



# भारतीय विमानपत्तन प्राधिकरण Airports Authority of India

AAI/ASR/Comml/Retail/Quiosco/2022-23/ 384

Dt. 27.06.2022

To

M/s Quiosco Retail India Private Limited,  
Unit No.1-B, First Floor, Steelmade Industrial Estate,  
Marol Maroshi Road, Andheri East,  
Mumbai - 400 059.

Kind Attention: Mr. Paresh Khivesara, Managing Director.

Email: [paresh.k@macv.in](mailto:paresh.k@macv.in)

Reference: - Tender ID: 2022\_AAI\_113019\_1

**Subject: Award of Short-term Licence for Branded Eyewear Retail Outlet for inside Domestic SHA (Groud Floor) and Domestic Arrival Hall at Sri Guru Ram Dass Jee International Airport, Amritsar.**

Sir,

In response to your offer to the e-tender (Tender ID: 2022\_AAI\_113019\_1), AAI has decided to award the subject licence to your company (M/s Quiosco Retail India Private Limited) on the following terms and conditions: -

1. You shall operate the subject licence at Sri Guru Ram Dass Jee International Airport, Amritsar whose location / area is as follows:

| Area    | Location                                        |
|---------|-------------------------------------------------|
| 06 Sqm. | Domestic SHA, Ground Floor or as decided by AAI |
| 04 Sqm. | Domestic Arrival Hall or as decided by AAI      |

Also refer Appendix 3 (Concession Area Layout) & Appendix 4 (Schedule of premises) of Annexure A of tender document.

2. The period\* of Licence shall be **six (6) months further extendable by three (3) months or commencement of Master Concession Retail, whichever is earlier.**

\* Notwithstanding anything contained in the agreement, parties agree that during the Concession Term, in the event the Authority opts to transfer its rights such as operation, maintenance, development etc. of the Airport to a third party under PPP model or in any manner as may be decided by AAI / Government of India, then the Authority shall have the right to assign / novate / alter the Agreement, in favour of such third party, to which concessionaire hereby gives their consent unconditionally and Authority will not be bound to obtain any further consent of concessionaire. Such assignment / novation / alteration would release Authority of all liabilities and obligations arising under the agreement from and after the date of assignment / novation / alteration and the rights and obligations of Authority under the Agreement and other arrangements entered into in accordance with the provisions of the Agreement shall be vested in such third party. The parties, along with relevant third party shall execute necessary documentation or put in place necessary agreements for the aforesaid assignment / novation / alteration as and when need arise.

3. The Business Incubation Period, Handing over of the site, Gestation Period, Commencement of Business and Date of Commencement of Licence Fee / Concession Fee shall be as per NIET / tender document.
4. You shall pay quoted monthly licence fee of **Rs.1,13,700/-** (Rupees One Lakh Thirteen Thousand Seven Hundred only) plus applicable Govt. taxes and other applicable charges as per NIET / tender document.

कार्यालय: निदेशक विमानपत्तन, O/o : The Airport Director  
श्री गुरु राम दास जी अन्तराष्ट्रीय हवाई अड्डा, अमृतसर- 143101  
Sri Guru Ram Dass Jee International Airport, Amritsar-143101  
An ISO 9001 : 2008, 14001 : 2004, 18001 : 2007 Certified Airport

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5. In addition to above, you shall also be liable to pay following additional charges: -

- a. Utility / Facilitation Charges at 10% of normal space rent (or as may be notified by AAI from time to time) for allotted space. Presently normal notified Space Rent is **Rs.2,370/-** Per Sqm Per Month for AC Space and **Rs.1,580/-** Per Sqm Per Month for Non-AC Space, which are subject to annual escalation of 7.5% from 1<sup>st</sup> April of every year or as may be decided by AAI from time to time. The rates derived after annual escalation shall be rounded off to the nearest multiple of 10 (ten).
  - b. 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.
  - c. 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.
6. You shall make the payment of Licence Fee, Utility / facilitation charges etc. plus applicable Govt. taxes by **25<sup>th</sup>** of the same month and all charges towards consumption of electricity / water within the date(s) specified in the bill(s), failing which interest on delayed payment at the rate of **9%** per annum shall be charged from the due date for delay period of upto **thirty (30) days** and if delay is for more than **thirty (30) days**, then interest at the rate of **18%** per annum shall be charged from the due date, for the entire delay period.
7. You are required to complete the following formalities within Business Incubation period of **fifteen (15) days** starting from the date of issuance of this award letter / LOIA:-
- a) Acceptance of the offer within **07 (Seven) days** from the date of issuance of the award letter / LOIA.
  - b) Payment of **one month's** advance license fee within **15 (fifteen) days** from the date of issuance of the award letter / LOIA.
  - c) Payment of Security Deposit within **15 (fifteen) days** from the date of issuance of award letter / LOIA.
  - d) Execution of the Agreement within **15 (fifteen) days** from the date of issuance of award letter / LOIA (on Stamp Paper of appropriate value, related costs to be borne by the licensee).
  - e) Commencement of the facility within gestation period.

