



LETTER OF AWARD

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

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

To,  
Airodisha Aviation Pvt Ltd  
Plot No.353/324, Kolathia Square  
Aiginia, Bhubaneswar-751020

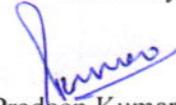
Sir,

**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 network of IGI Airport Delhi -> Gwalior -> Lucknow -> Gorakhpur -> Lucknow -> Gwalior -> IGI Airport Delhi -> Kanpur(Chakeri) -> Varanasi -> Kanpur(Chakeri) -> IGI Airport Delhi -> Dehradun -> 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, and your letter vide AOAPL/ADMIN/BBI/02, AOAPL/ADMIN/BBI/03 and AOAPL/ADMIN/BBI/04, dated 23.03.2017
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. 38,79,960 (Rupees Thirty Eight Lakhs Seventy Nine Thousand Nine Hundred Sixty 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 September 2017 after signing of the Selected Airline Operator Agreement.
  - b. You shall operate from alternate airport Kanpur (Chakeri) in place of Kanpur (Civil) with 'NO VGF'.
  - c. 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;
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		
Gwalior To Lucknow	September, 2017	270	M 28	18	9	9	7	Yes
Lucknow To Gwalior	September, 2017	270	M 28	18	9	9	7	Yes
Gwalior To IGI Airport Delhi	September, 2017	278	M 28	18	9	9	7	Yes
IGI Airport Delhi To Kanpur(Chakeri)	September, 2017	489	M 28	18	9	9	7	Yes
Kanpur(Civil) To Varanasi	September, 2017	307	M 28	18	9	9	7	Yes
Varanasi To Kanpur(Chakeri)	September, 2017	307	M 28	18	9	9	7	Yes
Kanpur(Civil) to IGI Airport Delhi	September, 2017	493	M 28	18	9	9	7	Yes

2. **Financial Bid**  
{VGF is sought}

<b>Name of the Airline Operator</b>	<b>RCS Route</b>	<b>VGF per RCS Seat (in Rs.)</b>	<b>Maximum Airfare (in Rs.)</b>
Airodisha Aviation Pvt Ltd	Gwalior To Lucknow	Rs. 3,306	Rs. 1,750
Airodisha Aviation Pvt Ltd	Lucknow To Gwalior	Rs. 3,306	Rs. 1,750
Airodisha Aviation Pvt Ltd	Gwalior To IGI Airport Delhi	Rs. 3,360	Rs. 1,830
Airodisha Aviation Pvt Ltd	IGI Airport Delhi To Kanpur(Chakeri)	Rs. 0	Rs. 2,500
Airodisha Aviation Pvt Ltd	Kanpur(Chakeri) To Varanasi	Rs. 3,781	Rs. 1,920
Airodisha Aviation Pvt Ltd	Varanasi To Kanpur(Chakeri)	Rs. 3,781	Rs. 1,920
Airodisha Aviation Pvt Ltd	Kanpur(Chakeri) to IGI Airport Delhi	Rs. 0	Rs. 2,500