

INVITATION TO BID

Pakistan International Airlines (PIA) invites "Sealed Bids" from interested parties for Dry Lease of up to Five (05) Wide Body Aircraft as per following details:

| | |
|--------------------------|---|
| Number of Aircraft: | Up to Five (05) |
| Seating Configuration: | Around 250 to 320 seats in Two Class |
| Delivery Schedule: | During 2023 |
| Vintage: | 2016 and onwards |
| Lease Period: | 6 Years or corresponding to first major check as per MPD whichever is later |
| In-Flight Entertainment: | IFC Enabled & IFE with Seat Back Screens |

The complete set of Bidding Document containing the detailed instructions and terms and conditions for the tender (that form an integral part hereof and are hereby incorporated by reference) can be downloaded from PIA Website <https://www.piac.com.pk/corporate/sales-procurement/tenders> or Public Procurement Regulatory Authority website (www.ppra.org.pk) or can be obtained from the office of:

General Manager Fleet Planning
PIA Head Office, Karachi Airport,
Karachi, Pakistan.
Phone: + 92 21 9904 4861
Email: fleet@piac.aero

Closing Date:

Bids meeting the requirements as mentioned in the Bidding Document must reach PIA latest by **03rd October 2022 at 1500 Hrs. (Pakistan Standards Time)**. The bids received by the closing time shall be opened on the same day at **1600 Hrs** in the presence of bidders who may like to attend the same.

Bidding Documents

for

Dry Lease of Up to Five (05)

Wide Body Twin Jet Aircraft

(Ref: CDD/Lease/Wide Body/Aug-2022)

Pakistan International Airlines

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Preamble

This document is divided into four sections.

- The first section gives interested parties an overview of the process and explains in detail as to how they should submit their bids and how their bids will be evaluated by PIA.
- The second section contains general terms which shall form the basis of the lease agreement between PIA and the successful bidder.
- The third section covers the details of PIA's requirement in terms of the aircraft lease.
- The fourth section provides the interested bidders with an overview of PIA's evaluation process to maintain complete transparency and criteria to determine the best suited offer.

The annexure contained thereafter are the standardized formats on which PIA expects to receive the actual offers from the interested bidders.

Section A - Instructions to Bidders

1. Scope of Bid

Pakistan International Airline Corporation Limited ("PIA") invites "sealed bids" on "Single Stage Two Envelope" basis from interested parties for the Dry Lease of up to Five (05) Wide Body Twin Jet aircraft:

| | |
|--------------------------|--|
| Number of Aircraft: | Up to Five (05) |
| Seating Configuration: | Around 250 to 320 seats in Two Class |
| Delivery Schedule: | During Year 2023 |
| Vintage: | 2016 and onwards |
| Lease Period: | 6 Years or corresponding to first major check as per MPD whichever is later |
| In-Flight Entertainment: | IFC Enabled & IFE with Seat-back Screens |

2. Parties qualified to apply

Bids only from Owners/Operators/Leasing Companies having legal right to sign the lease agreement of the aircraft being offered shall be considered. PIA as per policy does not deal through agents, brokers and intermediaries.

3. Cost of Bidding

The bidder shall bear all costs associated with the preparation and submission of its bid and PIA will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the bidding process.

4. Bidding Documents

For the purpose of this bidding process, the term "Bidding Documents" shall include:

- i) Invitation for Bids
- ii) Instructions to Bidders
- iii) General Conditions of Contract
- iv) Special Conditions of Contract
- v) Evaluation of Bids
- vi) Annexures
 - a) Bidder's Profile (Annex 'I')
 - b) Technical Proposal (Annex 'II')
 - c) Form of Bid (Annex 'III')
 - d) Integrity Pact (Annex 'IV')
 - e) Financial Proposal (Annex 'V')
 - f) PIA Delivery Conditions (Annex 'VI')
 - g) Manuals and Documents (Annex 'VII')

The bidders are expected to examine the above prior to submission of their bids. The 'Instructions to Bidders' will not be part of Contract and will cease to have effect once the Contract is signed.

5. Clarification on Bidding Documents

A prospective bidder requiring any clarification(s) in respect of the Bidding Document shall notify PIA in writing. PIA will respond to any request for clarification which it receives earlier than five (5) days prior to the deadline for the submission of bid.

6. Amendment to Bidding Document

At any time prior to the deadline for submission of bid, PIA may, for any reason, whether at its own initiative or in response to a clarification requested by a prospective bidder, modify the tender document by issuing addendum(s).

7. Extension in Submission Dates

At any time prior to the deadline for submission of bid, PIA may, for any reason, whether at its own initiative or to provide prospective bidders reasonable time, in which to take an addendum into account, at its discretion extend the deadline for submission of bids.

8. Offers for Aircraft

Bidders may submit bids for any number of aircraft, and award of contracts will be based on the most advantageous evaluated bid, whose owners may be different.

9. Tender Proceedings

"Single Stage Two Envelope" tendering process shall apply as detailed below:

- a) The bid shall comprise a single package containing two separate envelopes. Each envelope shall contain separately the Financial proposal and the Technical proposal;
- b) the envelopes shall be marked as FINANCIAL PROPOSAL and TECHNICAL PROPOSAL in bold and legible letters to avoid confusion;
- c) initially, only the envelope marked TECHNICAL PROPOSAL shall be opened;
- d) the envelope marked as FINANCIAL PROPOSAL shall be retained in the custody of PIA without being opened;
- e) PIA shall evaluate the technical proposal in a manner prescribed in advance, without reference to the price and reject any proposal which does not conform to the specified requirements;
- f) during the technical evaluation no amendments in the technical proposal shall be permitted, however, PIA may any clarification from the bidder.

- g) the financial proposals of bids shall be opened at a time, date and venue announced and communicated to the bidders in advance;
- h) after the evaluation and approval of the technical proposal PIA, shall at a time within the bid validity period, open the financial proposals of the technically accepted bids only. The financial proposal of bids found technically non-responsive shall be returned un-opened to the respective bidders; and
- i) the bid found to be the most advantageous bid as per evaluation criteria shall be accepted.

Technical Proposal: Technical Proposal shall comprise of the following along with the covering letter on the official letter pad of the bidder;

- a) Bidder Profile:** A brief company profile highlighting portfolios and customer details as per Annex 'I'.
- b) Technical Information:** The technical information of aircraft as per Annex 'II'. If a bidder is offering multiple aircraft then provide technical details of each aircraft as per Annex 'II'. In case the bidder wishes to include additional technical information separate sheets may be added.
- c) Form of Bid:** Duly completed and signed by the bidder as per format provided in Annex 'III'. No alteration is to be made in the Form of Bid except in filling up the blanks as directed.
- d) Integrity Pact:** The bidder shall sign and stamp the Form of Integrity Pact provided at 'Annex – IV' which is a mandatory requirement of Government of Pakistan. Failure to comply with this requirement shall result in automatic rejection of the bid.
- e) Product / Spare Support Package:** Additional Support Package (Training or any other credit available with the manufacturer, spares support against RSPL, spare engine, etc) if any, may be provided.

Financial Proposal: The Financial proposal should be submitted in line with the requirements highlighted in the Bidding Document and as per Schedule of Prices in the format described in Annex 'V'.

