

Ref. No.: AAI/ AT/ ER-153 (EV Charging)/ 2024-25/748-49

Dated: 24/09/2024

To,  
M/s. Terra Motors India Private Limited.,  
8th Floor, Stesalit Tower, Sector V,  
Kolkata, North Twenty Four Parganas,  
West Bengal - 700091

**Subject:** Letter of Intent of Award (LOIA) for License for Supply, Installation, Testing, Commissioning, Operation and Maintenance of Electric Vehicles (EV) Charging Station at cityside of MBB Airport, Agartala

Dear Sir/ Madam,

Reference is made to the proposal submitted by M/s. Terra Motors India Private Limited. in response to vide Tender ID No. 2024\_AAI\_201104\_1 for "License for Supply, Installation, Testing, Commissioning, Operation and Maintenance of Electric Vehicles (EV) Charging Station at MBB Airport, Agartala", for which the Technical Bid was opened on 02/08/2024 and Financial Bid was opened on 02/09/2024.

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

**Terms and Conditions:**

- Description of Facility:** Supply, Installation, Testing, Commissioning, Operation and Maintenance of Electric Vehicles (EV) Charging Station at MBB Airport, Agartala.
- Location:** Cityside of MBB Airport, Agartala.
- Space/Area (in Sqm):** 20 Sq. mtr. adjacent to VIP parking area.  
Following are the details of the area allotted for EV charging infrastructure excluding service area (area required for charging EV i.e. Equivalent Car Space (ECS) and maneuvering thereof :-

| Sl No.                                   | Particulars Paved Land Area (in sqm)                                                | Area (in Sqm) |
|------------------------------------------|-------------------------------------------------------------------------------------|---------------|
| 1.                                       | Area for Minimum EV Charging ports - 2 ports @ 1 sqm (1m X 1m)                      | 2 Sqm         |
| 2.                                       | Area for Service Centre (2 m x3 m) x2 excluding Area demarcated for Charging Ports. | 6 Sqm         |
| 3.                                       | Area for Electric Vehicles Charging Zone.                                           | 12 Sqm        |
| Total chargeable Paved Land area approx. |                                                                                     | 20 Sqm        |

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4. **Concession Terms:** The period of concession shall be for 10 (Ten) years, unless terminated earlier mentioned in the NIT/ Tender Documents.  
If the licensee does not operate the license up to 50% of the contract period then the party is liable to be debarred for 01 (one) year from the date of issuance of orders.

5. **Concession Fee:**

During the license period, the licensee shall pay to the Authority every month in advance, by way of concession fee and applicable charges and taxes on or before 10<sup>th</sup> day of English calendar month as under:

| Period               | Quoted Minimum Monthly Guarantee (QMG)/<br>Monthly License Fee (INR)                                                        |
|----------------------|-----------------------------------------------------------------------------------------------------------------------------|
| 1 <sup>st</sup> year | Revenue share of 9.5% on the actual invoices raised by the service provider (GST & other Taxes are applicable in addition). |

**Rate of Escalation:-** Annual escalation on Quoted Revenue share on the actual invoices shall be as per AAI Policy. However, if there is any revision in policy of annual escalation in future, the same revised escalation shall be payable by the licensee.

6. **Space Rent of allotted area to be provided for EV charging infrastructure:**

- (i) Applicable paved land rent of allotted area for EV charging infrastructure excluding service area (Area required for charging EV, i.e, Equivalent Car Space (ECS) and maneuvering thereof).
- (ii) Presently, for the Financial Year 2024-2025, normal notified Paved Land rent for Non-Operational area is Rs. 600/- Per Sqm Per Annum or Rs.50/- Per Sqm Per Month & for the Financial Year 2025-2028, normal notified Paved Land rent Non-Operational area is Rs. 700/- Per Sqm Per Annum or Rs.58.33/- Per Sqm Per Month. The Land rentals are subject to amendments & escalation, as may be decided by AAI from time to time & the same shall be liable to pay by the licensee.
- (iii) Utility/ Facilitation Charges at 10% of normal Paved Land Rent (or as may be notified by AAI from time to time) for allotted paved land.
- (iv) Therefore, monthly space rent is payable Rs 1,298/- (Rs 50/- Per Sqm Per Month\*20 Sqm plus 10% as utility/facilitation charge, GST on entire component will be charged @ 18% GST).

7. **Business Incubation Period:**

Business Incubation Period shall mean a period of **15 days** from the date of issuance of LOIA to the selected bidder. The selected bidder will be under obligation to complete all the formalities/ conditions of award as will be specified in the LOIA.

8. **Handing Over of Sites:**

- (i) Sites will be handed over to the selected bidder upon fulfillment of conditions of award within the stipulated time of business incubation period.
- (ii) If the licensee fails to complete the conditions of award which are pre-requisite for handing over of site, then the gestation period will be deemed to have commenced on **16<sup>th</sup> day** of issuance of

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LOIA i.e. immediately after expiry of business incubation period. However, actual handing over of sites shall only be done after completion of all conditions of award.

**9. Gestation Period:**

Gestation period of **90 Days** or actual commencement of Commercial Operation, whichever is earlier, reckoned from the date of handing over of sites shall be permissible.

