



الهيئة العامة للطيران المدني
General Authority of Civil Aviation

INVITATION FOR EXPRESSIONS OF INTEREST

OPPORTUNITY FOR INVESTORS TO START UP NEW AIRLINES TO OPERATE DOMESTIC AND INTERNATIONAL FLIGHTS IN THE KINGDOM OF SAUDI ARABIA

The General Authority of Civil Aviation ("GACA") of the Kingdom of Saudi Arabia is seeking investors to express interest in the start up of new airlines in the Kingdom.

GACA requests that interested parties submit the following in response to this request for EOI:

- The full company name, primary place of business, ownership structure, and key corporate officers.
- Complete details (name, title, phone, fax, email) for a primary point of contact.
- A detailed company profile, including annual reports, audited profit and loss statements, balance sheet for the last five consecutive years of operation.
- A summary of any relevant experience in the aviation sector.

The objectives of granting new licenses are:

- To introduce further competition in the domestic aviation sector of the Kingdom.
- To provide a superior experience and greater consumer choice to the travelling public.
- To ensure aviation infrastructure support for the ongoing social and economic development.

Privilege for winners:

- Operate domestic routes within the Kingdom with multiple choices as to hub airports and routes.
- Operate international routes within the terms of existing bilateral agreements.
- Given priority to operate international flights from the regional airports.

Investors will be required to adhere to all Economic, Safety and Ownership Regulatory requirements promulgated by GACA and the Kingdom of Saudi Arabia. Additional details on the opportunity and the process will be provided in a Request for Proposal ("RFP") document, which GACA expects to release during April 2012. Detailed documents in regard to the cities, airports and markets and the tender process will be made available to all pre qualified bidders to assist in the formulation and preparation of their respective bids. Those will be invited to formally submit their bid will be provided with the opportunity to visit the cities and airports in order to assess the opportunity. Moreover they will have the opportunity to attend presentations and interviews with the GACA project team and ICF SH&E.

Interested parties should submit by **18 March 2012** via e-mail (newaioperator@gaca.gov.sa) in Adobe PDF files, written in the English language, containing all of the information requested above or to GACA head office at Bani Malek, Public Relation and Communication department or via the following mail address:

General Authority of Civil Aviation – P.O Box 887 Jeddah 21421
Safety and Economic Regulation Division
Tender of granting new operator certificate