



भारतीय विमानपत्तन प्राधिकरण
AIRPORTS AUTHORITY OF INDIA
Deptt. of Commercial, AAI, NER, Dimapur - 797115

File No: AAI/MR(Aero)/CommI/F&B/Dimapur/ 2329-37

Date: 16/08/2022.

By Speed Post/E mail

To
M/s Sanna Enterprises (Sanchana Gupta),
Proprietor, Plot – 250,
First Floor, Okhla Industrial Estate,
Phase III, New Delhi – 110020.
Mail: info@sanna.co.in

**Subject: - Letter of Intent to Award (LOIA)/ Award for the license for Food & Beverage(F&B)/
Snack Bar inside Security Hold Area (SHA) of the Airport Terminal Building at Dimapur Airport,
Dimapur, regarding**

Sir,

Please refer to the Tender Id No. 2022_AAI_111781_1 for the above mentioned subject facility at Dimapur Airport, the technical bid which was opened on dated. 29/04/2022, and the financial bid which was opened on dated. 12/07/2022. The Competent Authority is pleased to grant you the referred License on the following Terms & Conditions: -

Terms and Conditions:

- 1. Description of Facility:** - Award for the license of Food & Beverage (F&B)/ Snack Bar inside security Hold Area (SHA) of the Airport Terminal Building at Dimapur Airport, Dimapur.
- 2. Location/ Purpose:** Build up Room is available inside Security Hold Area (SHA) of the Airport Terminal Building for the purpose of above-mentioned facility.
- 3. Area/ Space:** 5.60 (Five point Six Zero) square meter Build up Room.
- 4. Period of License:** The period of licence shall be **07 (Seven) years** from the date of actual commencement of operation or completion of the Gestation period whichever is earlier, unless terminated earlier on account of following:
 - (a). By giving **180 days'** notice in writing from either side without assigning any reason.
 - (b). Terminated by AAI on a short notice on account of un-satisfactory performance.
 - (c). Termination of expiry of the specified time period allotted for unresolved internal dispute resolution.
 - (d). Termination for regulatory / legislative or supervisory requirements.
- 5. License Fee:** During the license period, the licensee shall pay to the Authority every month in advance, licence fee and applicable charges and taxes on or before 25th day of English calendar month as under: -

Period	Monthly License Fee (INR Rs.):
Up to 18 Months	28,800.00 plus GST and applicable charges.
19 to 30 Months	31,680.00 plus GST and applicable charges.
31 to 42 Months	34,848.00 plus GST and applicable charges.
43 to 54 Months	38,333.00 plus GST and applicable charges.
55 to 66 months	42,167.00 plus GST and applicable charges.
67 to 78 Months	46,384.00 plus GST and applicable charges.
79 to 84 Months	51,023.00 plus GST and applicable charges.

The license fee is subject to escalation as per the provisions given in the tender.

6. Annual Escalation: License fee shall be subject to Annual Escalation of 10%.

7. Business Incubation Period: Business Incubation Period of **30 (thirty) days** is applicable from the date of issue of the Award Letter i.e **16/08/2022 to 15/09/2022**. You are requested to complete all the formalities/ conditions of award including payment of Advance License Fee, remittance of Security Deposit and execution of License Agreement within this period.

8. Gestation Period: Gestation Period of **90 (Ninety) days** is applicable from the date of handing over of sites i.e **16/09/2022 to 15/12/2022** shall be permissible. You are required to procure all Applicable Permits/ Licenses under applicable Laws including BCAS security clearance, which are required to perform the License and submit copies thereof to Authority, within this period. No extension of gestation period on any reason whatsoever will be granted. **The billing shall be started w.e.f 12/12/2022 or commencement of operation whichever is earlier.**

9. Space Rent (if applicable): A/C area space rent is Rs. 1,075 psqmtr per month (i.e enhance by 7.5% AC rate on Rs. 1,000/-) psqmtr per month and space rent for Non-A/C area (if applicable) is Rs. 720/- psqmtr per month for the F.Y. 2022-23, which is subject to annual compound escalation @7.5% effective 1st April every year or as may be decided by AAI from time to time.

10. Other Charges:

- (a). CAM (Common Area Maintenance) charges: As per the tender provisions:
- (b). Utility /Facilitation charges: As per the tender provisions.
- (c). Electricity and Water: As per the tender provisions.
- (d). GST or any other tax levied by State / Central Govt. as applicable from time to time will be extra.

