



LETTER OF AWARD

Ref. No.: AAI/RCS/AOAPL/1/ 2017

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

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

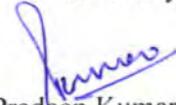
Sir,

**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 IGI Airport Delhi -> Gwalior -> Lucknow -> Gorakhpur -> Lucknow -> Gwalior -> IGI Airport Delhi -> Kanpur(Chakeri) -> Varanasi -> Kanpur(Chakeri) -> IGI Airport Delhi -> Dehradun -> 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, 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. 38,79,960 (Rupees Thirty Eight Lakhs Seventy Nine Thousand Nine Hundred Sixty 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 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 in the month of September 2017 after signing of the Selected Airline Operator Agreement.
  - b. You shall operate from alternate airport Kanpur (Chakeri) in place of Kanpur (Civil) with 'NO VGF'.
  - c. Operations are subject to the written consent from (i) Ministry of Defence; and (ii) JVC Airport Operator, to provide concessions /supports by airport operator under the Scheme;
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 Flights per week	VGF Sought (Yes or No)
					Number of RCS Seats	Number of Non-RCS Seats		
Gwalior To Lucknow	September, 2017	270	M 28	18	9	9	7	Yes
Lucknow To Gwalior	September, 2017	270	M 28	18	9	9	7	Yes
Gwalior To IGI Airport Delhi	September, 2017	278	M 28	18	9	9	7	Yes
IGI Airport Delhi To Kanpur(Chakeri)	September, 2017	489	M 28	18	9	9	7	Yes
Kanpur(Civil) To Varanasi	September, 2017	307	M 28	18	9	9	7	Yes
Varanasi To Kanpur(Chakeri)	September, 2017	307	M 28	18	9	9	7	Yes
Kanpur(Civil) to IGI Airport Delhi	September, 2017	493	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	Gwalior To Lucknow	Rs. 3,306	Rs. 1,750
Airodisha Aviation Pvt Ltd	Lucknow To Gwalior	Rs. 3,306	Rs. 1,750
Airodisha Aviation Pvt Ltd	Gwalior To IGI Airport Delhi	Rs. 3,360	Rs. 1,830
Airodisha Aviation Pvt Ltd	IGI Airport Delhi To Kanpur(Chakeri)	Rs. 0	Rs. 2,500
Airodisha Aviation Pvt Ltd	Kanpur(Chakeri) To Varanasi	Rs. 3,781	Rs. 1,920
Airodisha Aviation Pvt Ltd	Varanasi To Kanpur(Chakeri)	Rs. 3,781	Rs. 1,920
Airodisha Aviation Pvt Ltd	Kanpur(Chakeri) to IGI Airport Delhi	Rs. 0	Rs. 2,500



LETTER OF AWARD

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

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

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

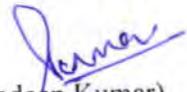
Sir,

**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 Bhubaneswar ->Utkela -> Raipur ->Utkela -> Bhubaneswar ->Jeypore -> Bhubaneswar ->Jharsuguda -> Ranchi ->Jharsuguda -> Bhubaneswar -> Rourkela(Sail) -> Bhubaneswar**

