



भारतीय विमानपत्तन प्राधिकरण
AIRPORTS AUTHORITY OF INDIA

Ref.No. : AAI/RC/COMML/Advertisement/2023-24/ 169-71

By -SPEED POST/E-MAIL

Date : 11/05/2023

To
The Director,
M/s Century Business (P) Ltd.
108, Emarat Firdaus, Exhibition Road,
Patna – 800 001.

Sub: Letter of Intent to Award (LOIA) for “Advertising Rights Concession to Design, Develop, Operate and Market the advertising Opportunity” at Birsa Munda Airport, Ranchi.

Dear Sir,

Reference is made to the proposal submitted by M/s **Century Business (P) Ltd.** in response to the Request for Proposal (RFP) vide Tender ID- 2023_AAI_144902_1 for “Advertising Rights Concession to Design, Develop, Operate and Market the advertising Opportunity” at Birsa Munda Airport, Ranchi for which the technical bid was opened on 17.03.2023 and financial bid was opened on 11.04.2023 followed by forward auction which was conducted on 11.04.2023.

The Competent Authority is hereby pleased to award “Advertising Rights Concession to Design, Develop, Operate and Market the advertising Opportunity” at Birsa Munda Airport, Ranchi at the designated locations mentioned in the above RFP on the following Terms and Conditions:

1. General:

1.1 The selected Bidder, **M/s Century Business (P) Ltd.** shall within 07(seven) days of issue of this letter, return duplicate copy of the Letter of Intent to Award (LOIA) as acknowledgment of the award. M/s **Century Business (P) Ltd.** shall submit details of designs/drawings, layout plan and related materials for each of the location within the deadlines stipulated in the RFP (Tender ID 2023_AAI_144902_1). In the event the duplicate copy of the LOIA duly signed by M/s **Century Business (P) Ltd.** is not received by the stipulated date, Authority may, unless it consents to extension of time for submission thereof, appropriate the Earnest Money Deposit (EMD) of M/s **Century Business (P) Ltd.** as damage on account of failure to acknowledge the LOIA, as per RFP (Tender ID 2023_AAI_144902_1).

1.2 The Business incubation period shall mean a period of 60 (Sixty) days from the date of issuance of LOIA to **M/s Century Business (P) Ltd.** M/s **Century Business (P) Ltd.** agrees and undertakes that within the business incubation period, or any shorter time as specified in the RFP (Tender ID 2023_AAI_144902_1), unless extended in writing by the Authority, it shall fulfill all of the conditions as per the RFP(Tender ID 2023_AAI_144902_1).



कार्यालय: वाणिज्य विभाग

O/o Commercial Directorate

बिरसा मुंडा विमानपत्तन, राँची-834002

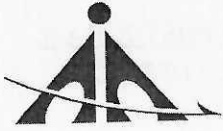
Birsa Munda Airport, Ranchi-834002

टेली:0651- 2250035

Tel: 0651- 2250035

ईमेल: rc_cml@aai.aero

e-mail: rc_cml@aai.aero



भारतीय विमानपत्तन प्राधिकरण AIRPORTS AUTHORITY OF INDIA

- 1.3 **M/s Century Business (P) Ltd.** shall execute the concession agreement as per the provisions of the Bidding documents not later than 30(thirty) days from commencement of Business Incubation Period as per the RFP (Tender ID 2023_AAI_144902_1).
- 1.4 **M/s Century Business (P) Ltd.** shall execute the Integrity Pact as per the RFP (Tender ID 2023_AAI_144902_1).
- 1.5 **M/s Century Business (P) Ltd.** shall within fifteen (15) days from the date of LOIA, shall submit a Detailed Draft Media Plan in consonance with the location layout Plan as per RFP (Tender ID 2023_AAI_144902_1).
- 1.6 Gross Floor area and locations proposed for the designated Concessioned premises shall be as per the RFP (Tender ID 2023_AAI_144902_1).
- 1.7 The Selected Bidder/ Concessionaire shall, at its own risk and cost, obtain all Applicable Permits under the Applicable Laws which are required to execute and perform the Concession Agreement and submit copies thereof to the Authority;
- 1.8 The Selected Bidder/ Concessionaire shall, at its own risk and cost, obtain the security clearances required to carry out commercial activities in the security restricted area from the Bureau of Civil Aviation Security (BCAS) or any other relevant Governmental Authority and submit copies thereof to the Authority;
- 1.9 (h) The Selected Bidder/ Concessionaire shall apply for necessary approvals and clearances of security program from the Bureau of Civil Aviation Security (BCAS) or any other relevant Governmental Authority, and any other clearance as may be notified from time to time and submit copies thereof to the Authority.

