



LETTER OF AWARD

Ref. No.: AAI/RCS/AOAPL/3/ 2017

Date: 30th March, 2017

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

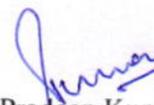
Sir,

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 Raipur ->Bilaspur ->Ambikapur ->Bilaspur -> Raipur ->Jharsuguda -> Raipur ->Raigarh(Jindal) ->Raipur ->Jagdarpur -> Vishakhapatnam ->Jagdarpur -> Raipur

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. 50,25,695 (Rupees Fifty Lakhs Twenty Five Thousand Six Hundred Ninety Five 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:
- 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. Operations on routes connecting Jharsuguda airport may be operationalized once these airports are ready to undertake operations.
 - c. Operations are subject to;
 - Notifications of concessions by private operators / PSUs as applicable under the Scheme – Ambikapur and Raigarh airport
 - Written consent from Ministry of Defence to provide concessions /supports by airport operator for Vishakhapatnam airport
 - d. 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. (Ambikapur, Bilaspur and Jagdalpur)
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 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		
Bilaspur To Ambikapur	September, 2017	159	M 28	18	9	9	7	Yes
Ambikapur To Bilaspur	September, 2017	159	M 28	18	9	9	7	Yes
Raipur To Jharsuguda	September, 2017	250	M 28	18	9	9	7	Yes
Jharsuguda To Raipur	September, 2017	250	M 28	18	9	9	7	Yes
Raipur To Raigarh(Jindal)	September, 2017	178	M 28	18	9	9	7	Yes
Raigarh(Jindal) To Raipur	September, 2017	187	M 28	18	9	9	7	Yes
Raipur To Jagdalpur	September, 2017	245	M 28	18	9	9	7	Yes
Jagdalpur To Vishakhapatnam	September, 2017	202	M 28	18	9	9	7	Yes
Vishakhapatnam To Jagdalpur	September, 2017	202	M 28	18	9	9	7	Yes
Jagdalpur To Raipur	September, 2017	235	M 28	18	9	9	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.)
Airodisha Aviation Pvt Ltd	Bilaspur To Ambikapur	Rs. 2,347	Rs. 1,420
Airodisha Aviation Pvt Ltd	Ambikapur To Bilaspur	Rs. 2,347	Rs. 1,420
Airodisha Aviation Pvt Ltd	Raipur To Jharsuguda	Rs. 3,059	Rs. 1,670
Airodisha Aviation Pvt Ltd	Jharsuguda To Raipur	Rs. 3,059	Rs. 1,670
Airodisha Aviation Pvt Ltd	Raipur To Raigarh(Jindal)	Rs. 2,347	Rs. 1,420
Airodisha Aviation Pvt Ltd	Raigarh(Jindal) To Raipur	Rs. 2,347	Rs. 1,420
Airodisha Aviation Pvt Ltd	Raipur To Jagdalpur	Rs. 3,059	Rs. 1,670
Airodisha Aviation Pvt Ltd	Jagdalpur To Vishakhapatnam	Rs. 2,831	Rs. 1,580
Airodisha Aviation Pvt Ltd	Vishakhapatnam To Jagdalpur	Rs. 2,920	Rs. 1,580
Airodisha Aviation Pvt Ltd	Jagdalpur To Raipur	Rs. 3,156	Rs. 1,670