



ISO 9001:2015
ISO 14001:2015
ISO 45001:2018
Certified Airport

JAS-ANZ



भारतीय विमानपत्तन प्राधिकरण
AIRPORTS AUTHORITY OF INDIA
सूरत विमानतल/SURAT AIRPORT

Ref No. AAI/SA/APD/Comml/Chocolate/2021

7215-21

17/12/2021

To,

M/s Phoenix Hospitality Services
D-304, Neelkanth Business Park,
Nathani Road, Vidyavihar West,
Mumbai-400086

Subject: Letter of Intent to Award License to operate Branded Chocolates/ Mints/ Candies Shop in SHA FF at Surat Airport.

Dear Sir,

Please refer to the e-tender no. 2021_AAI_90017_1 opened on 25/10/2021 (Technical Bid) and 07/12/2021 (Financial Bid) for the award of License for the subject facility at Surat Airport.

The Competent Authority is pleased to issue this LOIA (Letter of Intent to Award) the license for Branded Chocolates/ Mints/ Candies Shop in SHA First Floor at Surat Airport to you subject to the following terms and conditions: -

Period	The periodicity of license shall be Three (03) years from the date of actual commencement of business or 136 th day from issue of LOIA whichever is earlier (136 th day i.e. 120 days Gestation period plus 15-day business incubation period from date of award, whichever is earlier).
Area	22.06 sqm on the SHA First Floor (Refer Appendix 3 of Annexure-A Sketch of the NIT)
License fee	Licensee shall pay License Fee of Rs.2,12,110/- (Rupees Two lack Twelve Thousand One Hundred and Ten) per month. GST and other applicable charges extra. Licensee shall pay the Authority every month in advance by way of license fee on or before 10th day of English calendar month. In addition to the License fee the licensee shall pay (i) Utility / facilitation charges @10% of space rent (or as decided by AAI from time to time) for counter/shop area of 22.06 sqm shall also be payable by the licensee.

Oindrila Das, Surat Airport
Am (Commercial),
17/12/2021



ISO 9001:2015
ISO 14001:2015
ISO 45001:2018
Certified Airport

JAS-ANZ



भारतीय विमानपत्तन प्राधिकरण
AIRPORTS AUTHORITY OF INDIA
सूरत विमानतल/SURAT AIRPORT

- (ii) All charges towards consumption of electricity and water as may be due as determined by the Authority and at the rate(s) fixed by it from time to time. Such charges shall be paid within the date(s) specified in the bill(s).

In the event of failure to pay the license fee and other charges by due dates, penal interest @ 12% per annum be payable, as per AAI credit policy on all delayed payments without prejudice to the Authority's other rights and remedies.

The license fee is subject to Annual escalation as detailed in Para 4 Rate of Escalation, Page 6 of NIT

The details of bank account of Surat Airport is as below:

Account Name	AIRPORTS AUTHORITY OF INDIA
Account Type	CURRENT ACCOUNT
Account No.	40527088990
Bank Name	STATE BANK OF INDIA
Branch	SVNIT CAMPUS, SURAT
IFSC Code	SBIN0003320

Oindile Day, Surat
any (commercial), Airport
17/12/2021



ISO 9001:2015
ISO 14001:2015
ISO 45001:2018
Certified Airport

JAS-ANZ



भारतीय विमानपत्तन प्राधिकरण

AIRPORTS AUTHORITY OF INDIA

सूरत विमानतल / SURAT AIRPORT

Security Deposit:	a. Advance License fee: Rs.2,53,545 (Rupees Two Lack Fifty-Three Thousand Five Hundred and Forty-Five only) i.e. one month advance License fee including utility charges plus GST @ 18% is payable in advance before Taking over the License in the form of DD / Pay order / NEFT/RTGS from Nationalized / Scheduled Bank in favor of Airports Authority of India, Surat Airport. b. Security Deposit: An interest free Security Deposit of Rs. 10,37,612/- (Rs. Ten Lakh Thirty-Seven Thousand Six Hundred Twelve only) (equivalent to Four month of last year License fee and Utility Charges) to be submitted in the form of Demand Draft / Pay order / Bank Guarantee of a Nationalized/Scheduled Bank in favor of, Airport Director, AAI, Surat Airport within 15 days from the date of award letter for the license (Security deposit if in the form of Bank Guarantee, should be valid for the complete period of License plus 6 months' beyond the period); Bank Guarantee from co-operative Banks will not be accepted. c. Electricity Deposit: An interest free Security Deposit Rs. 1,54,000/- (Rs. One Lack Fifty-Four thousand only)
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. a. Sites will be handed over to the selected bidder upon fulfilment of conditions of award within the stipulated time of business incubation period. b. 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 16th day of issuance of 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.
Gestation Period	Gestation period of 120 Days, reckoned from 16th Day from issue of LOIA.
Rate of Annual Escalation to be calculated	Rate of Annual Escalation to be calculated as under: a. License Fees shall be subject to annual escalation of 10%. b. The first annual escalation will be applicable after completion of one year + six months license period. Thereafter the same will be applicable after completion of subsequent one-year period there from. Even if, on account of any delay whatsoever, licensee could not commence business

