



भारतीय विमानपत्तन प्राधिकरण
AIRPORTS AUTHORITY OF INDIA

No.AAI/OPS/GHS/12/B1/2020/76

Date: 19.02.2021

To,

M/s Indo Thai Airport Management Services Pvt. Ltd.
5, JBS Halden Avenue Silver Arcade,
2nd Floor, Room No. 52
Kolkata – 700105.

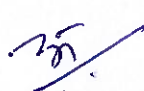
Sub: Letter of Intent (LOIA) for Concession for Ground Handling Services at Sri Guru Ram Dass Jee International Airport, Amritsar to M/s Indo Thai Airport Management Services Pvt. Ltd.

Ref: 1. E-bid invitation no. : 2020_AAI_43717_1 dated 20th February 2020.
2. Your technical bid dated opened on 18.08.2020 and financial bid opened on 21.01.2021 through CPP portal.

Kind Attn: Shri Vikas Ladia, Director, M/s Indo Thai Airport Management Services Pvt. Ltd.

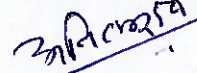
Sir,

1. This has reference to your submission of Bid on 07.08.2020. The Competent Authority is pleased to accept your offer quoted MAG₁ at INR **Rs. 3,87,72,000.00** (Rs Three Crore Eighty-Seven Lakh Seventy-Two Thousand only) inclusive of all taxes except GST for the first year for providing Ground Handling Services at Sri Guru Ram Dass Jee International Airport, Amritsar.
2. This is a non-exclusive Concession for providing Ground Handling services to Amritsar Airport is for a period of 10 years from the Commercial Operations Date (COD). AAI reserves its right to select additional 3rd party ground handling agency through bidding process as and when it deems fit as per Applicable Law.
3. Airports Authority of India ("AAI"), hereby declares M/s Indo Thai Airport Management Services Pvt. Ltd. as the "**Selected Bidder**" (hereby now referred as **You**) within the meaning of the RFP document for the implementation of the Project, subject to the fulfilment of terms and conditions of the RFP document and the Concession Agreement including obtaining of requisite security clearance as per Applicable Laws.
4. You are advised to submit the duplicate copy of LOIA in acknowledgement and acceptance of all the terms and conditions of this LOIA duly signed within 7 (seven) days of issue of this LOIA to Airport Director, Sri Guru Ram Dass Jee International Airport, Amritsar.

5. You shall incorporate a **Special Purpose Vehicle (SPV)** under the (Indian) Companies Act, 2013 (the "**Concessionaire**"), within 30 (thirty) days from the date of issue of LOIA. The SPV is to be registered in Amritsar. For entering into the Concession Agreement with AAI and for performing all its obligations under the RFP document and as the Concessionaire in terms of the Concession Agreement for the Project;
- (i) You shall submit for the performance of obligations hereunder no later than 45 (forty-five) days from the date of issue of LOIA or signing of the Agreement whichever is earlier, an irrevocable unequivocal and unconditional guarantee from a scheduled commercial bank (other than cooperative scheduled bank) in India in favour of 'Airports Authority of India' Payable at Amritsar Airport for a sum equivalent to 83 (Eighty Three) percent of the Minimum Annual Guarantee for the first year (MAG₁) quoted i.e **Rs. 3,21,80,760/- (Rupees Three Crore Twenty-One Lakhs Eighty Thousand Seven Hundred Sixty only)** including all taxes except GST. The validity of the bank guarantee should be for a period of 18 months from the date of its issue, as per the terms and conditions of the RFP document and the Concession Agreement.
 - (ii) You/SPV shall obtain requisite Security Clearance as per the timelines provided in the RFP/Concession Agreement.
 - (iii) This LOIA shall be deemed as Letter of Award (LOA) on the date of receipt of requisite Security Clearance as per Applicable Laws.
 - (iv) You shall ensure the execution and delivery of the Concession Agreement through SPV within 7 (Seven) days from the LOA.
 - (v) The SPV shall submit one-month advance license fee of quoted MAG₁ i.e Rs. 32,31,000/- (Rupees Thirty-Two Lakhs Thirty-One Thousand only) including all taxes except GST in the office of Airport Director, Sri Guru Ram Dass Jee International Airport, Amritsar before commencement of operation.
6. In the event, You/SPV fail to comply with the terms of the RFP document and/or the Concession Agreement including the terms and conditions as stated above, AAI shall forfeit the Bid Security or Performance Security, as the case may be, in accordance with the terms of the Concession Agreement and the RFP document and AAI also have sole discretion to cancel the LOIA, LOA or the Concession Agreement as the case may be.
7. You/SPV shall comply with all other requirements as set out in the RFP document and for all purposes, the conditions of the RFP, Corrigendum's and Concession Agreement document form the part of this LOIA and shall be read as part of this LOIA. You/SPV shall not be entitled to seek any changes in the Concession Agreement and shall have to agree to abide by and be bound by the terms of the RFP document, Corrigendum's and the Concession Agreement.
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8. If You/SPV fail to comply with the above or fails to get the security clearance as per the timelines provided in the RFP/Concession Agreement or fails to get the Concession Agreement executed within the period as prescribed above, then this LOIA or LOA, as the case may be, shall automatically cease to exist and You shall not be entitled to and shall be considered to have forgone all its rights, benefits and interests under the LOIA or LOA. In such event, AAI shall forfeit the Bid Security or Performance Security, as the case may be, in accordance with the terms of the Concession Agreement and the RFP document. Unless otherwise defined herein, all capitalized terms herein, shall have the meaning ascribed to it in the RFP document.
9. You are advised to contact immediately to the Airport Director, Sri Guru Ram Dass Jee International Airport, Amritsar i.e the Authority's Representative for further execution of the above-mentioned steps in this LOIA.

