



भारतीय विमानपत्तन प्राधिकरण AIRPORTS AUTHORITY OF INDIA

भाविप्रा/बीपीएल/वाणिज्य/एसएल/2022-23/ 1166(1)-6)

दिनांक: 30.09.2022

मेसर्स हरिहरानंद मीडिया प्राइवेट लिमिटेड /M/s HariHaranand Media Private Limited
89, अशोक विहार/ 89, Ashok Vihar,
भोपाल / Bhopal-462023
ईमेल/ Email: hariharanandmedia20@gmail.com

विषय: राजा भोज हवाई अड्डे भोपाल में तीन (03) स्थानों पर धूम्रपान लाउंज और बिक्री कियोस्क के निर्माण / नवीनीकरण, संचालन और रखरखाव के लिए लाइसेंस का अवाई

उपरोक्त विषय के संबंध में अवाई लेटर क्रमांक भाविप्रा/बीपीएल/वाणिज्य/एसएल/2022-23/ दिनांक 30.09.2022 की मूल प्रति इस पत्र के साथ संलग्न कर आपकी ओर सूचना एवं आवश्यक कार्यवाही हेतु प्रेषित है।

भवदीय,

(हस्ताक्षर)
30/9/22

(संतोष सिंह)

सहा. महाप्रबन्धक (सी.एन.एस./ वाणिज्यिक)

कृते विमानपत्तन निदेशक

भाविप्रा. राजा भोज विमानतल, भोपाल

प्रतिलिपि:-

1. कार्यपालन निदेशक (वाणि), राजीव गांधी भवन, सफ़्दरजंग विमानतल, नई दिल्ली
2. क्षेत्रीय कार्यपालन निदेशक, पक्षे, क्षेमु, मुम्बई - 99 (ध्यानार्थ - श्री प्रशांत पाटिल, सहा. महाप्रबन्धक/वाणि)

आंतरिक वितरण:-

1. प्रभारी (अभि.-विद्युत) - बिजली बिल संबंधी समन्वय हेतु।
2. मुख्य सुरक्षा अधिकारी - आवश्यकता अनुसार पास जारी करने के संबंध में।
3. सहा. महाप्रबं. (वित्त) - जानकारी हेतु।

Received
30.9.22



भारतीय विमानपत्तन प्राधिकरण
AIRPORTS AUTHORITY OF INDIA

AAI/BPL/COMML/SL/2022-23

Dated: 30.09.2022

मेसर्स हरिहरानंद मीडिया प्राइवेट लिमिटेड /M/sHariHaranand Media Private Limited
89, अशोक विहार/ 89, Ashok Vihar,
भोपाल / Bhopal-462023
ईमेल/ Email: hariharanandmedia20@gmail.com

(Kind Attn: Ms. Vandana Tiwari, Director)

**Subject: Award of License to Build/Renovate, operate and maintain
Smoking Lounges and Sales Kiosks at THREE (03) Locations at
Raja Bhoj Airport Bhopal**

Sir,

In response to your offer in the e-tender (**Tender ID: 2022_AAI_121778_1**), we are pleased to inform that the Competent Authority has decided to award the subject license to you on the following terms and conditions: -

1. You shall operate the subject license at Raja Bhoj Airport, Bhopal whose location / area is as follows:
 - a. Domestic SHA First Floor: 12 sqm lounge and 2 sqm Sales kiosk
 - b. Domestic SHA Ground Floor: 20sqm lounge and 2' sqm Sales kiosk
 - c. Arrival Side Outside Terminal Building: 12 sqm lounge and 2 sqm Sales kiosk
2. The period of License shall be **Five (5) Years**.
3. **Business Incubation Period: Fifteen (15) days** from the date of issuance of of this award letter. During this period, you will be under obligation to complete all formalities of award (Submission of Acceptance, Security Deposit, Advance License Fee, Execution of Agreement and handing / taking over the site etc.) and meet other obligations as will be specified in this award letter within prescribed timelines.
4. **Gestation period**: The permissible gestation period is **one-hundred twenty (120) days**, reckoned from the date of Handing over of site or commencement of business from the allotted location whichever is earlier.
5. **Handing over of site**: Site will be handed over to the you only upon fulfilment of conditions of this award within the stipulated time of business incubation period (refer SL no 03 above).