10. Bid Related Details:

Below information should be noted while preparing and submitting the bids.

- a) **Currency of Bid:** All the prices provided in the bid shall be in US Dollars (US\$).
- b) **Bid Validity:** The bid shall have to be valid for a period of 120 days from closing date of tender. The validity of the bid would be extended for further period of 120 days, if needed, with the consent of the bidder.

- c) **Language of Bids:** The bids prepared by the bidder and all correspondence and documents relating to the bid, exchanged between the bidder and PIA shall be written in the English language. If a document is other than English language then bidder shall provide a true copy of that document in English.
- d) **Format and Signing of Bids:** The bidder shall prepare one set of the bid typed or written in indelible ink and shall be signed by the Authorized Representative of the bidder (who should be an employee of the bidder).
- e) **Sealing and Marking:** Technical Proposal and Financial Proposal should be clearly marked. The envelope should bear the name and address of the sender and clearly marked as **"Bid for Dry lease of Up to Five (05) Wide Body aircraft"**. If the envelope is not sealed and marked, PIA will assume no responsibility for the bid's misplacement or premature opening.

11. Submission of Bid

Interested bidders will have to submit their offer in sealed envelopes either in person or through courier. Each offer should be clearly marked as **"Bid for Dry lease of Up to Five (05) Wide Body aircraft"**. In case the bidder is facing time/logistic constraints they can send their bid electronically and can email the Technical Proposal and Financial Proposals in two separate files on fleet@piac.aero in either PDF or MS Word format. Both Technical Proposal and Financial Proposals electronic files in either format should be **password protected** and the bidder will have to send the password of **Technical Proposal** only on the same email address after the bid closing but before the bid opening time. After evaluation of technical proposals, the technically qualified bidders shall be informed regarding the date and time of opening of their financial proposal and bidder will have to send the password of **Financial Proposal** on the same email address on or before the date and time of opening of financial proposals.

PIA shall not be responsible for delay in electronic submission of bids to the email address mentioned above, for any reason whatsoever.

12. Deadline for Submission of Bids:

Bids must be received by PIA at the following address no later than 1500 Hrs (Pakistan Standard Time) on **October 03, 2022**

General Manager Fleet Planning
PIA Head Office, Karachi Airport
Karachi, Pakistan
Phone: +92 21 9904 4681
Email: fleet@piac.aero

13. Late Bids:

Any bid received by PIA after the bid submission deadline, for any reason whatsoever, shall be rejected and returned to the bidder.

14. Modification and Withdrawal of Bids:

The bidder may modify or withdraw its Bid after submission, provided that written notice of the modification or withdrawal is received by PIA prior to the deadline prescribed for bid submission. No Bid may be modified or withdrawn in the interval between the deadline for submission of bids and the expiration of period of Bid Validity.

15. Opening of Bids:

Pakistan International Airlines will open the bid on **October 03, 2022** at 1600hrs (Pakistan Standard Time) in PIA Head Office, Jinnah International Airport, Karachi, Pakistan. Only Authorized Employees of the bidders can attend the bid opening.

16. Bid Read Out:

Following details of each bid shall be read out in front of all the participants present during the bid opening:

- a) Bidder's name
- b) Bids offered for Aircraft Type
- c) Bidder's status (i.e. Owners, Operators, Leasing Companies etc.)
- d) Number of Aircraft offered with delivery schedule
- e) Monthly Lease Rental
- f) Maintenance Reserves Rates
- g) Security Deposit
- h) Purchase Option Price (if any)
- i) Any other support package (if any)

17. Preliminary Examination of Bids:

PIA will examine the bids to determine whether they are complete and generally in order. A bid is likely not to be considered if it is materially and substantially different from the Conditions/Specifications of the Bidding Documents.

18. Qualification:

In addition to the above, PIA will ascertain to its satisfaction whether bidders, whose bids meet the requirements of Bidding Documents, are qualified to satisfactorily perform the contract. This will take into account:

- a) Bidder's financial strength, technical capabilities and past performance in aircraft leasing.

- b) Documentary evidence submitted by the bidder.
- c) Whether Bidder is currently the owner, directly or indirectly, of the Aircraft being tendered.
- d) Other information as PIA deems necessary and appropriate.

19. Deliberations with Bidders:

- a) No bidder shall be allowed to alter or modify his bid after the bids have been opened. However PIA may seek and accept clarifications to the bid that do not change the substance of the bid.
- b) Any request for clarification in the bid, made by PIA shall invariably be in writing. The response to such request shall also be in writing.

20. Correction in Bids

In case any arithmetic error is found in the bid, it shall be rectified as follows:

- a) If there is a discrepancy between the unit price and total price or between subtotals and total price that is obtained by multiplying the unit price and quantity, the unit or subtotal price shall prevail and the total price shall be corrected.
- b) If there is a discrepancy between the words and figures the amount in words shall prevail.
- c) If the bidder does not accept the corrected amount of bid as determined above, the bid shall be rejected.

21. Evaluation of Bids

- a) All bids shall be evaluated in accordance with the evaluation criteria and other terms and conditions set forth in the prescribed bidding documents.
- b) For the purposes of comparison of bids quoted in different currencies, the price shall be converted into a single currency specified in the bidding documents. The rate of exchange shall be the selling rate, prevailing on the date of opening of bids specified in the bidding documents, as notified on that day.

The bid for each aircraft will be evaluated to determine the "Most Advantageous Bid" as per Section 'D'.

22. Inspection of Aircraft

A team from PIA would carry out physical inspection of shortlisted technically qualified aircraft and its records. Bidder would have to arrange sufficient ground time access to aircraft and its record for inspection.

In case the aircraft is not found suitable after the inspection, the bidder shall be given the opportunity to rectify the inspection observations. If the bidder fails to rectify such observations, the bid will be rejected (and any form of letter of acceptance issued to a bidder shall also stand withdrawn) and the next ranked offer would be considered as "Most Advantageous Bid".

23. Unsuccessful Bidders:

Bidders whose 'Technical Proposal' have been rejected on grounds of being substantially non-responsive or those that do not meet the Aircraft Requirements shall be informed accordingly.

24. Ranking of Bids:

The offered bid(s) for each type of aircraft shall be listed separately in descending order starting from Highest Net outcome. Subsequently, the average of Evaluated Bid(s) of required number of aircraft for each aircraft type will be listed in descending order to determine **Most Advantageous Aircraft Type**.

The bid(s) for offered aircraft among the **Most Advantageous Aircraft Type** will be listed in descending order in order of Net Outcome. The bid having maximum Net Outcome will be considered as the **Most Advantageous Bid(s)**.

25. Letter of Acceptance

The Letter of Acceptance will be issued to bidder(s) whose offer for aircraft is determined as the Most Advantageous Bid for aircraft type as per clause 24.

26. PIA's Right

PIA reserves the right to reject all bids and to annul the bidding process at any time prior to award of contract. PIA, upon request from bidder, who submitted a bid, shall communicate the grounds for its rejection of all bids, but is not required to justify those grounds.

27. Signing of Contract Agreement

Within seven (7) days from the award of contract, the successful bidder (Lessor) would be required to send a copy of the Letter of Intent.

The formal Lease Agreement between PIA and the successful bidder shall be executed within thirty (30) days of Letter of Intent and Inspection of aircraft by PIA. The above time frames can be extended with mutual consent.