**10. Concession Fee Commencement Date:**

The concession fee commencement date will start from the date of start of operations OR expiry of Gestation period whichever is earlier (i.e. 106th day from LOIA).

**11. Electricity and Water:**

In case AAI provides the electricity, calibrated electricity meter at the power supply point shall be provided by the Service Provider at it 's own cost. Further, the meter should have configuration as per the approved technical specifications of DISCOM. The electricity charges shall be payable on actual consumption basis and as per bill raised by AAI from time to time. Water charges @ 200/- per month for first 02 taps & for subsequent Tap @ 150/- per month, present AAI rate for per Unit is Rs. 8.29/-.

**12. Advance License Fee:**

One-month advance Licence Fee (Tentative) in advance (by RTGS/NEFT), of Rs. **10,000/-** by way of NEFT/RTGS or DD/PO.

**13. Security Deposit:**

- (i) Payment of Security Deposit within 15 days from the date of issuance of award letter, amounting to Rs. 1,00,000/- (Rupees One Lakh only) i.e., Rs. 50,000/- (Rupees Fifty Thousand only) per EV Charging Station machine
- (ii) Payment of Rs 7,788/- (Rupees Seven Thousand Seven Hundred and Eighty Eight only) as security deposit for space/land rent.
- (iii) Both the Security Deposit to be paid to AAI as an interest free security Deposit by way of NEFT/RTGS or DD/PO or in the form of BG from any scheduled commercial bank. Bank Guarantee from co-operative bank, even scheduled, will not be accepted. Bank Guarantee should be valid for the entire period of license plus **Six (06) months**.
- (iv) The Security Deposit Amount shall be reviewed by AAI before the end of 3<sup>rd</sup> year as per the market growth. Accordingly, the Licensee would submit the enhanced Security Deposit (if increased)".
- (v) In the event of the Licensee committing any breach of the terms & conditions of the license agreement, the Authority may without prejudice to other rights and remedies be entitled to forfeit the Security Deposit or any part thereof.
- (vi) In Such an event he shall pay in the same manner as stated above such additional sum immediately as he may be called upon by the Authority to pay, so that the Security Deposit shall

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at all times during the continuance of these presents, be for the same amount. On the expiration or earlier determination of the license the Authority shall return the Security Deposit or part thereof which has not been forfeited as aforesaid, to him, without interest”.

(While submitting the documents to BG issuing bank, the concessionaire will also submit letter to the issuing bank as per the format attached)

**14. Electricity Deposit:**

The electricity security deposit amounting to **Rs. 10,000/-** (Rupees Ten thousand only) shall be deposited to AAI in addition to the above security deposit in absolute favour of Airports Authority of India, Agartala in the form of Bank Guarantee/ DD/ Pay Order/ NEFT/ RTGS. No interest is payable on security deposit by AAI. The said security deposit will cover SD towards all types of utilities such as Electricity, Water, Data Port, Telephone etc.

**15. License Agreement:**

Execution of the Agreement and Integrity Pact within 15 (fifteen) days from the date of issuance of award letter/ LOIA (on Stamp Paper of Tripura Govt. appropriate value i.e. Rs.200/- to be borne by the licensee).

**16. BCAS Clearance:**

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

**17. Layout Plan:**

You have to submit the layout plan of the outlets with detailed drawings and get them approved by the concerned Departments of AAI, before execution of work. Prior permission needs to be taken before installation and fabrication at the area.

**18. Electric Load:**

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

**19. Acceptance of LoA:**

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

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20. In addition, all terms and conditions enumerated in the Tender (ID No. 2024\_AAI\_201104\_1 and this award letter (LoA), its acceptance, the NIT documents and its corrigendum (as applicable) shall be part and parcel of the License Agreement.

This is issued with the approval of the Competent Authority.

Yours sincerely

**Encl:** - BG Verification letter *format*

*Chandan Kumar*  
24/09/2024

(Chandan Kumar)  
Sr. Manager (E-E) / Comml  
For Airport Director  
MBB Airport, Agartala

**Copy to:**

1. The RED (North Eastern Region), Kind Attn: The Dy. General Manager (Comml.), AAI, LGBI Airport, Guwahati – 781015.

**Internal copy:**

Jt.GM (CNS), Jt.GM (Engg. – Civil), DGM (Engg.- Elect.), AGM (Fin.), AGM (Security)/Terminal In-charge

*Chandan Kumar*  
24/09/2024

(Chandan Kumar)  
Sr. Manager (E-E) / Comml  
For Airport Director  
MBB Airport, Agartala

**Request letter Transmission of Bank Guarantee Cover Message to be submitted  
by applicant to BG issuing banks**

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 AAIAGARTALA in field 7037 of the SFMS cover message IFN 760COV (for BG issuance) and IFN 767COV (for BG amendment) while transmitting the same to the beneficiary bank (ICICI Bank-IFSC-ICIC0000007).

Thanking You,

\_\_\_\_\_

(Vendor/ Customer/ Concessionaire)

Signature Not Verified

Digitally signed by  
CHANDAN KUMAR  
Date: 2025.05.30  
12:44:17  IST  
Location: