



LETTER OF AWARD

Ref. No.: AAI/RCS-3/ZOOMAIR/1/2019

Date: 06.09.2019

To,

Zexus Air Service Private
Ltd. 148-149, Centrum Plaza
Golf Course Road Sector 53,
DLF Phase V, Gurugram.
Haryana 122 002.

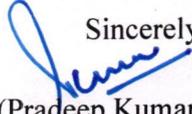
Subject: Letter of Award ("LOA") for the selected airline operator under the Regional Connectivity Scheme ("RCS") - UDAN in 3rd round of bidding for operation of RCS Flights on RCS/ Network of; "Kolkata-Hashimara-Kolkata"

Reference: i. Letter of Intent issued on 25/01/2019 and

Sir(s),

1. This is with reference to your Proposal (Last date of submission; 18/12/2018/28/12/2018) 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 2nd November, 2018 and Corrigendum/Revisions issued from time to time] ("**NiEP**") issued by the Airports Authority of India ("**Authority**"), acting as the implementing agency on behalf of Ministry of Civil Aviation, Government of India.
2. Your proposal has been accepted by the competent authority for above cited RCS Routes/ Network and you have been identified as the Selected Airline Operator (SAO). Letter of Intent issued on 25/01/2019 may be referred.
3. Under the terms of the NiEP, 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 18,74,406/- (Rupees Eighteen Lakh Seventy Four Thousand Four Hundred Six Only) on or before the execution of the SAO Agreement.
 - c) Additional Performance Guarantee, in the format prescribed in Annexure-VII of the NiEP, for an amount equivalent to INR 1,00,00,000 (Rupees one Crore only) for each RCS airport if estimated cost for upgradation of an RCS Airport is INR 50 Crores and above within 30 days of issue of Letter by Implementing agency in this regards.

- d) You may contact DGM(ATM), RCS for submission of above said documents and signing of SAO Agreement before stipulated time
4. The actions specified in paragraph 3 above, are required to be completed within 6(six) months from issue the date of issue of letter of Intent.
5. Additionally, please note the following remarks pertaining to the proposal submitted by you:
- SAO shall commence RCS flights of this proposal within 6(six) months from the date of issue of LOI unless extension is granted by Implementing Agency.
 - Commencement of RCS flights is subject to the consent of airport operator like; Defence, PSU and Private to provide the concessions /supports under the Scheme;
 - Indexation for Airfare Cap & Maximum Airfare and VGF Cap &VGF sought, for each RCS seat shall be applicable as per RCS Version 3.0, October, 2018
 - It is deemed that SAO has conducted all due diligence (refer para- 3.4.3 of the Scheme); and
 - LoA 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

Copy to:

- Chairman, Airports Authority of India, (e-mail chairman@aai.aero);
- Joint Secretary(UP), Ministry of Civil Aviation, (e-mail; usha.padhee@nic.in);
- Director General Civil Aviation, (e-mail; dgca@nic.in) : SAO has been granted three years of exclusivity on RCS Routes as per RCS Version 3.0. Therefore, RCS route as per Annexure-A, may not be considered to allotment to other airline(s);
- Director General BCAS (e-mail; dg.bcas@gov.in);
- General Manager (IT) may upload the LoA on AAI website.

Annexure-A

Technical Details									Financial Details			
Sr No	Network	Applicant - Initial / Counter Bidder	RCS Routes	Stage Length (KM)	Seating capacity of the proposed aircraft type	RCS Flight Capacity	No of RCS Seats	No of Flights per week	Applicable VGF Cap	VGF per RCS Seat sought (Rs)	All-inclusive maximum airfare for an RCS Seat (Rs)	Applicable Airfare Cap
37	“Kolkata-Hashimara Kolkata” [Fixed-wing]	Initial	Kolkata To Hashimara	480	50	50	25	3	4,793	4,793	2,645	2,645
			Hashimara To Kolkata	480	50	50	25	3	4,793	4,793	2,645	2,645



LETTER OF AWARD

Ref. No.: AAI/RCS-3/ZOOMAIR/2/2019

Date: 06.09.2019

To,

Zexus Air Service Private
Ltd. 148-149, Centrum Plaza
Golf Course Road Sector 53,
DLF Phase V, Gurugram.
Haryana 122 002

Subject: Letter of Award ("LOA") for the selected airline operator under the Regional Connectivity Scheme ("RCS") - UDAN in 3rd round of bidding for operation of RCS Flights on RCS/ Network of; "Lucknow-Ambala-Srinagar-Hindan-Srinagar-Ambala-Lucknow"

