

No. AAI/OP-12018/10/2022-Operations / 80

Date: 24.02.2023

To,

M/s Bird Worldwide Flight Services (India) Pvt. Ltd.
E-9 Connaught House, Connaught Place,
New Delhi- 110001

Sub: Letter of Intent to Award (LOIA) for Concession for Ground Handling Services at Civil Air Terminal, Kheria, Agra to M/s Bird Worldwide Flight Services (India) Pvt. Ltd.

References:

1. E-bid invitation no.: 2022_AAI_131185_1 dated 6th October, 2022.
2. Your technical bid opened on 16.11.2022, financial bid opened on 14.12.2022 through CPP portal.

Kind Attn: Mr. Gaurav Bhatia, Director (Authorized Signatory) on behalf of M/s Bird Worldwide Flight Services (India) Pvt. Ltd.

Sir,

1. This has reference to your submission of Bid on 09.11.2022. I am pleased to inform that the Competent Authority has accepted your offer of quoted MAG at **INR Rs. 30,70,000.00 (Rupees Thirty Lakh Seventy Thousand only)** excluding taxes (GST etc.) and other applicable charges. MAG will be escalated at 20% on completion of every five years for providing Ground Handling Services at Civil Air Terminal, Kheria, Agra.
2. This is a non-exclusive Concession for providing Ground Handling services at Civil Air Terminal, Kheria, Agra 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 Bird Worldwide Flight Services (India) Pvt. Ltd. as the **"Selected Bidder"** (hereby now referred as **You**) within the meaning of the RFP document, subject to the fulfilment of terms and conditions of the RFP document and the Concession Agreement.
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 07 (Seven) days of issue of this LOIA to Airport Director, Airports Authority of India, Civil Air Terminal, Kheria, Agra, Uttar Pradesh-282008.
5. You shall ensure the following 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;

Page 1 of 4

- (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 Civil Air Terminal, Kheria, Agra for a sum equivalent to 10 (Ten) months of the Minimum Annual Guarantee for the first year (MAG) quoted i.e **Rs. 25,58,334/- (Rupees Twenty-Five Lakh Fifty-Eight Thousand Three hundred Thirty-four only)** excluding taxes (GST etc.) and other applicable charges. 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. For subsequent years, the amount & validity of the Bank Guarantee will be derived based on the provisions in the RFP/Concession Agreement.
- (ii) In case you have valid Security Clearance, You shall furnish the same within 7 working days after issuance of this LOIA and LOIA shall be deemed as Letter of Award (LOA) on the date of submission of proof of requisite Security Clearance as per Applicable Laws.
- (iii) In case you are required to obtain security clearance then you have to make an application in the e-sahaj portal of BCAS within 07 working days after issuance of this LOIA and obtain requisite Security Clearance as per the timelines provided in the RFP/Concession Agreement. In this case LOIA shall be deemed as Letter of Award (LOA) on the date of issue of requisite Security Clearance as per Applicable Laws.
- (iv) You shall ensure the execution and delivery of the Concession Agreement within 10 (Ten) days from the LOA.
- (v) You shall submit one-month advance license fee of quoted MAG i.e **Rs. 2,55,834/- (Rupees Two Lakh Fifty-Five Thousand Eight hundred thirty-four only)** excluding taxes (GST etc.) and other applicable charges in the office of Airport Director, Airports Authority of India, Civil Air Terminal, Kheria, Agra before commencement of operation at site.
6. In the event of non-adherence of timelines as per RFP/Concession Agreement by you/SPV, the same will result in cancellation of LOIA/LOA/Concession Agreement at sole discretion of the Authority unless extended by the Authority and you/SPV shall not be entitled to and shall be considered to have forgone all its rights, benefits and interests under the LOIA or LOA. Also, the Authority shall have the right to forfeit the Bid Security or Performance Security, as the case may be, and you/SPV will be debarred for a period of one year or more for participation in future tenders of AAI from the date of debarment as per the provisions contained in the RFP & Concession Agreement. Unless otherwise defined herein, all capitalized terms herein, shall have the meaning ascribed to it in the RFP document.



7. You 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 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.
8. You are required to submit the undertaking enclosed i.r.o. the verification of credentials/ compliance of NIL outstanding dues for the intervening period (undisputed ones) submitted by you to be eligible as per technical criteria. Documents submitted by You, if found to be forged /false at any stage, AAI have sole discretion to cancel the LOIA and You shall be debarred from AAI for taking participation in all future AAI works & any other suitable action may be taken against your company/firm as deemed fit by the Authority.
9. You are advised to contact immediately to the Airport Director, Airports Authority of India, Civil Air Terminal, Kheria, Agra, Uttar Pradesh i.e the Authority's Representative for execution of the above-mentioned steps in this LOIA and further action as per RFP/Concession Agreement.
10. The subject LOIA is being issued subject to the final outcome of WP (C) No. 17790 of 2022.

Yours Sincerely,


24.02.2023

(Chandra Pratap Dwivedi)
General Manager (Ops)
For Executive Director (Ops)

UNDERTAKING (on agency Letter head)

I/We (Name of the company/consortium)
..... hereby undertake the compliance of NIL
outstanding dues for the intervening period (undisputed ones) as per
Appendix-9C of RFP submitted along with the bid, credentials or any other
document submitted by me/us, if found to be forged /false at any stage, I/We
may be debarred from AAI for taking participation in all future AAI works &
any other suitable action may be taken against our company/firm as deemed fit
by AAI.

Signature of Director of the company /firm





No. AAI/OP-12018/10/2022-Operations/49

Date: 09.02.2023

To,

M/s Ranbanka Aviation Pvt. Ltd.
3-2/15, Shiv Shopping Centre,
Opp Chandrabhanu Cinema Hansol,
Ahmedabad, Gujarat - 382475

Sub: Letter of Intent to Award (LOIA) for Concession for Ground Handling Services at Bhuj Airport, Bhuj to M/s Ranbanka Aviation Pvt. Ltd.

References:

1. E-bid invitation no.: 2022_AAI_131185_1 dated 6th October, 2022.
2. Your technical bid opened on 16.11.2022, financial bid opened on 14.12.2022 through CPP portal.

Kind Attn: Mr. Marudhar Singh Champavat, Managing Director (Authorized Signatory) on behalf of M/s Ranbanka Aviation Pvt. Ltd.

Sir,

1. This has reference to your submission of Bid on 09.11.2022. I am pleased to inform that the Competent Authority has accepted your offer of quoted MAG at **INR Rs. 4,51,999.00 (Rupees Four Lakh Fifty-One Thousand Nine Hundred Ninety-Nine only)** excluding taxes (GST etc.) and other applicable charges. MAG will be escalated at 20% on completion of every five years for providing Ground Handling Services at Bhuj Airport, Bhuj, Gujarat.
2. This is a non-exclusive Concession for providing Ground Handling services at Bhuj Airport, Bhuj, Gujarat 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 Ranbanka Aviation Pvt. Ltd.** as the **"Selected Bidder"** (hereby now referred as **You**) within the meaning of the RFP document, subject to the fulfilment of terms and conditions of the RFP document and the Concession Agreement.
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 07 (Seven) days of issue of this LOIA to Airport Director, Airports Authority of India, Bhuj Airport, Bhuj, Gujarat-370001.

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5. You shall ensure the following 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 Bhuj Airport, Bhuj for a sum equivalent to 10 (Ten) months of the Minimum Annual Guarantee for the first year (MAG) quoted i.e **Rs. 3,76,666/- (Rupees Three Lakh Seventy-Six Thousand Six hundred Sixty-six only)** excluding taxes (GST etc.) and other applicable charges. 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. For subsequent years, the amount & validity of the Bank Guarantee will be derived based on the provisions in the RFP/Concession Agreement.
 - (ii) In case you have valid Security Clearance, You shall furnish the same within 7 working days after issuance of this LOIA and LOIA shall be deemed as Letter of Award (LOA) on the date of submission of proof of requisite Security Clearance as per Applicable Laws.
 - (iii) In case you are required to obtain security clearance then you have to make an application in the e-sahaj portal of BCAS within 07 working days after issuance of this LOIA and obtain requisite Security Clearance as per the timelines provided in the RFP/Concession Agreement. In this case LOIA shall be deemed as Letter of Award (LOA) on the date of issue of requisite Security Clearance as per Applicable Laws.
 - (iv) You shall ensure the execution and delivery of the Concession Agreement within 10 (Ten) days from the LOA.
 - (v) You shall submit one-month advance license fee of quoted MAG i.e **Rs. 37,667/- (Rupees Thirty-Seven Thousand Six hundred Sixty-seven only)** excluding taxes (GST etc.) and other applicable charges in the office of Airport Director, Airports Authority of India, Bhuj Airport, Bhuj before commencement of operation at site.
6. In the event of non-adherence of timelines as per RFP/Concession Agreement by you/SPV, the same will result in cancellation of LOIA/LOA/Concession Agreement at sole discretion of the Authority unless extended by the Authority and you/SPV shall not be entitled to and shall be considered to have forgone all its rights, benefits and interests under the LOIA or LOA. Also, the Authority shall have the right to forfeit the Bid Security or Performance Security, as the case may be, and you/SPV will be debarred for a period of one year or more for participation in future tenders of AAI from the date of debarment as per the provisions contained in the RFP & Concession Agreement. Unless otherwise



defined herein, all capitalized terms herein, shall have the meaning ascribed to it in the RFP document.

7. You 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 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.
8. You are required to submit the undertaking enclosed i.r.o. the verification of credentials/ compliance of NIL outstanding dues for the intervening period (undisputed ones) submitted by you to be eligible as per technical criteria. Documents submitted by You, if found to be forged /false at any stage, AAI have sole discretion to cancel the LOIA and You shall be debarred from AAI for taking participation in all future AAI works & any other suitable action may be taken against your company/firm as deemed fit by the Authority.
9. You are advised to contact immediately to the Airport Director, Airports Authority of India, Bhuj Airport, Bhuj i.e the Authority's Representative for execution of the above-mentioned steps in this LOIA and further action as per RFP/Concession Agreement.
10. The subject LOIA is being issued subject to the final outcome of WP (C) No. 17790 of 2022.

Yours Sincerely,


88.02.2023

(Chandra Pratap Dwivedi)
General Manager (Ops)
For Executive Director (Ops)

UNDERTAKING (on agency Letter head)

I/We (Name of the company/consortium)
..... hereby undertake the compliance of NIL
outstanding dues for the intervening period (undisputed ones) as per
Appendix-9C of RFP submitted along with the bid, credentials or any other
document submitted by me/us, if found to be forged /false at any stage, I/We
may be debarred from AAI for taking participation in all future AAI works &
any other suitable action may be taken against our company/firm as deemed fit
by AAI.

Signature of Director of the company /firm





No. AAI/OP-12018/10/2022-Operations / 41

Date: 09.02.2023

To,

M/s Ranbanka Aviation Pvt. Ltd.
3-2/15, Shiv Shopping Centre,
Opp Chandrabhanu Cinema Hansol,
Ahmedabad, Gujarat - 382475

Sub: Letter of Intent to Award (LOIA) for Concession for Ground Handling Services at Civil Airport, NAL, Bikaner, Rajasthan to M/s Ranbanka Aviation Pvt. Ltd.

References:

1. E-bid invitation no.: 2022_AAI_131185_1 dated 6th October, 2022.
2. Your technical bid opened on 16.11.2022, financial bid opened on 14.12.2022 through CPP portal.

Kind Attn: Mr. Marudhar Singh Champavat, Managing Director (Authorized Signatory) on behalf of M/s Ranbanka Aviation Pvt. Ltd.

Sir,

1. This has reference to your submission of Bid on 09.11.2022. I am pleased to inform that the Competent Authority has accepted your offer of quoted MAG at **INR Rs. 2,52,004.00 (Rupees Two Lakh Fifty-two Thousand Four only)** excluding taxes (GST etc.) and other applicable charges. MAG will be escalated at 20% on completion of every five years for providing Ground Handling Services at Civil Airport, NAL, Bikaner, Rajasthan.
2. This is a non-exclusive Concession for providing Ground Handling services at Civil Airport, NAL, Bikaner, Rajasthan 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 Ranbanka Aviation Pvt. Ltd.** as the **"Selected Bidder"** (hereby now referred as **You**) within the meaning of the RFP document, subject to the fulfilment of terms and conditions of the RFP document and the Concession Agreement.
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 07 (Seven) days of issue of this LOIA to Airport Director, Airports Authority of India, Civil Airport, NAL, Bikaner, Rajasthan-334001.

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5. You shall ensure the following 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 Civil Airport, NAL, Bikaner, Rajasthan for a sum equivalent to 10 (Ten) months of the Minimum Annual Guarantee for the first year (MAG) quoted i.e., **Rs. 2,10,004/- (Rupees Two Lakh Ten Thousand Four only)** excluding taxes (GST etc.) and other applicable charges. 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. For subsequent years, the amount & validity of the Bank Guarantee will be derived based on the provisions in the RFP/Concession Agreement.
 - (ii) In case you have valid Security Clearance, You shall furnish the same within 7 working days after issuance of this LOIA and LOIA shall be deemed as Letter of Award (LOA) on the date of submission of proof of requisite Security Clearance as per Applicable Laws.
 - (iii) In case you are required to obtain security clearance then you have to make an application in the e-sahaj portal of BCAS within 07 working days after issuance of this LOIA and obtain requisite Security Clearance as per the timelines provided in the RFP/Concession Agreement. In this case LOIA shall be deemed as Letter of Award (LOA) on the date of issue of requisite Security Clearance as per Applicable Laws.
 - (iv) You shall ensure the execution and delivery of the Concession Agreement within 10 (Ten) days from the LOA.
 - (v) You shall submit one-month advance license fee of quoted MAG i.e **Rs. 21,001/- (Rupees Twenty-One Thousand One only)** excluding taxes (GST etc.) and other applicable charges in the office of Airport Director, Airports Authority of India, Civil Airport, NAL, Bikaner, Rajasthan before commencement of operation at site.
6. In the event of non-adherence of timelines as per RFP/Concession Agreement by you/SPV, the same will result in cancellation of LOIA/LOA/Concession Agreement at sole discretion of the Authority unless extended by the Authority and you/SPV shall not be entitled to and shall be considered to have forgone all its rights, benefits and interests under the LOIA or LOA. Also, the Authority shall have the right to forfeit the Bid Security or Performance Security, as the case may be, and you/SPV will be debarred for a period of one year or more for participation in future tenders of AAI from the date of debarment as per the provisions contained in the RFP & Concession



Agreement. Unless otherwise defined herein, all capitalized terms herein, shall have the meaning ascribed to it in the RFP document.

7. You 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 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.
8. You are required to submit the undertaking enclosed i.r.o. the verification of credentials/ compliance of NIL outstanding dues for the intervening period (undisputed ones) submitted by you to be eligible as per technical criteria. Documents submitted by You, if found to be forged /false at any stage, AAI have sole discretion to cancel the LOIA and You shall be debarred from AAI for taking participation in all future AAI works & any other suitable action may be taken against your company/firm as deemed fit by the Authority.
9. You are advised to contact immediately to the Airport Director, Airports Authority of India, Civil Airport, NAL, Bikaner, Rajasthan i.e., the Authority's Representative for execution of the above-mentioned steps in this LOIA and further action as per RFP/Concession Agreement.
10. The subject LOIA is being issued subject to the final outcome of WP (C) No. 17790 of 2022.

Yours Sincerely,


09.02.2023

(Chandra Pratap Dwivedi)
General Manager (Ops)
For Executive Director (Ops)

UNDERTAKING (on agency Letter head)

I/We (Name of the company/consortium)
..... hereby undertake the compliance of NIL
outstanding dues for the intervening period (undisputed ones) as per
Appendix-9C of RFP submitted along with the bid, credentials or any other
document submitted by me/us, if found to be forged /false at any stage, I/We
may be debarred from AAI for taking participation in all future AAI works &
any other suitable action may be taken against our company/firm as deemed
fit by AAI.



Signature of Director of the company /firm



भारतीय विमानपत्तन प्राधिकरण
AIRPORTS AUTHORITY OF INDIA

No. AAI/OP-12018/10/2022-Operations / 51

Date: 09.02.2023

To,

M/s Arooh Aviation Services Pvt. Ltd.
A-113, Road No.-2, Mahipalpur Extn.,
New Delhi-110037

Sub: Letter of Intent to Award (LOIA) for Concession for Ground Handling Services at Darbhanga Airport, Darbhanga, Bihar to M/s Aroon Aviation Services Pvt. Ltd.

References:

1. E-bid invitation no.: 2022_AAI_131185_1 dated 6th October, 2022.
2. Your technical bid opened on 16.11.2022, financial bid opened on 14.12.2022 through CPP portal.

Kind Attn: Mr. Suresh Kumar Rana, Director (Authorized Signatory) on behalf of M/s Aroon Aviation Services Pvt. Ltd

Sir,

1. This has reference to your submission of Bid on 09.11.2022. I am pleased to inform that the Competent Authority has accepted your offer of quoted MAG at INR Rs. **8,61,000.00 (Rupees Eight Lakh Sixty-One Thousand only)** excluding taxes (GST etc.) and other applicable charges. MAG will be escalated at 20% on completion of every five years for providing Ground Handling Services at Darbhanga Airport, Darbhanga, Bihar.
2. This is a non-exclusive Concession for providing Ground Handling services at Darbhanga Airport, Darbhanga 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 Aroon Aviation Services Pvt. Ltd. as the **"Selected Bidder"** (hereby now referred as **You**) within the meaning of the RFP document, subject to the fulfilment of terms and conditions of the RFP document and the Concession Agreement.
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 07 (Seven) days of issue of this LOIA to Airport Director, Airports Authority of India, Darbhanga Airport, Darbhanga, Bihar- 846005.

5. You shall ensure the following 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 Darbhanga Airport, Darbhanga, Bihar for a sum equivalent to 10 (Ten) months of the Minimum Annual Guarantee for the first year (MAG) quoted i.e **Rs. 7,17,500/- (Rupees Seven Lakh Seventeen Thousand Five hundred only)** excluding taxes (GST etc.) and other applicable charges. 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. For subsequent years, the amount & validity of the Bank Guarantee will be derived based on the provisions in the RFP/Concession Agreement.
 - (ii) In case you have valid Security Clearance, You shall furnish the same within 7 working days after issuance of this LOIA and LOIA shall be deemed as Letter of Award (LOA) on the date of submission of proof of requisite Security Clearance as per Applicable Laws.
 - (iii) In case you are required to obtain security clearance then you have to make an application in the e-sahaj portal of BCAS within 07 working days after issuance of this LOIA and obtain requisite Security Clearance as per the timelines provided in the RFP/Concession Agreement. In this case LOIA shall be deemed as Letter of Award (LOA) on the date of issue of requisite Security Clearance as per Applicable Laws.
 - (iv) You shall ensure the execution and delivery of the Concession Agreement within 10 (Ten) days from the LOA.
 - (v) You shall submit one-month advance license fee of quoted MAG i.e **Rs. 71,750/- (Rupees Seventy-One Thousand Seven Hundred Fifty only)** excluding taxes (GST etc.) and other applicable charges in the office of Airport Director, Airports Authority of India, Darbhanga Airport, Darbhanga, Bihar before commencement of operation at site.
6. In the event of non-adherence of timelines as per RFP/Concession Agreement by you/SPV, the same will result in cancellation of LOIA/LOA/Concession Agreement at sole discretion of the Authority unless extended by the Authority and you/SPV shall not be entitled to and shall be considered to have forgone all its rights, benefits and interests under the LOIA or LOA. Also, the Authority shall have the right to forfeit the Bid Security or Performance Security, as the case may be, and you/SPV will be debarred for a period of one year or more for participation in future tenders of AAI from the date of debarment as per the provisions contained in the RFP & Concession



Agreement. Unless otherwise defined herein, all capitalized terms herein, shall have the meaning ascribed to it in the RFP document.

7. You 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 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.
8. You are required to submit the undertaking enclosed i.r.o. the verification of credentials/ compliance of NIL outstanding dues for the intervening period (undisputed ones) submitted by you to be eligible as per technical criteria. Documents submitted by You, if found to be forged /false at any stage, AAI have sole discretion to cancel the LOIA and You shall be debarred from AAI for taking participation in all future AAI works & any other suitable action may be taken against your company/firm as deemed fit by the Authority.
9. You are advised to contact immediately to the Airport Director, Airports Authority of India, Darbhanga Airport, Darbhanga, Bihar i.e the Authority's Representative for execution of the above-mentioned steps in this LOIA and further action as per RFP/Concession Agreement.
10. The subject LOIA is being issued subject to the final outcome of WP (C) No. 17790 of 2022.

Yours Sincerely,


09.02.2023

(Chandra Pratap Dwivedi)
General Manager (Ops)
For Executive Director (Ops)

UNDERTAKING (on agency Letter head)

I/We (Name of the company/consortium)
..... hereby undertake the compliance of NIL
outstanding dues for the intervening period (undisputed ones) as per
Appendix-9C of RFP submitted along with the bid, credentials or any other
document submitted by me/us, if found to be forged /false at any stage, I/We
may be debarred from AAI for taking participation in all future AAI works &
any other suitable action may be taken against our company/firm as deemed
fit by AAI.

Signature of Director of the company /firm





भारतीय विमानपत्तन प्राधिकरण AIRPORTS AUTHORITY OF INDIA

No. AAI/OP-12018/10/2022-Operations/42

Date: 09.02.2023

To,

M/s ARM Commercial Services Pvt. Ltd.
203, 204, 205, 206 sarda chambers-IV,
3 L.S.C. Kalkaji, New Delhi- 110019

Sub: Letter of Intent to Award (LOIA) for Concession for Ground Handling Services at Civil Airport, Gorakhpur, Uttar Pradesh to M/s ARM Commercial Services Pvt. Ltd.