8. **Advance License Fee, Security Deposits, Letter of Understanding**

- a) The amount of one (01) month's advance licence fee of **Rs.1,28,856/-** (Rupees One Lakh Twenty Eight Thousand Eight Hundred and Fifty Six only) inclusive of Utility / facilitation charges plus GST amount @18% is to be deposited in the form of RTGS / NEFT within **fifteen (15) days** from the date of this letter of intent / award. The detail of monthly licence fee is as under:-

| Particulars                                                  | Amount in Rs. | GST @18% | Total in Rs. |
|--------------------------------------------------------------|---------------|----------|--------------|
| Monthly Licence fee                                          | 1,13,700      | 20,466   | 1,34,166     |
| Utility / facilitation charges<br>(10 Sqm x Rs. 2,370 x 10%) | 2,370         | 427      | 2,797        |
| Total Amount                                                 |               |          | 1,36,963/-   |

- b) An interest free Security Deposit (SD) of **Rs.4,11,000/-** (Rupees Four Lakhs Eleven Thousand only) equivalent to **three (3) months** licence fee including utility / facilitation charges and Govt. taxes is to be deposited in the form of NEFT / RTGS or Bank Guarantee (BG) from any Nationalized / Scheduled Commercial Banks (as per Reserve Bank of India guidelines) in the



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format as per **Annexure-K** of tender document having a validity period of **180 (one hundred eighty) days** from the date of expiry of contract.

- c) Security Deposit (SD) in respect of electricity charges amounting to **Rs.68,220/-** (Rupees Sixty-Eight Thousand Two-Hundred Twenty only) equivalent to **5%** of annual licence / Concession Value. The said Security Deposit will cover Security Deposit (SD) towards all types of utilities such as Electricity, Water, Data Port, Telephone etc.
- d) A Letter of Understanding is also to be submitted along with Bank Guarantee(s) in the format as per **Annexure-L1** of tender document.
- e) Bank Charges shall be borne by the licensee (Your Company).
- f) **The Bank Guarantee (BG) from Co-operative Bank (even scheduled) / Societies / Payment Banks or in the form of FDR shall not be acceptable.**
- g) The amount of Security Deposit has been calculated by considering quoted licence fee, space rent, CAM charges or any other component etc. payable by the licensee / concessionaire.
- h) AAI has made arrangements for verifications of Bank Guarantee received by AAI from Successful bidder through Structural Financial Messaging System (SFMS) of ICICI Bank whose detail is as under: -

|                         |                                                                                |
|-------------------------|--------------------------------------------------------------------------------|
| Corporate Name          | AIRPORTS AUTHORITY OF INDIA                                                    |
| Bank Name               | ICICI Bank                                                                     |
| IFSC Code               | ICIC0000007                                                                    |
| BG Advising message     | IFN 760COV (BG ISSUE)                                                          |
|                         | IFN 767COV (BG AMENDMENT)                                                      |
| *Unique Identifier Code | AAIAMRITSAR<br>(to be mentioned in field 7037 of the BG advising message code) |

- i) While submitting the documents to BG issuing Bank, you will also submit letter to the issuing bank as per the format mentioned in the **Annexure-L2** of tender document.
  - j) While submitting the Original BG document, you shall also submit the copy of the SFMS BG confirmation message sent by the BG issuing Bank to ICICI Bank.
9. You are requested to make payments by way of online through NEFT / RTGS to AAI Bank, whose particulars are as under:-
- a) Account Holder's Name - Airports Authority of India
  - b) Bank A/c No.(Current Account)- 30434604337
  - c) Bank Name / Branch Address - State Bank of India, Rajasansi, Amritsar
  - d) MICR Code - 143002019
  - e) IFSC Code - SBIN0002455
10. Airports Authority of India's Permanent Account Number and GST Number are as under:-
- a) Permanent Account Number (PAN) - AAACA6412D
  - b) Goods & Service Tax (GST) Registration Number - 03AAACA6412D1ZI
11. It would be your responsibility to obtain all necessary security clearance from BCAS/any other regulatory agency as required within the gestation period itself.
12. Compliance of prevailing Security norms etc. from time to time shall be ensured by you. For any information / clarification pertaining to prevailing Security norms and compliance thereof etc., you are requested to please contact Chief Security Officer (CSO), Security Directorate, AAI, Amritsar and Bureau of Civil Aviation Security (BCAS), Amritsar airport.

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13. You have to ensure the Police verification / antecedents' verification of your employees (as per guidelines of BCAS) before applying for Airport Entry Passes (AEPs). The Charges applicable for issuance of Airport Entry Passes (AEPs) of your employees shall be borne by you.
14. You shall intimate the list / names of the persons employed by your company or going to employ, who are near relatives (i.e. wife, husband and dependent parents, grandparents, children, grandchildren, brothers, sisters, uncle, aunts, cousins and their corresponding in laws) of AAI employees.
15. For efficient Management of subject licence, you shall be required to strictly follow the provisions contained in the draft licence agreement to be executed including following Appendices of tender document:-
  - (i) General terms and conditions (Appendix 1 of Annexure A of tender document)
  - (ii) Special terms & conditions (Appendix 2 of Annexure A of tender document)
16. Other terms and conditions shall be as per e-tender documents for the subject facility.
17. This letter of intent / award (LOIA) shall form part and parcel of the licence/concession agreement to be executed.

With respect to above, you are required to submit the acceptance of subject award on your Company's Letter Head along with duplicate copy of this award letter duly signed & stamped by the authorized signatory of your Company within **seven (7) days** from the date of issuance of this letter of intent / award (LOIA).

Regards,

*Harmanjote Kaur*  
27/06/2022

(Harmanjote Kaur)  
Assistant Manager (Commercial)  
For Airport Director  
AAI, SGRDJI Airport, Amritsar.

Encl. As Above.