



भारतीय विमानपत्तन प्राधिकरण  
AIRPORTS AUTHORITY OF INDIA

No. E-225650/OP-12018/2/2024-Operations/313

Date: 12.07.2024

To,

M/s Shubhashish Wealth Management Consultants LLP,  
SHUBHASHISH, 12-13, Rathore Nagar,  
Queens Road, Vaishali Nagar,  
Jaipur – 302021 (Rajasthan)

**Sub: Letter of Intent to Award (LOIA) for Concession for Ground Handling Services at Civil Enclave Bareilly, Bareilly, Uttar Pradesh to M/s Shubhashish Wealth Management Consultants LLP**

**References:**

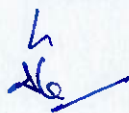
1. E-bid invitation no.: **2024\_AAI\_189587\_1** dated 6<sup>th</sup> March 2024.
2. Your technical bid opened on **19.04.2024**, financial bid opened on **21.05.2024** through CPP portal.

**Kind Attn: Mr. Mohit Jajoo, Designated Partner (Authorized Signatory) on behalf of M/s Shubhashish Wealth Management Consultants LLP**

Sir,

1. This has reference to your submission of Bid on 09.04.2024. I am pleased to inform that the Competent Authority has accepted your offer of quoted MAG at **INR Rs. 9,11,000.00/- (Rupees Nine Lakh Eleven 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 Bareilly, Bareilly, Uttar Pradesh.
2. This is a non-exclusive Concession for providing Ground Handling services at Civil Enclave Bareilly, Bareilly, 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 Shubhashish Wealth Management Consultants LLP 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, Civil Enclave Bareilly, Bareilly, Uttar Pradesh – 243122.

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 Bareilly, Uttar Pradesh for a sum equivalent to 10 (Ten) months of the Minimum Annual Guarantee for the first year (MAG) quoted **i.e Rs. 7,59,170.00/- (Rupees Seven Lakh Fifty Nine Thousand One Hundred and Seventy 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. 75,917.00/- (Rupees Seventy Five Thousand Nine Hundred and Seventeen only)** excluding taxes (GST etc.) and other applicable charges in the office of Airport Director, Civil Enclave Bareilly, Bareilly, 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, Civil Enclave Bareilly, Bareilly, 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. 8502 of 2023, WP (C) No. 10678 of 2023 and WP (C) No. 14394 of 2023.

Yours Sincerely,

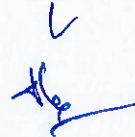


**(Capt. Dilip Kumar)**  
**General Manager (Ops)**  
**For Executive Director (Ops)**

**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. E-225650/QP-12018/2/2024-Operations/342

Date: 26.07.2024

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 Bathinda Airport, Bathinda, Punjab to M/s Ranbanka Aviation Pvt. Ltd.**

**References:**

1. E-bid invitation no.: **2024\_AAI\_189587\_1** dated 6<sup>th</sup> March 2024.
2. Your technical bid opened on **19.04.2024**, financial bid opened on **21.05.2024** 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 09.04.2024. I am pleased to inform that the Competent Authority has accepted your offer of quoted MAG at INR **Rs. 7,65,600.00/- (Rupees Seven Lakh Sixty Five 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, Bathinda, Punjab.
2. This is a non-exclusive Concession for providing Ground Handling services at Civil Enclave, Bathinda, Punjab 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 **q7 (Seven) days** of issue of this LOIA to Airport Director, Civil Enclave, Bathinda, Punjab - 151001.

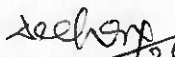
Page 1 of 4

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 Bathinda, Punjab for a sum equivalent to 10 (Ten) months of the Minimum Annual Guarantee for the first year (MAG) quoted i.e **Rs. 6,37,500.00/- (Rupees Six Lakh Thirty Seven 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. 63,750.00/- (Rupees Sixty Three Thousand Seven Hundred and Fifty only)** excluding taxes (GST etc.) and other applicable charges in the office of Airport Director, Civil Enclave, Bathinda, Punjab 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.

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Sd/-

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, Civil Enclave, Bathinda, Punjab 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. 8502 of 2023, WP (C) No. 10678 of 2023 and WP (C) No. 14394 of 2023.

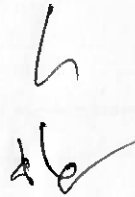
Yours Sincerely,

  
(Capt. Dilip Kumar)  
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. E-225650/OP-12018/2/2024-Operations/314

Date: 12.07.2024

To,

M/s Sky High Aviation Services,  
D. No.: 4-70-11, Flat No. 102,  
Sri Nilayam Apartments, Lawson's Bay Colony,  
Visakhapatnam - 530017, Andhra Pradesh

**Sub: Letter of Intent to Award (LOIA) for Concession for Ground Handling Services at Civil Enclave, Pathankot, Punjab to the consortium of M/s Sky High Aviation Services and M/s Laxmi Ganesh Jewellers.**

**References:**

1. E-bid invitation no.: **2024\_AAI\_189587\_1** dated 6<sup>th</sup> March 2024.
2. Your technical bid opened on **19.04.2024**, financial bid opened on **21.05.2024** through CPP portal.

**Kind Attn: Mr. Sivakishan Jaswanth Reddy Kovvuri, Managing Partner (Authorized Signatory) on behalf of consortium of M/s Sky High Aviation Services and M/s Laxmi Ganesh Jewellers.**

Sir,

1. This has reference to your submission of Bid on 09.04.2024. I am pleased to inform that the Competent Authority has accepted your offer of quoted MAG at **INR Rs. 6,48,000.00/- (Rupees Six Lakh Forty Eight 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, Pathankot, Punjab.
2. This is a non-exclusive Concession for providing Ground Handling services at Civil Enclave, Pathankot, Punjab 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 Sky High Aviation Services and M/s Laxmi Ganesh Jewellers 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, Civil Enclave, Pathankot, Punjab- 145001.
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 Pathankot, Punjab. 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 Pathankot, Punjab for a sum equivalent to 10 (Ten) months of the Minimum Annual Guarantee for the first year (MAG) quoted **i.e. Rs. 5,40,000.00/- (Rupees Five Lakh Forty 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) 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. 54,000.00/- (Rupees Fifty four Thousand only)** excluding taxes (GST etc.) and other applicable charges in the office of Airport Director, Civil Enclave, Pathankot, Punjab 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

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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, Civil Enclave, Pathankot, Punjab 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. 8502 of 2023, WP (C) No. 10678 of 2023 and WP (C) No. 14394 of 2023.

Yours Sincerely,



**(Capt. Dilip Kumar)**  
**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