Reference: i. Letter of Intent issued on 25/01/2019

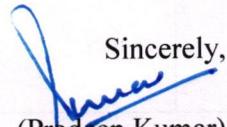
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 - a) Duly executed Selected Airline Operator Agreement in the format prescribed in Annexure-X of the NIP ("**SAOA**"); and
 - b) Performance Guarantee, in the format prescribed in Annexure-VI of the NIP, for an amount equivalent to INR 1,42,77,888/- (Rupees One Crore Forty Two Lakh Seventy Seven Thousand Eight Hundred Eighty Eight Only) on or before the execution of the SAO Agreement.
 - c) Additional Performance Guarantee, in the format prescribed in Annexure-VII of the NiEP, for an amount equivalent to INR 1,00,00,000 (Rupees one Crore only) for each RCS airport if estimated cost for upgradation of an RCS Airport is INR 50 Crores and above within 30 days of issue of Letter by Implementing agency in this regards.

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Sincerely,



(Pradeep Kumar)

General Manager (Engg.-RCS)
For and on behalf of the Chairman
Airports Authority of India

Enclosure:-Annexure-A

Copy to:

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 3.0. Therefore, RCS route as per Annexure-A, may not be considered to allotment to other airline(s);
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Annexure-A

Technical Details									Financial Details			
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86	Lucknow Ambala Srinagar Hindan Srinagar Ambala Lucknow [Fixed-wing]	Initial	Lucknow To Ambala	568	50	50	25	7	5,186	5,186	2,837	2,837
			Ambala To Srinagar	459	50	50	25	7	4,679	4,679	2,560	2,560
			Srinagar To Hindan	723	50	50	25	7	5,782	5,782	3,413	3,413
			Hindan To Srinagar	707	50	50	25	7	5,782	5,782	3,413	3,413
			Srinagar To Ambala	459	50	50	25	7	4,679	4,679	2,560	2,560
			Ambala To Lucknow	568	50	50	25	7	5,186	5,186	2,837	2,837



LETTER OF AWARD

Ref. No.: AAI/RCS-3/ZOOMAIR/3/2019

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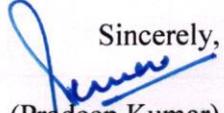
Subject: Letter of Award ("LOA") for the selected airline operator under the Regional Connectivity Scheme ("RCS") - UDAN in 3rd round of bidding for operation of RCS Flights on RCS/ Network of; "Lucknow-Kishangarh-Udaipur-Kishangarh-Jodhpur-Kishangarh-Lucknow"

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 - b) Performance Guarantee, in the format prescribed in Annexure-VI of the NIP, for an amount equivalent to INR 49,43,143/- (Rupees FourtyNine Lakh FourtyThree Thousand One Hundred FourtyThree Only) on or before the execution of the SAO Agreement.

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(Pradeep Kumar)
General Manager (Engg.-RCS)
For and on behalf of the Chairman
Airports Authority of India

Enclosure:-Annexure-A

Copy to:

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- Joint Secretary(UP), Ministry of Civil Aviation, (e-mail; usha.padhee@nic.in);
- Director General Civil Aviation, (e-mail; dgca@nic.in) : SAO has been granted three years of exclusivity on RCS Routes as per RCS Version 3.0. Therefore, RCS route as per Annexure-A, may not be considered to allotment to other airline(s);
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Annexure-A

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66	"Lucknow Kishangarh Udaipur Kishangarh Jodhpur Kishangarh Lucknow" [Fixed-wing]	Initial	Lucknow To Kishangarh	678	50	50	25	3	5,679	5,679	3,317	3,317
			Kishangarh To Udaipur	312	50	50	25	3	4,063	4,063	2,027	2,027
			Udaipur To Kishangarh	264	50	50	25	3	3,847	3,847	1,856	1,856
			Kishangarh To Jodhpur	181	50	50	25	3	3,063	3,063	1,589	1,589
			Jodhpur To Kishangarh	180	50	50	25	3	3,063	3,063	1,589	1,589
			Kishangarh To Lucknow	663	50	50	25	3	5,565	5,565	3,221	3,221



LETTER OF AWARD

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Date: 06.09.2019

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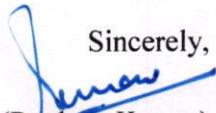
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(Pradeep Kumar)
General Manager (Engg.-RCS)
For and on behalf of the Chairman
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Enclosure:-Annexure-A

