



भारतीय विमानपत्तन प्राधिकरण AIRPORTS AUTHORITY OF INDIA



संदर्भ सं.

Ref. No. **AAI/ AT/ ER-112 (IBS)/ 2021-22/851**

दिनांक

Date. **20/09/2021**

To
M/s Indus Towers Ltd., 1, Bharti Crescent,
Nelson Mandela Road, Vasant Kunj,
New Delhi - 110070.

Subject: Award of License for Installation/provision of infrastructure to provide customized shared In-Building solution (IBS) to Cellular operators at NITB, MBB Airport, Agartala.

Dear Sir,

Reference is invited to the proposal submitted by M/s Indus Tower Ltd. in response to the Tender ID No.2021_AAI_75642_1 for License for Installation/Provision of Infrastructure to provide Customized Shared. In-Building Solution (IBS) to Cellular Operators at NITB, MBB Airport, Agartala, for which the Technical Bid was opened 28/05/2021 on and Financial Bid was opened on 01/07/2021.

The Competent Authority is pleased to grant the referred License on the following Terms & Conditions: -

Terms and conditions of award:

1. Period of License

The Period of this award will be 07 (seven) years, further extendable by a period of three (03) years subject to satisfactory performance during the initial Seven years period.

2. Gestation Period

Gestation period 120(Hundred & twenty) days or actual commencement of the license whichever is earlier.

3. License fee

Licensee shall pay to AAI the quoted amount of Rs. 1, 21, 500/-(Rupees One lakh twenty-one thousand five hundred only) per month per IBS Plus Applicable Charges & taxes for 1st year.

व. प्रबंधक (वाणिज्य)
Sr. Manager (Commercial)

भारतीय विमानपत्तन प्राधिकरण / AIRPORTS AUTHORITY OF INDIA

म.बी.बि. हवाईअड्डा / M.B.B. AIRPORT

अगरतला / AGARTALA

विमानपत्तन निदेशक का कार्यालय

O/o Airport Director

एम. बी. बी. हवाईअड्डा, अगरतला-799009

M. B. B. Airport, Agartala - 799009

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The above payable license fee will be for single cellular operator only in the bouquet. Whenever, licensee proposes to increase cellular operators beyond one (01) in the bouquet, Licensee shall be liable to pay pro-rata increase in prevalent license fee as well as Security Deposit (at the time of increasing the cellular operator in the bouquet) to the AAI.

For example - Now, the license has been awarded at Rs. 1,21,500/- per month plus other applicable taxes and charges for one cellular operator in the bouquet. If during the first year of the contract, the Licensee proposes to increase one more cellular operator in the bouquet, the payable license fees shall be increased to Rs. 2,43,000/- per month including Security Deposit plus other applicable taxes and charges from thereon and if proposes to increase in the subsequent years, pro-rata increase shall be effective on that year's license fee

4. Advance License Fee, Security Deposits:

- (a) One (01) month advance license fee of Rs. 1,43,370/- (Rupees One lakh forty three thousand three hundred seventy only) inclusive of amount of GST is to be submitted in the form of RTGS/ NEFT/ Demand Draft.

Particulars	Amount (in Rs.)	GST 18%	Total (in Rs.)
Monthly License Fee	121500.00	21870.00	
Total Amount			1,43,370.00

In addition to above, space rent plus taxes also to be applicable for occupation Server room, roof antenna etc.as per prevailing space rent.

- (b) The Licensee is required to pay utility/facilitation charges @ 10% of the applicable space License fees for the allotted area earmarked for installation of antennas at roof top and Server room etc. Such charges are subject to revision from time to time as per AAI Policy.

At present A/C area space rent is Rs1000/- psqm p.m. and space rent for non-A/C area is Rs.670/- psqm p.m. for the F.Y. 2021-22, which is subject to annual compound escalation @7.5% effective 1st April every year or as may be decided by AAI from time to time. The rate derives after annual escalation shall be rounded off nearest multiple of 10 (ten).

- (c) The licensee shall deposit a sum of Rs.11,47,000/-(Rupees Eleven lakh forty-seven thousand only) i.e. an amount equal to 08 month of license fee based on 1st year license fee as Security Deposit. The SD amount to be submitted in the form of Bank Guarantee (as per Annexure-K).The interest free Security Deposit shall only be accepted from a scheduled/nationalized bank. A Bank Guarantee from a co-operative bank shall not be accepted. The amount has been arrived are as follows:

Particulars	Amount (Rs.)
License Fee (equivalent to eight (8) months' QMG)	9,72,000.00
Add provision for probable taxes @18% on above	1,74,960.00
Total (rounded off to next thousand)	11,47,000.00

- (d) Security deposit in respect of electricity charges of Rs. 1,30,000/- (Rupees One lakh thirty thousand only) equivalent to 5% of concession fee of the last year in the form of DD/ Pay order/ NEFT/ RTGS or Bank Guarantee (BG) in the format as per Annexure-K.
- (e) In addition to above space rent and Security deposit plus taxes also to be applicable for occupation Server room, roof antenna etc.as per prevailing space rent.