2. Concession Terms:

- 2.1 The Concession term shall expire on the (07th) Seventh Anniversary from the date of commencement of the Concession Terms, as designated in the RFP (Tender ID 2023_AAI_144902_1), unless the agreement is terminated earlier in accordance with the terms and condition of the RFP and Concession Agreement.
- 2.2 The Concessionaire will have to operate the concession for a minimum period of 3 ½ (Three & a half) Years ("Minimum Lock in Period"), failing which **M/s Century Business (P) Ltd.** shall be liable to be debarred for a period of 03 (three) years or as may be decided by the Authority from participating in any bidding process of the Authority. Apart of the debarring process, the Authority shall be entitled to forfeit and appropriate the security deposit.

3. Concession Fee:

- 3.1 The concessionaire shall in consideration of the concession agreement granted by Authority pay to the Authority, Concession fee (Quoted Rate per passenger) **Rs. 9.10/- (Rupee Nine and Ten Paise only)** per pax per month or (Minimum Monthly Guarantee- MMG) of **Rs. 17, 33,458 /- (Rupees Seventeen Lakh Thirty Three Thousand Four Hundred Fifty-Eight only)**, whichever is higher per month plus





applicable taxes and charges as per the RFP (Tender ID 2023_AAI_144902_1) and the Concession Agreement.

- i. For the first year: - 50% of "Minimum Monthly Guarantee (MMG)" or 50% of "Quoted rate per Passenger X Number of total passenger", whichever is higher per month plus applicable GST/Taxes.
 - ii. Second year onwards: - "Minimum Monthly Guarantee (MMG)" or "Quoted rate per Passenger X Number of total passenger", whichever is higher per month plus applicable GST/Taxes.
 - iii. The Concession fee for a part of the month shall be determined in proportion to the number of days considering the month to be thirty (30) days. However, any GST applicable with respect to the grant of right to use the Advertisement Space(s) shall be borne by the Concessionaire and shall not be deducted from the Concession Fee.
- 3.2 Both MMG and Quoted rate per pax. shall be escalated as per the RFP (Tender ID 2023_AAI_144902_1), read along with its insertion issued vide Corrigendum.
- 3.3 The Authority shall raise invoice(s) in accordance with the terms and conditions of the draft Concession Agreement by 10th of every month. Irrespective of the date of Authority raising an invoice or receipt of the invoice by the Concessionaire, the Concessionaire is bound to remit the Concession Fee, Space Rent, CAM Charges etc by the 25th day of the same month, failing which Penal Interest on Delayed Payment shall be levied as per the RFP (Tender ID 2023_AAI_144902_1).
- 3.4 Concession Fee Commencement Date for each location shall mean the date on which the Gestation Period of that location has expired i.e. the 61st day from the Access Date of such location or commencement of business on that location whichever is earlier, unless extended in writing by the Authority.

4. Security Deposit:

- 4.1 Concessionaire shall deposit with the Authority, an interest free refundable security deposit as detailed below:

Concession Term	Security Deposit Description
1st Year	Amount equivalent to 50% of Eight (08) months' MMG of the first Concession Year i.e. SD amounting to Rs.69,33,832/-
2nd to 4th year	Equivalent to Eight (08) months of average monthly concession fee paid during the 1st Concession Year X 2
5th year onwards	Equivalent to Eight (08) months of average monthly concession fee paid during the 4th Concession Year

As per provisions of RFP (Tender ID 2023_AAI_144902_1); In the first year, Security amount shall have to be deposited on or before the date of execution of this Agreement on or before the date of execution of the concession Agreement M/s Century Business (P) Ltd.





एक पृथ्वी - एक परिवार - एक भविष्य
ONE EARTH - ONE FAMILY - ONE FUTURE



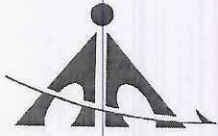
भारतीय विमानपत्तन प्राधिकरण
AIRPORTS AUTHORITY OF INDIA

- 4.2 M/s Century Business (P) Ltd shall have the option to deposit a single Bank Guarantee for stipulated amount or two Bank Guarantees amounting to stipulated amount at its own cost. Security amount may be deposited is Cash also. Security Deposit furnished in the form of Bank Guarantee (BG) is to be issued by a Scheduled Bank having a validity period of 180 days from the date of expiry of contract. BG from Cooperative Bank (even scheduled) or in the form of FDR is not acceptable
- 4.3 M/s Century Business (P) Ltd shall provide Security Deposit based on full concession fee from 2nd year onwards. It shall ensure that security deposit based on full concession fee is submitted within 60 days of completion of 1st year / 4th year of the concession term as the case may be as per the provisions stipulated above.
- 4.4 M/s Century Business (P) Ltd agrees and acknowledges that the Airports Authority of India shall not be liable to pay any interest on the Security Deposit.