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. 70,66,902 (Rupees Seventy Lakhs Sixty Six Thousand Nine Hundred 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. 3,00,00,000 (Rupees Three 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 September 2017 after signing of the Selected Airline Operator Agreement.
  - b. The entire network is awarded to the bidder. However, routes connecting Jharsuguda and Jeypore airports may be operationalized once these airports are ready to undertake operations.
  - c. You shall be granted VGF / exclusivity for a period of three (3) years from the date of the commencement of operations on any route of the network. Further, the bidder shall not be provided VGF for the RCS Route till operations commences on that RCS Route.
  - d. Operations are subject to notifications of concessions by Rourkela (SAIL) PSU Airport Operator as applicable under the Scheme.
  - e. Operations on routes connecting Jharsuguda and Jeypore airports may be operationalized once these airports are ready to undertake operations.
  - f. 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 Three Crore (INR 3,00,00,000/-) to the Implementing Agency. (Jeypore, Utkela & Jharsuguda airports)
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 Flights per week	VGF Sought (Yes or No)
					Number of RCS Seats	Number of Non-RCS Seats		
Bhubaneswar To Utkela	September, 2017	276	M 28	18	9	9	7	Yes
Utkela To Raipur	September, 2017	193	M 28	18	9	9	7	Yes
Raipur To Utkela	September, 2017	193	M 28	18	9	9	7	Yes
Utkela To Bhubaneswar	September, 2017	276	M 28	18	9	9	7	Yes
Bhubaneswar To Jeypore	September, 2017	376	M 28	18	9	9	7	Yes
Jeypore To Bhubaneswar	September, 2017	376	M 28	18	9	9	7	Yes
Bhubaneswar To Jharsuguda	September, 2017	259	M 28	18	9	9	7	Yes
Jharsuguda To Ranchi	September, 2017	228	M 28	18	9	9	7	Yes
Ranchi To Jharsuguda	September, 2017	228	M 28	18	9	9	7	Yes
Jharsuguda To Bhubaneswar	September, 2017	259	M 28	18	9	9	7	Yes
Bhubaneswar To Rourkela(Sail)	September, 2017	350	M 28	18	9	9	7	Yes
Rourkela(Sail) To Bhubaneswar	September, 2017	350	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.)
Airodisha Aviation Pvt Ltd	Bhubaneshwar To Utkela	3,543	1,830
Airodisha Aviation Pvt Ltd	Utkela To Raipur	2,593	1,500
Airodisha Aviation Pvt Ltd	Raipur To Utkela	2,593	1,500
Airodisha Aviation Pvt Ltd	Utkela To Bhubaneshwar	3,544	1,830
Airodisha Aviation Pvt Ltd	Bhubaneshwar To Jeypore	4,541	2,170
Airodisha Aviation Pvt Ltd	Jeypore To Bhubaneshwar	4,541	2,170
Airodisha Aviation Pvt Ltd	Bhubaneshwar To Jharsuguda	3,306	1,750
Airodisha Aviation Pvt Ltd	Jharsuguda To Ranchi	3,059	1,670
Airodisha Aviation Pvt Ltd	Ranchi To Jharsuguda	3,059	1,670
Airodisha Aviation Pvt Ltd	Jharsuguda To Bhubaneshwar	3,306	1,750
Airodisha Aviation Pvt Ltd	Bhubaneshwar To Rourkela(Sail)	4,019	2,000
Airodisha Aviation Pvt Ltd	Rourkela(Sail) To Bhubaneshwar	4,019	2,000



LETTER OF AWARD

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

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

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

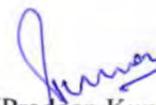
Sir,

**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 Raipur ->Bilaspur ->Ambikapur ->Bilaspur -> Raipur ->Jharsuguda -> Raipur ->Raigarh(Jindal) ->Raipur ->Jagdalpur -> Vishakhapatnam ->Jagdalpur -> Raipur**

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. 50,25,695 (Rupees Fifty Lakhs Twenty Five Thousand Six Hundred Ninety 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 September 2017 after signing of the Selected Airline Operator Agreement
  - b. Operations on routes connecting Jharsuguda airport may be operationalized once these airports are ready to undertake operations.
  - c. Operations are subject to;
    - Notifications of concessions by private operators / PSUs as applicable under the Scheme – Ambikapur and Raigarh airport
    - Written consent from Ministry of Defence to provide concessions /supports by airport operator for Vishakhapatnam airport
  - 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 Three Crore (INR 3,00,00,000/-) to the Implementing Agency. (Ambikapur, Bilaspur and Jagdalpur)
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		
Bilaspur To Ambikapur	September, 2017	159	M 28	18	9	9	7	Yes
Ambikapur To Bilaspur	September, 2017	159	M 28	18	9	9	7	Yes
Raipur To Jharsuguda	September, 2017	250	M 28	18	9	9	7	Yes
Jharsuguda To Raipur	September, 2017	250	M 28	18	9	9	7	Yes
Raipur To Raigarh(Jindal)	September, 2017	178	M 28	18	9	9	7	Yes
Raigarh(Jindal) To Raipur	September, 2017	187	M 28	18	9	9	7	Yes
Raipur To Jagdalpur	September, 2017	245	M 28	18	9	9	7	Yes
Jagdalpur To Vishakhapatnam	September, 2017	202	M 28	18	9	9	7	Yes
Vishakhapatnam To Jagdalpur	September, 2017	202	M 28	18	9	9	7	Yes
Jagdalpur To Raipur	September, 2017	235	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	Bilaspur To Ambikapur	Rs. 2,347	Rs. 1,420
Airodisha Aviation Pvt Ltd	Ambikapur To Bilaspur	Rs. 2,347	Rs. 1,420
Airodisha Aviation Pvt Ltd	Raipur To Jharsuguda	Rs. 3,059	Rs. 1,670
Airodisha Aviation Pvt Ltd	Jharsuguda To Raipur	Rs. 3,059	Rs. 1,670
Airodisha Aviation Pvt Ltd	Raipur To Raigarh(Jindal)	Rs. 2,347	Rs. 1,420
Airodisha Aviation Pvt Ltd	Raigarh(Jindal) To Raipur	Rs. 2,347	Rs. 1,420
Airodisha Aviation Pvt Ltd	Raipur To Jagdalpur	Rs. 3,059	Rs. 1,670
Airodisha Aviation Pvt Ltd	Jagdalpur To Vishakhapatnam	Rs. 2,831	Rs. 1,580
Airodisha Aviation Pvt Ltd	Vishakhapatnam To Jagdalpur	Rs. 2,920	Rs. 1,580
Airodisha Aviation Pvt Ltd	Jagdalpur To Raipur	Rs. 3,156	Rs. 1,670