Oindrila Das
AAI (Commercial), Surat
17/12/2021



ISO 9001:2015
ISO 14001:2015
ISO 45001:2018
Certified Airport

JAS-ANZ



भारतीय विमानपत्तन प्राधिकरण

AIRPORTS AUTHORITY OF INDIA

सूरत विमानतल/SURAT AIRPORT

	operations on the expiry of gestation period of 120 days stipulated in NIT, for the purpose of calculation of date on which 18 months of license are completed (date on which first escalation is applied) shall be deemed from next day of expiry of gestation period.
Termination	The Authority shall have the right, at its sole discretion, to terminate the Agreement, at any time during the Term, upon serving a written Notice of termination for 120 (One hundred and twenty days) days to the Concessionaire

1. It may be noted that the Earnest Money Deposit of the successful bidder may be forfeited and the bidder may be debarred for further participation in AAI's tender(s) for a period of one year, on account of non-completion of the following;
 - a. Acceptance of the offer within 10 days from the date of the award letter.
 - b. Payment of advance license fee for one month within 15 days from the date of the award letter.
 - c. (i) Payment of Security Deposit equivalent to Four (04) months license fee based on the last year license fee in the form of Demand Draft / Pay order /Bank Guarantee of a Nationalized/Scheduled Bank in favor of, Airport Director, AAI, Surat Airport within 15 days from the date of award letter for the license (Security deposit if in the form of Bank Guarantee, should be valid for the complete period of License plus 6 months' beyond the period); Bank Guarantee from co-operative Banks will not be accepted.
(ii) Payment of Electricity deposit
 - d. Execution of the Agreement before commencement of the contract within 15 days from the date of issue of award (Applicable Stamp Duty and other related costs to be borne by the licensee).
 - e. Commencement of the facility within 120 days (Gestation period) or actual commencement whichever is earlier. (No gestation period if the existing licensee happened to be the successful bidder)
 - f. Execution of the Agreement within 15 days from the date of issuance of award letter / LOIA (On Stamp paper of appropriate value, related cost to be borne by the licensee).
 - g. Commencement of the facility within gestation period.

*Prindula Dan
An (Comm.) Surat
12/12/2021*



ISO 9001:2015
ISO 14001:2015
ISO 45001:2018
Certified Airport



भारतीय विमानपत्तन प्राधिकरण
AIRPORTS AUTHORITY OF INDIA
सूरत विमानतल / SURAT AIRPORT

2. If the party after award letter is issued does not complete the formalities of acceptance or does not commence the operation of the facility on the commencement date specified or does not sign the agreement within the prescribed date then the license is liable to be terminated by AAI and the EMD received will be forfeited and the party shall be debarred by AAI for further participation in the tenders at its airports or at any other place under the control of AAI, for a period of One (01) year.

3. The successful bidder shall intimate the name of the persons employed by him or going to employ, who are near relatives of AAI employees.

In addition, all the terms and conditions enumerated in NIT, Corrigendum(s) and the Concession Agreement to be executed shall form part and parcel of the Award letter.

4. It would be the responsibility of the licensee to obtain all necessary security clearance from BCAS/any other regulatory agency as required. H1 Bidder is advised to submit security programme to BCAS at the earliest upon receiving LOIA.

Thanking you,

Yours sincerely,

Oindrila Dan
17/12/2021
Oindrila Dan

Asst. Manager (Comml)
Surat Airport, Surat
for AIRPORT DIRECTOR

Encl: as above.

1. क्षेत्रीय कार्यपालक निदेशक/प.क्षे. भा.वि.प्रा., मुंबई (ध्यानार्थ- प्रभारी वाणिज्य) - सूचना और आवश्यक कार्यवाही हेतु ।

आंतरिक वितरण:

1. विमानपत्तन निदेशक - सूरत हवाई अड्डा, सूरत, आवश्यक सूचना हेतु ।
2. प्रभारी (वित्त) --सूचना और आवश्यक कार्यवाही हेतु।
3. प्रभारी (टर्मिनल)- -सूचना और आवश्यक कार्यवाही हेतु।
4. प्रभारी (इं-वि)- -सूचना और आवश्यक कार्यवाही हेतु।
5. मुख्य सुरक्षा अधिकारी (सीएसओ)- सूचना और आवश्यक कार्यवाही हेतु ।

प्रभारी वाणिज्य
भा. वि. प्रा.
सूरत विमानक्षेत्र सूरत
Incharge (Commercial)
Airport Authority of India
Surat Airport Surat