References:

1. E-bid invitation no.: 2022_AAI_131185_1 dated 6th October, 2022.
2. Your technical bid opened on 16.11.2022, financial bid opened on 14.12.2022 through CPP portal.

Kind Attn: Mr. Vatsal Raj Maheshwari, Director (Authorized Signatory) on behalf of M/s ARM Commercial Services Pvt. Ltd.

Sir,

1. This has reference to your submission of Bid on 09.11.2022. I am pleased to inform that the Competent Authority has accepted your offer of quoted MAG at INR **Rs. 5,50,000.00 (Rupees Five Lakh Fifty Thousand only)** excluding taxes (GST etc.) and other applicable charges. MAG will be escalated at 20% on completion of every five years for providing Ground Handling Services at Civil Airport, Gorakhpur, Uttar Pradesh.
2. This is a non-exclusive Concession for providing Ground Handling services at Civil Airport, Gorakhpur 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 ARM Commercial Services Pvt. Ltd. as the **"Selected Bidder"** (hereby now referred as **You**) within the meaning of the RFP document, subject to the fulfilment of terms and conditions of the RFP document and the Concession Agreement.
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 07 (seven) days of issue of this LOIA to Airport Director, Airports Authority of India, Civil Airport, Gorakhpur, Uttar Pradesh-273002.

Page 1 of 4

5. You shall ensure the following 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 Civil Airport, Gorakhpur, Uttar Pradesh for a sum equivalent to 10 (Ten) months of the Minimum Annual Guarantee for the first year (MAG) quoted i.e **Rs. 4,58,334/- (Rupees Four Lakh Fifty-Eight Thousand Three hundred thirty-four only)** excluding taxes (GST etc.) and other applicable charges. 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. For subsequent years, the amount & validity of the Bank Guarantee will be derived based on the provisions in the RFP/Concession Agreement.
 - (ii) In case you have valid Security Clearance, You shall furnish the same within 7 working days after issuance of this LOIA and LOIA shall be deemed as Letter of Award (LOA) on the date of submission of proof of requisite Security Clearance as per Applicable Laws.
 - (iii) In case you are required to obtain security clearance then you have to make an application in the e-sahaj portal of BCAS within 07 working days after issuance of this LOIA and obtain requisite Security Clearance as per the timelines provided in the RFP/Concession Agreement. In this case LOIA shall be deemed as Letter of Award (LOA) on the date of issue of requisite Security Clearance as per Applicable Laws.
 - (iv) You shall ensure the execution and delivery of the Concession Agreement within 10 (Ten) days from the LOA.
 - (v) You shall submit one-month advance license fee of quoted MAG i.e **Rs. 45,834/- (Rupees Forty-Five Thousand Eight hundred thirty-four only)** excluding taxes (GST etc.) and other applicable charges in the office of Airport Director, Airports Authority of India, Civil Airport, Gorakhpur, Uttar Pradesh before commencement of operation at site.
6. In the event of non-adherence of timelines as per RFP/Concession Agreement by you/SPV, the same will result in cancellation of LOIA/LOA/Concession Agreement at sole discretion of the Authority unless extended by the Authority and you/SPV shall not be entitled to and shall be considered to have forgone all its rights, benefits and interests under the LOIA or LOA. Also, the Authority shall have the right to forfeit the Bid Security or Performance Security, as the case may be, and you/SPV will be debarred for a period of one year or more for participation in future tenders of AAI from the date of debarment as per the provisions contained in the RFP & Concession



Agreement. Unless otherwise defined herein, all capitalized terms herein, shall have the meaning ascribed to it in the RFP document.

7. You 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 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.
8. You are required to submit the undertaking enclosed i.r.o. the verification of credentials/ compliance of NIL outstanding dues for the intervening period (undisputed ones) submitted by you to be eligible as per technical criteria. Documents submitted by You, if found to be forged /false at any stage, AAI have sole discretion to cancel the LOIA and You shall be debarred from AAI for taking participation in all future AAI works & any other suitable action may be taken against your company/firm as deemed fit by the Authority.
9. You are advised to contact immediately to the Airport Director, Airports Authority of India, Civil Airport, Gorakhpur, Uttar Pradesh i.e the Authority's Representative for execution of the above-mentioned steps in this LOIA and further action as per RFP/Concession Agreement.
10. The subject LOIA is being issued subject to the final outcome of WP (C) No. 17790 of 2022.

Yours Sincerely,


09.02.2023

(Chandra Pratap Dwivedi)
General Manager (Ops)
For Executive Director (Ops)

UNDERTAKING (on agency Letter head)

I/We (Name of the company/consortium)
..... hereby undertake the compliance of NIL
outstanding dues for the intervening period (undisputed ones) as per
Appendix-9C of RFP submitted along with the bid, credentials or any other
document submitted by me/us, if found to be forged /false at any stage, I/We
may be debarred from AAI for taking participation in all future AAI works &
any other suitable action may be taken against our company/firm as deemed
fit by AAI.

Signature of Director of the company /firm





No. AAI/OP-12018/10/2022-Operations/43

Date: 09.02.2023

To,

M/s Ranbanka Aviation Pvt. Ltd.
3-2/15, Shiv Shopping Centre,
Opp Chandrabhanu Cinema Hansol,
Ahmedabad, Gujarat - 382475

Sub: Letter of Intent to Award (LOIA) for Concession for Ground Handling Services at Rajmata Vijayaraje Scindia Terminal, Gwalior to M/s Ranbanka Aviation Pvt. Ltd.

References:

1. E-bid invitation no.: 2022_AAI_131185_1 dated 6th October, 2022.
2. Your technical bid opened on 16.11.2022, financial bid opened on 14.12.2022 through CPP portal.

Kind Attn: Mr. Marudhar Singh Champavat, Managing Director (Authorized Signatory) on behalf of M/s Ranbanka Aviation Pvt. Ltd.

Sir,

1. This has reference to your submission of Bid on 09.11.2022. I am pleased to inform that the Competent Authority has accepted your offer of quoted MAG at **INR Rs. 14,51,999.00 (Rupees Fourteen Lakh Fifty-One Thousand Nine Hundred Ninety-Nine only)** excluding taxes (GST etc.) and other applicable charges. MAG will be escalated at 20% on completion of every five years for providing Ground Handling Services at Rajmata Vijayaraje Scindia Terminal, Gwalior.
2. This is a non-exclusive Concession for providing Ground Handling services at Rajmata Vijayaraje Scindia Terminal, Gwalior 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 Ranbanka Aviation Pvt. Ltd. as the **"Selected Bidder"** (hereby now referred as **You**) within the meaning of the RFP document, subject to the fulfilment of terms and conditions of the RFP document and the Concession Agreement.
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 07 (seven) days of issue of this LOIA to Airport Director, Airports Authority of India, Rajmata Vijayaraje Scindia Terminal, Gwalior, Madhya Pradesh-474020.

Page 1 of 4

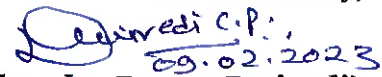
5. You shall ensure the following for entering into the Concession Agreement with AAI and for performing all its obligations under the RFP document and as the Concessionaire in terms of the Concession Agreement for the Project;
- (i) You shall submit for the performance of obligations hereunder no later 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 Rajmata Vijayaraje Scindia Terminal, Gwalior for a sum equivalent to 10 (Ten) months of the Minimum Annual Guarantee for the first year (MAG) quoted **i.e Rs. 12,10,000/- (Rupees Twelve Lakh Ten Thousand only)** excluding taxes (GST etc.) and other applicable charges. 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. For subsequent years, the amount & validity of the Bank Guarantee will be derived based on the provisions in the RFP/Concession Agreement.
 - (ii) In case you have valid Security Clearance, You shall furnish the same within 7 working days after issuance of this LOIA and LOIA shall be deemed as Letter of Award (LOA) on the date of submission of proof of requisite Security Clearance as per Applicable Laws.
 - (iii) In case you are required to obtain security clearance then you have to make an application in the e-sahaj portal of BCAS within 07 working days after issuance of this LOIA and obtain requisite Security Clearance as per the timelines provided in the RFP/Concession Agreement. In this case LOIA shall be deemed as Letter of Award (LOA) on the date of issue of requisite Security Clearance as per Applicable Laws.
 - (iv) You shall ensure the execution and delivery of the Concession Agreement within 10 (Ten) days from the LOA.
 - (v) You shall submit one-month advance license fee of quoted MAG i.e **Rs. 1,21,000/- (Rupees One Lakh Twenty-One Thousand only)** excluding taxes (GST etc.) and other applicable charges in the office of Airport Director, Airports Authority of India, Rajmata Vijayaraje Scindia Terminal, Gwalior before commencement of operation at site.
6. In the event of non-adherence of timelines as per RFP/Concession Agreement by you/SPV, the same will result in cancellation of LOIA/LOA/Concession Agreement at sole discretion of the Authority unless extended by the Authority and you/SPV shall not be entitled to and shall be considered to have forgone all its rights, benefits and interests under the LOIA or LOA. Also, the Authority shall have the right to forfeit the Bid Security or Performance Security, as the case may be, and you/SPV will be debarred for a period of one year or more for participation in future tenders of AAI from the date of debarment as per the provisions contained in the RFP & Concession



Agreement. Unless otherwise defined herein, all capitalized terms herein, shall have the meaning ascribed to it in the RFP document.

7. You 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 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.
8. You are required to submit the undertaking enclosed i.r.o. the verification of credentials/ compliance of NIL outstanding dues for the intervening period (undisputed ones) submitted by you to be eligible as per technical criteria. Documents submitted by You, if found to be forged /false at any stage, AAI have sole discretion to cancel the LOIA and You shall be debarred from AAI for taking participation in all future AAI works & any other suitable action may be taken against your company/firm as deemed fit by the Authority.
9. You are advised to contact immediately to the Airport Director, Airports Authority of India, Rajmata Vijayaraje Scindia Terminal, Gwalior i.e the Authority's Representative for execution of the above-mentioned steps in this LOIA and further action as per RFP/Concession Agreement.
10. The subject LOIA is being issued subject to the final outcome of WP (C) No. 17790 of 2022.

Yours Sincerely,


29.02.2023

(Chandra Pratap Dwivedi)
General Manager (Ops)
For Executive Director (Ops)

UNDERTAKING (on agency Letter head)

I/We (Name of the company/consortium)
..... hereby undertake the compliance of NIL
outstanding dues for the intervening period (undisputed ones) as per
Appendix-9C of RFP submitted along with the bid, credentials or any other
document submitted by me/us, if found to be forged /false at any stage, I/We
may be debarred from AAI for taking participation in all future AAI works &
any other suitable action may be taken against our company/firm as deemed
fit by AAI.

