



भारतीय विमानपत्तन प्राधिकरण
AIRPORTS AUTHORITY OF INDIA

भाविप्रा/बीपी/वाणिज्य/2023-24/238119)

दिनांक: 26.04.2023

प्रति,

मेसर्स वाईस ट्रेवल इंडिया प्राइवेट लिमिटेड,
तृतीय मंजिल, डी-21, कॉरपोरेट पार्क,
द्वारका सेक्टर 21, न्यू दिल्ली-110075
ईमेल— ashok@wti.co.in

(ध्यानार्थ: श्री अशोक वशिस्ट, सीईओ)

विषय:— राजा भोज विमानतल, भोपाल पर आगमन में जनरल कार रेंटल सुविधा (मोटर कैब और मैक्सी कैब) के संचालन का लाइसेंस।

महोदय,

उपरोक्त विषय के संबंध में इस कार्यालय का पत्र क्रमांक AAI/BPL/COMML/CR/WTI/2023-24 दिनांक 26.04.2023 मूल रूप में संलग्न कर आपकी ओर सूचना एवं आवश्यक कार्यवाही हेतु प्रेषित है।

भवदीय,

(संतोष सिंह)

सहा. महाप्रबंधक (सी.एन.एस. — वाणिज्यिक)
कृते विमानपत्तन निदेशक, भाविप्रा
राजा भोज विमानतल, भोपाल

संलग्न: विशेष नियम और शर्तें,
कन्सेशन एरिया लेआउट प्लाने

प्रतिलिपि: (NOO)

1. कार्यपालक निदेशक (वाणिज्यिक), राजीव गाँधी भवन, सफदरगंज विमानतल, न्यू दिल्ली।
2. क्षेत्रीय कार्यपालक निदेशक, पश्चिम क्षेत्र, क्षेत्रीय मुख्यालय, मुम्बई-99।
3. वाणिज्यिक विभाग, क्षेत्रीय मुख्यालय, पश्चिम क्षेत्र, मुम्बई-99।

आन्तरिक विवरण:

1. प्रभारी— अभि. (सिविल)
2. प्रभारी— अभि. (विद्युत)
3. प्रभारी— (प्रचालन)
4. मुख्य सुरक्षा अधिकारी
5. सहायक महाप्रबंधक (वित्त)



भारतीय विमानपत्तन प्राधिकरण AIRPORTS AUTHORITY OF INDIA

AAI/BPL/COMML/CR/WTI/2023-24

Dated: 26.04.2023

M/s Wise Travel India Private Limited
3rd Floor, D-21, Corporate Park, ,
Dwarka Sector 21, New Delhi- 110075
Email: ashok@wti.co.in

(Kind Attn: Mr. Ashok Vashist, CEO)

**Subject: License to Operate General Car Rental Services (Motor Cab and Maxi Cab)
in Arrival at Raja Bhoj Airport, Bhopal.**

Sir,

In response to your offer in the e-tender (**Tender ID: 2023_AAI_142343_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:

Location: Arrival Hall, Ground Floor or as decided by AAI
Area: 06 sqm

2. The period of License shall be **Three (03) Years.**
3. **Business Incubation Period : Fifteen (15) days** from the date of issuance 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 **Ninety (90) 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 fulfillment of conditions of this award within the stipulated time of business incubation period (refer SL no 03 above).

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.

Handwritten signature

6. The license period shall be valid from the date of expiry of **Ninety (90) 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.4,18,000/- (Rupees Four Lakh Eighteen 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.4,18,000/- plus applicable Govt. taxes
After 1 ½ Year	Rs.4,59,800/- plus applicable Govt. taxes
After 2 ½ Year	Rs. 5,05,780/- plus applicable Govt. taxes
After 3 ½ Year	Rs.5,56,358/- plus applicable Govt. taxes
After 4 ½ Year	Rs.6,11,994/- plus applicable Govt. taxes

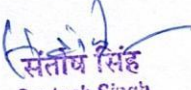
10. AAI shall raise bill on or before 10th of every month. The licensee has to make the payment of License Fee etc. by 25th of the same month, failing which interest on delayed payment at the rate of 9% per annum shall be charged from the due date for delay period of upto thirty (30) days and if delay 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. 4,95,045 /- (Rupees Four Lakh Ninety-Five Thousand and Forty-Five only)** within **15 (fifteen) days** from the date of this letter of intent / award.