5. **Gestation Period:**

- 5.1. "Gestation Period" for each location shall mean a period commencing on the Access Date in respect of each location as part of Concessioned Premises and expiring on the 61st day from Access Date of such location or commencement of business on that location whichever is earlier, unless extended in writing by the Authority.
- 5.2 The Gestation period of sixty (60) days is a Concession Fee Holiday Period. However, it is expected that the Concessionaire within this period completely installs the advertising hardware as per approved Concessionaire managed Location layout Plan.
- 5.3 The Concessionaire however would be permitted sample marketing during this Gestation period and would be liable to pay the proportionate Concession fee for the actual Concessioned Premises area put to use without having any effect on the Concession Fee Commencement Date.
- 5.4 The Concessionaire however would not entitled any Resurrection Period, If the relocation of an Original Location to an Alternate Location has been permitted by the Authority upon the written request made by the Concessionaire.
6. The Concessionaire agrees and acknowledges that it shall not be entitled for any additional area ("Additional Location s")), apart from the Original Locations, granted to the Concessionaire under the terms and provisions of the RFP (Tender id 2023_AAI_144902_1).
7. In addition, all terms and conditions enumerated in the RFP (Tender ID 2023_AAI_144902_1) and the Draft Concession Agreement and it's Corrigendum shall form part and parcel of the Letter of Intent to Award (LOIA).





एक धरती • एक परिवार • एक भविष्य
ONE EARTH • ONE FAMILY • ONE FUTURE



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AIRPORTS AUTHORITY OF INDIA

8. The acceptance of the above terms and conditions must be forwarded to this office within 07 (Seven) days of the receipt of this LOIA. In the event the duplicate copy of the LOIA duly signed by M/s Century Business (P) Ltd is not received by the stipulated date, then as per RFP (Tender ID 2023_AAI_144902_1), Airports Authority of India may, unless its consents to extension of time for submission thereof, appropriate the Earnest Money Deposit (EMD) by M/s Century Business (P) Ltd as demurrage on account of failure of M/s Century Business (P) Ltd to acknowledge the LOIA.

Thanking you,

Yours faithfully,

[Signature]
11.05.23

(Chandrashekhar Kumar)
Assistant Manager (Comml)
for Airport Director
Birsa Munda Airport, Ranchi

Copy to:

1. The Executive Director (Commercial) AAI, Rajiv Gandhi Bhawan, Safdarjung Airport, New Delhi- 110003
2. The Regional Executive Director (E.R), AAI, NSCBI Airport Kolkata 700052.

Internal Copy to :

Jt.GM (Electrical)/ DGM (Civil) /DGM(OPS)/ DGM (CNS) / CSO/ DC, CISF/ OSD to Airport Director.



कार्यालय: वाणिज्य विभाग

O/o Commercial Directorate

बिरसा मुंडा विमानपत्तन, राँची-834002

Birsa Munda Airport, Ranchi-834002

टेली:0651- 2250035

Tel: 0651- 2250035

ईमेल: rc_cml@aai.aero

e-mail: rc cml@aai.aero



भारतीय विमानपत्तन प्राधिकरण AIRPORTS AUTHORITY OF INDIA

FORM OF BANK GUARANTEE

(To be executed on Non-Judicial Stamp Paper of Rs.100/- by the successful tenderer)

WHEREAS by a License Agreement dated..... made between AIRPORTS AUTHORITY OF INDIA, the Licensor (hereinafter called "the AUTHORITY") of the one part and (hereinafter referred to as "the Licensee") of the other part, the Authority has granted to the Licensee, the license for operating the (complete name and place of work) and the License Fee and Royalty and other charges and for the due and performance of the covenants and conditions as stated or contained in the said License Agreement.

