



LETTER OF AWARD

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

Date: 30th March, 2017

To,
Turbo Megha Airways Private Limited
H.NO.1-11-256, Street No. 1
Wall Street Plaza
Prakash Nagar
Hydrabad-500016

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 Hyderabad(Shamshabad) -> Vijayawada -> Kadapa -> Chennai -> Salem -> Chennai -> Mysore(Mandacally) -> Chennai -> Kadapa -> Vijayawada -> Hyderabad(Shamshabad)

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 letters 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. 177,38,343 (Rupees One Crore Seventy Seven Lakhs Thirty Eight Thousand Three Hundred Forty Three 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 September, 2017 after signing of the Selected Airline Operator Agreement.
 - Operations are subject to:
 - signing of MOU by the state of Karnataka and Tamil Nadu
 - written consent from JVC Airport Operator, to provide concessions/supports under the Scheme
 - 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.
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		
Vijayawada To Kadapa	September, 2017	346	ATR 72	72	36	36	7	Yes
Kadapa To Chennai	September, 2017	260	ATR 72	72	36	36	7	Yes
Chennai To Salem	September, 2017	304	ATR 72	72	36	36	7	Yes
Salem To Chennai	September, 2017	269	ATR 72	72	36	36	7	Yes
Chennai To Mysore(Mandalaly)	September, 2017	428	ATR 72	72	36	36	7	Yes
Mysore(Mandalaly) To Chennai	September, 2017	428	ATR 72	72	36	36	7	Yes
Chennai To Kadapa	September, 2017	228	ATR 72	72	36	36	7	Yes
Kadapa To Vijayawada	September, 2017	313	ATR 72	72	36	36	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.)
Turbo Megha Airways Private Limited	Vijayawada To Kadapa	3,519	2,000
Turbo Megha Airways Private Limited	Kadapa To Chennai	3,249	1,750
Turbo Megha Airways Private Limited	Chennai To Salem	3,060	1,920
Turbo Megha Airways Private Limited	Salem To Chennai	3,060	1,750
Turbo Megha Airways Private Limited	Chennai To Mysore(Mandacally)	3,816	2,330
Turbo Megha Airways Private Limited	Mysore(Mandacally) To Chennai	3,816	2,330
Turbo Megha Airways Private Limited	Chennai To Kadapa	3,059	1,670
Turbo Megha Airways Private Limited	Kadapa To Vijayawada	3,420	1,920