

Ref No.: E-7/JJ/Comml/Restaurant/

Date: 24.04.2023

To,
M/s. Sanjay Surendrakumar Raval,
Flat no.701, plot no.25,
Raval Nivas, N. S. Road-2,
Swastik Society,
J.V.P.D., Vile Parle (West),
Mumbai – 400056.

Subject: Letter of Intent to Award (LOIA) for License for Restaurant cum Hangout format / Retail Services at the area surrendered by M/s. IOCL, S. V. Road, Vile Parle (W), Mumbai [E-Bid No. 2023 AAI 148035 1].

Sir,

Reference is invited to the proposal submitted by M/s. Sanjay Surendrakumar Raval in response to the E-tender No. 2023_AAI_148035_1 for License for Restaurant cum Hangout format / Retail Services at the area surrendered by M/s. IOCL, S.V.Road, Vile Parle (W), Mumbai, which was opened on 31.03.2023 (Technical Bid) and 05.04.2023 (Financial Bid).

The Competent Authority is hereby pleased to grant the License for Restaurant cum Hangout format / Retail Services as per **Annex- I** at the area surrendered by M/s. IOCL, S.V. Road, Vile Parle (W), Mumbai to M/s. Sanjay Surendrakumar Raval at the designated locations mentioned in the above tender on the following broad Terms and Conditions: -

1. General:

- 1.1 M/s Sanjay Surendrakumar Raval shall within 07 days of issue of this letter, return duplicate copy of the LOIA as acknowledgement of the award and submit details of designs/drawings, layout plan and related materials for each of the location as per Appendix 2, 3 & 4 of NIT.
- 1.2 The Concessionaire shall within 15 days of issue of this letter fulfil all the formalities/conditions of award as specified in LOIA.
- 1.3 The Concessionaire shall intimate the names of the persons employed by him or going to employ, who are **near relatives** of AAI employees.

2. Concession Term:

The term of concession of this award will be **07 (Seven) Years** with effect from Concession Fee Commencement Date.

3. Concession Fee:

3.1 The Concessionaire shall in consideration of the Concession Agreement granted by Authority, pay to the Authority, Concession Fee of Rs. 13,25,065/- (Rupees Thirteen Lacs Twenty Five Thousand and Sixty Five Only) per month plus applicable Govt. Taxes, subject to 10% annual escalation and the first annual escalation will be applicable after completion of one year plus six months license period. Thereafter the same will be applicable after completion of subsequent one-year period there from. Even if, on account of any delay whatsoever, licensee could not commence business operations on the expiry of gestation period stipulated in NIT, for the purpose of calculation of date on which 18 months of license are completed (date on which first escalation is applied) shall be deemed from next day of expiry of gestation period stipulated in NIT.

3.2 Advance Licence Fee:

The Concessionaire shall pay one month advance Licence Fee within 15 (Fifteen) Days from the date of issuance of LOIA as given below: -

Details	Amount
Licence Fee	Rs.13,25,065/-
GST @ 18%	Rs.2,38,512/-
GRAND TOTAL	Rs.15,63,577/-
(Rupees Fifteen Lacs Sixty Three Thousand Five Hundred and Seventy Seven Only)	

3.3 AAI shall raise bill on or before 10th of every month. The concessionaire has to make the payment of License Fees, 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 up to 30 days and if delay is for more than 30 days, then interest at the rate of 18% per annum shall be charged from the due date, for entire delay period.

3.4 The Licensee shall pay all charges towards consumption of electricity and water as may be due as determined by the Authority and at the rate(s) fixed by it from time to time in addition to License Fee. Such charges

shall be paid within the date(s) specified in the bill(s). The Licensee shall have to provide his own meter(s) for the purpose, failing which Licensee shall be billed on assessed consumption. In default of payment of said charges, the Authority may without prejudice to its other rights disconnect or cause to be disconnected the water and electricity to the said premises without any notice and the Licensee shall not be entitled to any compensation whatsoever on account of any such disconnection.

3.5 The Licensee shall make payment of license fee etc. through RTGS/NEFT only. No cheques shall be accepted in payment of license fee etc.

4 Area:

- 4.1 All designated Restaurant area (bare space), as per sketch indicative locations, have been shown in APPENDIX - 3 & 4 of NIT.
- 4.2 The addition / reduction in license fee on pro-rata basis shall be charged based on increase / decrease in allotted area as per permission of the Statutory Authority.
- 4.3 Necessary NOC such as Shop and establishment license, commonly known as Gumasta, Health License, state excise license, Fire NOC, IOD, CC, Food and Beverage License FSSAI License (Food Safety and Standard Authority of India), Entertainment License, Electrical department NOC, Society NOC, Police NOC, etc. to construct and operate the restaurant has to be taken by the Statutory Authorities and the Expenditure incurred for the same borne by the agency. AAI will not bear any liability in this regard.
- 4.4 the licensee shall equip them self with all necessary permits, licenses from Statutory Authorities and such other permissions as may be required under the law in force at any time with regard to the construction and operation of the subject license. AAI shall issue LOIA, execute agreement & provide necessary available documents, if any.
- 4.5 The construction of the structure has to be carried out by the licensee and on the expiry of the license period or on termination of the license by the Authority on account of any breach on the part of the Licensee, the Licensee shall deliver the possession of the Premises in good condition and in peaceful manner along with all furniture, fittings, equipment and installations. Further, Licensee shall remove the movable goods and other materials from the Premises immediately, failing which the Authority reserve its right to remove such goods/materials at the cost and risk of the Licensee and demand payment for such removal. If such payment is not made within 10 days, Authority shall be at liberty to dispose-off the goods/materials of the Licensee by public auction to recover the cost. The Licensee shall not be entitled to raise any objection in such an eventuality.

