



LETTER OF AWARD

Ref. No.: AAI/RCS/AOAPL/4/ 2017

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

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

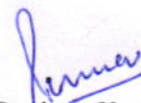
Sir,

**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 Ahmedabad -> Bhavnagar -> Surat -> Bhavnagar -> Ahmedabad ->Mundra -> Ahmedabad -> Jamnagar -> Ahmedabad ->Mithapur(Dwarka) -> Ahmedabad ->Diu -> Ahmedabad**

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. 60,23,094 (Rupees Sixty Lakhs Twenty Three Thousand Ninety Four 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 within six (6) months of the signing of the Selected Airline Operator Agreement.
  - b. Bidder is an NSOP holder and need to obtain SCO permit within a period of 6 months from the signing of contract
  - c. Operations are subject to;  
-Notifications of concessions by private operators as applicable under the Scheme – Mithapur airport  
- Written consent from Ministry of Defence for Jamnagar
  - 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 One Crore (INR 1,00,00,000/-) to the Implementing Agency. (Mithapur Airport)
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 Seats per RCS Flight and Number of Non-RCS Seats per RCS Flight		Number of RCS Flights per week	VGF Sought (Yes or No)
					Number of RCS Seats	Number of Non-RCS Seats		
Ahmedabad To Bhavnagar	August, 2017	154	M 28	18	9	9	7	Yes
Bhavnagar To Ahmedabad	August, 2017	154	M 28	18	9	9	7	Yes
Ahmedabad To Mundra	August, 2017	294	M 28	18	9	9	7	Yes
Mundra To Ahmedabad	August, 2017	295	M 28	18	9	9	7	Yes
Ahmedabad To Jamnagar	August, 2017	272	M 28	18	9	9	7	Yes
Jamnagar To Ahmedabad	August, 2017	272	M 28	18	9	9	7	Yes
Ahmedabad To Mithapur(Dwarka)	August, 2017	382	M 28	18	9	9	7	Yes
Mithapur(Dwarka) To Ahmedabad	August, 2017	382	M 28	18	9	9	7	Yes
Ahmedabad To Diu	August, 2017	328	M 28	18	9	9	7	Yes
Diu To Ahmedabad	August, 2017	322	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	Ahmedabad To Bhavnagar	Rs. 2,347	Rs. 1,420
Airodisha Aviation Pvt Ltd	Bhavnagar To Ahmedabad	Rs. 2,347	Rs. 1,420
Airodisha Aviation Pvt Ltd	Ahmedabad To Mundra	Rs. 3,544	Rs. 1,830
Airodisha Aviation Pvt Ltd	Mundra To Ahmedabad	Rs. 3,544	Rs. 1,830
Airodisha Aviation Pvt Ltd	Ahmedabad To Jamnagar	Rs. 3,306	Rs. 1,750
Airodisha Aviation Pvt Ltd	Jamnagar To Ahmedabad	Rs. 3,306	Rs. 1,750
Airodisha Aviation Pvt Ltd	Ahmedabad To Mithapur(Dwarka)	Rs. 4,541	Rs. 2,170
Airodisha Aviation Pvt Ltd	Mithapur(Dwarka) To Ahmedabad	Rs. 4,541	Rs. 2,170
Airodisha Aviation Pvt Ltd	Ahmedabad To Diu	Rs. 4,019	Rs. 2,000
Airodisha Aviation Pvt Ltd	Diu To Ahmedabad	Rs. 3,781	Rs.1,920