Yours faithfully,



(Anil Kumar Rai)

General Manager (Ops)

**for and on behalf of Chairman
Airports Authority of India**



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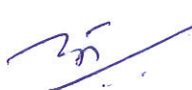
Sub: Letter of Intent (LOIA) for Concession for Ground Handling Services at Biju Patnaik International Airport, Bhubaneswar to M/s Indo Thai Airport Management Services Pvt. Ltd.

Ref: 1. E-bid invitation no. : 2020_AAI_43717_1 dated 20th February 2020.
2. Your technical bid dated opened on 18.08.2020 and financial bid opened on 21.01.2021 through CPP portal.

Kind Attn: Shri Vikas Ladia, Director, M/s Indo Thai Airport Management Services Pvt. Ltd.

Sir,

1. This has reference to your submission of Bid on 07.08.2020. The Competent Authority is pleased to accept your offer quoted MAG₁ at INR **Rs. 1,72,80,000** (Rupees One Crore Seventy-Two Lakh Eighty Thousand only) inclusive of all taxes except GST for the first year for providing Ground Handling Services at Bhubaneswar Airport.
2. This is a non-exclusive Concession for providing Ground Handling services to Bhubaneswar Airport is for a period of 10 years from the Commercial Operations Date (COD). AAI reserves its right to select additional 3rd party ground handling agency through bidding process as and when it deems fit as per Applicable Law.
3. Airports Authority of India ("AAI"), hereby declares M/s Indo Thai Airport Management Services Pvt. Ltd. as the "**Selected Bidder**" (hereby now referred as **You**) within the meaning of the RFP document for the implementation of the Project, subject to the fulfilment of terms and conditions of the RFP document and the Concession Agreement including the obtaining of requisite security clearance as per Applicable Laws.
4. You are advised to submit the duplicate copy of LOIA in acknowledgement and acceptance of all the terms and conditions of this LOIA duly signed within 7 (seven) days of issue of this LOIA to Airport Director, Biju Patnaik International Airport, Bhubaneswar.

