



29th July 2015

Mr Spencer Lee
Head Commercial
Airasia Berhad
LCC Terminal, Jalan KLIA S3
Southern Support Zone, KLIA
64000 Sepang, Selangor Darul Ehsan

Dear Mr Lee,

INCENTIVE FOR YANGON-PENANG ROUTE

The above matter refers.

The Penang State Tourism is hereby pleased to inform you that we will be offering an incentive of **USD10** per passenger for AirAsia's new direct flight from Yangon to Penang as a show of support to the airlines' inaugural route.

The incentive will be offered for a whole year from the first inaugural flight. This offer will be reviewed and discussed for the following year. It is applicable to non-Malaysians only who are travelling from Yangon to Penang, i.e. in-bound passengers.

We would like to take this opportunity to thank AirAsia for its continued support in increasing direct flights to Penang. We also wish to assure you that the Penang State Tourism will do its best to assist AirAsia in all ways possible to maintain a healthy carrier load to Penang.

Last but not least, do keep us informed of any new plans where we can work together to mutually benefit AirAsia and the Penang state.

Thank you.

YB DANNY LAW HENG KIANG
EXCO Penang State Tourism Development & Culture