1. Now therefore in consideration of the promises aforesaid and at the request of the licensee we, _____ do, hereby irrevocably and unconditionally undertake to pay to you, the Authority on demand and without demuror protest and without reference to the Licensee, any sums of money at any time or from time to time demanded by the Authority on account of the License Fee and Royalty and other outstanding dues / charges due from the Licensee (inclusive of any costs or expenses and interest) and or by way of losses and damages caused or that would be caused to the Authority by reason of any breach by the Licensee of any of the terms or conditions of the said License Agreement and AAI shall be the sole judge for this demand: PROVIDED that our liability under this Guarantee shall be limited to a sum of Rs. /- (Rupees) and extended for the amount increased from time to time as aforesaid.
2. Notwithstanding any right the Licensee may have against the Authority or any dispute raised by the Licensee or any suit or proceedings pending in any Court/Tribunal/ any statutory authorities relating thereto or before any Arbitrator(s), your written demand stating that the amount is due to the Authority as stated herein above shall be conclusive evidence to us that the amount demanded by you, the Authority is payable under the terms of the said License Agreement without any consent or knowledge of the licensee.
3. We shall not be discharged or released from the aforesaid undertaking and guarantee by any variation(s) or any of the terms & conditions of the said License Agreement made between the Authority and the Licensee and or any act of omission on part of AAI or any indulgence to the Licensee by the Authority or any forbearance whether as to payment, time performance or otherwise or to enforce any of the terms and conditions of the said License Agreement without our consent and knowledge.
4. This Guarantee shall be a continuing guarantee and binding on us and our successors and assignee(s) and shall not be discharged or affected by any change in the constitution of _____ or that of the Licensee or the Authority.
5. We further confirm that the Guarantee has been issued with due observance and compliance of the appropriate Exchange Control laws and Foreign Exchange Regulations and applicable laws as in force in India.
6. This Guarantee shall be valid till _____ and you have the right to encash this Guarantee upto _____ from the said date unless extended on demand by AAI.

*** हिंदी पत्रों का स्वागत है ***

कार्यालय: विमानपत्तन निदेशक

बिरसा मुण्डा हवाई अड्डा, राँची-834002

टेलि: 0651-2253395 (का)

फैक्स: 0651-2250500 (का)

O/o The Airport Director

Birsa Munda Airport, Ranchi-834002

Tel: 0651- 2253395(O)

Fax: 0651-2250500(O)



भारतीय विमानपत्तन प्राधिकरण AIRPORTS AUTHORITY OF INDIA

NOTWITHSTANDING anything contained herein:

- i. Our liability under this Guarantee shall be limited to a sum of Rs. during the currency of the contract and **six (6) months** thereafter.
- ii. This bank guarantee shall be valid up to and you have the right to encash this guarantee up to **180 (one hundred eighty) days** from the said date.
- iii. We are liable to pay the guarantee amount or any part thereof under this bank guarantee amount or any part thereof under this bank guarantee only and if you serve upon as a written claim or demand on or before.....

For Bank Name

Dated:

Place:

Witnesses:

*** हिंदी पत्रों का स्वागत है ***

कार्यालय: विमानपत्तन निदेशक

बिरसा मुण्डा हवाई अड्डा, राँची-834002

टेलि: 0651-2253395 (का) फैक्स: 0651-2250500 (का)

O/o The Airport Director

Birsa Munda Airport, Ranchi-834002

Tel: 0651- 2253395(O)

Fax: 0651-2250500(O)



भारतीय विमानपत्तन प्राधिकरण AIRPORTS AUTHORITY OF INDIA

(Letter of understanding from the Depositor to be submitted along with Bank Guarantee to AAI)

The Branch Manager,

..... Bank,

.....

Sub: My/Our bank Guarantee No.dated for
Rs.....issued in favour of AAI A/c No.....

Sir,

The subject Bank Guarantee is obtained from your branch for the purpose of Security/Earnest money on account of contract awarded/to be awarded by M/s Airports Authority of India to me/us.

I hereby authorize the AAI in whose favour the deposit is made to encash / close the subject bank guarantee before maturity/on maturity towards adjustment of dues without any reference / consent / notice from me / our side and the bank is fully discharged by making the payment to Airports Authority of India.

Signature of the Depositor

Place:

Date:

*** हिंदी पत्रों का स्वागत है ***

कार्यालय: विमानपत्तन निदेशक
O/o The Airport Director

बिरसा मुण्डा हवाईअड्डा, राँची-834002 टेलि: 0651-2253395 (का) फैक्स: 0651-2250500 (का)
Birsa Munda Airport, Ranchi-834002 Tel: 0651- 2253395(O) Fax: 0651-2250500(O)



75
Azadi Ka
Amrit Mahotsav
Har Ghar Tiranga
13th-15th August 2022

भारतीय विमानपत्तन प्राधिकरण
AIRPORTS AUTHORITY OF INDIA

BG Verification through SFMS

1. AAI has made arrangement for Verification of Bank Guarantee received by AAI from prospective successful bidder through Structured Financial Messaging System (SFMS) of ICICI bank. The prospective successful bidder may submit BG in accordance with bank details:-

CORPORATE NAME	: AIRPORTS AUTHORITY OF INDIA BANK
NAME	: ICICI BANK
IFSC CODE	: ICIC0000007
BG ADVISING MESSAGE	: IFN 760COV (BG ISSUE) IFN 767COV (BG AMENDMENT)
UNIQUE IDENTIFIER CODE	: AAIRANCHI (to be mentioned in field 7037 of the BG advising message code)

2. While submitting the documents to BG issuing bank, the bidder will also submit letter to the issuing bank as per the format mentioned in Appendix-2 of ANNEXURE: M.

