



भारतीय विमानपत्तन प्राधिकरण AIRPORTS AUTHORITY OF INDIA

LETTER OF AWARD

Ref. No.: AAI/RCS/UDAN-5.1/PHL/2023/583

Date: 05.01.2024

To,

Pawan Hans Limited
Corporate Office,
C-14, Sector-1, Noida (U.P)- 201301

Sir/Madam,

Subject: Letter of Award ("LOA") for the Selected Airline Operator under the Regional Connectivity Scheme ("RCS") - UDAN in 5.1 (Tender Id No: RCS/23-24/ET/3 & RCS/23-24/ET/3)

1. This is with reference to your proposals submitted pursuant to the Notice Inviting e-Proposal ("NIEP") for Selection of Airline Operators dated 24-05-2023 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 be 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 heliports/airports are ready;
 - b. The SAO shall commence flights on the networks within 2 (two) Months from the readiness of the heliports/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;

1 of 7

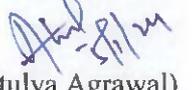


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- e. LOA is issued subject to receipt of confirmation of Proposal Security BG by the issuing bank;
- f. All provisions of the NIEP shall be complied by the SAO.
5. The various concessions applicable in respect of the networks shall be as per **Annexure-B**.
6. You are requested to accept the award and return the signed 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 Agrawal)
GM (RCS)-I

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. GM(RCS)-II/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.
11. Principal Secretary, Tourism & Civil Aviation, Government of Himachal Pradesh
12. Principal Secretary, Transport, Government of Manipur
13. Principal Secretary, Civil Aviation, Government of Jammu & Kashmir
14. Secretary, Civil Aviation, Government of Uttarakhand
15. Secretary, Civil Aviation, Government of Arunachal Pradesh
16. Secretary, Transport & Civil Aviation, Government of West Bengal
17. Commissioner & Secretary, Civil Aviation, Government of Nagaland
18. Commissioner of Transport & Civil Aviation, Government of Assam
19. Additional Secretary, Civil Aviation, Tourism & Civil Aviation Department, Government of Sikkim
20. Advisor to Administrator, Chandigarh

ANNEXURE – A

| S.No | Network | Origin Airport ("A") | Destination Airport ("B") | Type of Route (RCS/ PRCS etc) | Seating Capacity | RCS Flight Capacity | No of RCS Seats | Frequency Per Week | Stage Length (A-B) | 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. | Chandigarh Baddi(Kasauli) Kullu Baddi(Kasauli) Chandigarh | Chandigarh | Baddi(Kasauli) | PRCS | 11 | 11 | 11 | 7 | 20 | 5000 | 2570 | 10,03,750 |
| 2. | Chandigarh Baddi(Kasauli) Kullu Baddi(Kasauli) Chandigarh | Baddi(Kasauli) | Kullu | PRCS | 11 | 11 | 11 | 7 | 47 | 14790 | 4200 | 29,69,093 |
| 3. | Chandigarh Baddi(Kasauli) Kullu Baddi(Kasauli) Chandigarh | Kullu | Baddi(Kasauli) | PRCS | 11 | 11 | 11 | 7 | 47 | 14790 | 4200 | 29,69,093 |
| 4. | Chandigarh Baddi(Kasauli) Kullu Baddi(Kasauli) Chandigarh | Baddi(Kasauli) | Chandigarh | PRCS | 11 | 11 | 11 | 7 | 20 | 5000 | 2570 | 10,03,750 |
| 5. | Chandigarh Sanjoli Rampur(Heliport) Sanjoli Chandigarh | Chandigarh | Sanjoli | PRCS | 5 | 5 | 5 | 3 | 33 | 7940 | 2900 | 5,00,000 |
| 6. | Chandigarh Sanjoli Rampur(Heliport) Sanjoli Chandigarh | Sanjoli | Rampur(Heliport) | PRCS | 5 | 5 | 5 | 3 | 34 | 7940 | 2900 | 5,00,000 |
| 7. | Chandigarh Sanjoli Rampur(Heliport) Sanjoli Chandigarh | Rampur(Heliport) | Sanjoli | PRCS | 5 | 5 | 5 | 3 | 34 | 7940 | 2900 | 5,00,000 |
| 8. | Chandigarh Sanjoli Rampur(Heliport) Sanjoli Chandigarh | Sanjoli | Chandigarh | PRCS | 5 | 5 | 5 | 3 | 33 | 7940 | 2900 | 5,00,000 |
| 9. | Dehradun Almora(Heliport) Dehradun | Dehradun | Almora(Heliport) | PRCS | 11 | 11 | 11 | 6 | 54 | 12094 | 4750 | 20,81,032 |
| 10. | Dehradun Almora(Heliport) Dehradun | Almora(Heliport) | Dehradun | PRCS | 11 | 11 | 11 | 6 | 54 | 12090 | 4750 | 20,80,344 |

