



भारतीय विमानपत्तन प्राधिकरण AIRPORTS AUTHORITY OF INDIA

AAI/TK/Comml/IBS/2025/331

Date: 27.03.2025

To
M/s. Crest Digitel Pvt Ltd,
Plot No. 278,
A Square Building,
Udyog Vihar Ph-II
Gurugram, Haryana - 122002

Sub: Letter of Intent to Award (LOIA) "License for Installation/Provision of Infrastructure to Provide Customized Shared In-Building Solutions (IBS) at Tuticorin Airport - Reg.

Ref: Notice Inviting e-Tender (NIT) with e-Bid No. 2024_AAI_219244_1 dated 12.12.2024

Sir,

Reference is made to your bid against the tender inviting notice floated by AAI Tuticorin Airport on the above subject in CPP Portal on 12.12.2024 with Tender ID No. 2024_AAI_219244_1.

The Technical and Financial Bid of the subject tender was opened on 10.01.2025 and 20.02.2025 respectively wherein you have emerged as the H1 bidder. In this regard, approval of the Competent Authority is hereby conveyed to grant the License in your favour as per the following terms and conditions: -

1	License	License for Installation/Provision of Infrastructure to Provide Customized Shared In-Building Solutions (IBS) at Tuticorin Airport.
2	Location	Terminal Building, ATC Tower and Fire Station
3	Business Incubation Period	Thirty (30) days from the date of issuance of LOIA. All formalities/conditions of award as specified herein are to be completed within the Business Incubation Period in the order mentioned herein: 1) Payment of outstanding dues at all AAI controlled airports pertaining to the period till the date of issuance of LOIA. 2) Acceptance of LOIA within seven (07) days from the date of issuance of the LOIA. The acceptance letter must declare the clearance of all outstanding dues as mentioned above. 3) Furnishing Security Deposit as specified in para-8 of LOIA within 15 days from the date of issuance of LOIA. 4) Payment of advance License Fee for one month plus applicable taxes within 15 days from the date of issuance of LOIA.

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		5) Execution of license agreement as per Annuexure-A of NIT within 15 days from the date of issuance of LOIA.
4	Handing over of sites	On completion of all the formalities mentioned in Para No. 3 above
5	Gestation Period	One Twenty (120) days or commencement of facility whichever is earlier for all the locations, reckoned from the date of handing over of sites shall be permissible. In case of failure to complete formalities of Business Incubation period, Gestation period will be deemed to have commenced on thirty first(31 st) day from the date of issuance of LOIA. Note: As the New Terminal Building is under construction, if the operations in New Terminal Building do not begin even after the gestation period, the facility's start date will align with the commencement operations in the New Terminal Building.
6	Period of concession	Seven (07) years from the date of commencement of facility or completion of Gestation period, whichever is earlier, extendable by Three (03) years .
7	License fee	1. Rs. 21,101/- per month for one cellular operator (Rupees Twenty-One Thousand One Hundred and One Only) per month plus applicable taxes subject to escalation as per Clause 4 of NIT. 2. All applicable Government Taxes, including GST (presently at the rate of 18%) or at the rates declared by Government of India or State Government from time to time. 3. Charges for the consumption of the electricity and water consumed for the purpose of use of the said license as becomes due and payable and in accordance with the directions of the Authority and at the rates as fixed by AAI from time to time.
8	Security Deposit (Non-Interest Bearing)	Rs. 2,00,000/- (Rupees Two Lakh Only) towards License Fee. Rs. 20,000/- (Rupees Twenty Thousand Only) towards security deposit in respect of electricity charges. Total = Rs. 2,20,000/- (Rupees Two Lakh Twenty Thousand Only). Mode: RTGS/NEFT/Bank Guarantee. If Bank Guarantee is submitted, bank guarantee should be from a nationalized/scheduled bank. Bank guarantee from co-operative banks, even scheduled co-operative banks, shall not be acceptable. Note: The above-mentioned Security Deposit (SD) is for one

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		operator. In the future, if a new operator is added, the SD shall be increased proportionately and deposited by the Licensee.
9.	Advance license fee	Rs. 24,900/- (Rupees Twenty-Four Thousand and Nine Hundred Only). [Incl. of GST]
10	License agreement	Execution of license agreement (as per NIT) on stamp paper of Rs.100/-. All related costs to be borne by the licensee.
11	AAI Bank Account Details	Bank Name: State Bank of India Bank Address: Meenambakkam Airport Branch, GST Road, Meenambakkam, Chennai - 600016. Account No. 40533447477 Type of account: Current Account IFSC: SBIN0005789 MICR No. 600002062 SWIFT/IBAN: SBININBB298 Note: Charges for the transfer to be borne by the party.

Other Terms & Conditions:

1. Please note that non-acceptance of award or non-completion of the above formalities within the time stipulated herein may result in **forefeiture of Earnest Money Deposit and/or debarment for further participation in the tenders at AAI airports or at any other place in control of AAI for a period of one (01) year.**
2. The licensee has to ensure security compliances etc., within the business incubation period itself. The licensee has to apply for BCAS Security Clearance through online in the website <https://esahaj.gov.in> as a concessionaire. Hence, the licensee has to submit the required documents as per the BCAS requirement and to get the clearance. After obtaining clearance the agency should ensure to submit Security Programme.
3. The licensee has to ensure that the Police Verification / Antecedents verification for their employees as per the guidelines of BCAS is available before applying for Airport Entry Permit in favour of their employees. Charges applicable for issue of Airport Entry Permit shall be borne by the licensee.
4. Failure to comply with any of the above instructions will entail suspension or withdrawal of TAEP/AEP issued.
5. The above points are not exhaustive and the updation/ addition/ omission if any will be appraised from time to time.

[Signature]
21/03/2025

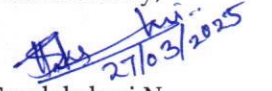


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6. AAI reserves the right to amend this LOIA by subsequent letters.
7. All the above conditions, General terms and conditions, Special terms and conditions other terms and conditions as per NIT, shall form part and parcel of the agreement.
8. Acceptance of the award may be conveyed by signing and submitting a copy of this LOIA to AAI within 07 days.

Thanking you,

Yours sincerely,


27/03/2025

श्रीलक्ष्मी एन / Sreelakshmi N

कनिष्ठ कार्यपालक (वाणिज्य) / Junior Executive (Commercial)

विमानपत्तन निदेशक के लिए / For Airport Director

भा. वि. प्रा. / Airports Authority of India

तूत्तिकोरिन हवाईअड्डा / Tuticorin Airport

Internal:

APD/AGM (CNS) / DGM (ATM) / DGM (Engg-C) / AM (FS) / Jt.GM (Engg-E) / M (OPS) /
JE (Tech) - For Information.

Signature Not Verified

तूत्तिकोरिन हवाईअड्डा, तूत्तिकोरिन - 628103
Tuticorin Airport, Tuticorin - 628103

Digitally signed by S SWAKEEN BRITTO
Date: 2025.09.15 16:14:04 IST
Location: eProcurement System for Central
PSUs ई-मेल/E-mail: tuticorin@aaiaero