11. Advance License Fee: You are required to pay one-month Licence Fee in advance (by RTGS/NEFT), of **Rs. 34,695/-** as per the details below:

Particulars	Amount (Rs.)
Monthly License Fee	Rs. 28,800.00
Space Rent (if applicable)	N/A

CAM/ Utility/ Facilitation Charges (10% on L/fee) i.e 7.5% on enhance AC rate Rs. 1075/- x area 5.60 Sqm.	Rs. 602.00
Sub Total	Rs. 29,402.00
GST @18% on sub total	Rs. 5,293.00
Grand Total	Rs. 34,695.00
Round off total	Rs. 34,695.00

(Rupees Thirty-Four Thousand Six Hundred Ninety-Five) only.

12. Performance Security Deposit: The performance Security Deposit amounting to **Rs. 2,77,560.00 (Rupees two lakh seventy-seven thousand five hundred sixty) only** equivalent to 08 (Eight) months quoted licence fee plus provision for probable taxes shall be deposited in the form Demand Draft /Bank Guarantee from any Nationalized/Scheduled Bank (Bank Guarantee from Co-operative Banks, even scheduled co-operative banks, shall not be acceptable) in the absolute favour of **Airports Authority of India Dimapur Airport**. The Bank Guarantee should be valid for the entire period of license plus Six (06) months. No interest is payable on performance security deposit by AAI. The amount has been arrived at as follows:

Particulars	Amount (Rs.)
License Fee (08 months)	Rs. 2,30,400.00
Space Rent	N/A
CAM/ Utility/ Facilitation Charges (10% on L/fee) i.e 7.5% on enhance AC rate Rs. 1075/- x area 5.60 Sqm. (08 Months).	Rs. 4,816.00
Sub Total	Rs. 2,35,216.00
Add provision for probable taxes @18% on sub total (08 Months).	Rs. 42,344.00
Total	Rs. 2,77,560.00
Round off total	Rs. 2,77,560.00

13. Electricity Deposit: The electricity security deposit amounting to **Rs. 30,620.00 (Rupees thirty thousand six hundred twenty) only** for electricity charges shall be deposited by you to AAI in addition to the above security deposit in absolute favour of **Airports Authority of India Dimapur Airport** in the form of Bank Guarantee/ DD/ Pay Order/ NEFT/ RTGS. No interest is payable on security deposit by AAI.

14. License Agreement: You shall have to enter into an Agreement on Non-judicial stamp paper of **Govt. of Nagaland** (of appropriate value/ Rs.100) within 15 (Fifteen) days from the date of issue of this award letter.

15. 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 (ten) days from the date of award letter. No extension of Gestation Period, on account of non-receipt of BCAS clearance will be given.

16. Airport Entry Pass: Work Permits will be issued to your legitimate workers for construction/fabrication of counters/kiosks etc., on submission request along-with valid documents as per BCAS requirement, subject to verification. Airport Entry Pass (AEP) will be

issued to your legitimate staff on submission of request along-with valid documents, subject to verification. Mere submission of request will not entail you for the issue of AEP/ Worker Permits. The fees for issuance of Airport Entry Permits/ Passes payable to BCAS/ appropriate authorities shall be borne by the licensee.

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.

18. Electric Load: You have to submit the electrical load requirements and electrical fittings layout of the counters/kiosks and get them approved by the concerned Departments of AAI, before execution of the works.

19. Single Point of Contact (SPOC): The Commercial Department will act as the SPOC for obtaining all internal permits, remittance of SD/ License Fee and execution of License Agreement.

20. 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.

21. Uniform/ dress, identity card of the concerned licensee should be duly approved by the Airport Director, Dimapur Airport.

22. Complain/ suggestion book shall keep in the shop regularly.

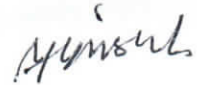
23. SOP for BG Verification through SFMS of ICICI Bank is also enclosed along with award letter.

This Letter of Award (LoA)/revised LoA (if any), its acceptance, the NIET documents and its corrigendum (as applicable) will for part and parcel of the License Agreement. This is issued with the approval of the Competent Authority.

Please acknowledge the receipt of this Award letter.

Thanking You.

Yours Truly,



(Neilhousa Mekrisuh)

Asst. Manager (Finance)/ Commercial

For offg. Airport Director

AAI, Dimapur Airport

Dimapur, Nagaland - 797115

बाणिज्य इंचार्ज / Commercial Incharge

भारतीय विमानपत्तन प्राधिकरण

Airport Authority of India

दीमापुर विमानपत्तन / Dimapur Airport

Copy to:

(1). General Manager (Finance) RHQ, NER Guwahati - 15

(2). DGM (Commercial), AAI, RHQ, NER. Guwahati - 15.

(3). Internal: Electrical/Civil/Security/TM(Operations)/Finance/Fire & Safety for information and necessary action.