Section B – General Conditions of Contract

Following terms and conditions shall be an integral part of the Lease Agreement to be signed between PIA and the successful bidder (Lessor) to whom the contract has been awarded.

1. Scope of Agreement

The Lease Agreement shall be for the dry lease of aircraft on terms and conditions as explained in this Section B – General Conditions of Contract, Section C – Special Conditions of Contract and Section D - Evaluation of Bids.

2. Governing Law

Governing Law of the Lease Agreement shall be agreed mutually between PIA and the Lessor. However, it should not be in conflict with the laws of Pakistan.

3. Disputes

Any dispute between the parties shall be resolved under International Chamber of Commerce - Amicable Dispute Resolution (ICC ADR) Rules, failing which the parties shall try to resolve these differences through ICC Arbitration which should not be in conflict with the laws of Pakistan.

4. Civil Aviation Authority Requirements

Lessor must comply with the requirements of Pakistan Civil Aviation Authority (PCAA) and FAA / EASA prior to the Delivery of Aircraft. PIA shall ensure that all PCAA requirements are followed in the operation of the aircraft during the lease term.

5. Payment Terms

- a) **Currency of Payment:** throughout the term of contract, all the payments between the two parties shall be in US Dollars.
- b) **Invoice:** Lessor shall send the monthly rental invoice at least ten days before the start of each rent period.
- c) **Lease Rental:** PIA shall pay the monthly lease rental in advance by the due date.
- d) **Maintenance Reserves:** Lessee shall make monthly maintenance reserves payments in arrears based on an agreed hour to cycle ratio. Annual reconciliation shall be carried out between PIA and the Lessor based on the actual utilization of the aircraft and the maintenance reserves shall be adjusted upwards or downwards based on such actual utilization.

6. Security Deposit

PIA shall make payment against Security Deposit on or prior to the delivery date of each aircraft. The Security Deposit shall be returned to PIA by the Lessor (i) at the end of Lease Term prior to the Re-delivery of the Aircraft, (ii) upon payment of termination value of the aircraft in case of an event of loss and (ii) in the event PIA exercises any purchase option. In addition, Lessor may provide interest rate, if any, to be offered on the Security Deposit, which will be part of the Financial Evaluation. Instead of cash Security Deposit, PIA may be permitted to provide a letter of credit from an international bank acceptable to the lessor.

7. Taxes

Where a Tax Avoidance Agreement (Double Taxation Treaty) exists between the respective countries of the Lessee and the Lessor; and the lessee is obliged by law to deduct taxes against payments to the Lessor, the Lessee will bear the tax incidence and shall make gross payments to the Lessor, without any deduction of tax chargeable in Pakistan. However, the Lessor undertakes to pass on the benefit of tax credit obtained under the relevant clauses of the tax treaty to the Lessee, after filing of income tax return in its country, on the basis of proof of taxes paid by the Lessee on behalf of Lessor in Pakistan.

In the absence of such tax treaty, the Lessee shall deduct the amount of applicable taxes from payments due to the Lessor and deposit the same with taxation authorities in Pakistan and shall make gross payments to the Lessor, without any deduction of tax chargeable in Pakistan.

All other taxes, duties, levies and imposts arising from or relating to such payments outside Pakistan shall be borne by the Lessor.

8. Insurance

In compliance with Pakistan Insurance Ordinance 2000, Section 166, PIACL is required to insure all its assets only with National Insurance Company Limited (NICL), a government entity. NICL reinsures the risk in the International Market through Pakistan Reinsurance Company Limited (PRCL), also a government organization.

Both organizations jointly hold 15% risk in Hull, Spares & Liability (HSL) and Hull War insurance policies and re-insure remaining 85% primarily in the Lloyd's re-insurance market except on Excess Liability, Hull Deductible and Excess AVN52E insurance policies where 100% risk is passed on to the Lloyds' re-insurance market.

PIACL's aviation insurance policies-related liability limits are as follows:

- a. Combine Single Limit US\$ 1 billion
- b. Hull war aggregate limit US\$ 750 million
- c. AVN 52E aggregate limit US\$ 350 million

Hull deductible policy threshold is US\$ 300,000 for wide body aircraft.

9. Quiet Enjoyment

Lessor shall agree that so long as no event of default under the Lease Agreement has occurred and is continuing, neither Lessor nor any other party claiming through Lessor, shall take or permit to be taken any action contrary to the PIA's right to quiet enjoyment of, the continuing possession, use and operation of the Aircraft during the Lease Period. Lessor shall provide a similar undertaking from each of its financing parties and head lessor, if any.

10. Integrity Pact

The Agreement shall contain a covenant and confirmation by the Lessor that it has not obtained and/or induced the procurement of the Lease Agreement through any corrupt business practices. The wordings of this clause are given at Annex 'IV'.

11. Notices

All the notices during the lease term to be exchanged between PIA and Lessor shall be in writing and sent by courier, fax or email.

12. Indemnities

The Lease Agreement shall have appropriate coverage to provide indemnity for PIA and lessor as per the normal aviation practice. Non-operational (tax, e.g.) indemnities are not available to any party other than the lessor.

13. Force Majeure

Both parties shall agree to appropriate incidents to define Force Majeure and its implications on the performance of the Agreement by either party.

Section C – Special Conditions of Contract

The details of PIA's requirements are given below. Lease Agreement between PIA and the Lessor will be based on the following special conditions of the Agreement.

1. Number of Aircraft and Lease Term

Refer clause 1 (Scope of Bid).

2. Extension of Lease Term:

PIA will have the option to extend the contract at the end of the Lease Term by giving six months' notice in advance.

3. Delivery/Redelivery Location

The delivery and redelivery of aircraft shall take place at mutually agreed location.

4. Delivery

The basic requirements are given in Annex 'VI'.

5. AD / SB Cost:

In case an Airworthiness Directives, Alert or Mandatory Service Bulletins applicable to the leased aircraft with compliance date falling within the agreed period, it will be done on cost sharing basis.

6. Purchase Option:

Lessor should include the Purchase Option in the bid, if any, and mention the purchase price in Financial Proposal accordingly.

Section D –Evaluation of Bids

Following Technical Evaluation Criteria will be followed for technical evaluation of each offered aircraft.

Aircraft obtaining '0' mark in any evaluation parameter will be declared as 'Technically Not Qualified'.

Bidders are requested to fill "Initial Screening" template attached with this section and make it part of Technical Proposal.