Signature of Director of the company /firm





भारतीय विमानपत्तन प्राधिकरण
AIRPORTS AUTHORITY OF INDIA

No. AAI/OP-12018/10/2022-Operations / 44

Date: 09.02.2023

To,

M/s Avia Xpert Pvt. Ltd.
Building No. 1, 2nd Floor, Khasra No 505,
Bypass Road, Mahipalpur,
Opposite CISF Camp Gate No. 2,
New Delhi - 110037

Sub: Letter of Intent to Award (LOIA) for Concession for Ground Handling Services at Civil Enclave, Hindon, Ghaziabad to M/s Avia Xpert Pvt. Ltd.

References:

1. E-bid invitation no.: 2022_AAI_131185_1 dated 6th October, 2022.
2. Your technical bid opened on 16.11.2022, financial bid opened on 14.12.2022 through CPP portal.

Kind Attn: Mr. Sushil Raina, Executive Director (Authorized Signatory) on behalf of M/s Avia Xpert Pvt. Ltd.

Sir,

1. This has reference to your submission of Bid on 09.11.2022. I am pleased to inform that the Competent Authority has accepted your offer of quoted MAG at **INR Rs. 1,10,000.00 (Rupees One Lakh Ten Thousand only)** excluding taxes (GST etc.) and other applicable charges. MAG will be escalated at 20% on completion of every five years for providing Ground Handling Services at Civil Enclave, Hindon, Ghaziabad.
2. This is a non-exclusive Concession for providing Ground Handling services at Civil Enclave, Hindon, Ghaziabad 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 Avia Xpert Pvt. Ltd. as the **"Selected Bidder"** (hereby now referred as **You**) within the meaning of the RFP document, subject to the fulfilment of terms and conditions of the RFP document and the Concession Agreement.
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 07 (Seven) days of issue of this LOIA to Airport Director, Airports Authority of India, Civil Enclave, Hindon, Ghaziabad, Uttar Pradesh-201005.

Page 1 of 4

5. You shall ensure the following 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 Civil Enclave, Hindon, Ghaziabad for a sum equivalent to 10 (Ten) months of the Minimum Annual Guarantee for the first year (MAG) quoted i.e **Rs. 91,667/- (Rupees Ninety-One Thousand Six hundred Sixty-seven only)** excluding taxes (GST etc.) and other applicable charges. 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. For subsequent years, the amount & validity of the Bank Guarantee will be derived based on the provisions in the RFP/Concession Agreement.
 - (ii) In case you have valid Security Clearance, You shall furnish the same within 7 working days after issuance of this LOIA and LOIA shall be deemed as Letter of Award (LOA) on the date of submission of proof of requisite Security Clearance as per Applicable Laws.
 - (iii) In case you are required to obtain security clearance then you have to make an application in the e-sahaj portal of BCAS within 07 working days after issuance of this LOIA and obtain requisite Security Clearance as per the timelines provided in the RFP/Concession Agreement. In this case LOIA shall be deemed as Letter of Award (LOA) on the date of issue of requisite Security Clearance as per Applicable Laws.
 - (iv) You shall ensure the execution and delivery of the Concession Agreement within 10 (Ten) days from the LOA.
 - (v) You shall submit one-month advance license fee of quoted MAG i.e **Rs. 9,167/- (Rupees Nine Thousand One hundred Sixty-seven only)** excluding taxes (GST etc.) and other applicable charges in the office of Airport Director, Airports Authority of India, Hindon Airport, Hindon before commencement of operation at site.
6. In the event of non-adherence of timelines as per RFP/Concession Agreement by you/SPV, the same will result in cancellation of LOIA/LOA/Concession Agreement at sole discretion of the Authority unless extended by the Authority and you/SPV shall not be entitled to and shall be considered to have forgone all its rights, benefits and interests under the LOIA or LOA. Also, the Authority shall have the right to forfeit the Bid Security or Performance Security, as the case may be, and you/SPV will be debarred for a period of one year or more for participation in future tenders of AAI from the date of debarment as per the provisions contained in the RFP & Concession



Agreement. Unless otherwise defined herein, all capitalized terms herein, shall have the meaning ascribed to it in the RFP document.

7. You 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 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.
8. You are required to submit the undertaking enclosed i.r.o. the verification of credentials/ compliance of NIL outstanding dues for the intervening period (undisputed ones) submitted by you to be eligible as per technical criteria. Documents submitted by You, if found to be forged /false at any stage, AAI have sole discretion to cancel the LOIA and You shall be debarred from AAI for taking participation in all future AAI works & any other suitable action may be taken against your company/firm as deemed fit by the Authority.
9. You are advised to contact immediately to the Airport Director, Airports Authority of India, Civil Enclave, Hindon, Ghaziabad i.e the Authority's Representative for execution of the above-mentioned steps in this LOIA and further action as per RFP/Concession Agreement.
10. The subject LOIA is being issued subject to the final outcome of WP (C) No. 17790 of 2022.

Yours Sincerely,


08.02.2023

(Chandra Pratap Dwivedi)
General Manager (Ops)
For Executive Director (Ops)

UNDERTAKING (on agency Letter head)

I/We (Name of the company/consortium)
..... hereby undertake the compliance of NIL
outstanding dues for the intervening period (undisputed ones) as per
Appendix-9C of RFP submitted along with the bid, credentials or any other
document submitted by me/us, if found to be forged /false at any stage, I/We
may be debarred from AAI for taking participation in all future AAI works &
any other suitable action may be taken against our company/firm as deemed
fit by AAI.

Signature of Director of the company /firm





No. AAI/OP-12018/10/2022-Operations /45

Date: 09.02.2023

To,

M/s Ranbanka Aviation Pvt. Ltd.
3-2/15, Shiv Shopping Centre,
Opp Chandrabhanu Cinema Hansol,
Ahmedabad, Gujarat - 382475

Sub: Letter of Intent to Award (LOIA) for Concession for Ground Handling Services at New Civil Airport, Jaisalmer to M/s Ranbanka Aviation Pvt. Ltd.

References:

1. E-bid invitation no.: 2022_AAI_131185_1 dated 6th October, 2022.
2. Your technical bid opened on 16.11.2022, financial bid opened on 14.12.2022 through CPP portal.

Kind Attn: Mr. Marudhar Singh Champavat, Managing Director
(Authorized Signatory) on behalf of M/s Ranbanka Aviation
Pvt. Ltd.

Sir,

1. This has reference to your submission of Bid on 09.11.2022. I am pleased to inform that the Competent Authority has accepted your offer of quoted MAG at **INR Rs. 16,91,999.00 (Rupees Sixteen Lakh Ninety-One Thousand Nine Hundred Ninety-Nine only)** excluding taxes (GST etc.) and other applicable charges. MAG will be escalated at 20% on completion of every five years for providing Ground Handling Services at New Civil Airport, Jaisalmer.
2. This is a non-exclusive Concession for providing Ground Handling services at New Civil Airport, Jaisalmer 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 Ranbanka Aviation Pvt. Ltd. as the **"Selected Bidder"** (hereby now referred as **You**) within the meaning of the RFP document, subject to the fulfilment of terms and conditions of the RFP document and the Concession Agreement.
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 07 (Seven) days of issue of this LOIA to Airport Director, Airports Authority of India, New Civil Airport, Jaisalmer, Rajasthan-345001.

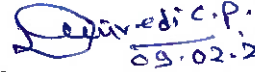
5. You shall ensure the following for entering into the Concession Agreement with AAI and for performing all its obligations under the RFP document and as the Concessionaire in terms of the Concession Agreement for the Project;
- (i) You shall submit for the performance of obligations hereunder no later 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 New Civil Airport, Jaisalmer for a sum equivalent to 10 (Ten) months of the Minimum Annual Guarantee for the first year (MAG) quoted **i.e Rs. 14,10,000/- (Rupees Fourteen Lakh Ten Thousand only)** excluding taxes (GST etc.) and other applicable charges. 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. For subsequent years, the amount & validity of the Bank Guarantee will be derived based on the provisions in the RFP/Concession Agreement.
 - (ii) In case you have valid Security Clearance, You shall furnish the same within 7 working days after issuance of this LOIA and LOIA shall be deemed as Letter of Award (LOA) on the date of submission of proof of requisite Security Clearance as per Applicable Laws.
 - (iii) In case you are required to obtain security clearance then you have to make an application in the e-sahaj portal of BCAS within 07 working days after issuance of this LOIA and obtain requisite Security Clearance as per the timelines provided in the RFP/Concession Agreement. In this case LOIA shall be deemed as Letter of Award (LOA) on the date of issue of requisite Security Clearance as per Applicable Laws.
 - (iv) You shall ensure the execution and delivery of the Concession Agreement within 10 (Ten) days from the LOA.
 - (v) You shall submit one-month advance license fee of quoted MAG i.e **Rs. 1,41,000/- (Rupees One Lakh Forty-one Thousand only)** excluding taxes (GST etc.) and other applicable charges in the office of Airport Director, Airports Authority of India, New Civil Airport, Jaisalmer before commencement of operation at site.
6. In the event of non-adherence of timelines as per RFP/Concession Agreement by you/SPV, the same will result in cancellation of LOIA/LOA/Concession Agreement at sole discretion of the Authority unless extended by the Authority and you/SPV shall not be entitled to and shall be considered to have forgone all its rights, benefits and interests under the LOIA or LOA. Also, the Authority shall have the right to forfeit the Bid Security or Performance Security, as the case may be, and you/SPV will be debarred for a period of one year or more for participation in future tenders of AAI from the date of debarment as per the provisions contained in the RFP & Concession



Agreement. Unless otherwise defined herein, all capitalized terms herein, shall have the meaning ascribed to it in the RFP document.

7. You 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 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.
8. You are required to submit the undertaking enclosed i.r.o. the verification of credentials/ compliance of NIL outstanding dues for the intervening period (undisputed ones) submitted by you to be eligible as per technical criteria. Documents submitted by You, if found to be forged /false at any stage, AAI have sole discretion to cancel the LOIA and You shall be debarred from AAI for taking participation in all future AAI works & any other suitable action may be taken against your company/firm as deemed fit by the Authority.
9. You are advised to contact immediately to the Airport Director, Airports Authority of India, New Civil Airport, Jaisalmer i.e the Authority's Representative for execution of the above-mentioned steps in this LOIA and further action as per RFP/Concession Agreement.
10. The subject LOIA is being issued subject to the final outcome of WP (C) No. 17790 of 2022.

Yours Sincerely,


29.02.2023

(Chandra Pratap Dwivedi)
General Manager (Ops)
For Executive Director (Ops)

UNDERTAKING (on agency Letter head)

I/We (Name of the company/consortium)
..... hereby undertake the compliance of NIL
outstanding dues for the intervening period (undisputed ones) as per
Appendix-9C of RFP submitted along with the bid, credentials or any other
document submitted by me/us, if found to be forged /false at any stage, I/We
may be debarred from AAI for taking participation in all future AAI works &
any other suitable action may be taken against our company/firm as deemed
fit by AAI.