This advance license fee is inclusive of Applicable utility Charges for the allotted Kiosk of 06 Sqm which shall be 10 % of Normal notified Space rent currently for FY 2023-24 i.e. **Rs. 2,550/- Per Sqm Per Month for AC Space**. The Applicable space rent will be subject to annual escalation @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).

The detail of monthly license fee is as under: -

Particulars	Amount in Rs.	GST 18%	Total in Rs.
Monthly License fee	4,18,000/-	75,240/-	4,93,240/-
Utility / facilitation charges for the allotted area of 6 sqm	1,530/-	275.4/-	1,805.4/-
Total Amount			4,95,045.4/- Rounded off to Rs. 4,95,045/-

12. You shall deposit a sum of **Rs. 19,80,180/- (Rupees Nineteen Lakhs Eighty Thousand One Hundred and Eighty only)** as Security Deposit (SD) equal to **04 (Four)** months license fee of the **First year** of license plus utility / facilitation charges


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 Santosh Singh
 सहा. महाप्रबंधक (सी.एस.एस.-वाणिज्यिक)
 Asst. General Manager (C.N.S.- Commercial)
 भारतीय विमानतट प्राधिकरण
 राजाभोज विमानतट, भोपाल-36
 Airports Authority of India
 Raja Bhoj Airport, Bhopal-36

and applicable Govt. taxes in the form of Bank Guarantee /RTGS / NEFT/DD. 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. 3,67,196/- (Rupees Three Lakh Sixty-Seven Thousand One Hundred Ninety-six only)** shall also be deposited by you to AAI in the form of Bank Guarantee /RTGS / NEFT/DD.

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.
- The format of Bank guarantee and Letter of Understanding from the Depositor to Bank are available in the tender document at page Nos. **53 to 56**.

15. You are requested to make the payments by way of online through NEFT / RTGS to AAI Bank, whose particulars are enclosed herewith.

16. In case of centralized payments, payment may be made directly in favour of Airports Authority of India Bank Account through AAI's Virtual Account Number (VAN) AAIAAFNT23241202000083, IFSC code SBIN0000691.

17. During the currency of the license, it shall be your sole responsibility to equip yourself with all necessary permits, licenses & clearances from all the concerned authorities / agencies which are required to operate the subject license. Further, you must ensure and adhere to all the rules & regulations as issued by Central Govt. / State Govt. (Govt. of Madhya Pradesh) from time to time for subject license.

18. You shall not erect or display any advertisements or signboards except after obtaining the prior approval in writing of the Authority.

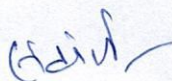
19. That the Authority reserves to itself the right to change the location of the premises at any time and may at its discretion, call upon the Licensee to vacate the site and may give an alternative premise for the purpose of this license. In such a case, the Licensee shall be bound to vacate the premises immediately and accept the said alternate premises. The entire expenditure on such shifting shall be borne by the licensee and the licensee shall not be entitled to claim any compensation or revision in the license fee on that score.

20. It would be the responsibility of the licensee to obtain all necessary security clearances from BCAS/any other regulatory agency as required within the gestation period itself. Any claim for additional gestation period or rebate on account of delay in obtaining security clearances by you shall not be entertained by AAI at any stage.


