



भारतीय विमानपत्तन प्राधिकरण AIRPORTS AUTHORITY OF INDIA

Ref. No. AAI/ AGT/ COMML/DPLS/ 2022 / 220 - 222

Date 06.06.2022

To,
M/s Bajaj Spirits Private Limited,
173-A, Sarabha Nagar,
Ludhiana – 141001
Punjab, India

Subject: - Letter of Intent of Award (LOIA) for Concession to Operate Duty Paid Liquor Shop at Arrival Lounge in NITB of MBB Airport, Agartala.

Dear Sir,

Reference is made to the proposal submitted by M/s. Bajaj Spirits Private Limited in response of this office Tender vide ID No. 2022_AAI_112934_1 for Concession to Operate Duty Paid Liquor Shop at Arrival Lounge in NITB, MBB Airport, Agartala, for which the Technical Bid was opened on 12/05/2022 and Financial Bid was opened on 31/05/2022.

The Competent Authority is pleased to grant you the referred Concession on the following AAI's & State Govt. Terms & Conditions: -

1. **Description of Facility:** Duty Paid Liquor Shop at NITB, MBB Airport, Agartala.
2. **Location:** Arrival Lounge at NITB, MBB Airport, Agartala.
3. **Space/Area (in Sqm):** 43.3 Sqmtr.
4. **Period of Concession:** The period of concession shall be for 05 (Five) years.
5. **Monthly Concession fee:**
 - a. Monthly Concession fee of ₹ **1,606/-** (Rupees One Thousand Six Hundred six only) per Hundred Domestic Arriving Passengers **i.e.** Number of Domestic arriving passenger per month/ 100 **or** ₹ **1,10,000/- (MMG)**, per month whichever is higher. **+(Plus)**
 - b. Utility/ Facilitation Charges at 10% of normal space rent (or as may be notified by AAI from time to time, presently normal notified A/c space rent is ₹ 1080/- Per Sqmtrs. per month. The space rent is subject to annual escalation @7.5% on 1st April (to the nearest multiple of ₹ 10/-) of every year or as decided by AAI from time to time; **+(plus)**
 - c. All Government Taxes including GST at applicable rates notified by Government of India/State Government/UT from time to time;
6. **Electricity/Water Charges:**

In addition to above, charges towards consumption of electricity and water, as may be notified/directed by the Authority and at the rate(s) notified from time to time are payable.



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7. Advance Concession Fee:

One-month advance Concession fee of ₹ **12,36,612/-** (Concession Fee @ ₹ 10,43,209/- + Utility charges @ ₹ 4767/- + GST @ ₹ 1,88,636/-) (**Rupees Twelve Lacs Thirty six thousand Six hundred twelve only**) is payable in the form of NEFT/ RTGS in favour of Airports Authority of India at Agartala Airport **within 15 days** from the date of issue of this award letter

Note: Concession fee is calculated tentatively on the basis of last month's i.e. May'2022 arriving passengers, (Total arriving passengers was:-**64,957 Nos.**), however this concession fee shall be increased/decreased based on the arriving passengers .

8. Interest on delayed payment:

The concessionaire has to make the payment of the Concession Fees etc. by 25th of same month, failing which interest on delayed payment shall be charged at the rate of 9% per annum from the due date for the delay period of upto 30 days and if delay is for more than 30 days, then interest rate @ 18% per annum shall be charged from the due date, for entire delay period.

9. Business Incubation Period:

It shall mean a period of 15 days from the date of issuance of this award letter. The selected bidder will be under obligation to complete all the formalities conditions of award as specified in this award letter.

10. Handing Over of Sites:

Site will be handed over upon fulfilment of conditions of award within the stipulated time of business incubation period. 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 this 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.

11. Gestation Period:

Gestation Period of ninety (90) days or actual commencement of Commercial operation, whichever is earlier.