- 4.6 As the construction of 1st and upper floors depends on the several factors such as approval and norms of MCGM, height NOC, etc., the licensee may be allowed to construct upper floors in future for the same purpose and the license fee shall be applicable as per pro-rata basis only if the area occupy for construction of upper floors is over and above the licenced space i.e. 9580 sqft.(allotted area)
- 4.7 The licensee shall be responsible for the general maintenance of the restaurant cum hangout format at their own cost. The expenditure involved in construction, making fit for occupation and for operation the restaurant cum hangout format area will be borne by the licensee and the occupation will be solely at their risk and responsibility. AAI will not bear any liability in this regard.
- 4.8 The said tendered area was previously allotted to M/s Indian Oil Corporation for running Retail Petroleum Outlet facility. Therefore, within 20 (twenty) days from the signing of the Concessionary Agreement, the Successful Bidder shall make an application to the Urban Development Authority of Maharashtra for deletion of the fuel pump from MCGM DP Remark of 2023 and obtain order for conversion of the said plot of Land as user for Restaurants/Eating House/Retail Services etc.
- 4.9 That upon the procurement of Order/Permit from Urban Development Authority of Maharashtra, the Successful Bidder shall submit the proposed plan of establishing, developing and operating Restaurant/Eating House/Retail Services etc. to Municipal Corporation of Greater Mumbai for IOD and Commencement Certificate. The development potential of the entire plot shall be computed as per DCPR 2034 in conjunction with the IOD and CC received.

5. SECURITY DEPOSIT:

- 5.1 The Licensee shall make Payment of Security Deposit within **15 days** from the date of issuance of LOIA.
- 5.2 The Licensee shall make Performance Security Deposit equivalent to 08 (Eight) Months Concession Fee of the 01st (First) Year to AAI as an interest free Security Deposit. A sum of Rs.1,06,00,520/- and the amount is rounded off to Rs.1,06,00,600/- (Rupees One Crore Six Lakh and Six Hundred only) as Security Deposit in the form of RTGS/NEFT/Bank Guarantee. The Security Deposit in the form of Bank Guarantee only to be issued by Nationalized/Scheduled Bank (Bank Guarantee from Co-operative Banks, even Scheduled Co-operative Banks, shall not be acceptable) in favour of Airports Authority of India, Bank Guarantee having a validity period of 180 days from the date of expiry of contract.
- 5.3 **Electricity Security Deposit:** The Licensee shall also liable to make the payment towards security deposit in respect of electricity charges

equivalent to 5% of annual license/concession value for the last year subject to minimum deposit of Rs.10,000/- and a maximum deposit of Rs.10 lakhs. The said security deposit will cover SD towards all types of utilities such as Electricity, Water, etc. only if availed from AAI (license fee for the last year may be arrived at by escalating quoted license fees by 10% annually-this escalation is only for calculation of SD towards all types of utilities).

5.4 The Performance Security Deposit and Electricity Security Deposit are collectively referred to as "Security Deposit".

5.5 In the event of revision in Concession Fee, the Concessionaire shall, on pro rata basis, revise the Security Deposit, within a period of 15 (Fifteen) days from the date of such notification of revision in Concession Fee issued by the Authority.

5.6 Letter of understanding from the Depositor to be submitted along with Bank Guarantee to AAI as per Annexure-L of the NIT.

6 Concession Fee Commencement Date:

6.1 The Concession Fee Commencement Date shall start from the date of after expiry of gestation period (i.e. 234 days from the expiry of business incubation period) or commencement of operation of restaurant cum hangout format retail services whichever is earlier.

7 BUSINESS INCUBATION PERIOD AND GESTATION PERIOD:

7.1 Business Incubation Period shall mean a period of 15 days from the date of issuance of LOIA to the Licensee. The Licensee will be under obligation to complete all the formalities/ conditions of award as will be specified in the LOIA.

7.2 Gestation period of 234 Days shall be reckoned from the expiry of business incubation period i.e. from 16th day of LOIA.

7.3 Restaurant shall be operationalized on or before 234 days of gestation period.

7.4 Commencement of operations of subject licence will not be permitted until the pre-requisites (activities to be completed in business incubation period) as detailed above are not fulfilled by the licensee.

8 Handing/Taking Over of Sites:

8.1 AAI will hand over the tendered site for the construction only after the Licensee completes the pre-requisites as per NIT within the business incubation period.

8.2 AAI will provide access (i.e. right of way / entry in this case) to the sites only upon fulfilment of conditions of award within the stipulated time of business incubation period.

8.3 If the Licensee fails to complete the conditions of award which are pre-requisite for access to the 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.

9 Agreement:

The agreement between the Licensee and AAI shall be completed within 15 days from the date of issuance of LOIA (Stamp Duty & Agreement Registration Fees to be borne by the Licensee). The Licensee shall execute an agreement on non-judicial stamp paper of the state where the airport is situated as per applicable stamp duty and shall be procured by the agency. One copy of recent and attested passport size photographs of authorized signatory is to be submitted together with agreement of the license.

10 All the arrangements to be made operational before commencement of facility.

11 All the times during the currency of the license agreement, it shall be the responsibility of the Licensee to obtain proper fire insurance coverage including theft and burglary in respect of all the movable and immovable assets stored used in the licensed premises and Authority shall not be responsible for any loss or damage caused to the Licensee on any accounts whatsoever.

