

SPEED-POST/BY E-MAIL

संदर्भ: एएआई/सीसीयू/वाणिज्य/ 1121 /108

दिनांक: 09/06/2023

सेवा मे, जेनिथ लेजर हॉलीडेज लिमिटेड पहली मंजिल, अन्नपूर्णा अपार्टमेंट, बलुगुनगे सर्कुलर रोड, कोलकाता, पिन-700019	To, Zenith Leisure Holidays Limited, 1st Floor, Annapurna Apartment, Ballygunge Circular Road, Kolkata, PIN-700019
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विषय/Subject: Letter of Intent to Award (LOIA) Concession for Money Exchange Counters at NSCBI Airport, Kolkata.

Sir,

On the above cited subject, reference is made to your proposal to E-bid No: 2023_AAI_149868_1 submitted on 13/04/2023 and E-Financial Bid opened on 26/05/2023. The Competent Authority has accepted your offer and decided to issue this LOIA for the subject Concession, under the following Term & Conditions:

1	Concession	Concession for Money Exchange Counter at NSCBI Airport, Kolkata
2	Period of Concession	Three (03) years, from the date of commencement of business operations OR completion of gestation period, whichever is earlier.
3	Business Incubation Period	30 days from the date of issuance of LOIA.
4	Gestation Period	90 Days to be reckoned from the date of handing over of site(s). Sites will be handed over to the selected bidder upon fulfilment of conditions of award within the stipulated time of business incubation period. If the selected bidder fails to complete the conditions of LOIA which are prerequisite of handing over of sites, then gestation period will be deemed to have commenced on 31 st day of issuance of this LOIA i.e. immediately after expiry of business incubation period.
5	Monthly Concession fee	Rs.1,48,00,000/- (<i>Rupees One Crore Forty-Eight Lakhs only</i>) per month plus GST and all other taxes as applicable.
6	Utility Charges	In addition to the Monthly Concession fee, the Successful bidder/Concessionaire shall pay the Utility/facilitation charges @ 10 % of notified space rentals. The present space rent applicable at Kolkata Airport w.e.f. 01/04/2023 is Rs 3470/- PSPM for A.C. area and annual rate of escalation shall be @7.5% per annum compounding every financial year i.e. w.e.f. 1st April. The rates derived after annual escalation shall be rounded off to the nearest multiple of Rs.10/-.

		The rates above are subject to revision from time to time, at the discretion of AAI and shall be binding on the selected bidder.															
7	Location & Area	New Integrated Terminal Building. (Refer NIT, Appendix 4 of Annexure A) <table border="1"> <thead> <tr> <th>S.No</th><th>Location</th><th>Area</th></tr> </thead> <tbody> <tr> <td>1</td><td>Departure Lower Level, near portal G & H</td><td>3.8 sqm</td></tr> <tr> <td>2</td><td>Immigration Area, International arrival upper level</td><td>3.8 sqm</td></tr> <tr> <td>3</td><td>In front of belt no. 14, arrival baggage belt area</td><td>2 sqm</td></tr> <tr> <td>4</td><td>International Arrival Area</td><td>3 sqm</td></tr> </tbody> </table>	S.No	Location	Area	1	Departure Lower Level, near portal G & H	3.8 sqm	2	Immigration Area, International arrival upper level	3.8 sqm	3	In front of belt no. 14, arrival baggage belt area	2 sqm	4	International Arrival Area	3 sqm
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8	GST/Other taxes	GST (at present @ 18%) and other taxes, at the rates as may be applicable from time to time, shall be payable in addition to the Concession fee and Other charges.															
9	Advance license Fee	The successful bidder shall pay one-month advance license fee of Rs. 1,74,69,159/- (Rupees One Crore Seventy-Four Lakhs Sixty-Nine Thousand One Hundred and Fifty-Nine Only) [Including GST and utility charges] .															
10	Security Deposit	a) The successful bidder shall pay Security Deposit of Rs.6,98,77,000/- (Rupees Six Crore Ninety-Eight Lakhs Seventy-seven Thousand only) equivalent to 04 months gross billing of the first year in the form of Bank Guarantee from an Indian Scheduled Bank with validity up to entire license period and additional claim period of 06 months from the date of expiry of the contract period favouring Airports Authority of India, Kolkata Airport. (Bank Guarantee from Co-operative banks will not be accepted). b) The successful bidder shall also pay Security Deposit of Rs.10,00,000/- (Rupees Ten Lakhs Only) towards Electricity/ Water Charges etc. Security deposit shall be submitted in the form of Demand Draft favouring Airports Authority of India.															
11	It may be noted that the Earnest Money Deposit of the successful bidder may be forfeited and the bidder may be debarred for further participation in AAI's tender (s) for a period of one year, on account of non-completion of the following: (a) Acceptance of this LOIA within 07 days from the date of the LOIA; (b) Payment of One-month advance license fee as per Sl.no 9 above; (c) Payment of Security Deposit (in the form of BG) as per Sl.no10 above; Please note that: i. A letter of understanding in the format as per Annexure-K also to be submitted along with the Bank guarantee. ii. Bank Charges shall be borne by the successful bidder.																

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iii. The Bank Guarantee (BG) from Co-operative Bank (even scheduled) / Societies / Payment Banks or in the form of FDR shall not be acceptable.

iv. 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	AAI KOLKATA (to be mentioned in field 7037 of the BG advising message code)

v. While submitting the documents to BG issuing Bank, the successful bidder will also submit letter to the issuing bank as per the format mentioned in the Annexure-L1 as per NIT.

vi. While submitting the Original BG document, the successful bidder shall also submit the copy of the SFMS BG confirmation message sent by the BG issuing Bank to ICICI Bank.

(d) Execution of the concession agreement by the successful bidder, within 15 days from the date of issuance of LOIA. The successful bidder shall authorise its Signatory for execution of the concession agreement; In this regard:

- The successful bidder shall deposit copy of Authorization/ Board Resolution in respect of the authorised signatory along with his/her identity proof and one passport size photograph.
- The agreement in the prescribed format as per the NIT is to be executed on a non-judicial stamp paper of WB State.

(e) Execution of Integrity Pact;

(f) Commencement of facility within gestation period.

12. Electricity /Water charges shall be payable as per actual consumption at the rates fixed by AAI from time to time.

13. The successful tender shall be required to submit Security Programme (as per Format A& A1 available on BCAS website www.bcasindia.nic.in and/or www.bcasindia.gov.in) to the RDCOS office for issuance of Security Clearance / approval, for operating the facility in Security Hold Area, **within 7 days from receipt of the award** letter.

The successful bidder also has to submit Security Programme online through e-sahaj portal (<https://esahaj.gov.in>) and a copy of the online receipt of the application has to be forwarded to office of RDCOS through AAI along with the aforesaid documents in hardcopy.

The selected bidder shall obtain and comply with all necessary permits and approvals from the concerned authority(ies) to commence and run the concession.

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14	The licensee shall submit the layout plan for the outlet within 07 days from the date of award letter.
15	This LOIA letter shall form the part and parcel of the Concession agreement.
16	All other terms and conditions shall be as per NIT ID No. 2023_AAI_149868_1.

Kindly acknowledge receipt of this LOIA and its acceptance.

Thanking You,

Sincerely yours,

Deepak Kumar
10/06/2023

(Deepak Kumar)
Jt.GM(Commercial)
Airports Authority of India
NSCBI Airport, Kolkata.