



**LETTER OF AWARD**

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

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

To,  
Deccan Charters Pvt Ltd  
Jakkur, Aerodrome,  
Bellary Road,  
Bangalore-560064

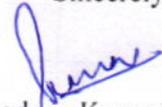
Sir,

**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 -> Pantnagar -> Dehradun -> Pantnagar -> IGI Airport Delhi -> Kullu (Bhuntar) -> IGI Airport Delhi -> Shimla -> IGI Airport Delhi -> Ludhiana -> IGI Airport Delhi -> Agra -> 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, your letter No. Deccan/RCS/CC/1/2017 23.03.2017 and Deccan/RCS/002/2017 dated 23.03.2017
2. Your proposal has been accepted by 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. 42,89,645 (Rupees Forty Two Lakhs Eighty Nine Thousand Six Hundred Forty 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 August, 2017 after signing of the Selected Airline Operator Agreement.
  - b. Operations are subject to;
    - signing of MOU by the state of Punjab
    - written consent from JVC Airport Operator, to provide concessions /supports by the airport operator under the Scheme
    - Written consent from Ministry of Defense to provide -concessions /supports by airport operator for Agra
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 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		
Pantnagar To Dehradun	August, 2017	180	M 28	18	9	9	7	Yes
Dehradun To Pantnagar	August, 2017	180	M 28	18	9	9	7	Yes
IGI Airport Delhi To Shimla	August, 2017	313	M 28	18	9	9	7	Yes
Shimla To IGI Airport Delhi	August, 2017	313	M 28	18	9	9	7	Yes
IGI Airport Delhi To Ludhiana	August, 2017	346	M 28	18	9	9	7	Yes
Ludhiana To IGI Airport Delhi	August, 2017	346	M 28	18	9	9	7	Yes
IGI Airport Delhi To Agra	August, 2017	182	M 28	18	9	9	7	Yes
Agra To IGI Airport Delhi	August, 2017	194	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>
Deccan Charters Pvt Ltd	Pantnagar To Dehradun	Rs. 2,594	Rs. 1,500
Deccan Charters Pvt Ltd	Dehradun To Pantnagar	Rs. 2,594	Rs. 1,500
Deccan Charters Pvt Ltd	IGI Airport Delhi To Shimla	Rs. 3,440	Rs. 1,920
Deccan Charters Pvt Ltd	Shimla To IGI Airport Delhi	Rs. 3,440	Rs. 1,920
Deccan Charters Pvt Ltd	IGI Airport Delhi To Ludhiana	Rs. 3,530	Rs. 2,000
Deccan Charters Pvt Ltd	Ludhiana To IGI Airport Delhi	Rs. 3,530	Rs. 2,000
Deccan Charters Pvt Ltd	IGI Airport Delhi To Agra	Rs. 2,594	Rs. 1,500
Deccan Charters Pvt Ltd	Agra To IGI Airport Delhi	Rs. 2,594	Rs. 1,500