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| S.No | Network | Origin Airport ("A") | Destination Airport ("B") | Type of Route (RCS/ PRCS etc) | Seating Capacity | RCS Flight Capacity | No of RCS Seats | Frequency Per Week | Stage Length (A-B) | 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 |
| 11. | Dehradun Lansdown, Pauri Garhwal Dehradun | Dehradun | Lansdown, Pauri Garhwal | PRCS | 11 | 11 | 11 | 6 | 28 | 7498 | 2570 | 12,90,192 |
| 12. | Dehradun Lansdown, Pauri Garhwal Dehradun | Lansdown, Pauri Garhwal | Dehradun | PRCS | 11 | 11 | 11 | 6 | 30 | 7498 | 2570 | 12,90,192 |
| 13. | Dibrugarh Miao Vijaynagar (Heliport) Miao Dibrugarh | Dibrugarh | Miao | PRCS | 11 | 11 | 11 | 3 | 42 | 15500 | 3800 | 13,33,554 |
| 14. | Dibrugarh Miao Vijaynagar (Heliport) Miao Dibrugarh | Miao | Vijaynagar (Heliport) | PRCS | 11 | 11 | 11 | 3 | 37 | 13600 | 3400 | 11,70,086 |
| 15. | Dibrugarh Miao Vijaynagar (Heliport) Miao Dibrugarh | Vijaynagar (Heliport) | Miao | PRCS | 11 | 11 | 11 | 3 | 37 | 13600 | 3400 | 11,70,086 |
| 16. | Dibrugarh Miao Vijaynagar (Heliport) Miao Dibrugarh | Miao | Dibrugarh | PRCS | 11 | 11 | 11 | 3 | 42 | 15500 | 3800 | 13,33,554 |
| 17. | Dimapur Kohima (Heliport) Mokokchung Kohima (Heliport) Dimapur | Dimapur | Kohima (Heliport) | PRCS | 11 | 11 | 11 | 3 | 22 | 7500 | 2570 | 6,45,268 |
| 18. | Dimapur Kohima (Heliport) Mokokchung Kohima (Heliport) Dimapur | Kohima (Heliport) | Mokokchung | PRCS | 11 | 11 | 11 | 3 | 35 | 11800 | 2900 | 10,15,222 |
| 19. | Dimapur Kohima (Heliport) Mokokchung Kohima (Heliport) Dimapur | Mokokchung | Kohima (Heliport) | PRCS | 11 | 11 | 11 | 3 | 35 | 11800 | 2900 | 10,15,222 |
| 20. | Dimapur Kohima (Heliport) Mokokchung Kohima (Heliport) Dimapur | Kohima (Heliport) | Dimapur | PRCS | 11 | 11 | 11 | 3 | 22 | 7500 | 2570 | 6,45,268 |