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30/9/22

However, 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 site shall only be done after completion of all conditions of award which shall not be later than **thirty (30) days** from the date of issuance of LOIA.

6. The license period shall be valid from the date of expiry of **120 (One hundred twenty) days** gestation period reckoned from the date of handing over of site (to be done within **15 days** business incubation period) or commencement of business, whichever is earlier.
7. You shall pay the quoted monthly license fee of **Rs.1,23,000/- (Rupees One Lakh twenty-three thousand only)** plus other applicable charges and applicable Govt. taxes.
8. All Govt. Taxes including GST (presently @18%) shall be applicable at the rates declared by Govt. of India / State Govt. / Union territory from time to time.
9. The quoted monthly license fee shall be subject to **annual compound escalation of 10% (ten percent)** and the first annual escalation shall be applicable after completion of **01 (one) year + 06 (six) months license period**. Thereafter the same will be applicable after completion of subsequent 01 (one) year period there from. Accordingly, the license fee payable during the contract period shall be as under:-

Period	Amount of monthly Licence fee (in Rs.)
Upto 1 ½ Year	Rs.1,23,000/- plus applicable Govt. taxes
After 1 ½ Year	Rs.1,35,300/- plus applicable Govt. taxes
After 2 ½ Year	Rs. 1,48,830/- plus applicable Govt. taxes
After 3 ½ Year	Rs.1,63,713/- plus applicable Govt. taxes
After 4 ½ Year	Rs.1,80,084/- plus applicable Govt. taxes

10. AAJ shall raise bill on or before 10th of every month. The licensee has to make the payment of License Fee etc. by 25th of the same month, 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.
11. You shall pay one (01) month advance license fee amounting to **Rs.1,72,733/- (Rupees One Lakh Seventy-Two Thousand Seven Hundred Thirty-Three only)** within **15 (fifteen) days** from the date of this letter of intent / award.

This advance license fee is inclusive of Applicable Space rental for all allotted Kiosks of 02 Sqm which should be placed near to all three (03) the locations of Smoking Lounge. Normal notified Space rent for FY 2022-23 will be **Rs.2,370/- Per Sqm Per Month for AC Space and Rs.1,580/- Per Sqm Per Month for Non-AC space**, which will be subject to annual escalation

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30/12/22
Santosh Singh
Asst. General Manager (Tech. & Infra.)
Rajasthan Sahakar Nigam Ltd.
Airports Authority of India
Raja Bhoj Airport, Jaipur

@7.5% then rounded off nearest to Rs.10/- from 1st April of every year or as may be notified by AAI from time to time) for allotted kiosk space.

In addition, Utility / Facilitation Charges @10% of normal space rent(as stated above for the AC and Non AC Space)for the entire allotted space including sales kiosk shall also be payable.

The detail of monthly license fee is as under: -

Particulars	Amount in Rs.	GST 18%	Total in Rs.
Monthly Licence fee	1,23,000/-	22,140/-	1,45,140/-
Space Rent @ Rs.2370/- per sqm per month for two kiosks in AC Area (4 sqm)	9480/-	1706.4/-	11,186/-
Space Rent @Rs. 1580 per sqm per month /- for one kiosk in Non AC Area (2sqm)	3160/-	568.8/-	3729/-
Utility / facilitation charges for the entire allotted area of smoking lounge and sales kiosk (36 sqm AC space plus 14 sqm Non AC space)	10,744/-	1934/-	12,678/-
Total Amount			1,72,733/-

12.You shall deposit a sum of **Rs. 10,36,398/- (Rupees Ten LakhsThirty-SixThousandThree Hundred and Ninety-eight only)** as Security Deposit (SD) equal to **06 (six)** months license fee of the **First year** of license plus utility / facilitation charges and applicable Govt. taxes in the form of Bank Guarantee /RTGS / NEFT. The Bank Guarantee (BG) issued only from any Nationalized / Scheduled Commercial Banks (as per Reserve Bank of India guidelines) in the format **as per Annexure-K of NIET**. The entire security deposit amount is to be deposited within **15 days** from the date of issuance of award.