12 The area shall be used solely for the purpose as specified above and for no other purpose. The area shall be kept and preserved good, clean and sanitary condition to the satisfaction of the Authority. The licensee shall observe and comply with all instructions of Statutory Authorities or Airport Health Officer or any one authorized by him regarding the observance and maintenance of public health in the Premises.

13 The Licensee shall use the premises only for the purpose indicated in the agreement and for no other purpose whatsoever.

14 The Licensee shall pay all rates, property tax, assessments, out goings, statutory taxes and other taxes as leviable on the Licensee in "Laws".

15 The Licensee shall pay Property Tax/Assessments Tax as per the MCGM assessment from time to time for the allotted area.

16 Set-Off Clause:

In the event of a default or breach in payment of license fee or interest amount or any other amount due with the licensee of whatever nature as per the provision of this contract, AAI is hereby authorized to adjust such amount from time to time the fullest extent, with prior notice of 07 (Seven) days to the licensee, by set off and apply any or all amount at any time held with AAI as security deposit or bank guarantee or any other amount as part of this contract or from any other expired/closed/terminated contracts of licensee with AAI. This is without prejudice to any rights and remedies available with AAI to recover the dues from licensee as prescribed by Law.

17. FORCE MAJEURE

It is hereby agreed that in the event the tendered Area or any part thereof be destroyed or damaged for reasons beyond the control of the Authority or force majeure conditions including but not limited to act of god, earthquake, adverse government action, tempest, flood, lightning, violence of any army or mob or enemies of the country or by any other irresistible force so as to render the tendered Area unfit for the purpose and the Concessionaire is prevented from using the same for a period of 30 [Thirty]days or more due to any of the above mentioned reasons or due to any action or regulation of any concerned authority then, the Parties shall have an option to terminate this Agreement.

18. The Licensee shall employ only such servants as shall have good character and as well behaved and skilful in their business.
19. The Licensee, his agents and servants shall observe, perform and comply with all rules and regulations of the shop and Establishment Act, Factories Act, Industrial Disputes Act, Minimum Wages Act and the provisions of any statutory law applicable to the licensee including any rules and regulations made by the Authority, Civil Aviation Department or any other Department of government and or local body or Administration in force from time to time and to the business which the licensee is allowed to carry on under this agreement and to the area in which the said premises are located.
20. The licensee shall submit an undertaking to submit binding agreements signed with Brand owners (list of brands provided in Appendix- 6). Brands not falling within the indicative list provided under Appendix-6, shall also be considered and permitted by Authority at post award stage, subject to bidder / concessionaire submitting a copy of binding agreement/franchise agreement/business conducting agreement with the brand owners to the Authority.
21. Upon occurrence of an Event of Default, the Authority shall, without prejudice to its other rights and remedies hereunder or in Applicable Law, be entitled to encash and appropriate the Security Deposit. Upon any encashment and appropriation from the Security Deposit, the Concessionaire shall, within a period of 15 (Fifteen) days thereof, replenish, in case of partial appropriation, to the original level of the Security Deposit, and in case of appropriation of the entire Security Deposit provide a fresh Security Deposit, as the case may be. The right of the Authority shall be without prejudice to the Authority's right to terminate this Agreement in accordance of the terms thereof.
22. Your acceptance to the above terms and conditions must be forwarded to this office within 07 (seven) days of receipt of this Letter of Intent to Award (LOIA) failing which it will be presumed that you are not interested for above concession and the Letter of Intent to Award (LOIA) shall automatically stand cancelled.

23. This Letter of Intent to Award (LOIA) and NIT conditions shall form part and parcel of the License Agreement.

Yours sincerely,

(Shailendra Chaudhary)
Sr. Manager (E-E / Comml)
For Airport Director
Juhu Airport

Copy to NOO:

1. Airport Director, Juhu Airport, AAI, Mumbai
2. Jt. General Manager (Vig.), RHQ, WR, AAI, Mumbai.
3. Dy. General Manager (Comml.), RHQ, WR, AAI, Mumbai.
4. Asst. General Manager (Finance), Juhu Airport, AAI, Mumbai.
5. Asst. General Manager (Engg. - Civil), Juhu Airport, AAI, Mumbai.
6. Sr. Manager (Engg. - Elec.), Juhu Airport, AAI, Mumbai.
7. Manager (Security), Juhu Airport, AAI, Mumbai.
8. Manager (Fire Services), Juhu Airport, AAI, Mumbai.

APPENDIX: 6 of Annexure-A**List of Brands**

S.No.	Food &Beverages Format	Sub-Category	Indicative Brands
A.	Standalone Licensed, Banded Chains, Licensed (Hotel)		
1	Casual Dining Restaurant	Indian/ Mughlai Chinese/ Thai cuisine Japanese cuisine/ Other Asian Italian cuisine Local cuisine Ethnic food cuisine American/ Continental Mexican	AnandBhavan, Haldiram, Punjab Grill Yo China! China Bowl, Bercos Big Chill, Chilli's MTR, Kareem's, TundeyKabab UdupiVihar, Rasovara, RajdhaniSuruchi Summer Housecafe, United coffee house Taco Bell

S.No.	Food &Beverages	Sub-Category	Indicative
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	Format		Brands
2	Functional Food QSR (Quick Service Restaurant)	American Italian Indian Regional Indian	McDonald's, Burger King, KFC, Subway Domino's, Pizza Hut GoliVadapav, Chaat Corner Vango, SagarRatna, Shiv Sagar
3	Hangout Formats	Café PBCL (Pub, Bar, Café and Lounge) Bakery & Cakery Juice & Shakes corner Sweets & Confectionary Shop	Starbucks, Costa Coffee, Café Coffee Day Socials, Smoke Deli House, Beer Café Theobroma, Chokola Juice Junction, Keventers Haldiram, K. C. Das, Banchharam, Bikanervala
B.	Food court		
1.	Full-Meal (QSR)	Indian Chinese/ Thai cuisine	Anand Bhavan, Haldiram, Anand Sweets Yo China! China Bowl, Bercos, Wow Momos

