



भारतीय विमानपत्तन प्राधिकरण
AIRPORTS AUTHORITY OF INDIA

No. E-218694/AAI/RC/OPS/GHS/2024/40-44

Date: 06.05.2025

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 Birsa Munda Airport, Ranchi to consortium of M/s Shubhashish Wealth Management Consultants LLP, M/s Vision Aviation Private Limited and M/s Shubhashish Airport Management Services LLP.

References:

1. E-bid invitation no.: **2024_AAI_212157_1** dated 22nd October 2024.
2. Your technical bid opened on **21.11.2024**, financial bid opened on **12.02.2025** and electronic online forward bidding held on **24.02.2025** through CPP portal.

Kind Attn: Mr. Mohit Jajoo, Designated Partner (Authorized Signatory) on behalf of consortium of M/s Shubhashish Wealth Management Consultants LLP, M/s Vision Aviation Private Limited and M/s Shubhashish Airport Management Services LLP.

Sir,

1. This has reference to your submission of Bid on 13.11.2024. I am pleased to inform that the Competent Authority has accepted your offer of quoted MAG at **INR Rs. 1,42,04,111.00/- (Rupees One Crore Forty-Two Lakh Four Thousand One Hundred eleven 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 Birsa Munda Airport, Ranchi, Jharkhand.
2. This is a non-exclusive Concession for providing Ground Handling services at Birsa Munda Airport, Ranchi, Jharkhand 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 Shubhashish Wealth Management Consultants LLP, M/s Vision Aviation Private Limited and M/s Shubhashish Airport Management Services LLP as the **"Selected Bidder"** (hereby now referred as **You**) within the meaning of the

क्षेत्रीय मुख्यालय - पूर्वी क्षेत्र , भारतीय विमानपत्तन प्राधिकरण , ने.सु.च.बो.अ. विमानपत्तन, कोलकाता- 52

Regional Headquarter-Eastern Region, Airports Authority of India, NSCBI Airport, Kolkata-52

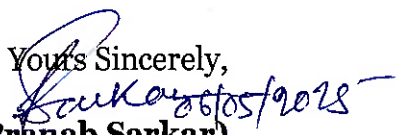
- RFP document, subject to the fulfilment of terms and conditions of the RFP document and the Concession Agreement.
4. You are advised to submit the duplicate copy of LOIA in acknowledgement and acceptance of all the terms and conditions of this LOIA duly signed within 10 (Ten) days of issue of this LOIA to Birsa Munda Airport, Ranchi, Jharkhand - 834002.
 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 Ranchi, Jharkhand. 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 Ranchi, Jharkhand for a sum equivalent to 10 (Ten) months of the Minimum Annual Guarantee for the first year (MAG) quoted **i.e Rs. 1,18,36,760.00/- (Rupees One Crore Eighteen Lakh Thirty-Six Thousand Seven Hundred Sixty 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 15 (Fifteen) days from the LOA.
 - (v) The SPV shall submit one-month advance license fee of quoted MAG i.e **Rs. 11,83,676.00/- (Rupees Eleven Lakh Eighty-Three Thousand Six Hundred and Seventy-Six only)** excluding taxes (GST etc.) and other applicable charges in the office of Airport Director, Birsa Munda Airport, Ranchi, Jharkhand 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, Birsa Munda Airport, Ranchi, Jharkhand 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 LOIA is being issued subject to the final outcome or final award passed by the Arbitral Tribunal in the matter of arbitration between SPV (Consortium of M/s Surya Chetan Aviation Handling Services, M/s Aurea Aviation Private Limited & M/s Airclub Aviation Private Limited) & AAI.

Yours Sincerely,


(Pranab Sarkar)

**General Manager (ATM)/HOD(Operations)
For Regional Executive Director (ER)**

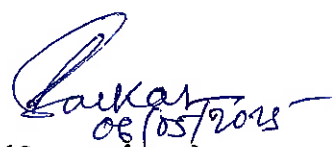
N.O.O:-

Copy to:

1. Airport Director, Birsa Munda Airport, Ranchi, Jharkhand -834002.
2. Labour Commissioner, Ranchi, Jharkhand – Through Airport Director, Birsa Munda Airport, Ranchi, Jharkhand.
3. Regional Provident Fund Commissioner, Ranchi, Jharkhand – Through Airport Director, Birsa Munda Airport, Ranchi, Jharkhand.

Internal:

1. Member (OPS) – For information please.
2. Executive Director (Ops), AAI, CHQ
3. Regional Executive Director, RHQ, Eastern Region, Kolkata
4. General Manager (F&A), RHQ, Eastern Region, Kolkata


General Manager(ATM)/HOD(Operations)

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

Signature Not Verified

Digitally signed by NEHA JAIN

Date: 2026.07.16 13:04:08 IST

Location: eProcurement System for Central PSUs