5. You shall incorporate a **Special Purpose Vehicle (SPV)** under the (Indian) Companies Act, 2013 (the "**Concessionaire**"), within 30 (thirty) days from the date of issue of LOIA. The SPV is to be registered in Bhubaneswar. For entering into the Concession Agreement with AAI and for performing all its obligations under the RFP document and as the Concessionaire in terms of the Concession Agreement for the Project;
- (i) You shall submit for the performance of obligations hereunder no later than 45 (forty-five) days from the date of issue of LOIA or signing of the Agreement whichever is earlier, an irrevocable unequivocal and unconditional guarantee from a scheduled commercial bank (other than cooperative scheduled bank) in India in favour of 'Airports Authority of India' Payable at Bhubaneswar Airport for a sum equivalent to 83 (Eighty Three) percent of the Minimum Annual Guarantee for the first year (MAG₁) quoted **i.e Rs. 1,43,42,400/- (Rupees One Crore Forty-Three Lakhs Forty-Two Thousand Four Hundred only)** including all taxes except GST. The validity of the bank guarantee should be for a period of 18 months from the date of its issue, as per the terms and conditions of the RFP document and the Concession Agreement.
 - (ii) You/SPV shall obtain requisite Security Clearance as per the timelines provided in the RFP/Concession Agreement.
 - (iii) This LOIA shall be deemed as Letter of Award (LOA) on the date of receipt of requisite Security Clearance as per Applicable Laws.
 - (iv) You shall ensure the execution and delivery of the Concession Agreement through SPV within 7 (Seven) days from the LOA.
 - (v) The SPV shall submit one-month advance license fee of quoted MAG₁ i.e Rs. 14,40,000/- (Rupees Fourteen Lakh Forty Thousand only) including all taxes except GST in the office of Airport Director, Biju Patnaik International Airport, Bhubaneswar before commencement of operation.
6. In the event, You/SPV fail to comply with the terms of the RFP document and/or the Concession Agreement including the terms and conditions as stated above, AAI shall forfeit the Bid Security or Performance Security, as the case may be, in accordance with the terms of the Concession Agreement and the RFP document and AAI also have sole discretion to cancel the LOIA, LOA or the Concession Agreement as the case may be.
7. You/SPV shall comply with all other requirements as set out in the RFP document and for all purposes, the conditions of the RFP, Corrigendum's and Concession Agreement document form the part of this LOIA and shall be read as part of this LOIA. You/SPV shall not be entitled to seek any changes in the Concession Agreement and shall have to agree to abide by and be bound by the terms of the RFP document, Corrigendum's and the Concession Agreement.
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8. If You/SPV fail to comply with the above or fails to get the security clearance as per the timelines provided in the RFP/Concession Agreement or fails to get the Concession Agreement executed within the period as prescribed above, then this LOIA or LOA, as the case may be, shall automatically cease to exist and You shall not be entitled to and shall be considered to have forgone all its rights, benefits and interests under the LOIA or LOA. In such event, AAI shall forfeit the Bid Security or Performance Security, as the case may be, in accordance with the terms of the Concession Agreement and the RFP document. Unless otherwise defined herein, all capitalized terms herein, shall have the meaning ascribed to it in the RFP document.
9. You are advised to contact immediately to the Airport Director, Biju Patnaik International Airport, Bhubaneswar i.e the Authority's Representative for further execution of the above-mentioned steps in this LOIA.

Yours faithfully,



(Anil Kumar Rai)

General Manager (Ops)

**for and on behalf of Chairman
Airports Authority of India**



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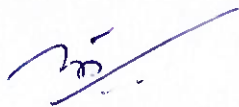
Sub: Letter of Intent (LOIA) for Concession for Ground Handling Services at Calicut International Airport to M/s Indo Thai Airport Management Services Pvt. Ltd.

Ref: 1. E-bid invitation no. : 2020_AAI_43717_1 dated 20th February 2020.
2. Your technical bid dated opened on 18.08.2020 and financial bid opened on 21.01.2021 through CPP portal.

Kind Attn: Shri Vikas Ladia, Director, M/s Indo Thai Airport Management Services Pvt. Ltd.