5. Rate of Escalation:

The MONTHLY LICENCE FEE is subject to annual escalation at the end of each Year, annual escalation to be effective after completion of two years of contract, as described below:

S. No.	Passenger growth (in the preceding 12 months from the last month for which data is available)	Annual Escalation
1	Up to 5% (including negative growth)	5%
2	Greater than 5% and up to 18%	10%
3	Greater than 18% and less than or equal to 30%	15%
4	Greater than 30% and less than or equal to 50%	20%
5	Greater than 50%	30%

Even if, on account of any delay whatsoever, licensee could not commence business operations on the expiry of gestation period stipulated in NIT, for the purpose of calculation of date on which 24 months of license are completed (date on which first escalation is applied) shall be deemed from next day of expiry of gestation period stipulated in NIT.

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6. The following contractual formalities are to be completed:
- (a) Acceptance of the offer within 07 (seven) days from the date of issuance of the award letter/ LOIA.
 - (b) Payment of 01 (one) month's advance license fee within 15 (fifteen) days from the date of issuance of the award letter/ LOIA.
 - (c) Payment of Security Deposit within 15 (fifteen) days from the date of issuance of award letter/ LOIA.
 - (d) Execution of the Agreement within 15 (fifteen) days from the date of issuance of award letter (Stamp Duty and Agreement Registration Fees to be born by the licensee, Stamp paper from Govt. of Tripura)).
 - (e) Commencement of the facility within gestation period.
7. As per subject NIT special terms & conditions at Annexure-A (Page No. 34) with regard to Govt. of India Department of Telecommunication letter No. 10-40/2007-CS-III dated 28.11.2016; Licensee shall be responsible for obtaining necessary permissions from Department of Telecommunications (DOT) (or any other Department dealing such permissions in Govt. of India) and comply with all guidelines issued from time to time. Any Law/Instruction issued by Local Authority, in this regard, shall also be adhered to.

In case, Licensee fails to comply with the Instructions of DoT and DoT orders to remove all such infrastructure, that shall be removed by Service provider (Licensee) itself on its own cost and such termination happens before completion of 50% of the total tenure then the service provider (Licensee) shall pay penalties to AAI as per the termination clause of Tender Document. The Licensee shall not be entitled for any such claims from AAI.

Licensee shall abide by the Special Terms & conditions of NIT (Annexure-A, Appendix 2 of NIT, page No.34).

8. Other terms and conditions:

All payments towards License Fee etc. shall be made by way of Demand Draft/Pay Order drawn in favour of "Airports Authority of India" payable at Agartala or through RTGS /NEFT as per the following details:

Name of the Company	Airports Authority of India
Bank Name	State Bank of India
Bank Address	TLA HOUSE Branch, Colonel Chowmuhani, Agartala
Account No.	33904836738
IFSC Code No.	SBIN-0005559
Charges of Transfer	To be borne by the Party

Note: Scanned copy of the proof for any deposit through RTGS/NEFT' required to be submitted/provided to Commercial Directorate at MBB Airport, Agartala for record and compilation.

9. Layout Plan:

Licensee have to submit the Layout plan with detailed drawing and get them approved by the concerned Departments of AAI, before execution of work.

10. BCAS Clearance:

Licensee have to obtain all necessary Security Clearance from BCAS/any other regulatory agency as required (as applicable), within the Gestation Period. You are required to login and apply in 'e-Sahaj' portal within 05 (Five) days from the date of award letter. The required documents for security clearance are to be submitted to this Office within 10 (Seven) days from the date of award letter. No extension of Gestation Period, on account of non-receipt of BCAS clearance will be given.

11. Airport Entry Pass:

Work Permits will be issued to your legitimate workers for construction/fabrication of counters/kiosks etc., on submission request along-with valid documents as per BCAS requirement, subject to verification. Airport Entry Pass (AEP) will be issued to your legitimate staff on submission of request along-with valid documents, subject to verification. Mere submission of request will not entail you for the issue of AEP/Worker Permits. The fees for issuance of Airport Entry Permits/Passes payable to BCAS/appropriate authorities shall be borne by the licensee.

12. Electric Load:

You have to submit the electrical load requirements and electrical fittings layout of the counters/kiosks and get them approved by the concerned Departments of AAI, before execution of the works.

13. Single Point of Contact (SPOC):

The Commercial Department will act as the SPOC for obtaining all internal permits, remittance of SD/License Fee and execution of License Agreement.

14. Acceptance of LoA:

You are required to submit a duplicate copy of this LoA, duly signed by the Bidder/ Authorised Signatory within 07 (Seven) days towards acceptance of this Award.

15. In addition, all the terms and conditions enumerated in the Tender documents (Tender ID No. 2021_AAI_75642_1 and this award letter its acceptance, the NIT documents and its corrigendum will for part and parcel of the License Agreement.

Yours faithfully,



[L. Baruah]

Sr. Manager (Comml)

For Airport Director

AAI, MBB Airport, Agartala

Signature Not Verified

Digitally signed by LACHIT BARUAH
Date: 2021.09.21 16:07:42 IST
Location: eProcurement System for Central
PSUs