		Local cuisine	MTR, Kareem's, TundeyKabab UdupiVihar,
		Ethnic food cuisine	Rasovara, RajdhaniSuruchi
		Mexican	Taco Bell
2.	Functional Food (QSR)	American	McDonal's, Burger King, KFC, Subway
		Italian	Domino's, Pizza Hut
		Indian	GoliVadapav, Chaat Corner
		Regional Indian	Vango, SagarRatna, Shiv Sagar
3.	Café (QSR)	Café	Starbucks, Costa Coffee, Café Coffee Day, Theobroma,
		Bakery & Cakery	Chokola
		Juice & Shakes corner	Juice Junction, Keventers
C.	Others		
1.	Automatic Vending Machines for Soft Beverages	Soft beverage, packed beverages, Fruit & Flavoured drinks	Pepsico., Coco Cola
2.	Any stall or shops or kiosks related to Food & Beverage.		

General Retail Services

S. No.	Retail Category	Sub-Category	Indicative brands	Example
		Men's Wear		
		Casual Wear	Levi's, Flying Machine, Duke, Jack & Jones, Wildcraft, Espirit, Tommy Hilfiger	Formal Shirts, Formal Trousers, Blazers & Coats, Jackets, Suits
		Formal Wear	Van Heusen, Calvin Klein, Polo Ralph Lauren, Raymond, Arrow Sport, Monte Carlo	T-Shirts, Jeans, Casual Shirts, Casual Trousers, Sweaters & Sweatshirts, Shorts, Track Pants/Joggers
		Sports & Active Wear	Adidas, Nike, Converse, Reebok, SEVEN,	Active T-Shirts, Track Pants & Shorts, Jackets & Sweatshirts, Swimwear, Smart Wearables, Sports Accessories, Sports Equipment, Sports Shoes
		Indian & Festive	Manyavar, Manu, Even, British Club,	Kurtas & Kurta Sets, Sherwanis, Nehru

1	Apparel /	Wear	The Indian Garage Co., Khadi	Jackets
	Apparel +	Innerwear & Sleepwear	Calvin Klein, Jockey, Basiics, Chromozome, FCUK	Briefs & Trunks, Boxers, Vests, Sleepwear & Loungewear, Thermals
		Women's Wear		
		Indian & Fusion Wear	Fabindia, Amoli, Biba, Global Desi, W, Khadi	Kurtas & Suits, Kurtis, Tunics & Tops, Leggings, Salwars, Churidars, Skirts & Palazzos, Sarees & Blouses, Dress Material, LehengaCholi, Dupattas & Shawls, Jackets & Waistcoats
		Western Wear	AND, Madame, Vero Moda, Forever 21,	Dresses & Jumpsuits, Tops, T-Shirts & Shirts, Jeans & Jeggings, Trousers & Capris, Shorts & Skirts, Shrugs, Sweaters & Sweatshirts, Jackets & Waistcoats, Coats & Blazers
		Lingerie &	Zivame, Pretty	Bras & Lingerie Sets,

S. No.	Retail Category	Sub-Category	Indicative brands	Example
		Sleepwear	Secrets, Amante, Clovia,	Briefs, Shapewear, Sleepwear & Loungewear, Swimwear, Camisoles & Thermals
		Sports & Active Wear	Adidas, Reebok, Puma,	Clothing, Footwear, Accessories, Sports Equipment
		Kids' Wear		
		Boys Clothing	Mothercare, Gini and Jony, U.S. Polo Assn. Kids, United Colors of Benetton, YK, Allen Solly Junior, Mango Kids, Marks & Spencer, Tommy Hilfiger, 612 League	T-Shirts, Shirts, Jeans & Trousers, Shorts & Dungarees, Track Pants & Pyjamas, Clothing Sets, Indian Wear, Sweaters, Sweatshirts & Jackets, Rompers & Sleepwear
		Girls' Clothing	Mothercare, Gini and Jony, U.S. Polo Assn. Kids, United Colors of Benetton, YK, Allen Solly Junior, Mango Kids, Marks & Spencer, Tommy	Dresses, Tops & T-Shirts, Clothing Sets, Indian Wear, Skirts, Shorts & Jumpsuits, Tights & Leggings, Jeans, Trousers & Capris, Track Pants, Sweaters, Sweatshirts &

			Hilfiger, 612 League	Jackets, Rompers & Sleepwear
2	Handbags +	Bags & Luggage	Teakwood Leathers, Hidesign, Nike, Victorinox, Chumbak, Lavie, Skybags, Da Milano	Laptop Bags, Messenger Bags, Gym Bags, Laptop Sleeves & Cases, Daily Needs Bags, Women's Handbags, School Bags
		Handbags & Clutches	Puma, Lino Perros, Swiss Military	Handbags, Clutches, Utility Bags
3	Jewellery	Fashion Jewellery	Swarovski, Zaveri Pearls, Dress Berry, Nakshatra, Bhima Jewellers, Kalyan Jewellers, Tanishq, Gitanjali, TBZ	Necklaces & Sets, Bangles & Bracelets, Earrings, Pendant & Sets, Rings, Mangalsutra, Wedding Accessories, Anklets, Toe-rings & More, Chains, Religious Jewellery
		Precious Jewellery	Malabar Gold, TBZ, Joyalukkas, Tanishq, Gitanjali, Joyalukkas, Tanishq, Tanishq, Gitanjali	Gold Coins & Bars, Loose Gemstones, Silver Jewellery, Precious Pendants, Silver Gifts & Articles, Silver Coins & Bars, Nose pins