Santosh Singh
सहा. महाप्रबंधक (सी.एन.एस.-वाणिज्यिक)
Asst. General Manager (C.N.S.- Commercial)
भारतीय विमानपत्तन प्राधिकरण
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Airports Authority of India
Raja Bhoj Airport, Bhopal-36

21. 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 Security Directorate, AAI, Bhopal and Bureau of Civil Aviation Security (BCAS), Bhopal airport.
22. 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.
23. You shall have to enter into an Agreement on Non-Judicial stamp paper of Rs.100/- **within 15 (fifteen) days** from the date of issuance of award letter / LOIA. The cost of Non-Judicial stamp paper & other papers shall be borne by you.
24. You shall be required to strictly follow the special terms and conditions for efficient Management of subject license.
25. Other terms and conditions shall be as per the e-tender documents for the subject facility.
26. This letter of intent / award shall form a part and parcel of the license agreement to be executed.
27. 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.

Regards;



(Santosh Singh) **संतोष सिंह**
Assistant General Manager (CNS/Comml)
For Airport Director (सहा. महाप्रबन्धक (सो.एन.एस.-वर्णिमाज्यक))
Assistant Director (C.N.S.- Commercial)

भारतीय विमानपत्तन प्राधिकरण
राजाभोज विमानतल, भोपाल-36

Airports Authority of India

Enclosure: Special terms and conditions

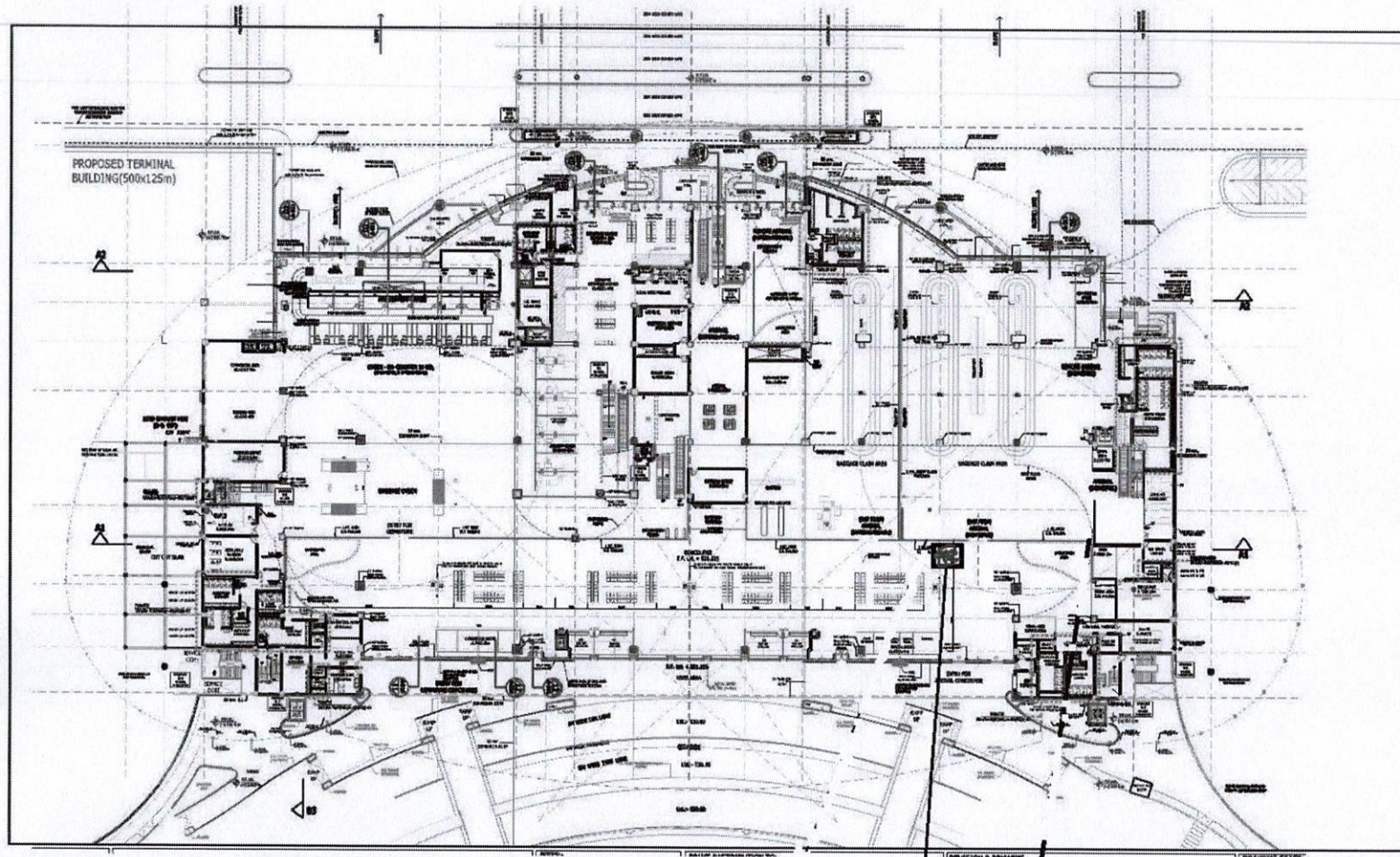
Concession Area Layout Plan

Copy to : (NOO)

1. Executive Director (Commercial), Rajiv Gandhi Bhawan, Safdarjung Airport, New Delhi
2. Regional Executive Director, WR, RHQ, Mumbai-99
3. Commercial Department RHQ WR, RHQ, Mumbai -99

Internal distribution: for information:

- 1) HOD-Engg. (Civil)
- 2) HOD - Engg. (Elect)
- 3) HOD - (operations)
- 4) CSO (Security)
- 5) AGM (Finance)



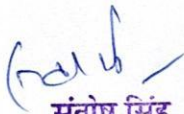
Car Rental Counter (CR 01) 6 sqm


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 Airports Authority of India
 Raja Bhoj Airport, Bhopal.

Special Terms and Conditions

- (1) The rate to be charged by the licensee should be prominently displayed at the booking counter so that it is clearly visible to all passengers. Further, the rates to be charged should be in line / comparable with Govt. approved pre-paid taxi rates or tour operators in the city.