Signature of Director of the company /firm



No. AAI/OP-12018/10/2022-Operations /50

Date: 09.02.2023

To,

M/s Kalinga Aero & Allied Services Pvt. Ltd. (Lead Member)
Plot No 1063/2Q29, Near Naveen Nivas, Bhimpur,
Aerodrome Area, Airfield, Khurda,
Bhubaneswar - 751020

Sub: Letter of Intent to Award (LOIA) for Concession for Ground Handling Services at Civil Enclave, Jamnagar, Gujarat to the consortium of M/s Kalinga Aero & Allied Services Pvt. Ltd. & M/s Able Aviation (India) Pvt. Ltd.

References:

1. E-bid invitation no.: 2022_AAI_131185_1 dated 6th October, 2022.
2. Your technical bid opened on 16.11.2022, financial bid opened on 14.12.2022 through CPP portal.

Kind Attn: Mr. Ishant Kumar Giri, Director (Authorized Signatory) on behalf of consortium of M/s Kalinga Aero & Allied Services Pvt. Ltd. & M/s Able Aviation (India) Pvt. Ltd.

Sir,

1. This has reference to your submission of Bid on 09.11.2022. I am pleased to inform that the Competent Authority has accepted your offer of quoted MAG at **INR Rs. 46,69,500.54 (Rupees Forty-Six Lakh Sixty-Nine Thousand Five Hundred and Fifty-Four Paise only)** excluding taxes (GST etc.) and other applicable charges. MAG will be escalated at 20% on completion of every five years for providing Ground Handling Services at Civil Enclave, Jamnagar, Gujarat.
2. This is a non-exclusive Concession for providing Ground Handling services at Civil Enclave, Jamnagar, Gujarat 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 the consortium of M/s Kalinga Aero & Allied Services Pvt. Ltd. & M/s Able Aviation (India) Pvt. Ltd. as the **"Selected Bidder"** (hereby now referred as **You**) within the meaning of the RFP document, subject to the fulfilment of terms and conditions of the RFP document and the Concession Agreement.
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 07 (Seven) days of issue of this LOIA to Airport Director, Airports Authority of India, Civil Enclave, Jamnagar, Gujarat.

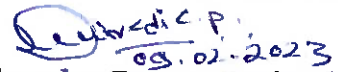
Page 1 of 4

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 Jamnagar, Gujarat. 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/SPV 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 Civil Enclave, Jamnagar, Gujarat for a sum equivalent to 10 (Ten) months of the Minimum Annual Guarantee for the first year (MAG) quoted i.e **Rs. 38,91,251/- (Rupees Thirty-Eight Lakh Ninety-One Thousand Two Hundred Fifty-one only)** excluding taxes (GST etc.) and other applicable charges. 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. For subsequent years, the amount & validity of the Bank Guarantee will be derived based on the provisions in the RFP/Concession Agreement.
 - (ii) The 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 issue of requisite Security Clearance to the SPV as per Applicable Laws.
 - (iv) You shall ensure the execution and delivery of the Concession Agreement through SPV within 10 (Ten) days from the LOA.
 - (v) The SPV shall submit one-month advance license fee of quoted MAG i.e **Rs. 3,89,126/- (Rupees Three Lakh Eighty-Nine Thousand One Hundred Twenty-Six only)** excluding taxes (GST etc.) and other applicable charges in the office of Airport Director, Airports Authority of India, Civil Enclave, Jamnagar, Gujarat before commencement of operation at site.
6. In the event of non-adherence of timelines as per RFP/Concession Agreement by you/SPV, the same will result in cancellation of LOIA/LOA/Concession Agreement at sole discretion of the Authority unless extended by the Authority and you/SPV shall not be entitled to and shall be considered to have forgone all its rights, benefits and interests under the LOIA or LOA. Also, the Authority shall have the right to forfeit the Bid Security or Performance Security, as the case may be, and you/SPV will be debarred for a period of one year or more for participation in future tenders of AAI from the date of debarment as per the provisions contained in the RFP & Concession Agreement. Unless otherwise defined herein, all capitalized terms herein, shall have the meaning ascribed to it in the RFP document.



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.
8. You/SPV are required to submit the undertaking enclosed i.r.o. the verification of credentials/ compliance of NIL outstanding dues for the intervening period (undisputed ones) submitted by you to be eligible as per technical criteria. Documents submitted by You/SPV, if found to be forged /false at any stage, AAI have sole discretion to cancel the LOIA and You/SPV shall be debarred from AAI for taking participation in all future AAI works & any other suitable action may be taken against your company/firm as deemed fit by the Authority.
9. You are advised to contact immediately to the Airport Director, Airports Authority of India, Civil Enclave, Jamnagar, Gujarat i.e the Authority's Representative for execution of the above-mentioned steps in this LOIA and further action as per RFP/Concession Agreement.
10. The subject LOIA is being issued subject to the final outcome of WP (C) No. 17790 of 2022.

Yours Sincerely,


09.02.2023

(Chandra Pratap Dwivedi)
General Manager (Ops)
For Executive Director (Ops)

UNDERTAKING (on agency Letter head)

I/We (Name of the company/consortium)
..... hereby undertake the compliance of NIL
outstanding dues for the intervening period (undisputed ones) as per
Appendix-9C of RFP submitted along with the bid, credentials or any other
document submitted by me/us, if found to be forged /false at any stage, I/We
may be debarred from AAI for taking participation in all future AAI works &
any other suitable action may be taken against our company/firm as deemed fit
by AAI.



Signature of Director of the company /firm



No. AAI/OP-12018/10/2022-Operations/81

Date: 24.02.2023

To,

M/s LAS Ground Force Pvt. Ltd. (Lead Member)
301, Bhavya Plaza, Bhavya Commercial Building,
Khar 5th Road, Khar West, Mumbai – 400052

Sub: Letter of Intent to Award (LOIA) for Concession for Ground Handling Services at Civil Enclave, Jodhpur, Rajasthan to the consortium of M/s LAS Ground Force Pvt. Ltd & M/s Goldair Handling S.A.

References:

1. E-bid invitation no.: 2022_AAI_131185_1 dated 6th October, 2022.
2. Your technical bid opened on 16.11.2022, financial bid opened on 14.12.2022 through CPP portal.

Kind Attn: Mr. H. Bose, Director (Authorized Signatory) on behalf of the consortium of M/s LAS Ground Force Pvt. Ltd & M/s Goldair Handling S.A.

Sir,

1. This has reference to your submission of Bid on 09.11.2022. I am pleased to inform that the Competent Authority has accepted your offer of quoted MAG at INR Rs. **25,77,557.00 (Rupees Twenty-Five Lakh Seventy-Seven Thousand Five Hundred Fifty-Seven only)** excluding taxes (GST etc.) and other applicable charges. MAG will be escalated at 20% on completion of every five years for providing Ground Handling Services at Civil Enclave, Jodhpur, Rajasthan.
2. This is a non-exclusive Concession for providing Ground Handling services at Civil Enclave, Jodhpur, Rajasthan 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 the consortium of M/s LAS Ground Force Pvt. Ltd & M/s Goldair Handling S.A. as the **"Selected Bidder"** (hereby now referred as **You**) within the meaning of the RFP document, subject to the fulfilment of terms and conditions of the RFP document and the Concession Agreement.
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 07 (Seven) days of issue of this LOIA to Airport Director, Airports Authority of India, Civil Enclave, Jodhpur, Rajasthan.

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 Jodhpur, Rajasthan. 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/SPV 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 Civil Enclave, Jodhpur, Rajasthan for a sum equivalent to 10 (Ten) months of the Minimum Annual Guarantee for the first year (MAG) quoted i.e **Rs. 21,47,965/- (Rupees Twenty-One Lakh Forty-Seven Thousand Nine Hundred Sixty-Five only)** excluding taxes (GST etc.) and other applicable charges. 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. For subsequent years, the amount & validity of the Bank Guarantee will be derived based on the provisions in the RFP/Concession Agreement.
 - (ii) The 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 issue of requisite Security Clearance to the SPV as per Applicable Laws.
 - (iv) You shall ensure the execution and delivery of the Concession Agreement through SPV within 10 (Ten) days from the LOA.
 - (v) The SPV shall submit one-month advance license fee of quoted MAG i.e **Rs. 2,14,797/- (Rupees Two Lakh Fourteen Thousand Seven Hundred Ninety-Seven only)** excluding taxes (GST etc.) and other applicable charges in the office of Airport Director, Airports Authority of India, Civil Enclave, Jodhpur, Rajasthan before commencement of operation at site.
6. In the event of non-adherence of timelines as per RFP/Concession Agreement by you/SPV, the same will result in cancellation of LOIA/LOA/Concession Agreement at sole discretion of the Authority unless extended by the Authority and you/SPV shall not be entitled to and shall be considered to have forgone all its rights, benefits and interests under the LOIA or LOA. Also, the Authority shall have the right to forfeit the Bid Security or Performance Security, as the case may be, and you/SPV will be debarred for a period of one year or more for participation in future tenders of AAI from the date of debarment as per the provisions contained in the RFP & Concession Agreement. Unless otherwise defined herein, all capitalized terms herein, shall have the meaning ascribed to it in the RFP document.



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.
8. You/SPV are required to submit the undertaking enclosed i.r.o. the verification of credentials/ compliance of NIL outstanding dues for the intervening period (undisputed ones) submitted by you to be eligible as per technical criteria. Documents submitted by You/SPV, if found to be forged /false at any stage, AAI have sole discretion to cancel the LOIA and You/SPV shall be debarred from AAI for taking participation in all future AAI works & any other suitable action may be taken against your company/firm as deemed fit by the Authority.
9. You are advised to contact immediately to the Airport Director, Airports Authority of India, Civil Enclave, Jodhpur, Rajasthan i.e the Authority's Representative for execution of the above-mentioned steps in this LOIA and further action as per RFP/Concession Agreement.
10. The subject LOIA is being issued subject to the final outcome of WP (C) No. 17790 of 2022.

Yours Sincerely,

Dwivedi C.P.
24.02.2023

(Chandra Pratap Dwivedi)
General Manager (Ops)
For Executive Director (Ops)

UNDERTAKING (on agency Letter head)

I/We (Name of the company/consortium)
..... hereby undertake the compliance of NIL
outstanding dues for the intervening period (undisputed ones) as per
Appendix-9C of RFP submitted along with the bid, credentials or any other
document submitted by me/us, if found to be forged /false at any stage, I/We
may be debarred from AAI for taking participation in all future AAI works &
any other suitable action may be taken against our company/firm as deemed
fit by AAI.



Signature of Director of the company /firm



No. AAI/OP-12018/10/2022-Operations /52

Date: 09.02.2023

To,

M/s J.P. Aviation Services Pvt. Ltd.
8/47, East Mall Road, Green Valley,
Kolkata-700080.

