



LETTER OF AWARD

Ref. No.: AAI/RCS/AOAPL/2/ 2017

Date: 30th March, 2017

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

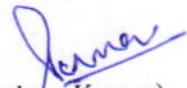
Sir,

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 Bhubaneswar ->Utkela -> Raipur ->Utkela -> Bhubaneswar ->Jeypore -> Bhubaneswar ->Jharsuguda -> Ranchi ->Jharsuguda -> Bhubaneswar -> Rourkela(Sail) -> Bhubaneswar

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, 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. 70,66,902 (Rupees Seventy Lakhs Sixty Six Thousand Nine Hundred Two 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. 3,00,00,000 (Rupees Three 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:
 - 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. The entire network is awarded to the bidder. However, routes connecting Jharsuguda and Jeypore airports may be operationalized once these airports are ready to undertake operations.
 - c. You shall be granted VGF / exclusivity for a period of three (3) years from the date of the commencement of operations on any route of the network. Further, the bidder shall not be provided VGF for the RCS Route till operations commences on that RCS Route.
 - d. Operations are subject to notifications of concessions by Rourkela (SAIL) PSU Airport Operator as applicable under the Scheme.
 - e. Operations on routes connecting Jharsuguda and Jeypore airports may be operationalized once these airports are ready to undertake operations.
 - f. 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 Three Crore (INR 3,00,00,000/-) to the Implementing Agency. (Jeypore, Utkela & Jharsuguda airports)
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		
Bhubaneswar To Utkela	September, 2017	276	M 28	18	9	9	7	Yes
Utkela To Raipur	September, 2017	193	M 28	18	9	9	7	Yes
Raipur To Utkela	September, 2017	193	M 28	18	9	9	7	Yes
Utkela To Bhubaneswar	September, 2017	276	M 28	18	9	9	7	Yes
Bhubaneswar To Jeypore	September, 2017	376	M 28	18	9	9	7	Yes
Jeypore To Bhubaneswar	September, 2017	376	M 28	18	9	9	7	Yes
Bhubaneswar To Jharsuguda	September, 2017	259	M 28	18	9	9	7	Yes
Jharsuguda To Ranchi	September, 2017	228	M 28	18	9	9	7	Yes
Ranchi To Jharsuguda	September, 2017	228	M 28	18	9	9	7	Yes
Jharsuguda To Bhubaneswar	September, 2017	259	M 28	18	9	9	7	Yes
Bhubaneswar To Rourkela(Sail)	September, 2017	350	M 28	18	9	9	7	Yes
Rourkela(Sail) To Bhubaneswar	September, 2017	350	M 28	18	9	9	7	Yes

2. Financial Bid