



LETTER OF AWARD

Ref. No.: AAI/RCS/AAS/1/ 2017

Date: 30th March, 2017

To,

M/s Airline Allied Services Limited
(A Public Limited Company)
Old Lufthansa Hanger Building
Adjacent to O/o ED(NR), Air India Ltd,
Terminal-1, IGI Airport,
NEW DELHI - 110037

Sir,

Subject: Letter of Award ("LOA") for the Selected Airline Operator under the Regional Connectivity Scheme ("RCS") - UDAN in 1st round of bidding for operation of RCS Flights on routes of IGI Airport Delhi -> Bhatinda -> IGI Airport Delhi

1. This is with reference to your Initial Proposal (Last date of submission-16.01.2017) 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 21st Oct 2016 and corrigendum 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.
2. Your proposal has been accepted by the competent authority for above cited routes and you have been identified 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. 18,14,963 (Rupees Eighteen Lakhs Fourteen Thousand Nine Hundred Sixty-Three Only) on or before the execution of the SAOA; and
 - (c) {Additional Performance Guarantee, in the format prescribed in Annexure-VII of the NIP, for an amount equivalent to Rs. 1,00,00,000 (Rupees one crore only) on or before the execution of the SAOA.}
4. The actions specified in paragraph 3 above, are required to be completed within 15 (fifteen) 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 in the month of April, 2017 after the signing of the Selected Airline Operator Agreement.
 - b. Operations are subject to:
 - the written consent from (i) Ministry of Defence; and (ii) JVC Airport Operator, to provide concessions /supports by airport operator under the Scheme;
 - signing of MOU by the Government of Punjab
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

NOO:

1. Joint Secretary(UP), MoCA Block, B RG Bhawan New Delhi-110003

INTERNAL

1. OSD to Chairman AAI,
2. PS to Member (Planning), AAI
3. OSD to Member (Finance), AAI
4. OSD to Member (HR), AAI
5. OSD to Member (ANS), AAI
6. OSD to Member (OPS), AAI
7. Executive Director (RCS), AAI
8. General Manager (Finance),RCS, AAI
9. Joint General Manager (ATM -RCS), AAI
10. Asstt. G.M. (Engg. RCS), AAI

ANNEXURE – A

1. Details of the Technical Bid

| RCS Route(s) | Date of commencement of operations of RCS Flights | Stage length (in km) / flight duration (in min) of the RCS Route | Aircraft type | Seating capacity of the aircraft (in number) | RCS Flight Capacity to be deployed on the RCS Route with breakdown of Number of RCS Seats per RCS Flight and Number of Non-RCS Seats per RCS Flight | | Number of RCS Flights per week | VGF Sought (Yes or No) |
|-------------------------------|---|--|---------------|--|---|-------------------------|--------------------------------|------------------------|
| | | | | | Number of RCS Seats | Number of Non-RCS Seats | | |
| IGI Airport Delhi to Bhatinda | March, 2017 | 291 | ATR 72-600 | 70 | 35 | 35 | 3 | Yes |
| Bhatinda to IGI Airport Delhi | March, 2017 | 270 | ATR 72-600 | 70 | 35 | 35 | 3 | Yes |

2. Financial Bid
{VGF is sought}

| Name of the Airline Operator | RCS Route | VGF per RCS Seat (in Rs.) | Maximum Airfare (in Rs.) |
|---------------------------------|-------------------------------|---------------------------|--------------------------|
| Airline Allied Services Limited | IGI Airport Delhi to Bhatinda | 3,360 | 1,830 |
| Airline Allied Services Limited | Bhatinda to IGI Airport Delhi | 3,270 | 1,750 |