Sub: Letter of Intent to Award (LOIA) for Concession for Ground Handling Services at Jorhat Airport, Jorhat, Assam to M/s J.P. Aviation Services Pvt. Ltd.

References:

1. E-bid invitation no.: 2022_AAI_131185_1 dated 6th October, 2022.
2. Your technical bid opened on 16.11.2022, financial bid opened on 14.12.2022 through CPP portal.

Kind Attn: Mr. Tapan Roy Chowdhury (Authorized Signatory) on behalf of M/s J.P. Aviation Services Pvt. Ltd.

Sir,

1. This has reference to your submission of Bid on 09.11.2022. I am pleased to inform that the Competent Authority has accepted your offer of quoted MAG at INR **Rs. 3,50,105.00 (Rupees Three Lakh Fifty Thousand One Hundred Five only)** excluding taxes (GST etc.) and other applicable charges. MAG will be escalated at 20% on completion of every five years for providing Ground Handling Services at Jorhat Airport, Jorhat, Assam.
2. This is a non-exclusive Concession for providing Ground Handling services at Jorhat Airport, Jorhat, Assam 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 J.P. Aviation Services Pvt. Ltd as the **"Selected Bidder"** (hereby now referred as **You**) within the meaning of the RFP document, subject to the fulfilment of terms and conditions of the RFP document and the Concession Agreement.
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 07 (Seven) days of issue of this LOIA to Airport Director, Airports Authority of India, Jorhat Airport, Jorhat, Assam-785005.

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5. You shall ensure the following 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 Jorhat Airport, Jorhat for a sum equivalent to 10 (Ten) months of the Minimum Annual Guarantee for the first year (MAG) quoted i.e **Rs. 2,91,755/- (Rupees Two Lakh Ninety-One Thousand Seven Hundred Fifty-Five only)** excluding taxes (GST etc.) and other applicable charges. 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. For subsequent years, the amount & validity of the Bank Guarantee will be derived based on the provisions in the RFP/Concession Agreement.
 - (ii) In case you have valid Security Clearance, You shall furnish the same within 7 working days after issuance of this LOIA and LOIA shall be deemed as Letter of Award (LOA) on the date of submission of proof of requisite Security Clearance as per Applicable Laws.
 - (iii) In case you are required to obtain security clearance then you have to make an application in the e-sahaj portal of BCAS within 07 working days after issuance of this LOIA and obtain requisite Security Clearance as per the timelines provided in the RFP/Concession Agreement. In this case LOIA shall be deemed as Letter of Award (LOA) on the date of issue of requisite Security Clearance as per Applicable Laws.
 - (iv) You shall ensure the execution and delivery of the Concession Agreement within 10 (Ten) days from the LOA.
 - (v) You shall submit one-month advance license fee of quoted MAG i.e **Rs. 29,176/- (Rupees Twenty-Nine Thousand One Hundred Seventy-Six only)** excluding taxes (GST etc.) and other applicable charges in the office of Airport Director, Airports Authority of India, Jorhat Airport, Jorhat, Assam before commencement of operation at site.
6. In the event of non-adherence of timelines as per RFP/Concession Agreement by you/SPV, the same will result in cancellation of LOIA/LOA/Concession Agreement at sole discretion of the Authority unless extended by the Authority and you/SPV shall not be entitled to and shall be considered to have forgone all its rights, benefits and interests under the LOIA or LOA. Also, the Authority shall have the right to forfeit the Bid Security or Performance Security, as the case may be, and you/SPV will be debarred for a period of one year or more for participation in future tenders of AAI from the date of debarment as per the provisions contained in the RFP & Concession



Agreement. Unless otherwise defined herein, all capitalized terms herein, shall have the meaning ascribed to it in the RFP document.

7. You 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 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.
8. You are required to submit the undertaking enclosed i.r.o. the verification of credentials/ compliance of NIL outstanding dues for the intervening period (undisputed ones) submitted by you to be eligible as per technical criteria. Documents submitted by You, if found to be forged /false at any stage, AAI have sole discretion to cancel the LOIA and You shall be debarred from AAI for taking participation in all future AAI works & any other suitable action may be taken against your company/firm as deemed fit by the Authority.
9. You are advised to contact immediately to the Airport Director, Airports Authority of India, Jorhat Airport, Jorhat, Assam i.e the Authority's Representative for execution of the above-mentioned steps in this LOIA and further action as per RFP/Concession Agreement.
10. The subject LOIA is being issued subject to the final outcome of WP (C) No. 17790 of 2022.

Yours Sincerely,

 Dwivedi C.P.,
09-02-2023

(Chandra Pratap Dwivedi)
General Manager (Ops)
For Executive Director (Ops)

UNDERTAKING (on agency Letter head)

I/We (Name of the company/consortium)
..... hereby undertake the compliance of NIL
outstanding dues for the intervening period (undisputed ones) as per
Appendix-9C of RFP submitted along with the bid, credentials or any other
document submitted by me/us, if found to be forged /false at any stage, I/We
may be debarred from AAI for taking participation in all future AAI works &
any other suitable action may be taken against our company/firm as deemed
fit by AAI.



Signature of Director of the company /firm



No. AAI/OP-12018/10/2022-Operations/46

Date: 09.02.2023

To,

M/s Aroon Aviation Services Pvt. Ltd.
A-113, Road No.-2, Mahipalpur Extn.,
New Delhi-110037

Sub: Letter of Intent to Award (LOIA) for Concession for Ground Handling Services at Civil Aerodrome, Kanpur (Chakeri), Uttar Pradesh to M/s Aroon Aviation Services Pvt. Ltd.

References:

1. E-bid invitation no.: 2022_AAI_131185_1 dated 6th October, 2022.
2. Your technical bid opened on 16.11.2022, financial bid opened on 14.12.2022 through CPP portal.

Kind Attn: Mr. Suresh Kumar Rana (Authorized Signatory) on behalf of M/s Aroon Aviation Services Pvt. Ltd.

Sir,

1. This has reference to your submission of Bid on 09.11.2022. I am pleased to inform that the Competent Authority has accepted your offer of quoted MAG at INR **Rs. 5,86,000.00 (Rupees Five Lakh Eighty-Six Thousand only)** excluding taxes (GST etc.) and other applicable charges. MAG will be escalated at 20% on completion of every five years for providing Ground Handling Services at Civil Aerodrome, Kanpur (Chakeri), Uttar Pradesh.
2. This is a non-exclusive Concession for providing Ground Handling services at Civil Aerodrome, Kanpur (Chakeri), Uttar Pradesh 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 Aroon Aviation Services Pvt. Ltd. as the **"Selected Bidder"** (hereby now referred as **You**) within the meaning of the RFP document, subject to the fulfilment of terms and conditions of the RFP document and the Concession Agreement.
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 07 (Seven) days of issue of this LOIA to Airport Director, Airports Authority of India, Civil Aerodrome, Kanpur (Chakeri), Uttar Pradesh- 208004.

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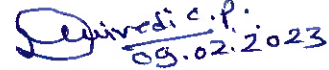
5. You shall ensure the following for entering into the Concession Agreement with AAI and for performing all its obligations under the RFP document and as the Concessionaire in terms of the Concession Agreement for the Project;
- (i) You shall submit for the performance of obligations hereunder no later 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 Civil Aerodrome, Kanpur (Chakeri), Uttar Pradesh for a sum equivalent to 10 (Ten) months of the Minimum Annual Guarantee for the first year (MAG) quoted i.e **Rs. 4,88,334/- (Rupees Four Lakh Eighty-Eight Thousand Three Hundred Thirty-four only)** excluding taxes (GST etc.) and other applicable charges. 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. For subsequent years, the amount & validity of the Bank Guarantee will be derived based on the provisions in the RFP/Concession Agreement.
 - (ii) In case you have valid Security Clearance, You shall furnish the same within 7 working days after issuance of this LOIA and LOIA shall be deemed as Letter of Award (LOA) on the date of submission of proof of requisite Security Clearance as per Applicable Laws.
 - (iii) In case you are required to obtain security clearance then you have to make an application in the e-sahaj portal of BCAS within 07 working days after issuance of this LOIA and obtain requisite Security Clearance as per the timelines provided in the RFP/Concession Agreement. In this case LOIA shall be deemed as Letter of Award (LOA) on the date of issue of requisite Security Clearance as per Applicable Laws.
 - (iv) You shall ensure the execution and delivery of the Concession Agreement within 10 (Ten) days from the LOA.
 - (v) You shall submit one-month advance license fee of quoted MAG i.e **Rs. 48,834/- (Rupees Forty-Eight Thousand Eight Hundred Thirty-four only)** excluding taxes (GST etc.) and other applicable charges in the office of Airport Director, Airports Authority of India, Civil Aerodrome, Kanpur (Chakeri), Uttar Pradesh before commencement of operation at site.
6. In the event of non-adherence of timelines as per RFP/Concession Agreement by you/SPV, the same will result in cancellation of LOIA/LOA/Concession Agreement at sole discretion of the Authority unless extended by the Authority and you/SPV shall not be entitled to and shall be considered to have forgone all its rights, benefits and interests under the LOIA or LOA. Also, the Authority shall have the right to forfeit the Bid Security or Performance Security, as the case may be, and you/SPV will be debarred for a period of one year or more for participation in future tenders of AAI from the date of debarment as per the provisions contained in the RFP & Concession



Agreement. Unless otherwise defined herein, all capitalized terms herein, shall have the meaning ascribed to it in the RFP document.

7. You 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 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.
8. You are required to submit the undertaking enclosed i.r.o. the verification of credentials/ compliance of NIL outstanding dues for the intervening period (undisputed ones) submitted by you to be eligible as per technical criteria. Documents submitted by You, if found to be forged /false at any stage, AAI have sole discretion to cancel the LOIA and You shall be debarred from AAI for taking participation in all future AAI works & any other suitable action may be taken against your company/firm as deemed fit by the Authority.
9. You are advised to contact immediately to the Airport Director, Airports Authority of India, Civil Aerodrome, Kanpur (Chakeri), Uttar Pradesh i.e the Authority's Representative for execution of the above-mentioned steps in this LOIA and further action as per RFP/Concession Agreement.
10. The subject LOIA is being issued subject to the final outcome of WP (C) No. 17790 of 2022.

Yours Sincerely,


09.02.2023

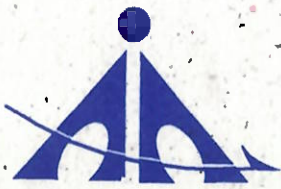
(Chandra Pratap Dwivedi)
General Manager (Ops)
For Executive Director (Ops)

UNDERTAKING (on agency Letter head)

I/We (Name of the company/consortium)
..... hereby undertake the compliance of NIL
outstanding dues for the intervening period (undisputed ones) as per
Appendix-9C of RFP submitted along with the bid, credentials or any other
document submitted by me/us, if found to be forged /false at any stage, I/We
may be debarred from AAI for taking participation in all future AAI works &
any other suitable action may be taken against our company/firm as deemed
fit by AAI.