1. Technical Evaluation Criteria

a) Aircraft Vintage (Max Marks 70)

| | | | | | |
|--------|-------------------|---------|---------|---------|---------|
| | Earlier than 2016 | 2016-17 | 2018-19 | 2020-21 | 2022-23 |
| Points | 0 | 36 | 48 | 60 | 70 |

b) Delivery Schedule (Max Marks 20)

| | | | | | |
|--------|-------------|---------|---------|---------|---------|
| | Beyond 2023 | Q4 2023 | Q3 2023 | Q2 2023 | Q1 2023 |
| Points | 0 | 05 | 10 | 15 | 20 |

c) Latest IFE System (Seat back) (Max Marks 20)

| | | | |
|---------------|--|---|---|
| Specification | No IFE or IFE System without support during lease term | Non-OEM IFE System with Full maint/ spare support during lease term | OEM IFE Sys by with Full maint/ spare support during lease term |
| Points | 0 | 10 | 20 |

d) IFC (In-flight Connectivity) (Max Marks 10)

| | | |
|---------------|----|-----|
| Specification | No | Yes |
| Points | 1 | 10 |

e) Number of Service Trolleys - Business class (Max Marks 3)

| | | | |
|------------------------------|------------------|--------------|----------------------|
| Equipment to Passenger Ratio | 1 : More than 15 | 1 : Up to 15 | 1 : Up to 12 or less |
| Points | 1 | 2 | 3 |

f) Number of Meal Trolleys - Economy class (Max Marks 3)

| | | | |
|------------------------------|------------------|--------------|----------------|
| Equipment to Passenger Ratio | 1 : More than 21 | 1 : Up to 21 | 1 : 20 or less |
| Points | 1 | 2 | 3 |

g) Number of Ovens -Business Class (Max Marks 3)

| | | |
|------------------------------|------------|---------------|
| Equipment to Passenger Ratio | 1: Up to 8 | 1:More than 8 |
| Points | 1 | 3 |

h) Number of Ovens -Economy Class (Max Marks 3)

| | | |
|------------------------------|--------------|------------------|
| Equipment to Passenger Ratio | 1 : Up to 25 | 1 : more than 25 |
| Points | 1 | 3 |

i) Number of Boilers (Max Marks 3)

| | | | |
|--------|-----------------------|----------------------|-----------------------|
| | <2 boilers per galley | 2 boilers per galley | >2 boilers per galley |
| Points | 1 | 2 | 3 |

j) Number of Standard Units (Max Marks 3)

| | | |
|--------|------|-------|
| | < 30 | >= 30 |
| Points | 1 | 3 |

k) Number of Refrigerator Units (Max Marks 2)

| | | |
|--------|-----|-----|
| | < 3 | >=3 |
| Points | 1 | 2 |

l) Number of Hot Cups (Max Marks 5)

| | | |
|--------|-----|-----|
| | < 3 | >=3 |
| Points | 1 | 5 |

m) Fully Refurbished Cabin at Delivery (Max Marks 25 (10+10+5))

(i) Cabin (Max Marks 10 (3+3+2+2))

| | | |
|-------------|-------------|-------------------------------|
| Lavs | Serviceable | Refurbished/ Infra red faucet |
| Points | 1 | 3 |

| | | |
|----------------------------------|-------------|-------------|
| Side lamination/ Stowages | Serviceable | Refurbished |
| Points | 1 | 3 |

| | | |
|------------------------|--------------------|--------------------|
| Carpet/ Curtain | More than 02 Years | Less than 02 Years |
| Points | 1 | 2 |

| | | |
|------------|-------------|---------------|
| NTF | Serviceable | New /(wooden) |
| Points | 1 | 2 |

(ii) Business Class Seats (Max Marks 10)

| | | | |
|----------------------------|--------|---------------|----------------|
| Seats Manufacturing | <=2018 | 2019< & >2021 | New/ 2022-2023 |
| Points | 1 | 5 | 10 |

(iii) Economy Class Seats (Max Marks 5)

| Seats Manufacturing | <=2018 | 2019< & >2021 (New cushion/cover) | New/ 2022-2023 |
|----------------------------|------------------|--|-----------------------|
| Points | 1 | 4 | 5 |

n) ADS-B Out DO-260B Equipped (Max Marks 2)

| | | |
|--------|----|----------|
| | No | Yes |
| Points | 0 | <u>2</u> |

o) LF-ULB Installed (Max Marks 02)

| | | |
|--------|----|----------|
| | No | Yes |
| Points | 0 | <u>2</u> |

p) Surveillance Camera Installed (Max Marks 1)

| | | |
|--------|----|-----|
| | No | Yes |
| Points | 0 | 1 |

q) TCAS 7.1 Installed (Max Marks 1)

| | | |
|--------|----|-----|
| | No | Yes |
| Points | 0 | 1 |

r) Brake Cooling Fan Installed (Max Marks 2)

| | | |
|--------|----|-----|
| | No | Yes |
| Points | 1 | 2 |

s) ELTs Installed (Max Marks 2)

| | | |
|--------|-----------------------------------|-----------------------------------|
| | 01 automatic + 01 surveillance | 01 automatic + 02 surveillance |
| Points | 1 | 2 |

t) CPDLC (VDL Mode2) capable & Data Link Recording function activated (Max Marks 2)

| | | |
|--------|----|-----|
| | No | Yes |
| Points | 1 | 2 |

u) MMR SBAS/ SA-AWARE capable (Max Marks 2)

| | SA-ON MMR | SA-AWARE capable MMR | SBAS capable MMR |
|--------|------------------|-----------------------------|-------------------------|
| Points | 0.5 | 1 | 2 |

v) GADSS requirement (Max Marks 2)

| | | |
|--------|-----------------|-------------------------------|
| | Normal Tracking | Normal + Abnormal Tracking |
| Points | 1 | 2 |

w) Availability of Trained Manpower with PIA (Max Marks 10)

| | | |
|--------|----|-----|
| | No | Yes |
| Points | 1 | 10 |

x) Maintenance Facility with PIA (Max Marks 30)

| | | |
|--------|----|-----|
| | No | Yes |
| Points | 1 | 30 |

y) Engine Maintenance: (Max Marks 80)

| | | |
|--------|--------------------------|----------------------------|
| | Power By the Hour | Time & Material |
| Points | 80 | <i>As Given Below</i> |

Engine Cycles remaining to LLP Limiter: (Max Marks 40)

| Engine | Engine 1 (50%) | Engine 2 (50%) |
|-----------------------------|----------------|----------------|
| 3000Cyc to <=6000Cycles | 3 | 3 |
| 6000Cycl to <= 10000 Cycles | 10 | 10 |
| >10000 Cycles | 20 | 20 |

Cycles since Engine P.R.: (Max Marks 40)

| Engine | Engine 1 (50%) | Engine 2 (50%) |
|------------------------|----------------|----------------|
| <=1000Cycles | 20 | 20 |
| >1000and <= 2000Cycles | 13 | 13 |
| >2000 and <=3000 | 08 | 08 |
| >3000Cycles | 04 | 04 |

z) APU Maintenance: (Max Marks 05)

| | | |
|--------|--------------------------|----------------------------|
| | Power By the Hour | Time & Material |
| Points | 05 | <i>As Given Below</i> |

APU Cycles remaining to LLP Limiter: (Max Marks 5 2)

| APU | APU |
|--------------------------|-----|
| <=3000 Cycles | 0 |
| >3000 and <= 6000 Cycles | 1 |
| >6000 Cycles | 2 |

APU Hours since O/H. (Max Marks 3)

| APU | APU |
|--------------------------------|-----|
| <=1000Hours | 3 |
| >1000and <= 2000Hours | 2 |
| > 2000 Hours and <= 3000 Hours | 1 |
| > 3000 Hours | 0 |

aa) Landing Gear Overhaul due: (Max Marks 9)

| Major O/H Due | Nose | Right | Left |
|-------------------------|------|-------|------|
| >4 Years and <= 6 Years | 1 | 1 | 1 |
| >6 Years and <= 8 Years | 2 | 2 | 2 |
| >8 Years | 3 | 3 | 3 |

ab) Major Checks Due: (Max Marks 15)

| Major Check Due | |
|------------------------|----|
| Fresh from major Check | 15 |
| Fresh from "C" Check | 5 |

Marks will be calculated as per following formula:

Technical Evaluation (A) = Total Marks Obtained / 335 x 100

In addition to above, PIA may perform thorough physical inspection of the aircraft who obtained 50 marks or above Technical Evaluation to ascertain the technical suitability w.r.t PIA's operations.