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

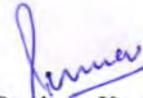
Sir,

**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



LETTER OF AWARD

Ref. No.: AAI/RCS/AOAPL/5/ 2017

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

To,

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

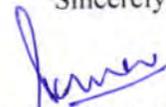
Sir,

**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 Chennai -> Pondicherry -> Salem -> Bangalore Airport -> Salem -> Pondicherry -> Chennai -> Neyveli -> Chennai -> Kadapa -> Bangalore Airport -> Kadapa -> Chennai -> Mysore(Mandacally) -> Chennai**

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 have 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. 57,89,645 (Rupees Fifty Seven 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 within six (6) months of the signing of the Selected Airline Operator Agreement.
  - b. Operations are subject to;
    - signing of MOU by the state of Tamil Nadu & Karnataka
    - written consent from JVC Airport Operator, to provide concessions/supports by the airport operator under the Scheme
  - c. 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. (Neyveli 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 Flights per week	VGF Sought (Yes or No)
					Number of RCS Seats	Number of Non-RCS Seats		
Chennai To Pondicherry	September, 2017	161	M 28	18	9	9	7	Yes
Pondicherry To Salem	September, 2017	191	M 28	18	9	9	7	Yes
Salem To Bangalore Airport	September, 2017	187	M 28	18	9	9	7	Yes
Bangalore Airport To Salem	September, 2017	189	M 28	18	9	9	7	Yes
Salem To Pondicherry	September, 2017	191	M 28	18	9	9	7	Yes
Chennai To Neyveli	September, 2017	169	M 28	18	9	9	7	Yes
Neyveli To Chennai	September, 2017	169	M 28	18	9	9	7	Yes
Chennai To Kadapa	September, 2017	228	M 28	18	9	9	7	Yes
Kadapa To Chennai	September, 2017	260	M 28	18	9	9	7	Yes
Chennai To Mysore(Mandalaly)	September, 2017	428	M 28	18	9	9	7	Yes
Mysore(Mandalaly) To Chennai	September, 2017	428	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.)
Airodisha Aviation Pvt Ltd	Chennai To Pondicherry	Rs. 2,347	Rs.1,420
Airodisha Aviation Pvt Ltd	Pondicherry To Salem	Rs. 2,594	Rs.1500
Airodisha Aviation Pvt Ltd	Salem To Bangalore Airport	Rs. 2,347	Rs.1,420
Airodisha Aviation Pvt Ltd	Bangalore Airport To Salem	Rs. 2,594	Rs.1,500
Airodisha Aviation Pvt Ltd	Salem To Pondicherry	Rs. 2,594	Rs.1,500
Airodisha Aviation Pvt Ltd	Chennai To Neyveli	Rs. 2,347	Rs.1,420
Airodisha Aviation Pvt Ltd	Neyveli To Chennai	Rs. 2,347	Rs.1,420
Airodisha Aviation Pvt Ltd	Chennai To Kadapa	Rs. 3,059	Rs.1,670
Airodisha Aviation Pvt Ltd	Kadapa To Chennai	Rs. 3,249	Rs.1,750
Airodisha Aviation Pvt Ltd	Chennai To Mysore(Mandacally)	Rs. 3,816	Rs.2,330
Airodisha Aviation Pvt Ltd	Mysore(Mandacally) To Chennai	Rs. 3,816	Rs.2,330