12. Security Deposit:

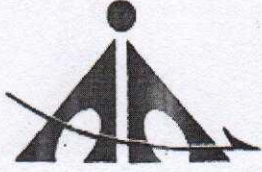
- (a) Payment of Security Deposit equal 06 (six) months of concession (based on 1st year Concession fee) Fee, i.e., ₹ **74,19,672/-** (**Rupees Seventy four Lacs Nineteen Thousand Six hundred seventy two only**) in the form of NEFT/RTGS or BG from a Nationalized / Scheduled bank (Bank guarantee from Co-operative Bank, even scheduled Co-operative Bank, shall not be acceptable). Bank Guarantee should be valid for the entire period of concession plus 06 (six) months after the expiry of License period, in favour of Airports Authority of India at Agartala Airport **within 15 days** from the date of issue of award letter.

(While Submitting the documents to BG issuing bank, the concessionaire will also submit letter to the issuing bank as per the format attached)



भारतीय विमानपत्तन प्राधिकरण AIRPORTS AUTHORITY OF INDIA

- (b) Payment of interest free Security Deposit equivalent to 5% of annual concession fee, i.e. **₹ 7,41,967/- (Rupees Seven Lacs Forty one thousand Nine Hundred sixty seven only)** is to be submitted for electricity/ water/telephone etc. in the form of NEFT/RTGS or (Bank gurantee from Co-operative Bank, even scheduled Co-operative Bank, shall not be acceptable). Bank Gurantee should be valid for the entire period of concession plus 06 (six) months after the expiry of License period, in favour of Airports Authority of India at Agartala Airport **within 15 days** from the date of issue of award letter.
- (c) The bank details for NEFT/RTGS are as given below:
- | | | |
|-----------------|---|---|
| 1. Account Name | : | Airports Authority of India |
| 2. Account Type | : | Current |
| 3. A/C No | : | 33904836738 |
| 4. Bank | : | State Bank of India |
| 5. Branch | : | TLA House Branch, Colonel Chowmuhan, Agartala |
| 6. IFSC Code | : | SBIN-0005559 |
- (d) No interest is payable on security deposit.
- (e) Name of Contact person along with contact number and Email Id, where the bills and other official correspondence are to be forwarded, may please be provided to this office.
13. **Concession Agreement** is to be executed on a Non-Judicial Stamp Paper (denomination of ₹ 100/-) within 15 days from the date of issuance of this award letter.
14. **BCAS Clearance:**
Concessioner 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 (Seven) days from the date of award letter. No extension of Gestation Period, on account of non-receipt of BCAS clearance will be given.
15. **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 Concessioner.
16. **Layout Plan:**
Concessioner 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.



भारतीय विमानपत्तन प्राधिकरण AIRPORTS AUTHORITY OF INDIA

17. **Electric Load:**

Agency 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.

18. **Single Point of Contact (SPOC):**

The Commercial Department will act as the SPOC for obtaining all internal permits, remittance of SD/Concession Fee and execution of Concession Agreement.

19. **State Govt. Terms & Conditions:**

1. **The Concessioner of the Duty paid Liquor shop has to be deposited an amount of ₹ 5,00,000/- (Rupees Five Lakhs) per annum directly to the State Govt. as license fee. In addition to AAI's monthly concession fee.**
2. The Commissioner of Excise, Government of Tripura is empowered to prescribe and review the License fee from time to time with the approval of the State Government.
3. The entrepreneur who is duly in possession of NOC or recommendation of the Airports Authority of India shall apply for the special license of duty paid liquor shop to the Collector of Excise, Govt. Of Tripura. The Collector of Excise shall award the special license of duty paid liquor shop as per Rule 29 of the Tripura Excise Rules, 1990.
4. The Concessionaire of the duty paid liquor shop shall adhere to all provisions of the Tripura Excise Act and Rules and shall be under the exclusive control of State Excise Authority.

20. **Acceptance of LOIA:**

You are required to submit a duplicate copy of this LOIA, duly signed by the Bidder/Authorised Signatory within 07 (Seven) days towards acceptance of this Award and also complete other formalities as per para 7, 12&13 above.

21. In addition, all terms and conditions enumerated in the Tender Documents (Tender ID No. 2022_AAI_112934_1) and this award letter (LOIA), its acceptance, the NIT documents and its corrigendum (as applicable) will for part and parcel of the License Agreement.

Encl: - BG Verification Letter.

Yours sincerely,

(L. Baruah)

Sr. Manager (Commercial)
For Airport Director