In case, the outcome of physical inspection is not found satisfactory, the aircraft will be declared 'Technically Disqualified' and shall not be considered further.

| Initial Screening – As on Delivery Date | | |
|---|---|---|
| MSN | | |
| Lessor | | |
| Current Operator | | |
| Delivery Month | | |
| Please put "X" in the appropriate cell | | |
| Criteria | Details | |
| Latest IFE System | Non-OEM IFE System with Full maint/ spare support during lease term | OEM IFE Sys by with Full maint/ spare support during lease term |
| | | |
| In-flight Connectivity | No | Yes |
| | | |
| Fully Refurbished Cabin at Delivery | Yes | No |
| | | |
| Are the Engines under power by the hour arrangement? | Yes | No |
| | | |
| Engine Cycle Remaining to LLP Limiter at the time of delivery to PIA | Engine 1 | Engine 2 |
| | | |
| 3000 to <=6000 | | |
| >6000 and <=10000 | | |
| >10000 | | |
| Cycles since Engine Performance Restoration remaining Cycles at the time of delivery to PIA | Engine 1 | Engine 2 |
| | | |
| <=1000 | | |
| >1000 and <=2000 | | |

| | | |
|---|-----|----|
| >2000 and <=3000 | | |
| >3000 | | |
| Is APU under Power by the Hour arrangement? | Yes | No |
| | | |

| | | |
|-----------------------------|-----|----|
| ADS-B Out DO-260B Equipped? | Yes | No |
| | | |

| | | |
|-------------------|-----|----|
| LF-ULB Installed? | Yes | No |
| | | |

| | | |
|--------------------------------|-----|----|
| Surveillance Camera Installed? | Yes | No |
| | | |

| | | |
|---------------------|-----|----|
| TCAS 7.1 Installed? | Yes | No |
| | | |

| | | |
|------------------------------|-----|----|
| Brake Cooling Fan Installed? | Yes | No |
| | | |

| | | |
|-----------------|-----|----|
| ELTs Installed? | Yes | No |
| | | |

| | | | |
|--|---------------|------------------|--------------|
| APU Cycles Remaining to LLP Limited at the time of delivery to PIA | <=3000 cycles | >3000 and <=6000 | >6000 cycles |
| | | | |

| | | | | |
|------------------------------------|--------|------------------|------------------|-------|
| APU Cycles done after Heavy Repair | <=1000 | >1000 and <=2000 | >2000 and <=3000 | >3000 |
| | | | | |

| | | |
|--|-----|----|
| CPDLC (VDL Mode2) capable & Data Link Recording function activated | Yes | No |
| | | |

| | | | |
|---------------|-----------|----------------------|------------------|
| MMR SBAS/ SA- | SA-ON MMR | SA-AWARE capable MMR | SBAS capable MMR |
|---------------|-----------|----------------------|------------------|

| | | | |
|--|------------------------|----------------------|--------------------------|
| AWARE capable | | | |
| GADSS requirement | Yes | No | |
| | | | |
| MMR SBAS/ SA-AWARE capable | Yes | No | |
| | | | |
| Status at Delivery | Fresh from Major Check | Fresh from "C" Check | Not Fresh from "C" Check |
| | | | |
| Please insert number of items as in the Columns below | | | |
| Number of Trolleys | | | |
| Number of Ovens | | | |
| Number of Boilers | | | |
| Number of Hot Cups | | | |
| Delivery of offered aircraft during 2023 | Yes | | No |
| | | | |

2. Financial Evaluation Criteria

The financial comparison will be based on Net Present Value of Cash Flows (Revenue less Costs) over the Lease term;

COST, for the purpose of evaluating this bid, will be based on Direct Operating Cost (DOC) and Project Cost.

REVENUE, will be calculated as per PIA ground rules on existing and planned network. Revenue will be calculated based on available seats.

Marks will be calculated as per following formula:

$$B = PVx / PVy \times 100$$

PVx= Net Present Value of Cash Flow of offered aircraft

PVy = Highest Net Present Value of Cash Flow amongst all offered aircraft of same type.

3. Methodology for Assessing Most Advantageous Bid

Following methodology will be used for assessing the Most Advantageous Bid:

$$X = [(A \times TEW)] + [(B \times FEW)]$$

Where,

- X = Net Outcome
- A = Marks obtained in Technical Criteria
- B = Marks obtained in Financial Criteria
- TEW = Technical Evaluation Weightage = 50 %
- FEW = Financial Evaluation Weightage =50 %

The offered bid(s) for each type of aircraft shall be listed separately in descending order starting from Highest Net outcome. Subsequently, the average of Evaluated Bid(s) of required number of aircraft for each aircraft type will be listed in descending order to determine **Most Advantageous Aircraft Type**.

The bid(s) for offered aircraft among the **Most Advantageous Aircraft Type** will be listed in descending order in order of Net Outcome. The bid having maximum Net Outcome will be considered as the **Most Advantageous Bid(s)**.

Bidder Profile

Bidder/s should provide the following detail on their company letter head.

Name of the Company: _____

Head Office Address: _____

Local Office Address (If any) _____
(Address in Pakistan)

Contact / Focal Person:

Name: _____

Designation: _____

Telephone: _____

Fax: _____

Email: _____

Type of the Company:

1. **Public** 2. **Private** 3. **Other**

Company Ownership Proof:

(Detail of major shareholders of company)

Type and Size of Fleet:

(List of aircraft with ownership rights should be attached)

List of Customer Airlines:

(List of current / previous aircraft should be attached herewith)

Financial Health:

(Provide Summary of last three years Annual Reports)

Signature: _____

Title: _____

Print Name: _____

Date: _____

Company Stamp: _____

Technical Proposal

1. Aircraft Availability

The bidder will have to confirm the delivery schedule by which the aircraft becomes available.

2. Product/Spare Support Package

The bidder should provide the details of, if any, Product/ Spare Support Package that it is offering to PIA with aircraft.

3. Aircraft Specifications as of _____ 2022

Bidders would be required to provide all the latest version of technical information including standard technical specifications, options available and the related documentation / drawings thereof. Original LOPA with certified seating capacity (if any) may also be provided.

