Etihad	6527	31	10.1	41.03	
3	Etihad	6226	31	8.7	39.66	
4	Goshawk	6147	32	1.9	34.14	
5	CMB	6306	31	0.4	31.80	
6	MSFL	5744	29	2.7	31.34	
7	MSFL	5893	29	1.3	30.35	
<b>Average for required number of A320 Aircraft with IAE Engines</b>					<b>36.02</b>	
8	AirCastle	6253	31	-	Negative NPV	Rejected
9	SMBC	6861	30	-	Negative NPV	
10	TrueAero	5531	36	-	Negative NPV	
11	TrueAero	5794	36	-	Negative NPV	
12	TrueAero	5296	36	-	Negative NPV	
13	TrueAero	5050	35	-	Negative NPV	
14	TrueAero	5089	34	-	Negative NPV	
15	Goshawk	6478	32	-	Negative NPV	
16	Goshawk	6439	32	-	Negative NPV	
17	AirCastle	6201	31	-	Negative NPV	
18	Clover	6785	30	-	Negative NPV	
19	Clover	6735	30	-	Negative NPV	
20	MSFL	5898	29	-	Negative NPV	
21	MSFL	5807	28	-	Negative NPV	

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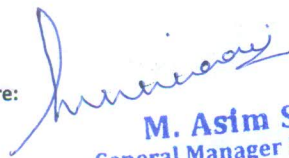
S.NO.	Name of Bidder	Manufacturer Serial Number (MSN)	Marks			Rule/Regulation/SBD*/Policy/ Basis for Rejection / Acceptance as per Rule 35 of PP Rules, 2004
<b>A320 NEO Aircraft with CFM LEAP Engines</b>						
1	SMBC	8938	40	-	Negative NPV	Rejected
2	SMBC	8889	40	-	Negative NPV	
3	SMBC	9041	40	-	Negative NPV	
4	SMBC	8280	38	-	Negative NPV	
5	SMBC	8096	38	-	Negative NPV	
6	SMBC	8240	38	-	Negative NPV	
7	SMBC	8170	38	-	Negative NPV	
8	SMBC	7770	32	-	Negative NPV	
9	SMBC	7847	31	-	Negative NPV	
<b>B737MAX Aircraft with CFM LEAP Engines</b>						
1	CDB	60388	40	-	Negative NPV	Rejected
2	CDB	62533	40	-	Negative NPV	
3	CDB	60646	34	-	Negative NPV	
4	CDB	61862	38	-	Negative NPV	
5	CDB	61864	38	-	Negative NPV	
6	CDB	43957	38	-	Negative NPV	
7	CDB	43973	38	-	Negative NPV	
8	CDB	43974	38	-	Negative NPV	
9	CDB	43975	38	-	Negative NPV	
10	CDB	60184	33	-	Negative NPV	

**Most advantageous bidders : Seraph, GECAS, SMBC**

11 Any other additional / supporting information, the procuring agency may like to share;

*Not Applicable*

Signature:



M. Asim Shaikh  
General Manager Fleet Planning  
Corporate Development Department  
Pakistan International Airlines

Official Stamp:

*\*Standard Bidding Documents (SBD).*