

Foods Ltd. The project entailed an investment of Rs. 260 million. Damania may offer a public issue within the next two months.

**FLEET**

Based in Bombay, Damania has five destinations.  
2 x Boeing 737-200 on lease from TAP  
1 x Beech 99 (leased)

**EXPANSION**

Immediate plans are to dry lease three x Boeing 737-200. Within 3 years Damania would like to re-equip with new aircraft: 30-50 seat turbo props and jets.  
It has plans to obtain hangar space in Calcutta for maintenance. Until then it will use Singapore Aerospace.

**REPUTATION & NOTES**

Its initial service and reputation has been excellent. The aircraft is configured in one class with seating reduced by 9 to 121 to increase pitch. In the first three months of operation, the company boasts of no cancellations and no maintenance delays with an 87% average load factor (break-even 64%). Company policy is to provide outstanding service, and includes the use of items such as chinaware and silver cutlery in it's flight service.

**COMPANY NAME**

**EAST WEST AIRLINES**

**ADDRESS**

Sophia, 18 New Kantwadi Road  
Off Perry Cross Road, Bandra  
Bombay-400 050

**TELEPHONE**

(91-22) 643-6678 (8 lines)

**FAX**

(91-220) 643-3178, 642-8388

**EXECUTIVES**

Chairman	Mr. Nasirudeen Abdul Wahid
Managing Director	Mr. Thakiyudeen Abdul Wahid
Commercial Manager	Mr. C. Rama Chandran
Finance Director	Mr. W. Shihabudeena
Director	Mr. Faisal A. Wahid

**EMPLOYEES**

2000

**HISTORY & FINANCE**

Its operations began with one aircraft in February 1992. By November 1992, it had three aircraft, and by June 1993, East West had increased its fleet to 10 aircraft.

The initial financial investment of Rs. 450 million was secured from a consortium of nationalized Indian banks and the IDBI. Its parent company, East West Travel and Trade Links Limited, had a turnover in 1990 of Rs. one billion. Two public issues of Rs. one billion to create a capital base to meet its expansion plans have been previously announced, and rescinded (the latest in February 1993). Another issue had been announced for June 1993, partly to finance its plans for international operations. For the financial year ended March 31, 1993, the company reported a Rs. 150 million profit on turnover of Rs. 5 billion.

In November 1992, it began cargo operations. It now operates to 22 destinations and carries about 150,000 kgs of freight per month from Bombay alone. It has recently signed an agreement with Air India for interlining.

**FLEET**

Based in Bombay, it has 64 daily flights to 22 destinations, with a monthly capacity of 250,000 passengers on 10 aircraft:

8x Boeing 737-200 and 2x F-27, all on lease from various companies, including GPA and International Air Lease, for which it pays more than US\$ 1.2 million monthly. The average age of its aircraft is 12 years.

The company has had technical cooperation from Singapore Aerospace, British Airways and Gulf Air. It has also signed a maintenance agreement with Aer Lingus.

Recent agreement with HAL in Bangalore to undertake C checks of its B-737s.

**EXPANSION**

Immediate plans are to dry lease 3 x Boeing 737-300 from GPA, and an Airbus