S.	Retail	Sub-	Indicative brands	Example
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No.	Category	Category		
				& Nose rings
4	Toys & Games	Toys & Games	Fisher-price, Quechua, Toys"R"Us, RCS Toys, Hamleys, Firstcry, Funskool,	Prams & Baby Gear, Electronic Toys, Ride On & Scooters, Soft Toys, Bicycles & Tricycles, Action Toys & Figures, Outdoor & Sports, Educational Toys, Kids Room Decor, Musical Toys, Dolls & Doll Houses, Puzzles & Cubes, Activity Sets, Die Cast Vehicle, Indoor Games, Party Supplies, Toddler Toys, Toys Gift Store, Prams & Strollers, Board Games
		Gaming	Games the Shop, Croma, Redwolf,	Gaming Accessories, Gaming Consoles, Gaming Merchandise, Gaming Titles PS3 Games, Gaming Titles PS4 Games, Gaming Titles Xbox 360 Games,
			Food world Express, Godrej Nature's	Rice & Flours, Dry Fruits & Spices,

5	Packaged Food	World Food / Indian Food	Basket, Relay, Reliance Fresh, Spar Hypermarket, Reliance Fresh, Godrej Nature's Basket, Godrej Nature's Basket, Spar Hypermarket, Amul, Reliance Fresh, Godrej Nature's Basket, MTR, Food world Express, Godrej Nature's Basket, Reliance Fresh	Chocolates, Mints & Candies, Tea, Coffee & Beverages, Staples, Oils & Spices, Breakfast Foods, Biscuits & Snacks, Noodles, Soups & Pastas, Baby Food, Dairy, Baking Essentials, Sauces & Dressings, Ready to Cook & Eat, Oils & Vinegars, Jams, Honey & Spreads, Dairy & Chilled Foods
6	Accessories	Cameras & Accessories	Croma, Nikon, Samsung, Croma, Canon, Zeiss, Panasonic, Sony	Selfie Sticks, DSLR, Digital Cameras, Camera Accessories, Camera Lenses, Binoculars & Telescopes, Camcorders, Digital Photo Frames
		Fashion Accessories	Hidesign, Teakwood Leathers, Being	Wallets, Belts, Men's Jewellery, Socks, Hats

S. No.	Retail Category	Sub- Category	Indicative brands	Example
			Huma, Jockey, Nike, Lino Perros, Peter England, Flying Machine, Swiss Military, Happily Unmarried, Tommy Hilfiger, Allen Solly, Celio, Marks & Spencer, Chumbak, Fastrack, Columbia, Peter England, Adidas, Louis Philippe, Marks & Spencer, Louis Philippe, Chumbak, Marks & Spence, Da- Milano	& Caps, Gift Sets, Necktie, Card Holders, Key Chains, Hair Accessories, Suspenders, Handkerchiefs, Stoles & Scarves, Umbrella, Headwraps, Kid's Accessories, Gloves, Pocket Squares, Mufflers, Cufflinks, Cravats, Men's Accessories, Movie Merchandise, Party Accessories
		Men's Sports Accessories	Jockey, Ed Hardy, Adidas	Sports Socks, Sports Belts, Sports Caps
		Non-	Chumbak, Croma, Croma, Reliance Digital, The Mobile	Mobile Cases & Covers, Mobile Screen Guards, Cables & Chargers, Tablet Accessories, Mobile Spare Parts, Mobiles Selfie Sticks

		Electronic Accessories	Store, Croma, The Mobile Store, Vodafone, Croma, The Mobile Store	Stands, Mobile Enhancements, Services, Insurance & Warranty, International SIM Cards, Anti-Radiation Chips
		Women's Accessories	Zaveri Pearls, Forever21, Biba, Lino Perros, The North Face, Columbia, Marks & Spencer, Fabindia, Chumbal, Kama Ayurveda, CathKidston	Women's Hair Accessories, Women's Socks & Stockings, Women's Stoles & Scarves, Women's Belts, Women's Hats & Caps, Women's Gloves, Women's Umbrellas, Women's Mufflers, Women's Handkerchiefs, Women's Keychains, Women's Gift Sets, Women's Card Holders
		Women's Sports Accessories	Nike	Sports Women's Socks
		Binoculars	Zeiss	

S. No.	Retail Category	Sub-Category	Indicative brands	Example
		& Telescopes		
		Camcorders		Panasonic
		Digital Photo Frames	Sony	
7	Footwear	Kids Footwear	Adidas Originals, Clarks, Crocs	Boys Footwear, Girls Footwear, Infants Footwear
		Men's Footwear	Bata, Nike, Adidas	Men's Shoe Laces, Casual Shoes, Sports Shoes
		Men's Sports Footwear	Adidas, Nike, Puma	Sports Flip Flops, Sports Casual Shoes, Sports Floater Sandals
		Women's Footwear	Mochi, Carlton London, METRO	Heeled Slip-on & Pump, Flat Slip-on & Sandal, Ballerinas
		Women's Sports Footwear	Adidas, Nike, Puma	Sports Ballerinas,
		Men Fragrances	Boutique, Adidas, Ajmal India,	Men's Perfumes, Deodorants, Attars,
				Women's Perfumes,