Signature of Director of the company /firm



No. AAI/OP-12018/10/2022-Operations/47

Date: 09.02.2023

To,

M/s J.P. Aviation Services Pvt. Ltd.
8/47, East Mall Road, Green Valley,
Kolkata-700080.

Sub: Letter of Intent to Award (LOIA) for Concession for Ground Handling Services at Kushok Bakula Rinpoche Airport, Leh to M/s J.P. Aviation Services Pvt. Ltd.

References:

1. E-bid invitation no.: 2022_AAI_131185_1 dated 6th October, 2022.
2. Your technical bid opened on 16.11.2022, financial bid opened on 14.12.2022 through CPP portal.

Kind Attn: Mr. Tapan Roy Chowdhury (Authorized Signatory) on behalf of M/s J.P. Aviation Services Pvt. Ltd.

Sir,

1. This has reference to your submission of Bid on 09.11.2022. I am pleased to inform that the Competent Authority has accepted your offer of quoted MAG at **INR Rs. 37,06,235.00 (Rupees Thirty-Seven Lakh Six Thousand Two Hundred Thirty-Five only)** excluding taxes (GST etc.) and other applicable charges. MAG will be escalated at 20% on completion of every five years for providing Ground Handling Services at Kushok Bakula Rinpoche Airport, Leh.
2. This is a non-exclusive Concession for providing Ground Handling services at Kushok Bakula Rinpoche Airport, Leh 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 J.P. Aviation Services Pvt. Ltd as the **"Selected Bidder"** (hereby now referred as **You**) within the meaning of the RFP document, subject to the fulfilment of terms and conditions of the RFP document and the Concession Agreement.
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 07 (Seven) days of issue of this LOIA to Airport Director, Airports Authority of India, Kushok Bakula Rinpoche Airport, Leh-194101.

Page 1 of 4

5. You shall ensure the following 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 Kushok Bakula Rinpoche Airport, Leh for a sum equivalent to 10 (Ten) months of the Minimum Annual Guarantee for the first year (MAG) quoted i.e **Rs. 30,88,530/- (Rupees Thirty Lakh Eighty-Eight Thousand Five Hundred Thirty only)** excluding taxes (GST etc.) and other applicable charges. 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. For subsequent years, the amount & validity of the Bank Guarantee will be derived based on the provisions in the RFP/Concession Agreement.
 - (ii) In case you have valid Security Clearance, You shall furnish the same within 7 working days after issuance of this LOIA and LOIA shall be deemed as Letter of Award (LOA) on the date of submission of proof of requisite Security Clearance as per Applicable Laws.
 - (iii) In case you are required to obtain security clearance then you have to make an application in the e-sahaj portal of BCAS within 07 working days after issuance of this LOIA and obtain requisite Security Clearance as per the timelines provided in the RFP/Concession Agreement. In this case LOIA shall be deemed as Letter of Award (LOA) on the date of issue of requisite Security Clearance as per Applicable Laws.
 - (iv) You shall ensure the execution and delivery of the Concession Agreement within 10 (Ten) days from the LOA.
 - (v) You shall submit one-month advance license fee of quoted MAG i.e **Rs. 3,08,853/- (Rupees Three Lakh Eight Thousand Eight Hundred Fifty-Three only)** excluding taxes (GST etc.) and other applicable charges in the office of Airport Director, Airports Authority of India, Kushok Bakula Rinpoche Airport, Leh before commencement of operation at site.
6. In the event of non-adherence of timelines as per RFP/Concession Agreement by you/SPV, the same will result in cancellation of LOIA/LOA/Concession Agreement at sole discretion of the Authority unless extended by the Authority and you/SPV shall not be entitled to and shall be considered to have forgone all its rights, benefits and interests under the LOIA or LOA. Also, the Authority shall have the right to forfeit the Bid Security or Performance Security, as the case may be, and you/SPV will be debarred for a period of one year or more for participation in future tenders of AAI from the date of



debarment as per the provisions contained in the RFP & Concession Agreement. Unless otherwise defined herein, all capitalized terms herein, shall have the meaning ascribed to it in the RFP document.

7. You 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 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.
8. You are required to submit the undertaking enclosed i.r.o. the verification of credentials/ compliance of NIL outstanding dues for the intervening period (undisputed ones) submitted by you to be eligible as per technical criteria. Documents submitted by You, if found to be forged /false at any stage, AAI have sole discretion to cancel the LOIA and You shall be debarred from AAI for taking participation in all future AAI works & any other suitable action may be taken against your company/firm as deemed fit by the Authority.
9. You are advised to contact immediately to the Airport Director, Airports Authority of India, Kushok Bakula Rinpoche Airport, Leh i.e the Authority's Representative for execution of the above-mentioned steps in this LOIA and further action as per RFP/Concession Agreement.
10. The subject LOIA is being issued subject to the final outcome of WP (C) No. 17790 of 2022.

Yours Sincerely,


08.02.2023

(Chandra Pratap Dwivedi)
General Manager (Ops)
For Executive Director (Ops)

UNDERTAKING (on agency Letter head)

I/We (Name of the company/consortium)
..... hereby undertake the compliance of NIL
outstanding dues for the intervening period (undisputed ones) as per
Appendix-9C of RFP submitted along with the bid, credentials or any other
document submitted by me/us, if found to be forged /false at any stage, I/We
may be debarred from AAI for taking participation in all future AAI works &
any other suitable action may be taken against our company/firm as deemed
fit by AAI.



Signature of Director of the company /firm



No. AAI/OP-12018/10/2022-Operations

Date: 09.02.2023

To,

M/s ARM Commercial Services Pvt. Ltd.
203, 204, 205, 206 sarda chambers-IV,
3 L.S.C. Kalkaji, New Delhi- 110019

Sub: Letter of Intent to Award (LOIA) for Concession for Ground Handling Services at Prayagraj Airport, Prayagraj, Uttar Pradesh to M/s ARM Commercial Services Pvt. Ltd.

References:

1. E-bid invitation no.: 2022_AAI_131185_1 dated 6th October, 2022.
2. Your technical bid opened on 16.11.2022, financial bid opened on 14.12.2022 through CPP portal.

Kind Attn: Mr. Vatsal Raj Maheshwari (Authorized Signatory) on behalf of M/s ARM Commercial Services Pvt. Ltd.

Sir,

1. This has reference to your submission of Bid on 09.11.2022. I am pleased to inform that the Competent Authority has accepted your offer of quoted MAG at **INR Rs. 13,00,000.00 (Rupees Thirteen Lakh only)** excluding taxes (GST etc.) and other applicable charges. MAG will be escalated at 20% on completion of every five years for providing Ground Handling Services at Prayagraj Airport, Prayagraj, Uttar Pradesh.
2. This is a non-exclusive Concession for providing Ground Handling services at Prayagraj Airport, Prayagraj, Uttar Pradesh 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 ARM Commercial Services Pvt. Ltd as the **"Selected Bidder"** (hereby now referred as **You**) within the meaning of the RFP document, subject to the fulfilment of terms and conditions of the RFP document and the Concession Agreement.
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 07 (Seven) days of issue of this LOIA to Airport Director, Airports Authority of India, Prayagraj Airport, Prayagraj, Uttar Pradesh-211012.
5. You shall ensure the following 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;

Page 1 of 4

- (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 Prayagraj Airport, Prayagraj, Uttar Pradesh for a sum equivalent to 10 (Ten) months of the Minimum Annual Guarantee for the first year (MAG) quoted i.e **Rs. 10,83,334/- (Rupees Ten Lakh Eighty-Three Thousand Three Hundred Thirty-four only)** excluding taxes (GST etc.) and other applicable charges. 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. For subsequent years, the amount & validity of the Bank Guarantee will be derived based on the provisions in the RFP/Concession Agreement.
- (ii) In case you have valid Security Clearance, You shall furnish the same within 7 working days after issuance of this LOIA and LOIA shall be deemed as Letter of Award (LOA) on the date of submission of proof of requisite Security Clearance as per Applicable Laws.
- (iii) In case you are required to obtain security clearance then you have to make an application in the e-sahaj portal of BCAS within 07 working days after issuance of this LOIA and obtain requisite Security Clearance as per the timelines provided in the RFP/Concession Agreement. In this case LOIA shall be deemed as Letter of Award (LOA) on the date of issue of requisite Security Clearance as per Applicable Laws.
- (iv) You shall ensure the execution and delivery of the Concession Agreement within 10 (Ten) days from the LOA.
- (v) You shall submit one-month advance license fee of quoted MAG i.e **Rs. 1,08,334/- (Rupees One Lakh Eight Thousand Three Hundred Thirty-four only)** excluding taxes (GST etc.) and other applicable charges in the office of Airport Director, Airports Authority of India, Prayagraj Airport, Prayagraj, Uttar Pradesh before commencement of operation at site.
6. In the event of non-adherence of timelines as per RFP/Concession Agreement by you/SPV, the same will result in cancellation of LOIA/LOA/Concession Agreement at sole discretion of the Authority unless extended by the Authority and you/SPV shall not be entitled to and shall be considered to have forgone all its rights, benefits and interests under the LOIA or LOA. Also, the Authority shall have the right to forfeit the Bid Security or Performance Security, as the case may be, and you/SPV will be debarred for a period of one year or more for participation in future tenders of AAI from the date of debarment as per the provisions contained in the RFP & Concession Agreement. Unless otherwise defined herein, all capitalized terms herein, shall have the meaning ascribed to it in the RFP document.



7. You 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 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.
8. You are required to submit the undertaking enclosed i.r.o. the verification of credentials/ compliance of NIL outstanding dues for the intervening period (undisputed ones) submitted by you to be eligible as per technical criteria. Documents submitted by you, if found to be forged /false at any stage, AAI have sole discretion to cancel the LOIA and You shall be debarred from AAI for taking participation in all future AAI works & any other suitable action may be taken against your company/firm as deemed fit by the Authority.
9. You are advised to contact immediately to the Airport Director, Airports Authority of India, Prayagraj Airport, Prayagraj, Uttar Pradesh i.e the Authority's Representative for execution of the above-mentioned steps in this LOIA and further action as per RFP/Concession Agreement.
10. The subject LOIA is being issued subject to the final outcome of WP (C) No. 17790 of 2022.

Yours Sincerely,


09.02.2023
(Chandra Pratap Dwivedi)
General Manager (Ops)
For Executive Director (Ops)

UNDERTAKING (on agency Letter head)

I/We (Name of the company/consortium)
..... hereby undertake the compliance of NIL
outstanding dues for the intervening period (undisputed ones) as per
Appendix-9C of RFP submitted along with the bid, credentials or any other
document submitted by me/us, if found to be forged /false at any stage, I/We
may be debarred from AAI for taking participation in all future AAI works &
any other suitable action may be taken against our company/firm as deemed
fit by AAI.

