**Attachment 6 C: TENDER SELECTION CRITERIA**

On this form, the tenderer reports the tender price of the destination

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**Regular air services on the route HELSINKI-KAJAANI**

1. Tender price, i.e. the rotation-specific aid from Traficom required by the tenderer

We offer to provide the service for the destination mentioned above throughout the agreement period in accordance with the schedule structure presented in Attachment 1 of our TENDER at the price

in 2024-2026, 1000 rotations (2000 flights)

in which case the price of the whole agreement period (1000 rotations) is

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ euros, including VAT \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ euros.

The price includes 10% VAT. From the beginning of the year 2025 the price includes 14% VAT.

**2. Unit price for the rotation**

Round-trip flight (rotation) unit price:

€/rotation, including VAT \_\_\_\_\_\_\_\_\_\_\_\_\_euros.

In accordance with the relevant section of the terms of the tendering procedure, the unit price of a one-way flight is one half of the rotation-specific price offered.

The tender price is based on the budget estimate attached to our TENDER; it is based on the expected prices during the agreement period. The budget estimate for air services under the public service obligation includes itemised information on the revenue and costs as well as their basis of calculation, such as:

* Number of flights/frequency of flights; more detailed itemisation of the exceptions to flight schedules is included in the attachments to the Invitation to Tender. Potential increases in flights are not taken into account in this calculation.
* Estimated total number of passengers
* Ticket price levels and the estimated number of passengers for each price level
* Total revenue from passenger tickets
* Other additional revenue

The estimated costs of the company are based on the expected prices during the agreement period, wages, taxes and other direct targeted and functional costs divided among the routes operated by the company.

NOTE: The price, with which the Air Carrier commits to operating the flights in accordance with the terms of the tendering procedure, must be stated in the tender. The operating period is from 29.4.2024-28.3.2026. The prices must be presented as round-trip flights, or rotations.

The draft agreement attached to the Invitation to Tender includes a condition on how the Operating Compensation can be changed based on the changes in fuel prices.

The operation can be changed during the agreement period on the grounds agreed upon and itemised in the Purchased Services Agreement. This may also lead to changing the Operating Compensation. In that case, the average unit price (net price) of the flight is used as the basis of calculating the change. The unit price of the flight is also used as the basis of calculation of contractual sanctions.

The Air Operator is not entitled to any other additional compensation than what is indicated by the fuel price amendment mechanism.