Bidders shall provide the following aircraft technical details separately for each aircraft.

| Aircraft Identification | |
|--------------------------------|--|
| Manufacturer: | |
| Type and Model: | |
| Serial Number: | |
| Date of Manufacture: | |
| Current Registration: | |
| Current Operator: | |
| Current Owner: | |

| Aircraft Details | |
|---------------------------------------|--|
| Original Design Type Certification(s) | |
| Approach Category | |
| ETOPS Capability | |
| Max Certified Thrust Rating | |
| Current Operating Thrust Rating | |
| NGS Installed | |
| Noise Compliance | |

| Airframe Status | | |
|--|------------------|----------------------------------|
| Total Airframe Hours: | | |
| Total Cycles (Landings): | | |
| Validity of CoA: | | |
| Aircraft Weighing last done & next Due on: | | |
| | Check 'C' | Check 'D' / 6Yearly Check |
| Last Major Overhaul Accomplished: | | |

| | | |
|---------------------------------|--|--|
| Time Since Last Major Overhaul: | | |
| Next Major Overhaul: | | |
| Time to Next Major Overhaul: | | |

| Principal Operating Weights | |
|------------------------------------|--|
| Maximum Taxi Weight: | |
| Maximum Take-Off Weight: | |
| Maximum Landing Weight: | |
| Maximum Zero Fuel Weight: | |
| Operating Empty Weight: | |

| Fuel Data | |
|-----------------------------------|--|
| Fuel Consumption per Block Hour: | |
| Fuel Capacity Total (Liters/USG): | |
| | |

| Airframe Maintenance Program | |
|-------------------------------------|---|
| Check Type | Time Between Checks --- Hours/Cycles/Period |
| 'A' or Equivalent | |
| 'C' or Equivalent | |
| 'D' /6 yearly or Equivalent | |

| Airworthiness Directives Status* | | |
|---|-------------|----------|
| AD (FAA & EASA) falling due within next two years | | |
| Sr # | Description | Due Date |
| | | |
| | | |
| | | |
| * Lessor will confirm the compliance of all Directives, Alert or Mandatory Service Bulletins applicable to the leased aircraft from the date of delivery to one year in service. | | |

| Interior Configuration | | | | |
|-------------------------------|-------------------------------|-------------|-----------------|------------|
| Current Passenger Seating: | No. of seats | Seat Vendor | Seat Model/make | Seat Pitch |
| BUSINESS CLASS | | | | |
| ECONOMY CLASS | | | | |
| Toilets: | Total ___ (___ Fwd, ___ Aft) | | | |
| Galleys * | Total ___ (___ Fwd, ___ Aft) | | | |
| Total Number Of: | Ovens= | Boilers= | Hot Cups= | |
| Coat Closet | | | | |
| Cabin Attendant Seats | | | | |
| Crew Rest Area | | | | |

* Aircraft LOPA and details of Galley Inserts to be attached with this document.

| In-Flight Entertainment (IFE) | |
|--------------------------------------|--|
| Manufacturer | |
| Type and Model | |
| Connectivity details (Band details) | |
| Wi-Fi (Standalone/Integrated) | |
| Mobile / Smart Phones charging | |
| Business Class LED Screen Size | |
| Economy Class LED Screen Size | |
| Content Details | |

| Landing Gears | | | |
|---------------------------|-----------|----------------|-----------------|
| | Nose Gear | Left Main Gear | Right Main Gear |
| Vendor | | | |
| Part Number | | | |
| Landings Since Overhaul | | | |
| Time Since Overhaul (TSO) | | | |
| Next Overhaul due date | | | |

| Installed Engines | | |
|--------------------------------------|------|-------|
| Engine Type and Model: | | |
| Position | No 1 | No. 2 |
| Serial Number | | |
| Total Time Since New (TSN) | | |
| Total Cycles Since New (CSN) | | |
| Time Since Last Shop Visit (TSLV) | | |
| Cycles since Last Shop Visit (CSLSV) | | |
| Time to Overhaul/Shop Visit | | |
| First Engine Cycles Limiter | | |

| APU | |
|--------------------------------------|--|
| Type and Model: | |
| Serial Number | |
| Total Time Since New (TSN) | |
| Total Cycles Since New (CSN) | |
| Time Since Last Shop Visit (TSLV) | |
| Cycles since Last Shop Visit (CSLSV) | |
| Time to Overhaul/Shop Visit | |
| First APU Cycles Limiter | |

| Wheels and Brakes | |
|--------------------------|--|
| Manufacturer: | |
| Type of Brakes | |

Major Aircraft Systems details:

ATA 22:

ATA 23:

ATA 25:

ATA 31:

ATA 34:

ATA 35:

ATA 46:

Annex - III

Form of Bid

Date: _____

Ref: CDD/Lease/Wide Body/Aug-2022

To: General Manager Fleet Planning
Pakistan International Airlines Corporation

Dear Sir,

Having examined the Bidding Documents, we, the undersigned, offer lease of _____ aircraft as per following delivery schedule under the tender reference CDD/Lease/Wide Body/Aug-2022 in full conformity with the said Bidding Documents against the terms and conditions mentioned in the Financial Proposal 'Annex - V'.

| <u>S.No.</u> | <u>Aircraft Type</u> | <u>MSN</u> | <u>Delivery Date</u> | <u>Lease Period</u> |
|---------------------|-----------------------------|-------------------|-----------------------------|----------------------------|
| 1 | | | | |
| 2 | | | | |
| 3 | | | | |
| 4 | | | | |

We undertake, if invited to do so by you, and at our own cost, to attend a clarification meeting at a place of your choice. Furthermore, we undertake to make the aircraft along with its relevant record / documentation available for inspection.

We agree to abide by this Bid, for a period of 120 days from the date fixed for submission of bids as stipulated in the Bidding Documents, and together with the above written undertakings, it shall remain binding on us.

We undertake, if our bid is accepted, to make the Aircraft ready for Delivery as per the dates mentioned in our bid.

Until a formal contract is prepared and executed between us, this bid, together with your written acceptance thereof and your notification of award shall constitute a binding contract between us.

We understand that you are not bound to accept any bid you may receive.

Signature of Authorized Person

Name : _____

Position: _____

Official Seal

Dated this _____ day of _____, 2022

Integrity Pact

[Name of Lessor] hereby declares its intention not to obtain or induce the procurement of any contract, right, interest, privilege or other obligation or benefit from Government of Pakistan or any administrative subdivision or agency thereof or any other entity owned or controlled by it (GoP) through any corrupt business practice.

Without limiting the generality of the foregoing, [Name of Lessor] represents and warrants that it has fully declared the brokerage, commission, fees etc. paid or payable to anyone and not given or agreed to give and shall not give or agree to give to anyone within or outside Pakistan either directly or indirectly through any natural or juridical person, including its affiliate, Representative, associate, broker, consultant, director, promoter, shareholder, sponsor or subsidiary, any commission, gratification, bribe, finder's fee or kickback, whether described as consultation fee or otherwise, with the object of obtaining or including the procurement of a contract, right, interest, privilege or other obligation or benefit in whatsoever form from GoP, except that which has been expressly declared pursuant hereto.

[Name of Lessor] certifies that it has made and will make full disclosure of all agreements and arrangements with all persons in respect of or related to the transaction with GoP and has not taken any action or will not take any action to circumvent the above declaration, representation or warranty.

[Name of Lessor] accepts full responsibility and strict liability for making any false declaration, not making full disclosure, misrepresenting facts or taking any action likely to defeat the purpose of this declaration, representation and warranty. It agrees that any contract, right, interest, privilege or other obligation or benefit obtained or procured as aforesaid shall, without prejudice to any other right and remedies available to GoP under any law, contract or other instrument, be voidable at the option of GoP.

