

MEMORANDUM OF UNDERSTANDING

BETWEEN

Gujranwala Chamber of Commerce & Industry

AND

PAKISTAN INTERNATIONAL AIRLINES

This Memorandum of Understanding is made on June 10, 2021 between **Gujranwala Chamber of Commerce & Industry (GCCCI)** and **Pakistan International Airlines (PIA)**.

WHEREAS the **Gujranwala Chamber of Commerce & Industry** which is a premier trade body that looks after and promotes the interests of its almost 9,000 members who comprise a cross-section of trade and industry, having its office at Chamber Plaza Aiwan-e-Tijarat Rd, Model Town, Gujranwala, hereinafter called the **GCCI**, through its worthy President.

AND

WHEREAS Pakistan International Airlines is the national flag carrier of Pakistan, largest airline in the country, operating scheduled services to domestic destinations and International destinations across Asia, Europe, Middle East and North America, hereinafter called the **PIA**.

GCCI and **PIA** aim to build a cordial business relationship which will be of benefit to the business community of Gujranwala, Pakistan. Taking a step forward, **PIA** and **GCCI** have decided to sign an MOU and will guide and assist **GCCI** members for booking and ticketing on sectors which **PIA** operates directly.

GCCI and **PIA** shall hereinafter be collectively referred to as "Parties" and individually as "Party".

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Now it is mutually agreed by and Between the Parties as Follows:

- A Coordinating Committee would be setup by PIA and **GCCI** which would consist of three members, comprising of officials from both organizations.

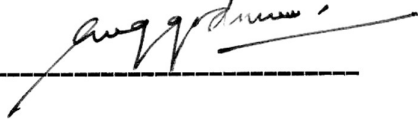
The Coordinating Committee:

- Will promote PIA and **GCCI** products/events
 - Will meet once in month to further enhance the business relations
 - Will work in coordination for addressing operational issues
- **Gujranwala Chamber** will visibly display PIA Branding Material at their building without any charges.
 - 10% Discount on Economy & Economy Plus on PIA flights for International and Domestic sectors with waiver of YR (Service Charges if applicable) shall be offered to **GCCI** Members and their immediate family (Spouse & Children), on request from **GCCI** secretariat letterhead with production of valid **GCCI** Membership Card by the Members.
 - Above mentioned discount will be initially offered for till Dec 31, 2021 and accordingly renewed on commercial merit and business given to PIA.
 - In case PIA is already extending discounts to any category of passenger's i.e Senior citizen or special persons (handicapped) discount then the member can opt for any one discount and there will not be any double discounting.
 - Above discounts will only be applicable at all PIA Booking Counters.
 - PIA will provide **GCCI** with branding material (Soft and Hard Copies) for promotion of PIA services, which will be visibly displayed at prominent areas at their office.
 - Mode of payment for ticketing will be as per policy of Pakistan International Airlines.
 - **GCCI** will extend support and will facilitate promotion of PIA products and services from all its platforms including Electronic, Print and Social media.
 - **GCCI** members will declare PIA as Official Travel Partner and PIA will be preferred travel airline for all their visits on both International and

Domestic sectors.

- Keeping in view the Commercial Interests of both Parties, all important decisions will be made according to rules and regulations of The Government of Pakistan.
- This MOU and arrangements / terms and conditions herein, may be modified / amended/ varied, by giving fifteen (15) days' notice by either party for consideration, which shall be settled by mutual discussion and consent of the other party.
- This MOU may be terminated on thirty (30) days' notice by either party, without assigning any reason.

IN WITNESSES WHEREOF, the above said parties have set forth, their respective hands the day and year first here in above written.

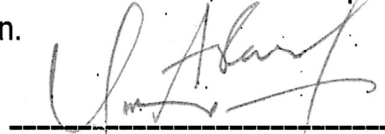


For and on behalf of PIA

M. Abdul Muqqadum Khan

District Manager

Pakistan International Airlines Lahore



For and on behalf of GCCI

Umar Ashraf

President

Gujranwala Chamber of
Commerce & Industry