13.In addition to above, the Security Deposit (SD) towards electricity charges equivalent to **5%** of annual license value of last year i.e. amounting to **Rs. 1,08,050/- (Rupees One Lakh Eight Thousand and Fifty only)** shall also be deposited by you to AAI in the form of Bank Guarantee /RTGS / NEFT.

The Bank Guarantee (BG) issued only from any Nationalized / Scheduled Commercial Banks (as per Reserve Bank of India guidelines) in the format **as per Annexure-K of NIET**. The entire security deposit amount is to be deposited **within 15 days** from the date of issuance of this award letter.

14. It may be noted that: -

- Bank Guarantee(s) should be valid for the entire period of license **plus 06 (six) months**.
- Bank Guarantee(s) from Co-operative banks even scheduled, shall not be accepted.
- No interest shall be payable on security deposit by AAI.

Handwritten signature
2019/12/20
AAI
Director General of Civil Aviation
New Delhi

- (5214)
30/9/22
Sardar Bhai
Rajya Bhoj Airport, Bhopal
Rajya Bhoj Airport, Bhopal

25. This letter of intent / award shall form a part and parcel of the license agreement to be executed.
26. You are required to convey the acceptance of award **within seven (07) days** from the date of this award letter along with the duly signed duplicate copy of this award letter.

भवदीय,

(संतोष सिंह)

सहा. महाप्रबन्धक (सी.एन.एस./ वाणिज्यिक)

कृते विमानपत्तन निदेशक

भाविप्रा, राजा भोज विमानतल, भोपाल

संलग्न/Enclosure:

- Special terms and conditions
- Concession Area Layout Plan
- AAI Bhopal Bank Account details

प्रतिलिपि:-

- कार्यपालन निदेशक (वाणि), राजीव गांधी भवन, सफदरजुंग विमानतल, नई दिल्ली
- क्षेत्रीय कार्यपालन निदेशक, पक्षे, क्षेमु, मुम्बई - 99 (ध्यानार्थ - श्री प्रशांत पाटिल, सहा. महाप्रबन्धक /वाणि)

आंतरिक वितरण:-

- प्रभारी (अभि.-विद्युत) - बिजली बिल संबंधी समन्वय हेतु।
- मुख्य सुरक्षा अधिकारी - आवश्यकता अनुसार पास जारी करने के संबंध में।
- सहा. महाप्रबं. (वित्त) - - जानकारी हेतु।

**APPENDIX: 2 of Annexure-A Special Terms and Conditions for " LICENSE TO
BUILD/RENOVATE, OPERATE AND MAINTAIN SMOKING LOUNGE AND SALES KIOSK
AT RAJA BHOJ AIRPORT, BHOPAL**

The selected party should complete these jobs in order to continue with the contract. The scope of the contract will be -

- (1) The concessionaire/licensee shall build / renovate, operate and maintain smoking lounges complying with the COTPA act and any amendment in the act. The following written conditions parameters govern the jobs to be done under this contract -

1.1 Task 1: Build / Renovate Smoking Lounges at terminal:

- i. Concessionaire/licensee shall build / renovate smoking lounges at terminal while completely complying with COTPA Act and any amendment in the act.
- ii. Smoking lounges and all the accessories, equipment inside the smoking lounges to remain the property of respective Airport.
- iii. Provision for negative pressure (relative to outside) inside the smoking lounge has to be ensured.
- iv. Separate Air supply and extraction systems to be made. The air from the non-smoking areas of the terminal building should not be used for air supply.
- v. Fan motors inside the lounge to have PLC enabled system to maintain the desired air flow.
- vi. System of Automatic closing door to be established and maintained at the entrance of the lounge. Default position of the door has to be "closed".
- vii. Flame less and Fireproof Lighter to be fitted for use of passengers.
- viii. The air from the smoking lounge should be exhausted directly to outside through ventilation / cleaning system so that the smoke does not mix back in the air supply and the non-smoking areas of the building.
- ix. At the entrance wall / glass arrangement to write "Smoking lounge" has to be done.
- x. A non-transparent glass wall has to be installed so that smoking activity is not visible from the non-smoking area outside the lounge.
- xi. It is fitted with a non-re circulating exhaust ventilation system or an air cleaning system, or by a combination of the two, to ensure that the air discharges only in a manner that does not re-circulate or transfer it from a smoking area or space to non-smoking areas.

