



AAI/PB/Comml/Advt/2023-24/89

Date: 16.02.2024

Speed Post/Email

To,
M/s Srishti,
No. 454/2, 39th B Cross,
Jayanagar 5th Block,
Bangalore- 560041.

Kind attention: indira.kumars@yahoo.com

Subject: Award of License for “Advertising Rights Concession to Design, Develop, Operate, and Market the Advertising Opportunity” at VSI Airport, Port Blair.

(Tender ID: 2023_AAI_179537_1)

With reference to captioned subject, this is to inform you that the Competent Authority has approved the Advertising Rights Concession to Design, Develop, Operate, and Market the Advertising Opportunity at VSI Airport, Port Blair on following terms and conditions;

1.	Concession	Advertising Rights Concession to Design, Develop, Operate, and Market the Advertising Opportunity at VSI Airport, Port Blair.
2.	Period of Concession	Seven (07) Years
3.	Assigned area for Advertisement Concession	3545.5 Sq.mtr feet <i>sq.ft</i> (Assigned area for Advertisement Concession) Note1: As detailed in the Location Layout Plan at Schedule-A Note2: Layout plan may have some modification in case of any observation by BCAS.)
4.	Type of Concession	“Minimum Monthly Guarantee (MMG)” OR “Quoted rate per Passenger X Number of monthly passengers”, whichever is higher plus applicable GST/Taxes.
5.	Concession Fee	MMG of Rs. 12,16,000/- OR Rs. 10.50/- Per Pax. X No. of passenger Per Month, whichever is higher plus applicable taxes & other charges Concession fee (License fee) would be applicable as per ARTICLE-10 of Draft Concession agreement in the RFP and Chapter 5.4 of RFP.
6.	Payment of Concession	a) 10.6 Effect of Traffic variation on Concession Fee The Concessionaire hereby acknowledges and agrees that

	Fee	there shall be no revision in MMG on account of increase/decrease in passenger traffic at the Airport in the normal course of business. However, the escalation as per clause 10.2.3 shall prevail. b) The Authority shall raise an invoice to the Concessionaire for Monthly Concession Fee, Space Rent and CAM Charges, in accordance with the terms and conditions of this Agreement, by 10th of the succeeding month to which billing pertains. Irrespective of receipt of any invoice from the Authority, the Concessionaire shall be bound to remit the Monthly Concession Fee, Space Rent, CAM Charges by the 25th of the same month (i.e. the succeeding month to which billing pertains). Any delay in the aforementioned payments shall attract an interest on the delayed amounts at the rate of 9% per annum from the respective due date for up to 30 days of delay. In the event, the delay in payment is for more than 30 days, an interest @ 18% per annum shall be charged from the due date, for the entire delayed period. In case, the default persists on the 31st day counted from the due date, Authority shall have the right to issue a written notice notifying the Concessionaire of the default. The Authority shall be entitled to terminate the Concession after fourteen (14) working days of such written notice by issuing a Notice of Termination in accordance with Clause 19.1.1 of the draft Concession Agreement.
7.	Annual escalation of License fee	Both, MMG and Quoted Rate per passenger shall be escalated @ 5% per annum (as per clause 10.2.3 of RFP).
8.	QMG per Pax	Rs. 10.80/- (Excluding GST) [Rs. 5.40 for 1 st year]
9.	Business Incubation Period	Period of sixty (60) days from the date of issue of LOIA, unless extended in writing by the Authority. Provided that if such an extension is needed due to a fault of the Concessionaire and it is provided by the Authority, damages at the rate of INR 5,000/- shall be appropriated from the Security Deposit/ Earnest Money Deposit (EMD) for each day of extension provided and utilized for each obligation that is delayed.
10.	5.9 Gestation Period	5.9.1 The Gestation Period will be that of Sixty (60) days starting from the Access Date and expiring on the Concession Fee Commencement date. 5.9.2 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 the Location Layout Plan and approved Media plan and puts in place the required marketing team to market the Advertising Product in full swing.																
11.	Security Deposit	7.1 Security Deposit (As per ARTICLE-7 of Draft Concession Agreement) In order to ensure timely payments of the Concession Fee and any other fees and charges stipulated hereunder, payable by the Concessionaire to the Authority and due performance of its obligations under this Agreement, the Concessionaire shall deposit with the Authority, an interest-free refundable security deposit ("Security Deposit") in the following amounts: A) On or before the date of execution of the Concession Agreement the bidder shall deposit with AAI, Bank Guarantee (BG) <table><tr><th>Concession term</th><th>Security deposit description</th></tr><tr><td>1st Year</td><td>Rs. 48,64,000 /- (Rupees Forty-Eight Lakhs Sixty-Four Thousand Only), (Amount equivalent to 50% of Eight (08) months' MMG of the first Concession Year)</td></tr><tr><td>2nd to 4th year</td><td>Equivalent to Eight (08) months of average monthly concession fee paid during the 1st Concession Year X 2</td></tr><tr><td>5th year onwards</td><td>Equivalent to Eight (08) months of average monthly concession fee paid during the 4th Concession Year</td></tr></table> B) The Bank Guarantee (BG) to be submitted in accordance with the bank details as follows: <table><tr><td>Corporate Name</td><td>AIRPORTS AUTHORITY OF INDIA</td></tr><tr><td>Bank Name</td><td>ICICI BANK</td></tr><tr><td>IFSC Code</td><td>ICIC0000007</td></tr><tr><td>BG Advising Message</td><td>IFN 760COV (BG ISSUE)</td></tr></table>	Concession term	Security deposit description	1st Year	Rs. 48,64,000 /- (Rupees Forty-Eight Lakhs Sixty-Four Thousand Only), (Amount equivalent to 50% of Eight (08) months' MMG of the first Concession Year)	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	Corporate Name	AIRPORTS AUTHORITY OF INDIA	Bank Name	ICICI BANK	IFSC Code	ICIC0000007	BG Advising Message	IFN 760COV (BG ISSUE)
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BG Advising Message	IFN 760COV (BG ISSUE)																	

