भारतीय विमानपत्तन प्राधिकरण
AIRPORTS AUTHORITY OF INDIA

No. AAI/JVC/PPP-II/ Rajkot/2025/626

Date: 08.10.2025
09

M/s Grant Thornton India LLP
L-41 Connaught Circus Outer Circle
New Delhi 110001.
Email: GT.DFA@IN.GT.COM

Kind Attention: Shri Kunal Sood,

Subject: **Selection of Consultant for 'Development cum Master Plan' for Monetization of Land of old Rajkot Airport, Gujarat.**

Reference: **Tender ID: 2025_AAI_232332_1**

: Financial Bid Open on 22.09.2025

Sir,

1. Your proposal for the above said work is hereby accepted on behalf of Chairman, Airports Authority of India for an amount of Rs. 60,00,000/- (Rs. Sixty Lacs only) inclusive of all taxes excluding applicable GST for a period of 18 months from the date of execution of the Agreement.
2. You are requested to attend the office of Dy. General Manager (JVC/PPP)-II, 3rd Floor, C-Block, Rajiv Gandhi Bhawan, Safdarjung Airport, New Delhi-110003 within 07 days of receipt of this letter to sign and complete the contract agreement on a non-Judicial stamp paper of value Rs. 100 (Rupees one hundred only) and the cost of stamp paper shall be borne by you.
3. The Terms of Reference (TOR) is enclosed as per Annexure-1.
4. Any further correspondence in this connection shall be addressed to Executive Director (JVC/PPP)-II.
5. The award will be governed by the terms and conditions stipulated in the agreement.
6. You are requested to furnish the Contract Performance Security as per Agreement Clause-7.
7. The payment shall be governed as per Terms of Reference.
8. Please acknowledge the receipt of this letter as a token of acceptance of the work.

Encls: Annexure-1

Yours faithfully,

09/x/2025

(Kamal Kumar Kataria.)
Dy. General Manager (JVC/PPP) -II

Schedule – 1
(See Clause 1.2)

Terms of Reference

For

Selection of Consultant for 'Development cum Master Plan' for Monetization of Land of old Rajkot Airport, Gujarat

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Terms of Reference and Scope of Work

BACKGROUND:

1. With the operationalization of new Greenfield Airport at Hirasar for Rajkot, AAI has closed the old Rajkot Airport. As per the MoU signed with the State Government of Gujarat, AAI is to monetize the land of old Rajkot Airport admeasuring 243 acres (approx.), henceforward called 'the land". There is a need to prepare a 'Development-cum-Master Plan' in consonance with Development Plan of Rajkot Municipal Corporation and its by-laws for "the land" situated in the Rajkot Municipal area.

2. Therefore, AAI intends to appoint a Consultant to study the available land, its potential, applicable rules & regulations of the State Government, Development Control Rules, Master Plan of Municipal Corporation & AAI Act etc. and suggest approach for development of the land, if required in phases, with various land usage to maximise the financial and economic returns to AAI, State Government including Municipal Corporation and the Society at large. The broad features are as follows:

3. **Consultancy:**

3.1 To study the available land admeasuring 243 acres (approx.) with respect to its location in the city and potential usage based on possible development in that area with proposed areas of such potential usage.

3.2 To study the State Government's rules & regulations applicable for such development in general and specific rules & regulations applicable to the land including conditions, if any, associated with this land when it was granted to AAI.

3.3 To study the Master Plan, Development Plan, Development Control Rules and other applicable rules of Rajkot Municipal Corporation for development of this land.

3.4 Various options for 'Development Plan' based on potential of the land, rules & regulations and other stipulations applicable for the land as mentioned in above paragraph covering commercial, industrial & residential development, including development related to aviation.

3.5 Consultant is also required to study the requirement of infrastructure in terms of access and exit to the city from the land parcel, common amenities, internal roads, required supply of water & electricity, sewerage etc.

3.6 Evaluating various options in terms of phasing, potential of revenue to AAI, fee, taxes payable to State Government or Municipal Corporation and potential for employment generation and value-add to the economic development of area.

3.7 To suggest best possible option balancing the requirement of revenue to AAI and balanced development with value-add to the State Government and economy of that area.

3.8 To suggest relaxation of any rules, regulations, by-laws, development stipulation required for implementing various options and suggested options.

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3.9 To suggest phase-wise development and model of development i.e. revenue sharing, outright calculation of development fee/charges, lease period etc.

3.10 After the option or options are selected by AAI, development of detailed Master Plan, phasing of development along with financial model.

3.11 Development of tender/RFP document with listing of various Statutory/Non-Statutory approvals required.

4. Deliverable Plan

In pursuance of the above-mentioned TOR, following deliverables will have to be submitted according to the mentioned timelines **(T=Date of Award)**:

4.1 Timelines for the Projects: The timelines for the project is given in table below:

Sl. No.	Deliverable	KD*	Timeline
1.	Inception report based on overall methodology, work plan and completion of assignment as per 3.1 to 3.5 of ToR and submission of report to Authority.	1	T+4 weeks
2.	Conceptual Masterplan with proposed land use, suggested amendment in regulation and rules in local, State and Central Government bylaws etc. To suggest best possible option balancing the requirement of revenue to AAI and balanced development with value-add to the State Government and economy of that area as per ToR.	2	T+10 weeks
3	Draft Masterplan and various options for development plan along with financial models, key issues highlighted across all the identified action plans and completion of assignment as per 3.6 to 3.9 of ToR and submission of report to Authority.	3	T+20 weeks
4.	After the option or options are selected by AAI, detailed master plan which includes phase-wise development plan, model of development i.e. revenue sharing, outright calculation of development fee/charges, lease period, including financial model, on proposed solutions and interventions, solutions to address identified gaps with implementation roadmap and action plans as per 3.10 of ToR and submission of report to Authority	4	T+26 weeks
5.	Development of tender/RFP document with listing of various Statutory/Non-Statutory approvals required. as per 3.11 of ToR and submission of report to Authority	5	T+30 weeks

*** "KD means Key Deliverables"**

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(Schedule -2) Annex-4

4.2 Payment Milestones

Payment Milestone	% of Total Contract Value
Completion of KD 1	10%
Completion of KD 2	20%
Completion of KD 3	20%
Completion of KD 4	30%
Completion of KD 5	20%
Total	100%

4.3 Financial Proposal Template

The Consultant shall quote the engagement fee as per **Appendix-2 (Form-2)**

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(Kamal Kataria)
DGM(SIU)