Signature of Director of the company /firm





No. AAI/OP-12018/10/2022-Operations /53

Date: 09.02.2023

To,

M/s J.P. Aviation Services Pvt. Ltd.
8/47, East Mall Road, Green Valley,
Kolkata-700080.

Sub: Letter of Intent to Award (LOIA) for Concession for Ground Handling Services at Silchar Airport, Kumbhirgram, Assam to M/s J.P. Aviation Services Pvt. Ltd.

References:

1. E-bid invitation no.: 2022_AAI_131185_1 dated 6th October, 2022.
2. Your technical bid opened on 16.11.2022, financial bid opened on 14.12.2022 through CPP portal.

Kind Attn: Mr. Tapan Roy Chowdhury (Authorized Signatory) on behalf of M/s J.P. Aviation Services Pvt. Ltd.

Sir,

1. This has reference to your submission of Bid on 09.11.2022. I am pleased to inform that the Competent Authority has accepted your offer of quoted MAG at **INR Rs. 12,05,302.00 (Rupees Twelve Lakh Five Thousand Three Hundred Two only)** excluding taxes (GST etc.) and other applicable charges. MAG will be escalated at 20% on completion of every five years for providing Ground Handling Services at Silchar Airport, Kumbhirgram, Assam.
2. This is a non-exclusive Concession for providing Ground Handling services at Silchar Airport, Kumbhirgram, Assam 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 J.P. Aviation Services Pvt. Ltd as the **"Selected Bidder"** (hereby now referred as **You**) within the meaning of the RFP document, subject to the fulfilment of terms and conditions of the RFP document and the Concession Agreement.
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 07 (Seven) days of issue of this LOIA to Airport Director, Airports Authority of India, Silchar Airport, Kumbhirgram, Assam-788109.

Page 1 of 4

5. You shall ensure the following 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 Silchar Airport, Kumbhirgram, Assam for a sum equivalent to 10 (Ten) months of the Minimum Annual Guarantee for the first year (MAG) quoted i.e **Rs. 10,04,419/- (Rupees Ten Lakh Four Thousand Four Hundred Nineteen only)** excluding taxes (GST etc.) and other applicable charges. 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. For subsequent years, the amount & validity of the Bank Guarantee will be derived based on the provisions in the RFP/Concession Agreement.
 - (ii) In case you have valid Security Clearance, You shall furnish the same within 7 working days after issuance of this LOIA and LOIA shall be deemed as Letter of Award (LOA) on the date of submission of proof of requisite Security Clearance as per Applicable Laws.
 - (iii) In case you are required to obtain security clearance then you have to make an application in the e-sahaj portal of BCAS within 07 working days after issuance of this LOIA and obtain requisite Security Clearance as per the timelines provided in the RFP/Concession Agreement. In this case LOIA shall be deemed as Letter of Award (LOA) on the date of issue of requisite Security Clearance as per Applicable Laws.
 - (iv) You shall ensure the execution and delivery of the Concession Agreement within 10 (Ten) days from the LOA.
 - (v) You shall submit one-month advance license fee of quoted MAG i.e **Rs. 1,00,442/- (Rupees One Lakh Four Hundred Forty-two only)** excluding taxes (GST etc.) and other applicable charges in the office of Airport Director, Airports Authority of India, Silchar Airport, Kumbhirgram, Assam before commencement of operation at site.
6. In the event of non-adherence of timelines as per RFP/Concession Agreement by you/SPV, the same will result in cancellation of LOIA/LOA/Concession Agreement at sole discretion of the Authority unless extended by the Authority and you/SPV shall not be entitled to and shall be considered to have forgone all its rights, benefits and interests under the LOIA or LOA. Also, the Authority shall have the right to forfeit the Bid Security or Performance Security, as the case may be, and you/SPV will be debarred for a period of one year or more for participation in future tenders of AAI from the date of debarment as per the provisions contained in the RFP & Concession



Agreement. Unless otherwise defined herein, all capitalized terms herein, shall have the meaning ascribed to it in the RFP document.

7. You 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 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.
8. You are required to submit the undertaking enclosed i.r.o. the verification of credentials/ compliance of NIL outstanding dues for the intervening period (undisputed ones) submitted by you to be eligible as per technical criteria. Documents submitted by You, if found to be forged /false at any stage, AAI have sole discretion to cancel the LOIA and You shall be debarred from AAI for taking participation in all future AAI works & any other suitable action may be taken against your company/firm as deemed fit by the Authority.
9. You are advised to contact immediately to the Airport Director, Airports Authority of India, Silchar Airport, Kumbhirgram, Assam i.e the Authority's Representative for execution of the above-mentioned steps in this LOIA and further action as per RFP/Concession Agreement.
10. The subject LOIA is being issued subject to the final outcome of WP (C) No. 17790 of 2022.

Yours Sincerely,


08.02.2023

(Chandra Pratap Dwivedi)
General Manager (Ops)
For Executive Director (Ops)

UNDERTAKING (on agency Letter head)

I/We (Name of the company/consortium)
..... hereby undertake the compliance of NIL
outstanding dues for the intervening period (undisputed ones) as per
Appendix-9C of RFP submitted along with the bid, credentials or any other
document submitted by me/us, if found to be forged /false at any stage, I/We
may be debarred from AAI for taking participation in all future AAI works &
any other suitable action may be taken against our company/firm as deemed
fit by AAI.



Signature of Director of the company /firm



No. AAI/OP-12018/10/2022-Operations

154

Date: 09.02.2023

To,

M/s J.P. Aviation Services Pvt. Ltd.
8/47, East Mall Road, Green Valley,
Kolkata-700080.

Sub: Letter of Intent to Award (LOIA) for Concession for Ground Handling Services at Tezpur Airport, Tezpur, Assam to M/s J.P. Aviation Services Pvt. Ltd.

References:

1. E-bid invitation no.: 2022_AAI_131185_1 dated 6th October, 2022.
2. Your technical bid opened on 16.11.2022, financial bid opened on 14.12.2022 through CPP portal.

Kind Attn: Mr. Tapan Roy Chowdhury (Authorized Signatory) on behalf of M/s J.P. Aviation Services Pvt. Ltd.

Sir,

1. This has reference to your submission of Bid on 09.11.2022. I am pleased to inform that the Competent Authority has accepted your offer of quoted MAG at INR Rs. **6,50,205.00 (Rupees Six Lakh Fifty Thousand Two Hundred Five only)** excluding taxes (GST etc.) and other applicable charges. MAG will be escalated at 20% on completion of every five years for providing Ground Handling Services at Tezpur Airport, Tezpur, Assam.
2. This is a non-exclusive Concession for providing Ground Handling services at Tezpur Airport, Tezpur, Assam 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 J.P. Aviation Services Pvt. Ltd as the **"Selected Bidder"** (hereby now referred as **You**) within the meaning of the RFP document, subject to the fulfilment of terms and conditions of the RFP document and the Concession Agreement.
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 07 (Seven) days of issue of this LOIA to Airport Director, Airports Authority of India, Tezpur Airport, Tezpur, Assam-784104.

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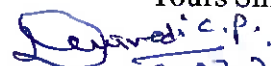
5. You shall ensure the following for entering into the Concession Agreement with AAI and for performing all its obligations under the RFP document and as the Concessionaire in terms of the Concession Agreement for the Project;
- (i) You shall submit for the performance of obligations hereunder no later 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 Tezpur Airport, Tezpur, Assam for a sum equivalent to 10 (Ten) months of the Minimum Annual Guarantee for the first year (MAG) quoted i.e **Rs. 5,41,838/- (Rupees Five Lakh Forty-One Thousand Eight Hundred Thirty-Eight only)** excluding taxes (GST etc.) and other applicable charges. 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. For subsequent years, the amount & validity of the Bank Guarantee will be derived based on the provisions in the RFP/Concession Agreement.
 - (ii) In case you have valid Security Clearance, You shall furnish the same within 7 working days after issuance of this LOIA and LOIA shall be deemed as Letter of Award (LOA) on the date of submission of proof of requisite Security Clearance as per Applicable Laws.
 - (iii) In case you are required to obtain security clearance then you have to make an application in the e-sahaj portal of BCAS within 07 working days after issuance of this LOIA and obtain requisite Security Clearance as per the timelines provided in the RFP/Concession Agreement. In this case LOIA shall be deemed as Letter of Award (LOA) on the date of issue of requisite Security Clearance as per Applicable Laws.
 - (iv) You shall ensure the execution and delivery of the Concession Agreement within 10 (Ten) days from the LOA.
 - (v) You shall submit one-month advance license fee of quoted MAG i.e **Rs. 54,184/- (Rupees Fifty-Four Thousand One Hundred Eighty-Four only)** excluding taxes (GST etc.) and other applicable charges in the office of Airport Director, Airports Authority of India, Tezpur Airport, Tezpur, Assam, before commencement of operation at site.
6. In the event of non-adherence of timelines as per RFP/Concession Agreement by you/SPV, the same will result in cancellation of LOIA/LOA/Concession Agreement at sole discretion of the Authority unless extended by the Authority and you/SPV shall not be entitled to and shall be considered to have forgone all its rights, benefits and interests under the LOIA or LOA. Also, the Authority shall have the right to forfeit the Bid Security or Performance Security, as the case may be, and you/SPV will be debarred for a period of one year or more for participation in future tenders of AAI from the date of debarment as per the provisions contained in the RFP & Concession



Agreement. Unless otherwise defined herein, all capitalized terms herein, shall have the meaning ascribed to it in the RFP document.

7. You 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 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.
8. You are required to submit the undertaking enclosed i.r.o. the verification of credentials/compliance of NIL outstanding dues for the intervening period (undisputed ones) submitted by you to be eligible as per technical criteria. Documents submitted by You, if found to be forged /false at any stage, AAI have sole discretion to cancel the LOIA and You shall be debarred from AAI for taking participation in all future AAI works & any other suitable action may be taken against your company/firm as deemed fit by the Authority.
9. You are advised to contact immediately to the Airport Director, Airports Authority of India, Tezpur Airport, Tezpur, Assam i.e the Authority's Representative for execution of the above-mentioned steps in this LOIA and further action as per RFP/Concession Agreement.
10. The subject LOIA is being issued subject to the final outcome of WP (C) No. 17790 of 2022.

Yours Sincerely,


08.02.2023

(Chandra Pratap Dwivedi)
General Manager (Ops)
For Executive Director (Ops)

UNDERTAKING (on agency Letter head)

I/We (Name of the company/consortium)
..... hereby undertake the compliance of NIL
outstanding dues for the intervening period (undisputed ones) as per
Appendix-9C of RFP submitted along with the bid, credentials or any other
document submitted by me/us, if found to be forged /false at any stage, I/We
may be debarred from AAI for taking participation in all future AAI works &
any other suitable action may be taken against our company/firm as deemed
fit by AAI.



Signature of Director of the company /firm

Page 4 of 4
Signature Not Verified

Digitally signed by MUKESH KUMAR
Date: 2023.05.17 17:51:38 IST
Location: eProcurement System for Central PSUs