



REF/NO : TK2020090918
DATE : 24.07.2020
SUBJECT : Pakistan International CEO
Cevap Mektubu

ISTANBUL

Mr. Air Marshal Arshad Malik
Chief Executive Officer
Pakistan International Airlines

Dear Mr. Malik,

Thank you for your kind letter dated 2nd of July and I am pleased to hear that Pakistan Airlines plan to start İstanbul operations.

As the impact of Covid-19 remain, partnerships will gain importance, as airlines would need to support each other as you have already mentioned in your letter. Therefore, we deeply appreciate your offer to enhance our existing cooperation for both airlines' mutual benefit.

As you may also be aware that we have been in long lasting interline cooperation within the scope of our ongoing Codeshare and Special Prorate Agreement. However, considering the networks of both airlines, we see that the volume and utilization of our agreements have been lower than our expectations. I believe that our cooperation could be developed to reach a more satisfying level with the addition of your proposed Birmingham, London, Milan, Barcelona, Copenhagen and Oslo points on our Codeshare subject to related Civil Aviation Authorities' beyond codeshare approvals.

Moreover, we would like to inform you that we are ready to revise our SPA cooperation as bilateral basis by including PK's IST flights to our existing Special Prorate Agreement for the first stage. We propose to upgrade our codeshare from unilateral to a bilateral arrangement once the performance of our SPA reach a satisfying level and we can obtain the necessary exceptions from Star Alliance due to governance rules & regulations. In this regard, our SVP International Relations & Alliances Ms.Ozlem Salihoglu (oozturk@thy.com) and Manager International Relations and Agreements Mr. Nazif Tikenbatar (ntikenbatar@thy.com) will be coordinating a meeting with their counterparts to exchange views on enhancement of cooperation and to define the roadmap in line with the applicable regulations. Thereafter, our teams may report us the outcome of their discussions so that we can arrange a face to face meeting with your side according to your convenience to sign the enhanced SPA or Codeshare agreements, accordingly.



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While presenting my deepest regards to you, I would like to reiterate my sincere wish for the development of our cooperation and hope to meet you soon once our commercial teams make the agreements ready for signature through our mutual efforts.

Yours sincerely,

Bilal EKŞİ
CEO and Member of the Board