



TRIVANDRUM CHAMBER OF COMMERCE AND INDUSTRY

Affiliated to **FICCI** - Federation of Indian Chambers of Commerce & Industry, New Delhi
Member **ASSOCHAM** - Associated Chambers of Commerce and Industry of India, New Delhi.

Ref: 056/TCCI/GOI-Divisional Railway Manager/2023

06th June 2023

Shri S M Sharma IRSME
Divisional Railway Manager
Thiruvananthapuram Division
Kerala

Dear Sharmaji,

Sub: Proposal to remodel, upgrade, and operate AC Chair Car of Jan Shatabdi Express-reg

Ref: Our Meeting on 25th April 2023

I hope this Letter finds you well.

As discussed during our Meeting, we have identified a significant need, within the Business and Tourism communities, for improved travel facilities and enhanced connectivity between major Cities in Kerala.

After discussions with the Stakeholders, we suggest a collaboration with the Indian Railways.

Our proposal entails the Leasing of an AC Chair Car each on the Jan Shatabdi Express running between Thiruvananthapuram Central (TVC) and Kannur (CAN) Stations. Leased cars will undergo a comprehensive remodeling to meet International standards, after which they will be seamlessly integrated into the daily service.

Additional Conveniences Offered

- 1) Aircraft-like Reclining Seats with covers
- 2) Closed Overhead Luggage Compartment
- 3) Housekeeping Services & Passenger assistance
- 4) Quality food, including vacuum-packed meals, coffee, tea, and snacks

- 5) Onboard Entertainment options, such as music
- 6) Power Sockets and Wi-Fi
- 7) LED displays and automatic announcement systems for Stations

Added facilities will create a superior travel experience, focusing on comfort, convenience, and entertainment.

Operations

To ensure successful implementation and management of the Project, Stakeholders will form a Special Purpose Vehicle (SPV) Company that will finance and manage the Project. Investment by the SPV for remodeling the cars and operating various services will be recovered through suitable ticket charges and Branding options. Charges will be set at a level that ensures the sustainability of the Project while remaining reasonable for passengers.

Reservations for these Coaches will be available through a special scheme that prioritises Business and Tourism travelers.

Revenue Share

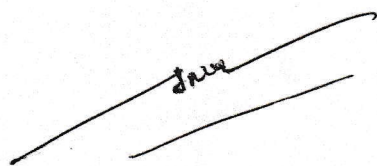
In order to foster a mutually beneficial partnership, the revenue generated by the Project will be shared between the Indian Railways and the SPV Company. Revenue-sharing model reflects a fair and collaborative approach that acknowledges the contributions made by both parties. Specific details regarding the revenue-sharing arrangement can be discussed between the Indian Railways and the SPV Company.

By joining forces, we can enhance travel experiences, and cater to the growing demand for quality travel facilities in Kerala.

We request you to lead further discussions and look forward to the opportunity to collaborate.

Thanking you

Yours sincerely,
For TCCI



S N Raghuchandran Nair
President



Abraham Thomas (Joji)
Secretary