Notwithstanding any rights and remedies exercised by GoP in this regard, [Name of Lessor] agrees to indemnify GoP for any loss or damage incurred by it on account of its corrupt business practices and further pay compensation to GoP in an amount equivalent to ten times the sum of any commission, gratification, bribe, finder's fee or kickback given by [Name of Lessor] as aforesaid for the purpose of obtaining or inducing the procurement of any contract, right, interest, privilege or other obligation or benefit in whatsoever form from GoP.

Signature of the Lessor

(Name, Title and Address)

(Official Seal)

Financial Proposal

1. General

The Financial Proposal shall be read in conjunction with the conditions of tender together with the Technical Proposal.

2. Currency of Prices

US Dollars (USD).

3. Rates and Prices

- i. The Financial Proposal shall be provided in the form of Monthly Lease Rental, Maintenance Reserves and Purchase option Price (if any) and Security Deposit.
- ii. Prices shall be filled in indelible ink, and any alterations necessary due to errors, etc., shall be initialed by the bidder.
- iii. Except as otherwise expressly provided, the rates and amounts entered in the Financial Proposal shall be the rates at which the Lessor shall be paid.
- iv. Unless otherwise stipulated, the rates and prices entered by the bidder shall not be subject to adjustment during the performance of the Contract.
- v. The whole cost of complying with the provisions of the Contract shall be included in the items provided in the Financial Proposal.
- vi. The rates, prices and amounts shall be entered against each item in the Financial Proposal. Any item against which no rate or price is entered by the bidder will not be paid for by PIA and shall be deemed covered by the rates and prices for other items in the Financial Proposal.
- vii. The bidder shall be deemed to have obtained all information which may affect the bid price.

4. Lease Rental

Form of Lease Rental (MSN _____)

| Description | Unit | Rate |
|---------------------------|-----------|--------------------|
| Monthly Lease Rental Rate | USD/Month | (In Figures) _____ |
| | | (In Words) _____ |

5. Maintenance Reserve

Based on 3.0:1, 4.0:1, 5.0:1, 6.0:1, 7.0:1 and 8.0:1 Flight Hours to Cycle ratio with annual utilization of 4,000 Flight Hours

Form of Maintenance Reserves (MSN _____)

| Type of Reserves | Amount | Parameter |
|---|-----------|--------------------|
| Airframe Reserves | USD _____ | Per Calendar Month |
| Engine LLP Reserves | USD _____ | Per Engine Cycle |
| Landing Gear Reserves | USD _____ | Per Month |
| APU Reserve | USD _____ | Per APU Hour |
| Engine Performance Reserves Ratio of Operation (Per Engine) | | |
| 3.0 :1 | USD _____ | Per Flight Hour |
| 4.0 :1 | USD _____ | Per Flight Hour |
| 5.0 :1 | USD _____ | Per Flight Hour |
| 6.0:1 | USD _____ | Per Flight Hour |
| 7.0:1 | USD _____ | Per Flight Hour |
| 8.0:1 | USD _____ | Per Flight Hour |
| <i>Engine Performance Restoration reserves on 15%, 25% and 35% derate</i> | | |
| Misc: Other Reserve (if Any) | | |
| Annual Escalation for each of the above | | |

PIA shall make monthly maintenance reserves payments based on the agreed hour to cycle ratio. Annual reconciliation shall be carried out between PIA and the Lessor based on the actual utilization of the aircraft and the maintenance reserves shall be adjusted upwards or downwards based on such actual utilization.

Lessor will be required to provide available opening balances against each Maintenance Reserve head.

6. Security Deposit

Bidders would be required to provide the details of security deposit by filling in the below form.

Form of Security Deposit (MSN _____)

| Description | Details |
|------------------|--|
| Security Deposit | USD (in figures) _____ USD (in words) _____ Interest Rate on Deposit (% per annum) _____ |

7. Purchase Option Price (MSN _____) (Optional)

| Item No. | Description | Details |
|----------|---|--|
| 1. | Purchase Option Price (At end of Lease Term) | USD (In Figures) _____ USD (In Words) _____ |

8. Aircraft Hull Value (MSN _____)

Bidders would be required to provide the Aircraft Hull Value along with annual reduction rate for Insurance purpose.

9. Product / Spare Support Package

The Lessor should provide the details of product support package (if any) on separate sheet/s.

PIA Delivery Conditions

i) Aircraft

- a) The aircraft shall be clean, serviceable, free from leaks and fresh out of the next sequential scheduled systems/zonal/structural 'C' check (as per the latest revision of MPD including all CPCP, aging aircraft and out-of-sequence inspections) and including all lesser level Checks sufficient to clear the Aircraft for operation for the next 'C' check. The Aircraft shall be in compliance with all MPD tasks due up to next sequential "C" check.

ii) Engines

- a) All Engine LLPs shall have a sufficient remaining life such that they are not due before Engine anticipated shop visit in accordance with the overhaul and maintenance manual of the Engine manufacturer. All ENGINE Life Limited Parts will be supported by certification documentation necessary to demonstrate full "back to birth" traceability. A maximum power assurance run will be carried out on each Engine following completion of the delivery check. Following the acceptance flight, a video recorded borescope of all modules in each of the Engines will be carried out.

iii) Landing Gear

- a) Each LLP within the Landing Gear shall have at least the same number of cycles remaining to replacement as are remaining to overhaul of the Landing Gear.

iv) Auxiliary Power Unit (APU)

- a) The APU shall be serviceable, having reasonable hours available before next O/H and must be operating with all air and temperature outputs in the normal range.
- b) Following the acceptance flight, a video recorded boroscope of the APU will be carried out.
- c) No Life Limited Part of the APU shall become due before its next scheduled removal. All APU Life Limited Parts will be supported by certification documentation necessary to demonstrate full "back to birth" traceability.

v) Components:

- a) All Parts fitted to the Aircraft that are controlled by both part number and serial number shall have EASA Form One or FAA 8130-3 certification and in respect of Life Limited Parts, traceability back to birth, and including, original manufacturer certification. Lessor shall provide and substantiate TSN/CSN

and TSO/CSO data for all time controlled and Life Limited Parts if changed since delivery of Aircraft. All other "hard time" components shall have detailed maintenance records for last scheduled maintenance and subsequent unscheduled maintenance including modifications and repairs. Each HT component shall have a remaining life such that their overhaul, shop visit, inspection or replacement as per MPD is not due till next Check "C". If component has overhaul, shop visit, inspection or replacement interval less than next due Check "C" then the component shall be fresh from overhaul, shop visit, inspection or replacement. All components that are "on condition" or "condition monitored" shall be in serviceable condition. The Parts as a group will have an average total Flight Hours and Flight Cycles since new of no more than 110% of the total Flight Hours and Flight Cycles since new accumulated on the Airframe or applicable Engine. No Parts/ Components of the Aircraft or Engine (excluding Engine LLPs) will have total Flight Hours and Cycles since new no greater than one hundred fifteen percent (115%) of that of the Airframe. With respect to all Parts as a group, the Parts will have an average total time since new no greater than that of the Airframe.

