



LETTER OF AWARD

Ref. No.: AAI/RCS-2/AAA Aviation/1/ 2018

Date: 24<sup>th</sup> January, 2018

To,

M/s AAA Aviation Private Limited.  
Hanger ATR 1 New Apron,  
LGBI Airport  
Guwahati. 781015

**Subject: Letter of Award ("LOA") for the selected airline operator under the Regional Connectivity Scheme ("RCS") - UDAN in 2<sup>nd</sup> round of bidding cycle for operation of RCS Flights on RCS/ Network of ; "Shillong- Tezpur- Lilabari- Kolkata- Lilabari- Tezpur- Shillong" [ Fixed-wing ]**

Sir,

1. This is with reference to your Initial Proposal (Last date of submission 11/9/2017) for operating as the selected airline operator under the RCS as provided in Annexure-A of this LOA ("Proposal"), submitted pursuant to the Notice Inviting Proposal for Selection of Airline Operators [dated 24<sup>th</sup> August, 2017 and corrigendum/Revised issued from time to time] ("NIP") issued by the Airports Authority of India ("Authority"), acting as the implementing agency on behalf of Ministry of Civil Aviation, Government of India letter and your letter dated 18/01/2018.
2. Your proposal has been accepted by the competent authority for above cited network and you have been identified as the Selected Airline Operator (SAO).
3. Under the terms of the NIP, you are required to submit the following to the Authority:
  - a) Duly executed Selected Airline Operator Agreement in the format prescribed in Annexure-X of the NIP ("SAOA");
  - b) Performance Guarantee, in the format prescribed in Annexure-VI of the NIP, for an amount equivalent to Rs. 50,14,544/- (Fifty Lakh Fourteen Thousand Five Hundred Forty Four Only) on or before the execution of the SAOA; and
4. The actions specified in paragraph 3 above, are required to be completed within 30 (Thirty) days of the date set out herein above
5. Additionally, please note the following remarks pertaining to the proposal submitted by you:
  - a) Operations to be commenced on the routes of this proposal within 6(six) months from the date of issue of LOA.

- b) Operations at RCS airport is subject to the written consent from airport operator like Defence, PSU and Private to provide concessions /supports by airport operator under the Scheme;
  - c) Indexation for Maximum Airfare Cap(s) and Maximum Airfare(s) for RCS seat and indexation for VGF Cap(s) and VGF sought shall be as per RCS Version 2.0, September, 2017 (Based quarter; July-September, 2017).
  - c) It is deemed that SAO has conducted all due diligence (refer para-3.4.3 of the Scheme).
  - d) The award letter is subject to confirmation of Proposal Security BG by the issuing bank.
6. You are requested to comply with the all provisions of NIP.
  7. You are requested to sign and return the duplicate copy of this LOA to the office of the undersigned, as acknowledgement of this LOA, latest within 5 (five) days of the receipt of this LOA.

Sincerely,

(Pradeep Kumar)

General Manager (Engg.-RCS)

**For and on behalf of the Chairman  
Airports Authority of India**

Enclosure:-**Annexure-A**

1. Chairman, Airports Authority of India. E-Mail [chairman@aai.aero](mailto:chairman@aai.aero)
2. Joint Secretary(UP), Ministry of Civil Aviation, (e-mail; [usha.padhee@nic.in](mailto:usha.padhee@nic.in))
3. Director General Civil Aviation, (e-mail; [dgca@nic.in](mailto:dgca@nic.in)): the SAO has been granted three years of exclusivity on RCS Routes as per RCS Version 2.0. Therefore RCS routes as per Annexure-A may not be considered to allotment to other airline(s)
4. Director General BCAS (e-mail; [dg.bcas@gov.in](mailto:dg.bcas@gov.in))
5. General Manager (IT)-May upload on AAI website.

**Annexure-A**  
**Technical and Financial details of RCS Routes/ Network of Selected Airline Operator (SAO)**

S.No Tech. Proposal	S.No. Initial Proposal	Selected Airline Operator (SAO)	Name of Selected Airline Operator	RCS Routes /Network	Technical Details							Financial Details			Remarks
					RCS Route	Stage Length (KM)	Seating capacity of the proposed aircraft	RCS Flight Capacity	No of RCS Seats	No of Flights per week	VGf per RCS Seat sought (INR)	All- inclusive maximum airfare for an RCS Seat (INR)			
1	2	3	4	5	6	7	8	9	10	11	12	13	14	1. SAO has agreed to match VGf as zero for common RCS Route(s): Lilabari To Kolkata; Kolkata To Lilabari (Proposal: No. 46). 2. MoD is yet to issue the consent for operation of RCS flight for Tezpur airport.	
					Shillong To Tezpur	228	50	50	25	7	2800	1660			
					Tezpur To Lilabari	146	50	50	25	7	1800	1410			
					Lilabari To Kolkata	878	50	50	25	7	0	3470			
					Kolkata To Lilabari	867	50	50	25	7	0	3470			
					Lilabari To Tezpur	146	50	50	25	7	1800	1410			
125	4	AAA Aviation Private Limited	Initial	Shillong - Tezpur- Lilabari - Kolkata- Lilabari- Tezpur- Shillong	Tezpur To Shillong	196	50	50	25	7	2399	1490			