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| S.No | Network | Origin Airport ("A") | Destination Airport ("B") | Type of Route (RCS/ PRCS etc) | Seating Capacity | RCS Flight Capacity | No of RCS Seats | Frequency Per Week | Stage Length (A-B) | 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 |
| 21. | Dimapur Mokokchung Jorhat Mokokchung Dimapur | Dimapur | Mokokchung | PRCS | 11 | 11 | 11 | 3 | 37 | 13600 | 3400 | 11,70,086 |
| 22. | Dimapur Mokokchung Jorhat Mokokchung Dimapur | Mokokchung | Jorhat | PRCS | 11 | 11 | 11 | 3 | 27 | 9900 | 2570 | 8,51,754 |
| 23. | Dimapur Mokokchung Jorhat Mokokchung Dimapur | Jorhat | Mokokchung | PRCS | 11 | 11 | 11 | 3 | 27 | 9900 | 2570 | 8,51,754 |
| 24. | Dimapur Mokokchung Jorhat Mokokchung Dimapur | Mokokchung | Dimapur | PRCS | 11 | 11 | 11 | 3 | 37 | 13600 | 3400 | 11,70,086 |
| 25. | Dimapur Zunheboto Dimapur | Dimapur | Zunheboto | PRCS | 11 | 11 | 11 | 3 | 32 | 11800 | 2900 | 10,15,222 |
| 26. | Dimapur Zunheboto Dimapur | Zunheboto | Dimapur | PRCS | 11 | 11 | 11 | 3 | 32 | 11800 | 2900 | 10,15,222 |
| 27. | Gangtok, East Namchi, South Bagdogra Namchi, South Gangtok, East | Gangtok, East | Namchi, South | PRCS | 6 | 6 | 6 | 3 | 22 | 5234 | 2578 | 5,00,000 |
| 28. | Gangtok, East Namchi, South Bagdogra Namchi, South Gangtok, East | Namchi, South | Bagdogra | PRCS | 6 | 6 | 6 | 3 | 25 | 5234 | 2578 | 5,00,000 |
| 29. | Gangtok, East Namchi, South Bagdogra Namchi, South Gangtok, East | Bagdogra | Namchi, South | PRCS | 6 | 6 | 6 | 3 | 25 | 5234 | 2578 | 5,00,000 |
| 30. | Gangtok, East Namchi, South Bagdogra Namchi, South Gangtok, East | Namchi, South | Gangtok, East | PRCS | 6 | 6 | 6 | 3 | 22 | 5234 | 2578 | 5,00,000 |
| 31. | Imphal Jiribam(Heliport) Imphal | Imphal | Jiribam(Heliport) | PRCS | 11 | 11 | 11 | 3 | 33 | 11800 | 2900 | 10,15,222 |

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| S.No | Network | Origin Airport ("A") | Destination Airport ("B") | Type of Route (RCS/ PRCS etc) | Seating Capacity | RCS Flight Capacity | No of RCS Seats | Frequency Per Week | Stage Length (A-B) | 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 |
| 32. | Imphal Jiribam(Heliport) Imphal | Jiribam(Heliport) | Imphal | PRCS | 11 | 11 | 11 | 3 | 33 | 11800 | 2900 | 10,15,222 |
| 33. | Imphal Parbung(Heliport) Imphal | Imphal | Parbung(Heliport) | PRCS | 11 | 11 | 11 | 3 | 38 | 13600 | 3400 | 11,70,086 |
| 34. | Imphal Parbung(Heliport) Imphal | Parbung(Heliport) | Imphal | PRCS | 11 | 11 | 11 | 3 | 38 | 13600 | 3400 | 11,70,086 |
| 35. | Kohima(Heliport) Phek Kohima(Heliport) | Kohima(Heliport) | Phek | PRCS | 11 | 11 | 11 | 3 | 22 | 7500 | 2570 | 6,45,268 |
| 36. | Kohima(Heliport) Phek Kohima(Heliport) | Phek | Kohima(Heliport) | PRCS | 11 | 11 | 11 | 3 | 22 | 7500 | 2570 | 6,45,268 |
| 37. | Mokokchung Tuensang Mokokchung | Mokokchung | Tuensang | PRCS | 11 | 11 | 11 | 6 | 22 | 7500 | 2570 | 12,90,536 |
| 38. | Mokokchung Tuensang Mokokchung | Tuensang | Mokokchung | PRCS | 11 | 11 | 11 | 6 | 22 | 7500 | 2570 | 12,90,536 |
| 39. | Rampur(Heliport) Reckong Peo Rampur(Heliport) | Rampur(Heliport) | Reckong Peo | PRCS | 5 | 5 | 5 | 3 | 36 | 9790 | 3400 | 5,00,000 |
| 40. | Rampur(Heliport) Reckong Peo Rampur(Heliport) | Reckong Peo | Rampur(Heliport) | PRCS | 5 | 5 | 5 | 3 | 36 | 9790 | 3400 | 5,00,000 |
| 41. | Sanjoli Manali(Heliport) Sanjoli | Manali(Heliport) | Sanjoli | PRCS | 5 | 5 | 5 | 3 | 63 | 10900 | 5000 | 5,00,000 |
| 42. | Sanjoli Manali(Heliport) Sanjoli | Sanjoli | Manali(Heliport) | PRCS | 5 | 5 | 5 | 3 | 63 | 10900 | 5000 | 5,00,000 |

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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 |

