



भारतीय विमानपत्तन प्राधिकरण  
AIRPORTS AUTHORITY OF INDIA

LETTER OF AWARD

Ref. No.: AAI/RCS/4.2/2022

Date: 12<sup>th</sup> August, 2022

To,

M/s SAR Aviation Pvt. Ltd.  
Q-23, 1<sup>st</sup> floor Jangpura Extension  
New Delhi - 110014

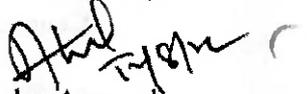
Sir/Madam,

**Subject: Letter of Award ("LOA") for the Selected Airline Operator under the Regional Connectivity Scheme ("RCS")- UDAN in 4.2 (Tender Id No. 2022\_AAI\_112252)**

1. This is with reference to your proposals submitted pursuant to the Notice Inviting e-Proposal ("NIEP") for Selection of Airline Operators dated 06-04-2022 issued by the Airports Authority of India ("Authority"), acting as the implementing agency on behalf of Ministry of Civil Aviation (MoCA), Government of India.
2. Your Proposal(s) for the RCS networks as per Annexure A have been accepted by the Competent Authority and you have been identified as the Selected Airline Operator ("SAO") in respect of these networks.
3. Under the terms of the NIEP, you are required to submit the following to the Authority within 30 days of the date of issue of this letter:
  - a. Duly executed Selected Airline Operator Agreement ("SAOA") for each RCS network, in the format prescribed in the NIEP;
  - b. Performance Guarantee in the format prescribed in the NIEP, for the amounts as specified in column "S" in Annexure-A for each of the networks on or before the date of execution of the SAOA.
4. Additionally, please note the following remarks pertaining to the proposal submitted by you:
  - a. SAO shall commence RCS flights on the networks within 180 (one hundred eighty) days of the issue of this letter unless an extension is granted by the Authority;
  - b. Commencement of RCS flights is subject to the consent/ approval of the airport operator(s) viz AAI, Ministry of Defence, State Govt., PSU(s) and Private Operators to provide the concessions / support under the Scheme;
  - c. For each RCS seat, indexation for Airfare cap and Maximum Airfare as well as VGF sought, shall be applicable as per NIEP;
  - d. LOA is issued subject to receipt of confirmation of Proposal Security BG by the issuing bank;
  - e. All provisions of the NIEP shall be complied by the SAO.

5. The various concessions applicable in respect of the networks shall be as per **Annexure-B**.
6. The Total Lump-sum VGF per month provided in Annexure A has been computed as a result of the negotiations conducted and vide your email dated 01/08/2022. You may kindly verify the amount, if there is a discrepancy, you may inform the Authority of the same within 2 (two) days of the receipt of this LoA.
7. You are requested to sign and return the duplicate copy of this LOA to the office of the undersigned, as an acknowledgement of this LOA, within, at most, 5 (five) days of the receipt of this LOA

Sincerely,

  
(Atulya Agrawal)  
GM (RCS)

ANNEXURE – A

S. No	Network	Origin Airport ("A")	Destination Airport ("B")	Type of Route	Seating Capacity	RCS Flight Capacity	No of RCS Seats	No of non-RCS Seats	No of RCS Seats Per Week (A-B)	No of NoN RCS Seats Per Week (A-B)	No of RCS Seats Per Week (B-A)	No of NoN RCS Seats Per Week (A-B)	Stage Length (A-B)	Stage Length (B-A)	Lumpsum VGF per month (A-B)	Lumpsum VGF per month (B-A)	Maximum Airfare (A-B)	Maximum Airfare (B-A)	Amount of Performance Guarantee
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S
1.	Goa - North Goa - Goa	Goa	North Goa	RCS SAS	9	9	9	0	140	0	140	0	20	20	10,33,000	10,33,000	1,961	1,961	24,79,200
2.	Goa - South Goa - Goa	Goa	South Goa	RCS SAS	9	9	9	0	140	0	140	0	51	51	19,28,440	19,28,440	1,961	1,961	46,28,256
3.	Long Island (WA) - Port Blair (WA) - Long Island (WA)	Long Island (WA)	Port Blair (WA)	RCS SAS	9	9	9	0	140	0	140	0	85	85	24,88,440	24,88,440	1,961	1,961	59,72,256
4.	Port Blair (WA) - Shaheed Dweep (Neil) (WA) - Port Blair (WA)	Port Blair (WA)	Shaheed Dweep (Neil) (WA)	RCS SAS	9	9	9	0	140	0	140	0	38	38	10,32,440	10,32,440	1,961	1,961	24,77,856
5.	Port Blair (WA) - Swaraj Dweep (Havelock) (WA) - Port Blair (WA)	Port Blair (WA)	Swaraj Dweep (Havelock) (WA)	RCS SAS	9	9	9	0	140	0	140	0	38	38	10,32,440	10,32,440	1,961	1,961	24,77,856

## Concession available for RCS Networks

Type of Route	Central Govt. Concessions	State Govt. Concessions	Airport Operator Concessions	Exclusivity	VGF Payment	Reference (NIEP)
RCS SAS	Yes	Yes	Yes	Yes	As per Scheme/ NIEP	Annexure III B

*Handwritten signature*  
14/8/20