vi) Configuration & Interior

- a) The interior configuration will accommodate _____ plus seats (Two class).
- b) The galley floor coverings, carpets, seat covers and seat bottom cushions shall be clean and in good condition.
- c) Audio systems shall be demonstrated to be fully functional.
- d) Galley equipment (boilers, ovens, hot cups, etc.) shall be functionally checked and working in accordance with manufacturers specifications.
- e) Overhead bins, ceiling and side wall panels shall be clean, serviceable and in good condition.
- f) Seats, galleys and lavatories shall be clean, serviceable and in good working condition.

vii) Cargo Compartment

- g) Cargo linings shall be free of holes, dents, gouges, Cargo nets will be in good condition with no tears or frayed areas.

viii) Certification and Export

- a) The Aircraft shall be in full compliance with applicable Type Certificate Data Sheets,
- b) Delivered with a Standard Certificate of Airworthiness or an Export Certificate of Airworthiness issued by the FAA / EASA

- c) In such condition as to be immediately eligible for issuance of a Standard Certificate of airworthiness from the country of manufacture; and
- d) Equipped for commercial passenger operations under EASA OPS-I.

ix) Airworthiness Directives

- a) Each AD issued by the country of manufacturer and effective on or prior to delivery shall have at least 180 days (with respect to AD specified calendar limit), 2500 Flight Hours (with respect to AD specified Flight Hours limit) and 1000 cycles (with respect to AD specified cycles limit) remaining to next required compliance and shall have been complied with on a terminating action basis if such option is available.
- b) Any such AD having a limit less than the above stated limits shall have been freshly accomplished.

x) Repairs

- a) There will be no temporary, time limited or interim repairs on the aircraft.
- b) Any external doubler repairs on the aircraft shall be noted in the Certificate of Acceptance.

xi) Acceptance Flight

- a) Delivery will be subject to satisfactory completion of an acceptance flight based on the manufacturer's acceptance flight profile for new/used Aircraft.
- b) The duration of such flight shall be no more than two (2) flight hours. Lessee's representatives shall be entitled to observe.

xii) Records

Records shall conform to Country of manufacturer Authority standard in form and content.

Manuals and Documents

The following documents/records/manuals are to be provided at the time of inspection of the aircraft / before the delivery of the aircraft in excel format:

- | | |
|------------------|--|
| Engineering | <ul style="list-style-type: none">▪ Aircraft Status summary▪ Approved Maintenance Program and LDND record▪ Aircraft, Engine, and Appliances AD/SB status▪ Non-OEM SB status▪ Aircraft maintenance and preservation/ storage history and records▪ ETOPS Manual▪ CPCP or applicable corrosion program compliance▪ Structural Repair approvals record▪ Dent / Damage repair chart▪ Aircraft readiness log (HTCL/ OCCM/ Engines LRU/ Landing Gear LRU▪ Aircraft Technical Log, Cabin & Flight log books▪ Field loadable software status▪ List of fly away equipment▪ Engine Record:<ul style="list-style-type: none">a. Last test cell run reportsb. LLPs status & traceabilityc. ADs compliance report (engine, APU & aircraft)d. Engine mod/SB/Insp report & applicable formse. Last heavy maintenance records for Engine modules.f. Engine removal history.g. Past year trend monitoring reportsh. Historical BSI reportsi. Engine log books, Aircraft & APU logbooksj. Engine and Landing Gear LLP list with BTB (Back To Birth) |
| Flight Services | <ul style="list-style-type: none">▪ One Flight Attendant Manual by Manufacturer per Aircraft |
| Airport Services | <ul style="list-style-type: none">▪ One Ramp handling Manual per aircraft |

Engineering Documents Requirement

In addition, following **Technical Publications** are required in the hard copy as mentioned below before the delivery of the aircraft:

| S.No. | Publication |
|--------------|---|
| 1 | Aircraft Maintenance Manual |
| 2 | Fault Isolation Manual |
| 3 | Wiring Diagram Manual |
| 4 | System Schematic Manual |
| 5 | Illustrated Parts Catalog |
| 6 | Illustrated Tools and Equipment Manual |
| 7 | Ground Support Equipment Manual |
| 8 | Customized Maintenance Planning Document |
| 9 | Non Destructive Testing Manual |
| 10 | Power Plant Build-up Manual |
| 11 | Standard Overhaul Practices Manual Standard Overhaul Practices Manual |
| 12 | Standard Wiring Manual |
| 13 | Structure Repair Manual |
| 14 | Dispatch Deviation Procedure Guide |
| 15 | Component Maintenance Manual (Vendors but specially escapes slides, seats, galley, lavatory, tyre & wheel etc.) |
| 16 | Master Minimum Equipment List |
| 17 | Facility Planning Document |
| 18 | Engine Ground Handling Manual |
| 19 | Engine Shop manual |
| 20 | Corrosion Prevention Manual |
| 21 | Fuel Measuring Stick Manual |
| 22 | Fault Reporting Manual |
| 23 | Baggage Cargo Loading Manual |
| 24 | Special Tools & Ground Handling Equipment Drawings & Index |
| 25 | Airline Maintenance Inspection Intervals Report |
| 26 | Airplane Recovery Document |
| 27 | Weight & Balance Manual |
| 28 | Airplane Characteristics for Airport Planning |
| 29 | Aircraft Interior Reconfiguration Document |
| 30 | Vendors (GTS) Service Bulletins, Service letters, GSE Data, Publication Index) |
| 31 | Service Bulletins, Service Letter. Advisory Circulars and Telexes |
| 32 | Customized Task Cards |
| 33 | Detailed Specifications |
| 34 | Supplemental Structural Significant Item Document |
| 35 | Maintenance Review Board Document |
| 36 | Standard Practices Manual |
| 37 | Electrical Load Analysis Manual |
| 38 | All loadable updated software |

In addition to the hard copy, four sets (04) of CDs are required of all latest revisions of Technical Publications mentioned above.

REVISION SERVICE

All the required Engineering manuals/documents shall be updated with the latest revisions at the time of aircraft induction.

Flight Operations Documents Requirement

Following **Flight Operations Publications** are required in the hard copy as mentioned below before the delivery of the aircraft:

| S.No. | Publication |
|--------------|---|
| 1 | Airplane Flight Manual |
| 2 | Flight Crew Operations Manual |
| 3 | Weight and Balance Manual |
| 4 | Master Minimum Equipment List / CDL |
| 5 | Dispatch Deviation Guide |
| 6 | Airport Planning Document |
| 7 | Equipment List |
| 8 | Test Flight Document |
| 9 | Flight Crew Training Manual |
| 10 | Fuel Measuring Sticks Manual |
| 11 | Cockpit Layout Panels |
| 12 | Performance Engineering Manual |
| 13 | Loading Schedule substantiation Document/ Software |
| 14 | Performance Software Programme including Airport Analysis and In Flight Performance |
| 15 | Payload Analysis |
| 16 | Result of the last weighing |
| 17 | AHM 560 Sheets for preparation of manual load sheet |
| 18 | Dispatch deviation guide |
| 19 | Baggage Cargo Loading manual |
| 20 | Live Animal Transportation manual |
| 21 | Airplane Characteristics for Airport Planning |
| 22 | Detailed Specifications |

In addition, soft copy of all the documents will be needed prior to the induction of aircraft into PIA fleet and to be ready in all respect for start of operation.

REVISION SERVICE

All the required Flight Operations manuals/documents shall be updated with the latest revisions at the time of aircraft induction.