



LETTER OF AWARD

Ref. No.: AAI/RCS-2/TAPL/2/ 2018

Date: 24th January, 2018

To,

Turbo Aviation Pvt. Ltd.
Plot No. 22, Gagan Vihar
Colony, Beside Begumpet
Airport, Hyderabad-500 016

Sir,

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/ Network of Hyderabad-Baldota/Koppal-Bangalore Airport-Vellore-Chennai-Vellore Bangalore Airport-Baldota/Koppal-Goa Baldota/Koppal-Hyderabad [Fixed-wing]

1. This is with reference to your Initial Proposal (Last date of submission 11/9/2017) 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.
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 INR 59,97,845/- (Fifty Nine Lakh Ninety Seven Thousand Eight 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 INR 1,00,00,000 (Rupees one Crore only) for each RCS airport (Baldota/Koppal & Vellore) 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 issuance of LOA or readiness i/c licensing of RCS airports (*Baldota/Koppal, Vellore*) **whichever is later**.
 - b. Operations at RCS airport is subject to the written consent from airport operator like Defence, PSU and Private to provide concessions /supports by airport operator under the Scheme;
 - c. Cost of up-gradation/ development at each RCS airports (i.e *Baldota/Koppal & Vellore*) for commencement of RCS flights is more than INR 5.00 Crores. SAO shall also submit Additional Performance Guarantee amounting INR 1.00 Crore for each RCS airport.
 - d. 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);
 - e. It is deemed that SAO has conducted all due diligence (refer para-3.4.3 of the Scheme).
 - f. The award letter 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) the 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)

Annexure-A

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

S.No. Tech. Proposal	S.No. Initial Proposal	Selected Airline Operator (SAO)	Type of proposal Initial / Counter	RCS Route /Network	Technical Details						Financial Details			Remarks
					RCS Route	Stage Length (KM)	Seating capacity of the proposed aircraft	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)		
1	2	3	4	5	6	7	8	9	10	11	12	13	14	
					Hyderabad To Baldota/Koppal	313	19	19	9	7	4060	1900		
					Baldota/Koppal To Bangalore Airport	328	19	19	9	7	4310	1980		
					Bangalore To Vellore	157	19	19	9	7	2490	1410		
					Vellore To Chennai	124	19	19	9	7	1700	1410		
					Chennai To Vellore	120	19	19	9	7	1700	1410		
					Vellore To Bangalore Airport	176	19	19	9	7	2750	1490		
					Bangalore To Baldota/Koppal	309	19	19	9	7	4060	1900		
					Baldota/Koppal To Goa	285	19	19	9	7	3800	1810		
					Goa To Baldota/Koppal	259	19	19	9	7	3530	1740		
					Baldota/Koppal To Hyderabad	354	19	19	9	7	4580	2060		
105	94	Turbo Aviation Pvt Ltd.	Initial	Hyderabad Baldota/Koppal Bangalore Vellore Chennai Vellore Bangalore Baldota/Koppal Goa Baldota/Koppal Hyderabad										