



LETTER OF AWARD

AAI/RCS/UDAN-5.4/GEPL/2025/816

Date: 15.05.2025

To,

Ghodawat Enterprises Private Limited

Plot No, 13-A-P2, A-P2, The Hi-Tech Defense,
Aerospace Park IT Sector,
Bengaluru, Karnataka – 562149

Sir/Madam,

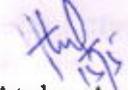
Subject: Letter of Award (“LOA”) for the Selected Airline Operator under the Regional Connectivity Scheme (“RCS”) - UDAN in 5.4 (Tender ID: 2024_AAI_205571_1)

1. This is with reference to your proposals submitted pursuant to the Notice Inviting e-Proposal (“NIEP”) for Selection of Airline Operators dated 22-08-2024 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 3 months of the date of issue of this letter or at least 1 week prior to the commencement of operations, whichever is earlier:
 - a. Duly executed Selected Airline Operator Agreement (“SAOA”) for each RCS network, in the format prescribed in the NIEP;
 - b. Four Performance Guarantees for each RCS Route equivalent to 25% of the total Performance Guarantee required for that RCS Route, in the format prescribed in the NIEP, for the amounts as specified in column “L” in Annexure-A for each of the networks on or before the date of execution of the SAOA. The total of the four Performance Guarantees should equivalent to or greater than the Total Performance Guarantee for the RCS Route.
4. The following terms in respect of the networks as per Annexure-A may be noted:
 - a. The SAO shall commence flights on the networks within 4 (Four) Months of the issue of this letter unless an extension is granted by the Authority where airports are ready;
 - b. The SAO shall commence flights on the routes within 4 (Four) Months from the readiness of the airports, where they are not ready;
 - c. Commencement of RCS flights shall be subject to the consent/ approval of the airport operator(s) viz AAI, Ministry of Defence, State Govt., PSU(s), Private entities to provide the concessions / support under the Scheme;



- d. For each RCS seat, indexation for Airfare cap and Maximum Airfare as well as VGF cap and VGF sought, shall be applicable as per NIEP;
 - e. LOA is issued subject to receipt of confirmation of Proposal Security BG by the issuing bank;
 - f. 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. You are requested to sign and return the duplicate copy of this LOA to the office of the undersigned, as an acknowledgement within 5 (five) days of the receipt.

Yours faithfully,


(Atulya Agarwal)
General Manager (RCS)

Enclosure: Annexure – A & B

Copy to:

1. Joint Secretary, Ministry of Civil Aviation, (e-mail: jsdt-moca@gov.in)
2. Director General Civil Aviation, (e-mail: dgca@nic.in)
3. Director General BCAS (e-mail: dg.bcas@gov.in)
4. Member (Planning), Airports Authority of India
5. Member (Operations), Airports Authority of India
6. ED(RCS)/ ED(Ops.), Airports Authority of India
7. Concerned Regional Executive Director, AAI
8. Concerned Airport Directors, AAI
9. JGM (ATM-RCS)/JGM(Fin-RCS)/DGM (E-C), RCS, Airports Authority of India
10. General Manager (IT) – With a request to upload the LoA on AAI website.

ANNEXURE – A

S.No	Network	Route No.	Origin Airport ("A")	Destination Airport ("B")	Type of Route (RCS/ PRCS etc)	Stage Length (km)	Seating Capacity	RCS Flight Capacity	No of RCS Seats	Frequency Per Week	VGf Per Seat (A-B)	Maximum Airfare (A-B)	Amount of Performance Guarantee
	A		B	C	D	E	F	G	H	I	J	K	L
1.	Indore - Gondia - Indore	1.	Indore	Gondia	RCS	546	88	88	40	7	6,317	4,133	46,11,410
		2.	Gondia	Indore	RCS	546	88	88	40	7	6,317	4,133	46,11,410

ANNEXURE – B

Concession available for RCS/ PRCS Networks

Type of Route	Central Govt. Concessions	State Govt. Concessions	Airport Operator Concessions	Exclusivity	VGf Payment	Reference (NIEP)
RCS/ PRCS	Yes	Yes	Yes	Yes	As per Scheme	NA