1.2 Task 2: Operation of Smoking Lounges

The following parameters govern the operation of the smoking lounges:

- i. Small kiosk for selling cigarettes can be placed outside the lounge, cigarettes can't be sold at any other place apart from the kiosk located outside the lounge.
- ii. No advertisement of cigarettes will be allowed inside and outside the smoking lounge and at Sales kiosk.
- iii. Cigarettes can be sold at the market price in the kiosk.
- iv. Interiors of the lounge has to be done by the Concessionaire/licensee and should be preapproved by the respective Airport Directors.
- v. The Concessionaire/licensee shall at all times, and at its expense, be responsible for all service, maintenance and repair of the smoking lounges.
- vi. Concessionaire/licensee should make arrangements to ensure that no smoke of the lounge is getting leaked to the outside area.
- vii. In case there is any fine by relevant authorities regarding noncompliance of regulation

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by the Concessionaire/licensee for smoking lounge, that has to be settled by the Concessionaire/licensee at their own cost.

- viii. In case there is any problem / improvement area observed by the Airport team in the lounge during inspection, the same should be rectified within 48 hours.

1.3 Task 3: Maintenance of Smoking Lounges

The Concessionaire/licensee shall ensure that all COTPA acts are being followed at all the times with regards to Smoking Lounges at the Airport. Additionally, the following items should be done.

- i. Efforts should be made to ensure that the odour in the lounge is fresh.
- ii. Cleanliness of the premises has to be maintained by Concessionaire/licensee.
- iii. All the systems in place for the lounge have to be maintained till the last day of the contract duration.

Penalty

The service being critical and important to the passengers who smoke as well as those who don't prefer to smoke, proposer has to maintain premises compliant to COTPA act and in case if there is some or any kind of violation it will invite a penalty of minimum Rs.5000/- or as decided by competent authority for the first offense or repeated thereafter. The same penalty should be paid by the licensee. This payment from Concessionaire's end could either be direct payment to competent authority or to AAI.

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Annexure-1

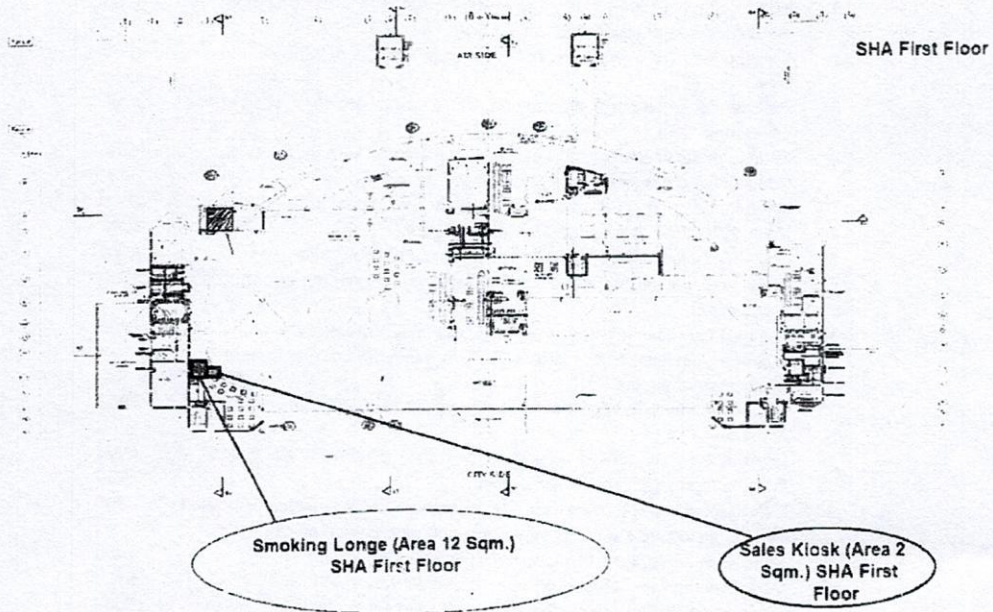
Imposition of Penalties - guidelines regarding