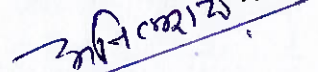
Sir,

1. This has reference to your submission of Bid on 07.08.2020. The Competent Authority is pleased to accept your offer quoted MAG₁ at INR **Rs. 32,40,00,000.00** (Rupees Thirty-Two Crore Forty Lakh only) inclusive of all taxes except GST for the first year for providing Ground Handling Services at Calicut International Airport.
2. This is a non-exclusive Concession for providing Ground Handling services to Calicut Airport is for a period of 10 years from the Commercial Operations Date (COD). AAI reserves its right to select additional 3rd party ground handling agency through bidding process as and when it deems fit as per Applicable Law.
3. Airports Authority of India ("AAI"), hereby declares M/s Indo Thai Airport Management Services Pvt. Ltd. as the "**Selected Bidder**" (hereby now referred as **You**) within the meaning of the RFP document for the implementation of the Project, subject to the fulfilment of terms and conditions of the RFP document and the Concession Agreement including the obtaining of requisite security clearance as per Applicable Laws.
4. You are advised to submit the duplicate copy of LOIA in acknowledgement and acceptance of all the terms and conditions of this LOIA duly signed within 7 (seven) days of issue of this LOIA to Airport Director, Calicut International Airport.

5. You shall incorporate a **Special Purpose Vehicle (SPV)** under the (Indian) Companies Act, 2013 (the "**Concessionaire**"), within 30 (thirty) days from the date of issue of LOIA. The SPV is to be registered in Calicut. For entering into the Concession Agreement with AAI and for performing all its obligations under the RFP document and as the Concessionaire in terms of the Concession Agreement for the Project;
- (i) You shall submit for the performance of obligations hereunder no later than 45 (forty-five) days from the date of issue of LOIA or signing of the Agreement whichever is earlier, an irrevocable unequivocal and unconditional guarantee from a scheduled commercial bank (other than cooperative scheduled bank) in India in favour of 'Airports Authority of India' Payable at Calicut Airport for a sum equivalent to 83 (Eighty Three) percent of the Minimum Annual Guarantee for the first year (MAG₁) quoted **i.e Rs. 26,89,20,000/- (Rupees Twenty-Six Crore Eighty-Nine Lakhs Twenty Thousand only)** including all taxes except GST. The validity of the bank guarantee should be for a period of 18 months from the date of its issue, as per the terms and conditions of the RFP document and the Concession Agreement.
 - (ii) You/SPV shall obtain requisite Security Clearance as per the timelines provided in the RFP/Concession Agreement.
 - (iii) This LOIA shall be deemed as Letter of Award (LOA) on the date of receipt of requisite Security Clearance as per Applicable Laws.
 - (iv) You shall ensure the execution and delivery of the Concession Agreement through SPV within 7 (Seven) days from the LOA.
 - (v) The SPV shall submit one-month advance license fee of quoted MAG₁ i.e Rs. 2,70,00,000/- (Rupees Two Crore Seventy Lakhs only) including all taxes except GST in the office of Airport Director, Calicut before commencement of operation.
6. In the event, You/SPV fail to comply with the terms of the RFP document and/or the Concession Agreement including the terms and conditions as stated above, AAI shall forfeit the Bid Security or Performance Security, as the case may be, in accordance with the terms of the Concession Agreement and the RFP document and AAI also have sole discretion to cancel the LOIA, LOA or the Concession Agreement as the case may be.
7. You/SPV shall comply with all other requirements as set out in the RFP document and for all purposes, the conditions of the RFP, Corrigendum's and Concession Agreement document form the part of this LOIA and shall be read as part of this LOIA. You/SPV shall not be entitled to seek any changes in the Concession Agreement and shall have to agree to abide by and be bound by the terms of the RFP document, Corrigendum's and the Concession Agreement.
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8. If You/SPV fail to comply with the above or fails to get the security clearance as per the timelines provided in the RFP/Concession Agreement or fails to get the Concession Agreement executed within the period as prescribed above, then this LOIA or LOA, as the case may be, shall automatically cease to exist and You shall not be entitled to and shall be considered to have forgone all its rights, benefits and interests under the LOIA or LOA. In such event, AAI shall forfeit the Bid Security or Performance Security, as the case may be, in accordance with the terms of the Concession Agreement and the RFP document. Unless otherwise defined herein, all capitalized terms herein, shall have the meaning ascribed to it in the RFP document.
9. You are advised to contact immediately to the Airport Director, Calicut International Airport i.e the Authority's Representative for further execution of the above-mentioned steps in this LOIA.

Yours faithfully,



(Anil Kumar Rai)

General Manager (Ops)

**for and on behalf of Chairman
Airports Authority of India**