



Rajiv Gandhi International Airport

Airline Partnership Programme

September, 2013

1. Airline Partnership Programme

The mission of GMR Hyderabad International Airport is to “Establish Hyderabad Airport as South & Central India’s gateway and hub of choice. To create a thriving Aerotropolis with focus on aviation, aerospace, cargo and commercial services”.

GHIAL’s, Airline Partnership Program, is aimed at enhancing Rajiv Gandhi International Airport (RGIA) passenger traffic by encouraging airlines to operate new domestic and international routes as well as add frequencies to existing routes through an effective marketing fund program. The main objective of extending marketing funds to airlines is to create new destinations; frequencies thereby lower overall cost of the airport by traffic growth. Furthermore, this will result in reduced charges to the airlines and the passengers.

To achieve this objective, GHIAL has developed the below partnership programmes:

I. Partner+ Programme:

Programme for Indian carriers operating out of RGIA (*proposal date expired*)*

II. International Route Programme:

Programme for international operations for new routes and additional frequencies.

III. Regional Connectivity Programme:

Programme for regional connectivity (*Proposal date expired*)*

Note:

- The eligible airlines can participate only in any one of the above programmes. The above programmes are not clubbed or combined with any other incentive/discounts which may be on offer.*
- GHIAL reserves the right to withdraw the incentive offers without any notice.*

**The next RFP window for Partner + Programme and Regional Connectivity Programme will be notified.*

2. International Route Programme

The International Route Programme intends to provide support to the airlines for new routes & increased frequencies on international destinations to/from RGIA. It has been identified that below geographical regions from HYD requires more connections and thus the marketing fund is offered to those airlines willing to operate to/from Hyderabad from these regions. The Middle East region is out of marketing fund purview because there is sufficient connectivity and the routes are competent to sustain.

Regions	Support by GHIAL
New Routes (non-stop operations only), effective 1st April, 2013	
South East Asia	Waiver of 6 months Landing & Parking
China & Japan	Waiver of 6 months Landing & Parking
Australia	Waiver of 12 months Landing & Parking
Europe	Waiver of 12 months Landing & Parking
Africa	Waiver of 6 months Landing & Parking
North America	Waiver of 12 months Landing & Parking
Increase in frequency, effective 1st April, 2013*	
South East Asia	Waiver of 6 months Landing & Parking
Europe	Waiver of 12 months Landing & Parking

**To consider the current frequency, the base frequency will be based on the highest weekly frequency along with the equipment operated in last 12 months, previous to 31st March, 2013*

Interested airlines can submit their request to operate, including the business plan, by e-mail to raveen.pinto@gmrgroup.in.

Terms & Conditions

The partner airline during subsistence of this incentive offer:

- Shall not default on the payment of Airport Charges or such other charges as may be payable under the Airport Charges Agreement, in case of any default in payment of airport charges, the incentive offer will be considered null and void.
- The airline shall sign the airport charges agreement and the same should be valid and current
- Airline shall sign the supplementary agreement for availing the marketing fund
- Shall not decrease the existing frequency of operations with the existing aircraft type till the end of offer period (*for increase in frequencies*), or
- Shall operate on the said route for a minimum period of 12 months (*for new route operations*)
- Any increase in frequencies has to be on the same aircraft type (Operating prior to increase) or on a an aircraft with higher capacity
- At the end of the marketing fund agreement period, GHIAL will issue a credit note to the airline on receiving the invoice from the airline for the said amount. The amount and other details to be included in the invoice will be informed by GHIAL to the airline.
- The GHIAL issued credit note will be adjusted by the Airline from the payments to be made against the invoices raised by GHIAL for the Airport charges
- GHIAL holds the right to withdraw the incentive offer at any time without any notice and without assigning any reason whatsoever.
- Any and all disputes arising out of or in connection with this incentive offer shall be strictly to the exclusive jurisdiction of courts in Hyderabad only.