8	Fragrances	Women Fragrances	Dolce & Gabanna, Nike, The Body Shop, GUESS, SKINN	Women Deodorants, Body Mists, Women Fragrances, Women Giftsets
9	Make-up & Cosmetics	Face	The Body Shop, MAC, Health & Glow, Lakme, Clinique, Maybelline, Colorbar Cosmetics	Face Primer, Concealer, Foundation, Compact, Contour, Loose Powder, Blush, Bronzer, Tinted Moisturizer, BB & CC Cream, Highlighters, Makeup Remover
		Eye	Faces, Loreal, Maybelline, Clinique, Lakme, ColorbarCosmetics, MAC, The Body Shop, Bausch & Lomb	Kajal, Eyeliner, Mascara, Eye Shadow, Eye Brow Enhancers, Eye Primer, False Eyelashes, Eye Makeup Remover, Under Eye Concealer, Contact Lenses
		Lips	MAC, Maybelline, Colorbar Cosmetics, The Body Shop, Lakme, Loreal, Clinique	Lipstick, Liquid Lipstick, Lip Crayon, Lip Balm, Lip Gloss, Lip Liner, Lip Plumper, Lip Stain
		Nails	MAC, Loreal Paris,	Nail Polish, Nail Art

S. No.	Retail Category	Sub-Category	Indicative brands	Example
			Colorbar Cosmetics, The Body Shop, Health & Glow	Kits, Nail Polish Sets, Nail Care, Nail Polish Remover, Manicure & Pedicure Kits
		Tools & Brushes	Health & Glow, Maybelline, The Body Shop, MAC, Shopper's Stop, Clinique, Colorbar Cosmetics, Faces, HOK Makeup	Face Brush, Blush Brush, Eye Brush, Lip Brush, Brush Sets, Sponges & Applicators, Eyelash Curlers, Tweezers, Sharpeners, Mirrors, Makeup Pouches
		Makeup Kits	Lakme, Faces, MAC	Eye Palettes, Face Palettes, Customize Your Palette
10	Eyewear	Eyewear	Fastrack, John Jacobs, Zeiss, Bausch & Lomb, Lenskart, Ray Ban	Sunglasses, Spectacle Frames, Contact Lenses, Power Eyeglasses, Cases & Pouches, Eyeglasses
		Kids Eyewear	Carrera	Frames & Eyeglasses
		Hobbies	D'Décor, Pepperfry	Antiques & Collectibles, Art & Hobbies

11	Home Fashion	Home Decorative	D'Décor, Pepperfry, Durian	Lamps & Lighting, Wall Decor, LED Bulbs & CFLs, Home Decor, Clocks, Religion & Spirituality, Paintings, Candles & Fragrances
		Home Furnishing	Bombay Dyeing, D'Décor, Kurl-On, Pepperfry	Bed Linen, Curtains & Accessories, Mattresses, Cushions & Covers, Mats & Carpets, Bath Linen, Blankets & Quilts, Table & Kitchen Linen, Pillows & Covers, Kids Bedding & More, Fabrics
		Home Improvement	Zuari, IKEA, Pepperfry, Durian	Home Utility, Home Cleaning, Plants & Gardening, Innovative Products, Pet Supplies
12	Consumer Electronics	Appliances	Philips, Godrej, USHA, Bajaj, Brother, Eureka, Forbes, Luminous, Voltas, LG, Bosch, Samsung, A O Smith, V Guard, Symphony, O General, Daikin,	Personal Care Appliances, Home Security, Fans, Iron, Outdoor Utility Appliances, Vacuum Cleaners, Solar Appliances, Emergency Light & CFLs, Air

S. No.	Retail Category	Sub-Category	Indicative brands	Example
			Honeywell, Blue Star	Conditioners Split AC, Refrigerator, Washing Machines & Dryers, Microwave Ovens & OTGs, Geysers & Heating Appliances, Inverters & Stabilizers, Air Coolers, Air Conditioners Window AC, Air Conditioner, Air Purifiers & Humidifiers, Dishwashers & Sonic Cleaners, Air Conditioners Tower AC, Air Conditioners Portable AC
			Dell, HP, Sony, Sandisk, Samsung,	Laptops, Printers & Scanners, External Hard Disks, Pen Drives, Memory Cards, Cartridges & Toners, Monitors, Computer Accessories, Software, Keyboard, Routers & Modems, Laptop Batteries, Desktops,

		Computers & Peripherals	Logitech, Digital, Lapcare, Imagine	Reliance Asus, Apple,	Internal Hard Drives, Mouse, Data Cards, Laptop Adapters, Computer Components, RAM, Processor, Motherboards, Graphics Card, Webcams, Cooling Pads/Laptop Tables, Extended Warranty & Insurance, Cabinets, Camera Memory Card, Adapters
		Electronic Accessories	Harman Croma, Mi, Helios	Kardon,	Bluetooth Devices, Batteries, Power Banks, Wearable & Smartwatches
		Mobiles & Tablets	Reliance Croma, Imagine	Digital,	Mobile Phones, Feature Phone, Tablets, Cables Chargers, Mobile Accessories, Earphones
13	Books, Music & Video	Books	Crossword, Wheeler, DC Delhi Book Store, Gita Press,	A H Books, Oxford	Biographies and Autobiographies, Academic and Professional, Literature

