



LETTER OF AWARD

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

Date: 30<sup>th</sup> March, 2017

To,

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

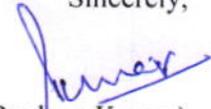
Sir,

**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 -> Pathankot -> 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 21<sup>st</sup> 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. 22,63,913 (Rupees Twenty Two Lakhs Sixty Three Thousand Nine Hundred Thirteen 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 hereinabove,

5. Additionally, please note the following remarks pertaining to the proposal submitted by you:
- Operations to be commenced on the routes of this proposal in the month of June, 2017 after the signing of the Selected Airline Operator Agreement.
  - Operations are subject to
    - the written consent from (i) Ministry of Defence and (ii) JVC Airport Operator, to provide concessions /supports by the airport operator under the Scheme
    - signing of MOU by the state 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 Flights per week	VGF Sought (Yes or No)
					Number of RCS Seats	Number of Non-RCS Seats		
IGI Airport Delhi to Pathankot	June, 2017	515	ATR 72-600	70	35	35	3	Yes
Pathankot to IGI Airport Delhi	June, 2017	487	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 Pathankot	4,220	2,500
Airline Allied Services Limited	Pathankot to IGI Airport Delhi	4,050	2,500