- (2) Proper record should be maintained by the licensee regarding General Car Rental services (Motor Cab and Maxi Cab) rendered to the passengers. AAI has the right to inspect the records as and when required.
- (3) The details such as Registration No/ R.C. Book etc. of the cars put into General Car Rental services (for Motor Cab and Maxi Cab) should be intimated to the Airport Director.
- (4) The working hours, name of the licensee and period of the contract shall be displayed in the counter.
- (5) It is the responsibility of the licensee to obtain all applicable clearance/permits from the respective Govt. agencies/ local authority, if any, for running the subject facility.
- (6) The licensee shall not erect or display any advertisement, hoarding, banners or signboards or undertake any modifications/construction plan at the allotted space. Any specific requirement regarding display of signboards of successful licensee shall need to be got approved from Airport Director.
- (7) The licensee shall provide proper uniform to all his employees, as per the specification to be approved by AAI, to his workers/ supervisors at his/their own cost. The licensee will also ensure that these are worn by the employees while on duty and kept in tidy condition along with nameplate indicating their name conspicuously.
- (8) **Penalty:** The penalties of **Rs. 500/- (Rupees Five hundred only)** per incident will be imposed on violation of terms & Conditions of agreement at applicable rates or decided by the appropriate authority /Competent Authority from time to time. The violations will include the following also
 - i) Non-issue of receipt to passenger,
 - ii) Misbehavior by staff and
 - iii) Over charging etc.,
- (9) The licensee has to make payments to his employees as prescribed under minimum wages act and as per all the related statutory provisions applicable thereto. And also the licensee/company/agency should ensure their registration with PF & ESI purposes and compliances of contract labour provision too.
- (10) The licensee has to install computerized system for issuance of General Car Rental service slip. It should contain number of the vehicle, Mobile Number of the driver, Emergency contact number, Destination of the Vehicle, Fare, Distance and all other details which are essential for the safety of the passenger.
- (11) The licensee shall maintain a complaint register in the counter, easily accessible to the customers for recording their suggestions/ complaints.

