



LETTER OF AWARD

Ref. No.: AAI/RCS/AAS/3/ 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), Airindia Ltd,
Terminal-1, IGI Airport,
NEW DELHI - 110037

Sir,

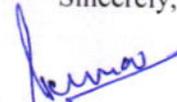
Subject: Letter of Award ("LOA") for the Selected Airline Operator under the Regional Connectivity Scheme ("RCS") - UDAN in 1st round of bidding cycle for operation of RCS Flights on routes/network of IGI Airport Delhi -> Bikaner (Nal) -> IGI Airport Delhi

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 network 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. 47,84,238 (Rupees Forty Seven Lakhs Eighty Four Thousand Two Hundred Thirty Eight 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:

Page 1 of 3

- a. Operations to be commenced on the routes of this proposal in the month of June,2017 within six (6) months of the signing of the Selected Airline Operator Agreement.
 - b. Operations are subject to;
the written consent from Ministry of Defence
 - c. For the RCS Airport(s) which require an investment of INR 5 Crores or more for rehabilitation / upgradation of infrastructure (airside or the terminal building) to make such RCS Airport(s) operational / suitable for proposed RCS Flight operations, the Selected Airline Operator shall be required to submit an Additional Performance Guarantee for an amount of INR One Crore (INR 1,00,00,000/-) to the Implementing Agency.
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)

Enclosure-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 Bikaner (Nal)	June, 2017	404	ATR 72-600	70	35	35	7	Yes
Bikaner (Nal) to IGI Airport Delhi	June, 2017	389	ATR 72-600	70	35	35	7	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 Bikaner (Nal)	3,790	2,250
Airline Allied Services Limited	Bikaner (Nal) to IGI Airport Delhi	3,700	2,170