		IFN 767COV (BG AMENDMENT)
	Unique Identifier Code	AAIPORTBLAIR to be mentioned in the Unique Identifier Code (7037) field of BG advising message code.
	While submitting the documents to BG issuing bank, also submit letter to the issuing bank as per format provided in SCHEDULE - G of RFP. Along with the original BG document, successful bidder to attach copy of SFMS BG confirmation message sent by the BG issuing bank to ICICI bank.	
12.	Within the Business Incubation Period, or any shorter time period specified below, unless extended in writing by the Authority, you shall fulfil all of the following conditions unless waived in writing by the Authority. Provided that if an extension is needed due to a fault of the Concessionaire/ Selected Bidder as determined at the sole discretion of the Authority and provided by the Authority, damages at the rate of INR 5,000/- shall be appropriated from the Earnest Money Deposit (EMD) / Security Deposit, as applicable, for each day of extension provided and utilized for each obligation that is delayed. a) Sign and return the duplicate copy of the LOIA in acknowledgement thereof within 7 (seven) working days of the receipt of the LOIA. In the event the duplicate copy of the LOIA duly signed by the Selected Bidder 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 such Bidder as Damages on account of failure of the Selected Bidder to acknowledge the LOIA. b) Submit the Security Deposit in the form and manner as specified in this RFP prior to signing of the Concession Agreement. c) Submit stamp paper of appropriate value and execute the Integrity Pact as per the Draft Integrity Pact forming part of this RFP as per Technical Form-17 of Appendix-I prior to signing of the Concession Agreement. d) Execute the Concession Agreement as per the provisions of the Bidding Documents not later than thirty (30) days from commencement of the Business Incubation Period. M/s SRISHTI 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 e) SRISHTI 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 f) SRISHTI, within Fifteen (15) days from the date of LOIA, shall submit a detailed Draft Media Plan in consonance with the Location Layout Plan of the RFP. Location -wise electrical power requirement shall also be submitted. g) SRISHTI 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.
13.	The Authority, in its sole discretion, reserves the right to extend the timelines referred to in this LOIA.
14.	This LOIA shall form the part and parcel of the agreement.

कृपया इस पत्र की प्राप्ति को स्वीकार करें।

Kindly acknowledge the receipt of this letter.

धन्यवाद,

भवदीय,

 16.02.2024

चंद्र प्रकाश रंजन / Chandra Prakash Ranjan
 सहायक प्रबंधक(वाणिज्यिक)/AM (Commercial)
 कृते विमानपत्तन निदेशक/For Airport Director

प्रतिलिपि:

सं.म.प्र.(वाणिज्य), (पू.क्षे.)

आंतरिक प्रतिलिपि:

एपीडी/डीजीएम (ई-ई)/सं.म.प्र.(ई-सी)/एजीएम(फिन)/एएम(ऑपरेशन)/सीएसओ/सं.म.प्र.(सीएनएस)

REQUEST LETTER: TRANSMISSION OF BANK GUARANTEE COVER MESSAGE

(to be submitted by Licensee 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-ICIC0000007).

Dear Sir/Ma'am,

I/We, _____, request you to include unique identifier **AAI** 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-ICIC0000007).

Thanking You,

(Name of the licensee)



भारतीय विमानपत्तन प्राधिकरण
Airports Authority of India

Ref. No. AAI/PB/FIN/Rev./Bank-details/

Dated: 11.09.2023

Subject: Bank Details for payment through RTGS/NEFT mode

The details of the bank Account for payment to Airport Authority of India, VSI Airport Port Blair, RTGS or NEFT mode are as follows.

STATE BANK OF INDIA

Beneficiary Name	AIRPORT AUTHORITY OF INDIA
GSTIN	35AAACA6412D1ZB
Bank A/c Number	32354798837
Name of Bank	STATE BANK OF INDIA
Branch Address	Rakshavihar Branch, Port Blair
IFSC Code	SBIN0008721
PAN	AAACA6412D
Payment Intimation	finvopb@aai.acro

Agency may make payment through the aforesaid bank account.

Thanks & Regards

P. G. 11/09/2023

PARTHA MISTRY
Asst.GM (F&A)
VSI Airport, Port Blair.