



LETTER OF AWARD

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

Date: 30th March, 2017

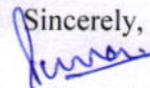
To,
Deccan Charters-Pvt Ltd
Jakkur, Aerodrome,
Bellary Road,
Bangalore-560064

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 Kolkata -> Cooch Behar -> Kolkata -> Jamshedpur -> Kolkata -> Rourkela(Sail) -> Kolkata ->Andal(Durgapur) ->Bagdogra ->Andal(Durgapur) -> Kolkata ->Burnpur -> Kolkata

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, your letter No. Deccan/RCS/001/2017 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. 64,72,482 (Rupees Sixty Four Lakhs Seventy Two Thousand Four Hundred Eighty 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. 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:
- Operations to be commenced on the routes of this proposal in the month of July, 2017 after signing of the Selected Airline Operator Agreement.
 - Operations are subject to notifications of concessions by PSU operators as applicable under the Scheme- Burnpur and Rourkela
 - 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. (Burnpur 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

- OSD to Chairman AAI,
- PS to Member (Planning), AAI
- OSD to Member (Finance), AAI
- OSD to Member (HR), AAI
- OSD to Member (ANS), AAI
- OSD to Member (OPS), AAI
- Executive Director (RCS), AAI
- General Manager (Finance),RCS, AAI
- Joint General Manager (ATM -RCS), AAI
- 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		
Kolkata To Cooch Behar	July, 2017	419	M 28	18	9	9	7	Yes
Cooch Behar To Kolkata	July, 2017	430	M 28	18	9	9	7	Yes
Kolkata To *Jamshedpur	July, 2017	233	M 28	18	9	9	7	Yes
*Jamshedpur To Kolkata	July, 2017	233	M 28	18	9	9	7	Yes
Kolkata To Rourkela(Sail)	July, 2017	385	M 28	18	9	9	7	Yes
Rourkela(Sail) To Kolkata	July, 2017	385	M 28	18	9	9	7	Yes
Andal(Durgapur) To Bagdogra	July, 2017	365	M 28	18	9	9	7	Yes
Bagdogra To Andal(Durgapur)	July, 2017	365	M 28	18	9	9	7	Yes
Kolkata To Burnpur	July, 2017	183	M 28	18	9	9	7	Yes
Burnpur To Kolkata	July, 2017	183	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.)
Deccan Charters Pvt Ltd	Kolkata To Cooch Behar	Rs. 4,731	Rs. 2,250
Deccan Charters Pvt Ltd	Cooch Behar To Kolkata	Rs. 4,969	Rs. 2,330
Deccan Charters Pvt Ltd	Kolkata To *Jamshedpur	Rs. 3,059	Rs. 1,670
Deccan Charters Pvt Ltd	*Jamshedpur To Kolkata	Rs. *3,059	Rs. 1,670
Deccan Charters Pvt Ltd	Kolkata To Rourkela(Sail)	Rs. 4,494	Rs. 2,170
Deccan Charters Pvt Ltd	Rourkela(Sail) To Kolkata	Rs. 4,494	Rs. 2,170
Deccan Charters Pvt Ltd	Andal(Durgapur) To Bagdogra	Rs. 4,256	Rs. 2,080
Deccan Charters Pvt Ltd	Bagdogra To Andal(Durgapur)	Rs. 4,256	Rs. 2,080
Deccan Charters Pvt Ltd	Kolkata To Burnpur	Rs. 2,594	Rs. 1,500
Deccan Charters Pvt Ltd	Burnpur To Kolkata	Rs. 2,594	Rs. 1,500

*Kolkata To Jamshedpur and Jamshedpur To Kolkata which are overlapping with the Route Proposal submitted by SpiceJet Limited '(with No VGF)' with proposed aircraft Q-400. However feasibility report for extension of runway for operation of the proposed aircraft from the airport operator, State Government shall be sought. If it is feasible to make airport suitable for operation of Q-400 and Spice Jet operates the flight, you shall match for: NO VGF for the routes of:

- Kolkata to Jamshedpur
- Jamshedpur to Kolkata

•In case, it is not feasible to upgrade the airport for operation of Q-400 aircraft. In such an event the bid matching may not be required.