



By Email/Speed Post

LETTER OF AWARD.

Ref. No.: AAI/RCS/UDAN 5.0/JustUdo/2023/480

Date: 25 July, 2023

To

Just Udo Aviation Pvt. Ltd.
204, The Summit Premises Co. op Soc. Ltd
Sant Janabai Road, Vile Parle (E),
Mumbai- 400057

Sir/Madam,

Subject: Letter of Award ("LOA") for the Selected Airline Operator under the Regional Connectivity Scheme ("RCS") - UDAN 5.0 (April 2023)

1. This is with reference to your proposals submitted on 19.06.2023 pursuant to the Notice Inviting e-Proposal ("NIEP") for Selection of Airline Operators dated 21st April 2023 and corrigendum/revisions issued from time to time 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. 04 (four) Performance Guarantee(s) 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 equal 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. SAO shall commence flights on the networks within 4 (Four) months of issue of this letter unless an extension is granted by the Authority;
 - b. 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;

Page 1 of 5



भारतीय विमानपत्तन प्राधिकरण AIRPORTS AUTHORITY OF INDIA

- c. 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;
 - 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. 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.

Thanking You

Yours faithfully,

(Atulya Agarwal)
General Manager (RCS)

Enclosure: Annexure - A & B

ANNEXURE – A
JUST UDO AVIATION PRIVATE LIMITED

| S.No | Network | Origin Airport ("A") | Destination Airport ("B") | Type of Route | Stage Length (km) (A-B) | 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. | Goa - Jalgaon - Mumbai - Jalgaon - Pune - Jalgaon - Hyderabad - Jalgaon - Goa | Goa | Jalgaon | RCS | 825 | 76 | 76 | 38 | 7 | 7,000 | 4,300 | 4,854,500 |
| 2. | Goa - Jalgaon - Mumbai - Jalgaon - Pune - Jalgaon - Hyderabad - Jalgaon - Goa | Jalgaon | Pune | RCS | 526 | 76 | 76 | 38 | 7 | 6,790 | 4,000 | 4,708,865 |
| 3. | Goa - Jalgaon - Mumbai - Jalgaon - Pune - Jalgaon - Hyderabad - Jalgaon - Goa | Pune | Jalgaon | RCS | 526 | 76 | 76 | 38 | 7 | 6,790 | 4,000 | 4,708,865 |
| 4. | Goa - Jalgaon - Mumbai - Jalgaon - Pune - Jalgaon - Hyderabad - Jalgaon - Goa | Jalgaon | Hyderabad | RCS | 612 | 76 | 76 | 38 | 7 | 7,000 | 4,300 | 4,854,500 |
| 5. | Goa - Jalgaon - Mumbai - Jalgaon - Pune - Jalgaon - Hyderabad - Jalgaon - Goa | Hyderabad | Jalgaon | RCS | 612 | 76 | 76 | 38 | 7 | 7,000 | 4,300 | 4,854,500 |
| 6. | Goa - Jalgaon - Mumbai - Jalgaon - Pune - Jalgaon - Hyderabad - Jalgaon - Goa | Jalgaon | Goa | RCS | 825 | 76 | 76 | 38 | 7 | 7,000 | 4,300 | 4,854,500 |
| 7. | Goa - Nanded - Mumbai - Nanded - Bangalore - Nanded - Goa | Goa | Nanded | RCS | 673 | 76 | 76 | 38 | 7 | 7,000 | 4,300 | 4,854,500 |
| 8. | Goa - Nanded - Mumbai - Nanded - Bangalore - Nanded - Goa | Nanded | Bangalore* | RCS | 708 | 76 | 76 | 38 | 7 | 7,000 | 4,300 | 4,854,500 |
| 9. | Goa - Nanded - Mumbai - Nanded - Bangalore - Nanded - Goa | Bangalore | Nanded* | RCS | 704 | 76 | 76 | 38 | 7 | 7,000 | 4,300 | 4,854,500 |
| 10. | Goa - Nanded - Mumbai - Nanded - Bangalore - Nanded - Goa | Nanded | Goa | RCS | 673 | 76 | 76 | 38 | 7 | 7,000 | 4,300 | 4,854,500 |
| 11. | Pune - Goa - Agatti - Bangalore - Agatti - Goa - Pune | Goa | Agatti | PRCS | 1,108 | 72 | 72 | 36 | 7 | 10,274 | 4,370 | 6,750,018 |

(Handwritten Signature)

| S.No | Network | Origin Airport ("A") | Destination Airport ("B") | Type of Route | Stage Length (km) (A-B) | 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 |
|------|--|----------------------|---------------------------|---------------|-------------------------|------------------|---------------------|-----------------|--------------------|--------------------|-----------------------|---------------------------------|
| 12. | Pune - Goa - Agatti - Bangalore - Agatti - Goa - Pune | Agatti | Bangalore | PRCS | 838 | 72 | 72 | 36 | 7 | 9,450 | 4,370 | 6,208,650 |
| 13. | Pune - Goa - Agatti - Bangalore - Agatti - Goa - Pune | Bangalore | Agatti** | PRCS | 843 | 72 | 72 | 36 | 7 | 9,450 | 4,370 | 6,208,650 |
| 14. | Pune - Goa - Agatti - Bangalore - Agatti - Goa - Pune | Agatti | Goa | PRCS | 1,108 | 72 | 72 | 36 | 7 | 10,274 | 4,370 | 6,750,018 |
| 15. | Pune - Sindhudurg - Bangalore - Sindhudurg - Hyderabad - Sindhudurg - Pune | Pune | Sindhudurg | RCS | 320 | 76 | 76 | 38 | 7 | 5,400 | 3,000 | 3,744,900 |
| 16. | Pune - Sindhudurg - Bangalore - Sindhudurg - Hyderabad - Sindhudurg - Pune | Sindhudurg | Bangalore | RCS | 560 | 76 | 76 | 38 | 7 | 6,600 | 4,200 | 4,577,100 |
| 17. | Pune - Sindhudurg - Bangalore - Sindhudurg - Hyderabad - Sindhudurg - Pune | Bangalore | Sindhudurg | RCS | 608 | 76 | 76 | 38 | 7 | 6,700 | 4,300 | 4,646,450 |
| 18. | Pune - Sindhudurg - Bangalore - Sindhudurg - Hyderabad - Sindhudurg - Pune | Sindhudurg | Hyderabad | RCS | 549 | 76 | 76 | 38 | 7 | 6,450 | 4,000 | 4,473,075 |
| 19. | Pune - Sindhudurg - Bangalore - Sindhudurg - Hyderabad - Sindhudurg - Pune | Hyderabad | Sindhudurg | RCS | 549 | 76 | 76 | 38 | 7 | 6,450 | 4,000 | 4,473,075 |
| 20. | Pune - Sindhudurg - Bangalore - Sindhudurg - Hyderabad - Sindhudurg - Pune | Sindhudurg | Pune | RCS | 320 | 76 | 76 | 38 | 7 | 5,400 | 3,000 | 3,744,900 |

* Bangalore-Nanded and Nanded-Bangalore shall have joint exclusivity with Ghodawat Enterprises Pvt. Ltd.

** Bangalore-Agatti shall have joint exclusivity with Spicejet Ltd.



Concession available for RCS/ PRCS Networks

| Type of Route | Central Govt. Concessions | State Govt. Concessions | Airport Operator Concessions | Exclusivity | VGF Payment | Reference (NleP) |
|---------------|---------------------------|-------------------------|------------------------------|-------------|---------------|------------------|
| RCS | Yes | Yes | Yes | Yes | As per Scheme | NA |