Sl. No.	Offence/Violation	Penalty in (Rs)
1.	Smoking in public area except where designated smoking chambers or areas are established.	1500
2.	Spitting in airport premises	1000
3.	Misuse of passenger baggage trolley	1000
4.	Using language likely to cause offence /annoyance	2000
5.	Throwing loose papers, plastic cups or glass etc. in airport premises	1000
6.	Non-display of Photo Identity Cards while entering in to or being in the terminal or operational area.	1000
7.	Transportation of overloaded airline baggage containers in operational area.	1000
8.	Vehicle/ equipment operating without anti-collision light/obstruction inside operational area.	2000
9.	Parking of vehicle/ equipment in no parking area on kerb side and city side including approach road within airport premises	500
10.	Un-authorized entry into terminal building or operational area.	3000
11.	Rash driving/over speeding in operational area	3000
12.	Driving in operational area while being in state of intoxication	5000
13.	Causing public inconvenience, unruly behaviour or creating nuisance in public area	1000
14.	Organizing or taking part in any public assembly, demonstration, dharmas or procession likely to obstruct or interfere with proper use or orderly functioning of airport	5000
15.	Display of banners, flags, posters, emblems or write slogans in or around terminal	5000
16.	Obstruction of authorized persons in the discharge of his or her duties	5000
17.	Dumping garbage in operational area.	3000
18.	Vehicle/equipment left unattended in operational area outside designated parking area/hard stand for ground support equipment/vehicles.	2500
19.	Vehicle/equipment not following vehicular lanes on Apron.	1500
20.	Vehicle/equipment/ person obstructing aircraft movement	5000
21.	Crossing/operating vehicle/ equipment close to active runway/ taxiway without permission	5000
22.	Vehicle/equipment operation in the operational area without permit (ADP)	5000
23.	Damage, display, deface or alter any building structure or other property of AAI whether movable or immovable. Besides penalty, action to be taken to recover the loss from the defaulter or his/her organization	5000
24.	Photography and film shooting/ videography at airport without permission	5000
25.	Commercial activities at airport without permission	5000

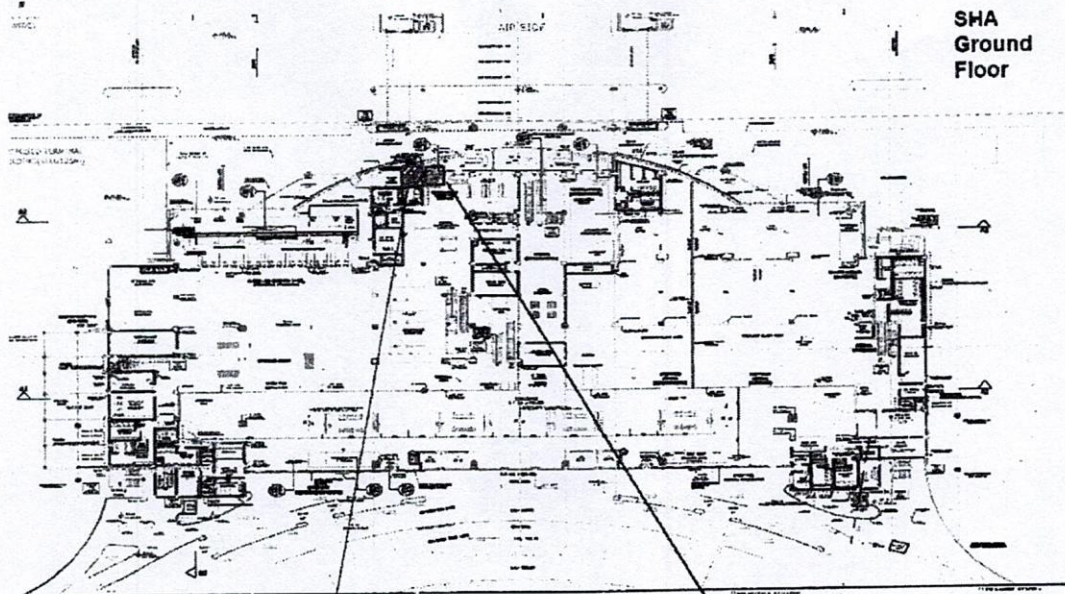
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APPENDIX: 3 of Annexure-A

