



LETTER OF AWARD

Ref. No.: AAI/RCS-2/Zoom Air/1/ 2018

Date: 24th January, 2018

To,

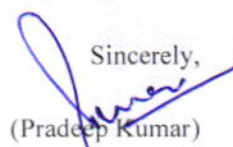
M/s. Zexus Air Service Private Limited
148-149, Centrum Plaza Golf Course Road
Sector 53, DLF Phase V,
Gurugram. Haryan 122 002.

Subject: Letter of Award ("LOA") for the selected airline operator under the Regional Connectivity Scheme ("RCS") - UDAN in 2nd round of bidding cycle for operation of RCS Flights on RCS of Routes/ Network of ; "Kolkata- Jorhat- Passighat- Jorhat- Kolkata" [Fixed-wing]

Sir(s),

1. This is with reference to your Initial Proposal (Last date of submission 09/11/2017) 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 24th August, 2017 and corrigendum/Revised 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 mail/letter dated 19/01/2018 .
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"); and
 - b) Performance Guarantee, in the format prescribed in Annexure-VI of the NIP, for an amount equivalent to Rs. 23,65,621/- (Twenty Three Lakh Sixty Five Thousand Six Hundred Twenty One Only) on or before the execution of the SAOA.
4. The actions specified in paragraph 3 above, are required to be completed within 30 (Thirty) days of the date set out herein above.
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 6(six) months from the date of issue;
 - b) Operations of RCS flights is subject to the consent of airport operator like Defence, PSU and Private to provide concessions /supports by airport operator under the Scheme;

- c) Indexation for Airfare Cap & Maximum Airfare and VGF Cap & VGF sought for RCS seat shall be as per RCS Version 2.0, September, 2017 (base quarter is July-September, 2017);
 - d) It is deemed that SAO has conducted all due diligence (refer para-3.4.3 of the Scheme); and
 - e) Letter of Award is subject to confirmation of Proposal Security BG by the issuing bank.
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**

1. Chairman, Airports Authority of India (e-mail chairman@aai.aero);
2. Joint Secretary(UP), Ministry of Civil Aviation, (e-mail; usha.padhee@nic.in);
3. Director General Civil Aviation, (e-mail; dgca@nic.in) : SAO has been granted three years of exclusivity on RCS Routes as per RCS Version 2.0. Therefore RCS route as per Annexure-A may not be considered to allotment to other airline(s);
4. Director General BCAS (e-mail; dg.bcas@gov.in); and
5. General Manager (IT): May upload the LoA on AAI website.

Annexure-A

Technical and Financial details of RCS Routes/ Network of Selected Airline Operator (SAO)

S.No. Tech Proposal	S.No. Initial Proposal	Name of Selected Airline Operator (SAO)	Type of Proposal (Initial or Counter)	RCS Routes/ Network	Technical Details						Financial Details			Remarks
					RCS Routes	Stage Length (KM)	Seating capacity of the proposed aircraft type	RCS Flight Capacity	No of RCS Seats	No of Flights per week	VGF per RCS Seat sought (INR)	All-inclusive maximum airfare for an RCS Seat (INR)		
44	86	Zoom Air	Initial	Kolkata- Jorhat- Passighat- Jorhat- Kolkata	Kolkata To Jorhat	811	50	50	25	4	0	3470	1. SAO has agreed to match VGF as zero of proposal no. 54 for RCS routes Kolkata- Jorhat- Kolkata. 2. MoD is yet to issue consent for operation of RCS flights from/To Jorhat airport.	
					Jorhat To Passighat	196	50	50	25	4	2619	1490		
					Passighat To Jorhat	196	50	50	25	4	2619	1490		
					Jorhat To Kolkata	811	50	50	25	4	0	3470		



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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"); and
 - b) Performance Guarantee, in the format prescribed in Annexure-VI of the NIP, for an amount equivalent to INR. 22,11,930/- (Twenty Two Lakh Eleven Thousand Nine Hundred Thirty Only) on or before the execution of the SAOA.
4. The actions specified in paragraph 3 above, are required to be completed within 30 (Thirty) days of the date set out herein above.
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 6(six) months from the date of issue;
 - b) Operations of RCS flights is subject to the consent of airport operator like Defence, PSU and Private to provide concessions /supports by airport operator under the Scheme;