S. No.	Retail Category	Sub- Category	Indicative brands	Example
			Books, Higginbothams, Landmark	and Fiction, Non-Fiction, School Books, Children and Young Adults, Reference, Self-Help, Crafts and Hobbies, Religion and Spirituality, Other Books, Computers and Internet, Philosophy, Family and Relationships, Medical, Nature and Outdoors, History and Politics, Travel, Science and Technology
		Movies & Music	Landmark, Crossword	Mixed Bag, Hollywood Movies, Indian Music, TV Shows, Bollywood Movies, International Music, Regional Movies, Educational Audio
				Keyboards & MIDI Controllers, Guitars & Bass, Live & Recording,

		Musical Instruments	Yamaha Music Square, Furtados	Public Address Systems, Accessories, Effects & Amplifiers, Indian Instruments, Drums & Percussions, Brass & Wind Instruments, DJ Equipment, Other Instruments, Violins
		TVs, Audio & Video	BOSE, Skullcandy, Imagine, Sony, Next, Croma, Reliance Digital, Yamaha Music Square	Headphones & Earphones, Headsets with Mic, Portable Audio Players, Home Theatre Systems, Speakers, Projectors, Computer Speakers, Landline Phones, Video Players, DTH Services, Audio & Video Accessories, MP3 & Media Players, DJ & Karaoke, Stereo Components, Extended Warranty, Televisions
14	Travel Luggage	Bags & Luggage	Skybags, Samsonite, Wildcraft, Aristocrat,	Backpacks, Luggage & Suitcases, Hiking Bags

S. No.	Retail Category	Sub-Category	Indicative brands	Example
			VIP, Swiss Military	& Rucksacks, Travel Duffles, Briefcases, Travel Accessories
15	Skincare, Health & Beauty	Baby Care	The Body Shop, Health & Glow	Bath, Skin & Health Care, Baby Health & Safety
		Beauty & Personal Care	Lakme, The Body Shop, Kaya Skin Clinic	Spa & Salon Equipments, Kits & Combos, Hair Loss Treatments
		Personal Care & Grooming	Health & Glow, Schwarzkopf Professional, Happily Unmarried, Shopper's Stop, The Body Shop	Skin Care, Hair Care, Shaving & Grooming, Deodorants & Roll-ons, Feminine Care, Bath & Body, Oral Care, Waxing & Hair Removal
16	Gifting	Gifting & Events	Hallmarks, Archies gallery, Ferns N Petals	Gifts for Him, Gifts for Her, Festival gifts, special occasion
		Couple Watches, Kids Watches,	Titan, Maxima, Rado,	Sports Watch, Dress

17	Watches	Men's Watches, Watch Accessories , Women's Watches,	Reliance Helios, Hilfiger	Digital, Tommy	Watch, Chronograph Watch, Quartz Watch, Smart Watches
18	Home & Lifestyle	Furniture	Zuari, Home Town, Versace Home, Durian, Godrej Interio, Pepperfry, Nilkamal @ home, Style Spa, Urban Ladder, Evok		Sofas, Sectionals & Recliners, Chairs, Beds, Storage Cabinets, Tables, Wardrobes & Dressers, Living Room Furniture, Bedroom Furniture, Bean Bags, Kitchen, Dining & Bar, Outdoor & Garden Furniture, Office Furniture, Space Saving Furniture, Ottomans, Benches & Stools, Kids Furniture,
		Hardware & Sanitary Fittings	Kohler,		Showers,
		Household Essentials	Spencer's, Spar		Detergents & Fabric Care, House & Kitchen Cleaners, Air Fresheners, Repellents

S. No.	Retail Category	Sub-Category	Indicative brands	Example
		Kitchenware & Kitchen Appliances	Elica, Reliance Digital, Croma, Black & Decker, Prestige, Glen, Pepperfry, Style Spa, Urban Ladder, Spar	Gas Stoves & Hobs, Water Purifiers, Juicer Mixer Grinders, Induction Cookers, Coffee Maker & Kettles, Cookers & Steamers, Choppers & Blenders, Toasters & Sandwich maker, Roti maker & Snack maker, Food Processors, Grills & Tandoor, Snack Makers, Imported Appliances, Chimney & Hoods, Cookware & Bakeware, Kitchen Storage, Dining & Serving, Kitchen Tools, Tea & Coffee Service ware, Bar & Glassware, Microwave Cooking, Disposables, Hotel & Catering Supplies, Flasks & Tiffin's, Cutting & Cooking Tools,

				Sanitary Ware & Sinks, Tools & Hardware, Taps & Faucets, Door & Door Fittings, Electrical Fixtures, Bathroom Accessories, Sanitaryware, Kitchen Fittings & Sinks, Safety Gear & Equipment, Paints and Paint Tools, Wall and Floorings, Building Material, Tools, Weighing & Measuring Tools, Bathroom Accessories & Fittings, Power Tools
		Tools & Hardware	Jaguar, Pepperfry, Kohler, Hettich, Philips, Asian Paints, Pergo, ACC	
		Sports & Fitness	Decathlon, Schwinn, Puma, Nike, Umbro, Wildcraft, Metco, Reliance Digital Asics, Adidas, Casino Sutra, Planet Sports,	Fitness Equipment, Bicycles & Accessories, Badminton, Cricket, Fitness Accessories, Football, Outdoor Adventure Gear, Skating & Scooters, Table Tennis, Active Wear, Fitness Gadgets,