3. While submitting the original BG document, the bidder shall attach copy of the SFMS BG confirmation message sent by the BG issuing bank to ICICI bank.

*** हिंदी पत्रों का स्वागत है ***

कार्यालय: विमानपत्तन निर्देशक
O/o The Airport Director

बिरसा मुण्डा हवाईअड्डा, राँची-834002
Birsra Munda Airport, Ranchi-834002

टेलि: 0651-2253395 (का) फैक्स: 0651-2250500 (का)
Tel: 0651- 2253395(O) Fax: 0651-2250500(O)



भारतीय विमानपत्तन प्राधिकरण AIRPORTS AUTHORITY OF INDIA

Advisory: For Bidder and its BG issuing Bank Branch

1. It is to be noted that along with physical BG; we have also activated an online facility to view the issued BG cover message transmitted to ICICI Bank through SFMS platform.

a). For availability of BG in this platform, it is necessary that BG issuing/amending bank send the BG advice in the form of message format IFN 760COV (BG Issuance)/IFN 767COV (BG Amendment) via SFMS (Structured Financial Messaging System) as provided by RBI.

b). In the event of BG issuing/amending bank not sending the message IFN 760COV/IFN 767COV or committing any error while capturing the details at least in the below field, BG confirmation through online portal would not be updated.

2. Request you to notify your bank (BG issuing bank) to update below details at a time of submission of BG issuance/amendment request to their respective banks:

BG advising message – IFN 760COV/IFN 767COV via SFMSIFSC
CODE: ICIC0000007

Corporate Name- Airport Authority of India

Field Number

Particulars (to be mentioned in Row1) 7037

AAIRANCHI

Please note that the issuing bank while issuing/amending the BG, should ensure that the above information is correctly captured in the message i.e. IFN 760COV/IFN 767COV.

Sl. No.	Name of the AAI Unit	Email ID	UNIQUE CODE (7037)	IDENTIFIER
1.	RANCHI	bgy.ranchi@aai.aero	AAIRANCHI	

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कार्यालय: विमानपत्तन निदेशक
O/o The Airport Director

बिरसा मुण्डा हवाईअड्डा, राँची-834002
Birsra Munda Airport, Ranchi-834002

टेलि: 0651-2253395 (का)
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AIRPORTS AUTHORITY OF INDIA

Request Letter: Transmission of Bank Guarantee Cover Message <to be submitted by applicant to BG issuing Bank>

Date: _____

The Manager,

(Bank Branch)

Sub: Inclusion of unique identifier code of AAI while transmitting BG cover messages where beneficiary bank is ICICI Bank (IFSC-ICIC00000007)

Dear Sir/Madam,

I/We, _____, request you to include unique identifier _____ in field 7037 of the SFMS cover messages IFN COV 760 (for BG issuance) and IFN COV 767 (for BG amendment) while transmitting the same to the beneficiary bank (ICICI Bank- IFSC-ICIC00000007).

Thanking You,

(Bidder)

*** हिंदी पत्रों का स्वागत है ***

कार्यालय: विमानपत्तन निदेशक
The Airport Director

बिरसा मुण्डा हवाई अड्डा, राँची-834002
Birsa Munda Airport, Ranchi-834002

टेलि: 0651-2253395 (का) फैक्स: 0651-2250500 (का) O/o
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भारतीय विमानपत्तन प्राधिकरण
AIRPORTS AUTHORITY OF INDIA

RTGS DETAILS

BENEFICIARY NAME- AIRPORTS AUTHORITY OF INDIA

(REVENUE)

CURRENT A/C NO.- 32909130918

BANK- STATE BANK OF INDIA

BRANCH- HINOO, RANCHI

ACCOUNT TYPE- CURRENT ACCOUNT

BRANCH CODE- 30527

MICR CODE- 834002033

IFSC CODE- SBIN0030527

Chh...
प्रबंधक (वित्त)

भारतीय विमानपत्तन प्राधिकरण
बिरसा मुन्डा विमानपत्तन, राँची

A/C NO. Unverified



25/7/18