CONCESSION AREA LAYOUT



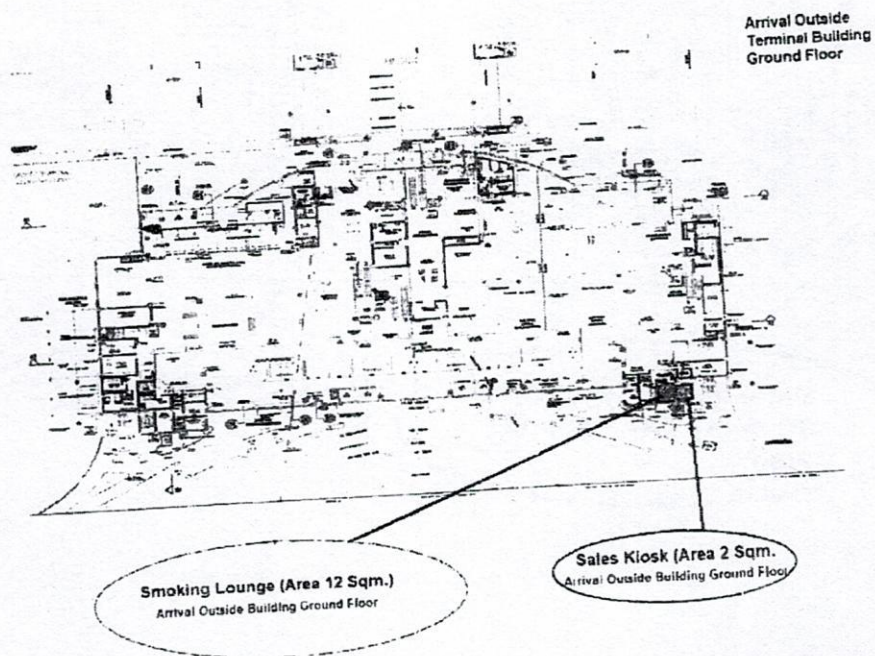
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**Smoking Lounge (Area
20 sqm) SHA Ground
Floor**

**Sales Kiosk (Area 2 Sqm.
SHA Ground Floor**

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APPENDIX: 4 of Annexure A

SCHEDULE OF PREMISES

1	AREA ALLOTTED and LOCATION	Domestic SHA First Floor: 12 sqm lounge and 2 sqm Sales kiosk Domestic SHA Ground Floor: 20 sqm lounge and 2 sqm Sales kiosk Arrival Side Outside Terminal Building: 12 sqm lounge and 2 sqm Sales kiosk
2	PURPOSE	Operating Smoking lounge and Sales Kiosk facility at THREE (03) locations inside Domestic Security Hold Area and Arrival Side outside terminal building at Raja Bhoj Airport, Bhopal

SIGNATURE OF LICENSEE

*(Signature)
30/9/22*

1. Name of the Company: Airports Authority of India
2. Address: Raja Bhoj Airport
Bhopal-462030.

3. PHONE NO: 0755-2646486

4. E-Mail Address: saubhopai@aai.aero

5. Bank A/c No: 33861405425

6. Bank Name: STATE BANK OF INDIA

7. Branch Address: GANDHI NAGAR, BHOPAL M.P.

8. IFSC Code of the Bank: SBIN0016154

9. Permanent A/c No: AAACA6412D

10. GSTN: 23AAACA6412D1ZG

11. TAN: BPLT00273A

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30/9/22