S. No.	Retail Category	Sub- Category	Indicative brands	Example
				Boxing, Volleyball, Running, Tennis, Basketball, Leisure Sports, Other Sports, Fishing, Casino Games, Squash, Golf, Billiards & Pool, Hockey, Track & Field Sports, Swimming & Water Sports, Martial arts, Archery, Fan Shop, Horse Riding
	Chemist & Nutrition	Chemist Outlets	Apollo Pharmacy, Medplus, Apollo Pharmacy, Apollo Pharmacy, Medplus, Medplus, Vigen India, Medplus, Apollo Pharmacy, Apollo Pharmacy, Medplus, Generic Medicines	Thermometers, Diabetic Care, Health Monitors & Devices, BP & Heart Rate Monitors, Respiratory Care, Supports & Rehabilitation, Alternative Health Therapies, Weighing Scales & Daily Needs, Health & Safety Utilities, Pharmacy Products, Hospital & Medical Equipment

		Nutrition & Supplements	Bodymart, Amway, Amway	Proteins & Nutrition, Sports Family Nutrition, Vitamins & Minerals
20	Convenience Retail	Day to day sell items and assist customers in travelling purposes	Bags & Leather Goods, Confectionary/sweets /candies, packaged water, Travel, News, Magazines, Books, Mobile/Cellular Phone Handset and Accessories.	
21	Specialty Retail	Focus on specific product categories	Perfumes & Cosmetics, Watches, Electronics and Gadgets, Ayurvedic and Herbal Products, Wellness and Personal Care Products, Pens and related accessories, Lifestyle Accessories, Women Fashion Accessories, Packed	

S. No.	Retail Category	Sub- Category	Indicative brands	Example
			Masalas, Spices, Herbs & Condiments, factory sealed tea leaves and coffee beans, Gifting items / Souvenir Shops	

APPENDIX: 2

Special Terms & Conditions

1. *In case the Awardee interested to sell Liquor after the award of contract or in future then Liquor sale can be permitted only on having valid License for serving the Liquor by concerned Competent Authority and subject to State Law.*
2. *The bidders can conduct a survey of the area and the business potential of the contract before quoting their bids.*
3. *The Licensee may erect or install LED display board/ signboards for branding within the Licensed Premises.*
4. *The Restaurant cum Hangout format / Retail Services facility are to be open for the period as directed by the Airport Director from time to time.*
5. *The Authority shall not responsible for any legal cases that arise due to health hazard on account of quality of product and other legal matters for quantity, price etc. sold by the tenderer. The sole responsibility shall be of the tendered in any legal cases. Further AAI shall not responsible for any loss incurred due to Bond etc.*
6. *Only Space is allotted for the said business in said area within which the agency has to make their own arrangements for their business.*
7. *To keep the premises in a clean and tidy condition and open to inspection to the satisfaction of Chairman, AAI or his representative.*
8. *The Licensee will be liable to obtain License for operating the facility from concerned agency if applicable.*
9. *The Licensee will ensure proper hygiene and quality of products sold must conform with State Govt. & Central Govt. statutory bodies for Quality parameters.*
10. *Water rate may be changed in the contract period time to time according to revision of electric charges by the concerned department, if facility avails from AAI.*
11. *The Licensee shall maintain a complaint book at the allotted counter and the same should be easily accessible for recording of suggestions/complaints which shall be kept open for inspection by AAI.*

12. The Licensee shall keep the premises in a clean and tidy condition and open to inspection to the satisfaction of Airport Director, AAI or his representative. Licensee shall abide by all other statutory and government regulation.
13. Licensee shall be responsible for all safety and security of his premises. Authority shall not be responsible for any claim for users/employee etc. on account of loss /damage due to accident/mishap in the premises. The Licensee shall be responsible for such losses/claims if any.
14. The licensee should abide by all the items and conditions, Rules and Regulations of AAI as may be enforced from time to time if applicable.
15. The licensee shall obey the various central & State Govt. Labor Laws in force from time to time. Any clearance/ permission/ license (such as food license, etc.) shall be obtained by the licensee from the govt. agency/ local authority etc. for running the subject facility before commencement of the service. The Licensee shall abide by the Rules & Regulation and legislation of central and state government on environmental protection.
16. AAI will not be responsible for any monetary loss due to poor business etc. and no request for reduction of license fee will be accepted.
17. Penalties: The penalties will be imposed on violation of terms and conditions of agreement & NIT, as per the list given below:

Sl. No.	Description of irregularities	Penalty
A	Un-clean premises and improper housekeeping	Rs.500/- per violation per day up to 07 days and Rs. 1000/- per day thereafter.
B	Non-issue of Receipt/ Bill	Rs.500/- per violation per day up to 07 days and Rs. 1000/- per day thereafter.
C	Sale of additional items other than permitted as per tender conditions	Rs.1000/- per violation
d	Misbehavior by staff	Rs. 1000/- per violation

Note: The penalties shall be apart from any other actions applicable as

per other statutory/ security/ regulations/laws/ agreement.

18. The licensee shall physically verify and satisfy themselves about the condition of the premises. They shall quote on their own wisdom. No representation/claims in this regard will be entertained after taking over the premises.

19. In case any employee is found engaged in doing any other work which is not relevant to the scope of this license, his entry permit shall be confiscated and cancelled and the licensee shall dispense with his service forthwith and arrange replacement in his place immediately.

20. All the above guidelines will form part of the Concessionaire Agreement.

Annexure -I

SCHEDULE OF PREMISES

License for Restaurant cum Hangout format / Retails Services at the area surrendered by M/s. IOCL, S. V. Road, Vile Parle (W), Mumbai.

- | | |
|------------------|---|
| 1. AREA ALLOTTED | : 9580 sqft plus (structure to be constructed by the H1 Bidder) |
| 2. LOCATION | : Area surrendered by M/s. IOCL, S. V. Road, Vile Parle (W), Mumbai |
| 3. PURPOSE | : Restaurant cum Hangout format/ Retail Services |

SIGNATURE OF THE LICENSEE

