

	CIVIL AVIATION AUTHORITY OF MALAYSIA AVIATION BUSINESS LICENSING AIR TRAFFIC RIGHTS INTERNATIONAL ROUTE APPLICATION FORM	CAAM/BBL/ATR/02
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Air Traffic Right Evaluation (Passenger/Cargo) for;

_____ *[Insert Route]*, and
 _____ *[Effective Date]*

Part I – EXECUTIVE SUMMARY

ATR Status	Country	Destination	Granted	Used	Balance
Active					

[Please summarise your application here, including details relevant to the proposed cargo or passenger operation, as applicable]

Part II – MARKET ANALYSIS

The application **must** address the following:

Part II (A) - ROUTE PROFILE

- Route schedule - Routing (including intermediate or beyond points).
- Proposed commencement date of the proposed service.
- Proposed date on which the ASL holder achieves full utilisation of the rights applied (if applicable).
- Frequency, slots and schedule of proposed services.
- Type of aircraft to be used, along with seat configuration/cargo capacity (freighter).
- Details of the targeted market segment.
- Proposed airfares to be charged, by cabin class.
- Rate cargo per kg (for freighter).
- Details of the targeted market segment.
- Proposed airfares to be charged, divided by cabin class.

Part II (B) - PASSENGER & MARKET PROFILE

- Estimated annual demand.
- Ratio of origin & destination passengers and connecting passengers.
- Passenger type (visiting friends & relatives, foreign labour, business, etc.).

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- Routes in the existing network which will be supporting this proposed route (Market Sustainability).
- Cargo profile and key commodities (perishable goods, electronics, etc) – For freighter.
- Connecting markets for cargo carried (the cargo's final destination? Where is it going next?).
- Proposed product, capacity and frequency levels offered by the applicant versus local & regional competitors.

Part III – ROUTE FINANCIAL & MARKET ANALYSIS

Time period: One (1) year for current and three (3) years projected route performance (RASK, CASK, and breakeven load factor) on an annualised basis in the event the application is awarded.

Part III (A) - Based on Current Capacity for NS/NW Season (Existing Route)

Criteria	Current Cost & Revenue
RASK	
CASK	
Difference	
BELF %	

Based on New/ Additional Capacity Applied for NS/NW Season (New Route & Existing)

Forecasted Cost & Revenue			
Criteria / Year	Year 1	Year 2	Year 3
RASK			
CASK			
Difference			
BELF %			

Current Load Factors

Time period: Load Factor for past 3 months by direction

Ex.

KUL-DPS

DPS-KUL

KUL-DPS v.v.

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Projected Revenue – Freighters

Route	Rate/Kg (RM)	Aircraft Payload (kg)	Revenue per Flight	Revenue per Week	Revenue per Month
Total					

Pre-Load Factors (Forward bookings based on current/projected capacity – (For existing route))

Time period: Projected Load Factor for next 3 months

PART IV – OTHER SUPPORTING INFORMATION

- Charter contract, slots and foreign approval, aircraft rotation details.
- Codeshare, alliance or joint-marketing arrangements with other ASL holders.
- Other supporting documents that support new/additional services.