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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 3.0. Therefore, RCS route as per Annexure-A, may not be considered to allotment to other airline(s);
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Annexure-A

Technical Details									Financial Details			
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LETTER OF AWARD

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Private Ltd. 148-149,
Centrum Plaza Golf Course
Road Sector 53, DLF Phase
V, Gurugram. Haryana 122

Subject: Letter of Award ("LOA") for the selected airline operator under the Regional Connectivity Scheme ("RCS") - UDAN in 3rd round of bidding for operation of RCS Flights on RCS/ Network of; "Lucknow-Agra-Bhopal-Agra-Indore-Agra-Lucknow"

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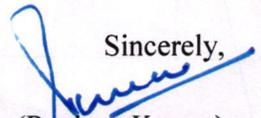
ii. Your e-mail dated 10/01/2019

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Enclosure:-Annexure-A

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			Agra To Bhopal	446	50	50	25	7	4,576	4,576	2,464	2,464	
			Bhopal To Agra	446	50	50	25	7	4,576	4,576	2,464	2,464	
			Agra To Indore	617	50	50	25	7	5,381	5,381	3,029	3,029	
			Indore To Agra	618	50	50	25	7	5,381	5,381	3,029	3,029	
			Agra To Lucknow	296	50	50	25	7	3,960	2788	1,931	1,931	



भारतीय विमानपत्तन प्राधिकरण
AIRPORTS AUTHORITY OF INDIA
LETTER OF AWARD

Ref. No.: AAI/RCS-3/ZOOMAIR/6/2019

Date: 06.09.2019

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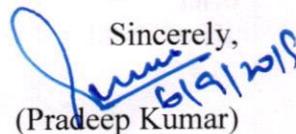
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3. Under the terms of the NIP, you are required to submit the following to the Authority:
 - a) Duly executed Selected Airline Operator Agreement in the format prescribed in Annexure-X of the NIP ("**SAOA**"); and
 - b) Performance Guarantee, in the format prescribed in Annexure-VI of the NIP, for an amount equivalent to INR - 63,78,115/- (Rupees SixtyThree Lakh SeventyEight Thousand One Hundred Fifteen Only) on or before the execution of the SAO Agreement.



- c) You may contact DGM(ATM), RCS for submission of above said documents and signing of SAO Agreement before stipulated time
4. The actions specified in paragraph 3 above, are required to be completed within 6 (six) months from issue the date of issue of letter of Intent.
 5. Additionally, please note the following remarks pertaining to the proposal submitted by you:
 - a) SAO shall commence RCS flights of this proposal within 6(six) months from the date of issue of LOI;
 - b) Commencement of RCS flights is subject to the consent of airport operator like; Defence, PSU and Private to provide the concessions /supports under the Scheme;
 - c) Indexation for Airfare Cap & Maximum Airfare and VGF Cap &VGF sought, for each RCS seat shall be applicable as per RCS Version 3.0, October, 2018
 - d) It is deemed that SAO has conducted all due diligence (refer para- 3.4.3 of the Scheme); and
 - e) LoA 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

Copy to:

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 3.0. 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);
5. General Manager (IT) may upload the LoA on AAI website.

Annexure-A

Network	Applicant - Initial / Counter Bidder	Routes	Technical details						Financial Details			
			Type of Routes	Stage Length (KM)	Seating capacity of the proposed aircraft type	RCS Flight Capacity	No of RCS Seats	No of Flights per week	Applicable VGF Cap	VGF per RCS Seat sought (Rs)	All-inclusive maximum airfare for an RCS Seat (Rs)	Applicable Airfare Cap
Delhi-Agra Jaisalmer- Bikaner Jaisalmer-Agra Delhi [Fixed-wing]	Initial	Delhi To Agra	RCS	182	50	50	25	4	3,063	2500	1,589	1,589
		Agra To Jaisalmer	RCS	729	50	50	25	4	5,885	5,885	3,509	3,509
		Jaisalmer To Bikaner	(TRCS)	263	50	50	25	4	3,847	3,847	1,856	1,856
		Bikaner To Jaisalmer	(TRCS)	263	50	50	25	4	3,847	3,847	1,856	1,856
		Jaisalmer To Agra	RCS	730	50	50	25	4	5,885	5,885	3,509	3,509
		Agra To Delhi	RCS	195	50	50	25	4	3,063	2500	1,589	1,589