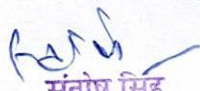
- (12) The licensee shall frame a dispute resolution mechanism to sort out issues arising among the drivers, drivers and vehicle owners, drivers and licensee etc. AAI will not be responsible for any such issues that are internal to the General Car Rental Service system and out of the purview of the agreement terms and conditions. It will be solely be the responsibility of the licensee to redress such disputes in an efficient manner.
- (13) The licensee shall comply with all Central and state Rules and Regulation related to operation of vehicles, as amended from time to time.
- (14) The character and antecedent of the driver should be verified from the police Authorities and a report is to be kept in the counter and the same should be made available for verification by AAI at any time.
- (15) The licensee must have provision to provide printed bill to the passengers/users on account of using subject services. The Provision should be made to accept the International Credit/Debit Cards and other means of e- payment mechanism i.e. paytm, mobikwik, BHIM etc. In the counter. The licenses shall make arrangements to accept payments through at least 02 e- payment modes apart from cash receipts.
- (16) Since no separate area is earmarked for parking of Cabs (i.e. the vehicles of the licensee), the vehicles shall be parked in the Car parking area for which a separate licence for Vehicle Parking Rights Contract has been awarded by AAI. The licensee shall pay applicable Car Parking / Monthly Pass charges (as the case may be) to the licensee appointed for Vehicle Parking Rights Contract by AAI and shall have to liaison at his own with the licensee of Vehicle Parking Rights.
- (17) If any situation arises to allot separate parking space, the same can be considered on availability of land for which the licensee shall pay land rental charges as notified by AAI from time to time. Such allotment shall be on the discretion of AAI and cannot be claimed as a right by the licensee.
- (18) The licensee shall have no claim from monopoly and the Authority shall be at liberty to permit/provide other similar licensee/counters at other area within/outside Terminal Building, as may be necessitated by demand or as desired by the Authority.
- (19) All the above conditions shall form part of the agreement.


संतोष सिंह
Santosh Singh
सहा. महाप्रबंधक (सी.एन.एस.-वाणिज्यिक)
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Annexure-I

Imposition of Penalties-guidelines regarding

Sr. No.	Offence/Violation	Penalty in (Rs.)
1	Smoking in public area except where designated smoking chambers or areas are established.	300
2	Spitting in airport premises.	300
3	Misuse of passenger baggage trolley.	300
4	Using Language likely to cause offence/annoyance.	500
5	Throwing loose papers, plastic cups or glass etc. in airport premises.	300
6	Non-display of Photo Identity Cards while entering in to or being in the terminal of operational area.	300
7	Transportation of overloaded airline baggage containers in operational area.	400
8	Vehicle/equipment operating without anti-collision light/obstruction inside operational area.	400
9	Parking of vehicle/equipment in no parking area on kerb side and city side including approach road within airport premise.	500
10	Un-authorized entry into terminal building or operational area.	500
11	Rash driving/over speeding in operational area.	500
12	Driving in operational area while being in a state of intoxication.	500
13	Causing public inconvenience, unruly behaviour or creating nuisance in public area.	500
14	Organizing or taking part in any public assembly, demonstration, dharnas or procession likely to obstruct or interfere with proper use or orderly functioning of airport.	500
15	Display of banners, flags, posters, emblems are write slogans in or around terminal.	500
16	Obstruction of authorized persons in the discharge of his or her duties	500
17	Dumping garbage in operational area.	400
18	Vehicle/equipment left unattended in operational area outside designated parking area/hare stand for ground support equipment/Vehicles.	
19	Vehicle/equipment not following vehicular lanes on Apron	500
20	Vehicle/equipment person obstructing aircraft movement	500
21	Crossing/operating vehicle/equipment close to active runway/taxiway without permission.	500
22	Vehicle/equipment operation in the operational area without permit (ADP).	500
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.	500
24	Photography and film shooting/videography at airport without permission.	500
25	Commercial activities at airport without permission.	500


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 राजाभोज विमानतल, ११ फाल-३६
 Airports Authority of India
 Raja Bhoj Airport, Bhopal-36