



भारतीय विमानपत्तन प्राधिकरण
AIRPORTS AUTHORITY OF INDIA

कालिकट अंतर्राष्ट्रीय विमानपत्तन / CALICUT INTERNATIONAL AIRPORT

कालिकट विमानपत्तन(पी.ओ), केरल / Calicut Airport (P.O), Kerala - 673 647

दूरभाष/Phone : 0483 271 2630, फैक्स/Fax : 0483 2711406, ई-मेल/E mail : apd_calicut@aii.aero

No. AAI/CL/B.12017/2(1)/CAS/

By Regd.Post /E-Mail

Date: 12.06.2023

To

M/s. Victory Trading Company

[Prop: K S Vinod Kumar]

Kalarickkal, Ayakkad,

Thrikkariyoor Post

Kothamangalam

Ernakulum, Kerala-686692

Subject: Award of License for Airport Entry Ticket for International Terminal Building and Visitors' Gallery at Calicut International Airport -Reg.

Sir,

Reference is made to your Technical Bid and Financial Bid against the tender inviting notice floated by AAI Calicut on the above subject in CPP Portal on 31.03.2023 with Tender ID No. 2023_AAI_150769_1. The technical bid of the subject tender was opened on 27.04.2023 and the financial bid was opened on 02.05.2023. In this regard, approval of the Competent Authority is hereby conveyed to grant the subject License in your favour as per the following terms and conditions:

License for Airport Entry Ticket for International Terminal Building and Visitors' Gallery at Calicut International Airport.		
Sl.No.	Details of the License	
1	Location & Area Allotted	One Counter each at Visitors Concourse in International Terminal at Departure and Arrival area. One Counter at the entry gate of Visitors' Gallery. An area admeasuring 02 Sq.mtrs. for each counters, i.e. total area of 06 Sq.mtrs. for three ticket counters. [Ref Annexure I for Location Layout Plan]
2	License Fee	Monthly License Fee of Rs.3,27,786/- per month in addition to this, applicable GST, Utility/ Facilitation Charges @ of 10% for the Normal Space rent for an area of 06 Sq.mtrs.(Space rent for Non-AC Area for the current financial year is Rs.1,700/- Per Sq.Mtr. Per Month), Utility Charges viz. Electricity and Water as per actuals as per AAI applicable rates are payable each month.

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12/6/23

		License Fee will be applicable from the 31st day from the date of this award letter or from the actual date of commencement of the License, whichever is earlier. The monthly payments to AAI, Calicut shall be done using Virtual Account Number (VAN) payment system. The AAI User Manual for payment using VAN is enclosed herewith for ready reference.
3	License period	License is awarded for a period of Three (03) months extendable by another Three (03) months or till the award of Regular Contract at Calicut International Airport, whichever is earlier. The License period commences from the 31st day from the date of this award letter or from the actual date of commencement of the License, whichever is earlier.
4	Security Deposit (non-interest bearing)	Required Security deposit: Rs.9,84,000/- Electricity Security deposit:Rs.1,97,000/- ----- Total Security Deposit: Rs.11,81,000/- The above Security Deposit may be deposited in the form of NEFT/RTGS/DD/PO/Bank Guarantee from a Nationalized/ Scheduled Bank in favour of Airports Authority of India payable at Calicut/Kondotty, which will be refunded (without interest) after vacation of the space & settlement of all dues. In case of Bank Guarantee, the same is to be obtained for an entire period of the contract plus Six (06) months overlapping period. Bank Guarantee from Co-operative bank will not be accepted. No interest is payable on Security Deposit.
5	AAI Bank Account Details for remitting Security Deposit through RTGS/NEFT	Name of the Bank: State Bank of India, Kondotty Branch IFSC Code: SBIN0070311 MICR Code: 673002946 Account Number: 40533613627 PAN Number: AAACA6412D Beneficiary Name: Airport Director, AAI Calicut International Airport

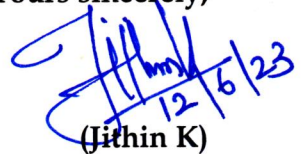
5. The Earnest Money Deposit shall be forfeited and the bidder shall be debarred from further participation in AAI tender(s) for a period of One (01) year, on account of non-completion of the following terms.

- a) Intimating acceptance of terms and conditions of award letter within 03 days from the date of award letter.



- b) Business Incubation Period of 15 days from the date of issue of award letter, and Gestation Period of 15 days from the date of expiry of Business Incubation Period i.e. from the 16th day of issue of award letter and expiring on the 30th day from the date of issue of award letter for completion of all post award formalities and commencement of License as per the timelines indicated in NIT.
 - c) Payment of One-month advance License Fee amounting to Rs.3,87,991/- (License Fee, CAM charges & GST @ 18%) within Business Incubation Period i.e. within 15 days from the date of award letter.
 - d) Payment of Security Deposit amount within Business Incubation Period i.e. within 15 days from the date of award letter.
 - e) Execution of agreement on formal Stamp Paper worth Rs.200/- within Business Incubation Period i.e. within 15 days from the date of award letter.
6. The License fee shall commence from the 31st day from the date of issue of award letter or from the actual date of commencement of the License, whichever is earlier.
7. This award letter and NIT including all terms and conditions mentioned in NIT will form part and parcel of the Agreement.
8. A Stamp paper worth Rs.200/- is to be submitted to this Office for executing the Agreement.
9. Your acceptance to the above terms and conditions must be forwarded to this office within Three (03) days from the date of receipt of this award letter. In this regard, you are therefore requested to return a sealed and signed copy of this award letter as a token of your acceptance of the above terms and conditions.

Yours sincerely,



(Jithin K)
Manager(Commercial)
For Airport Director

Enclosure

AAI VAN User Manual

Copy to:

PS to APD/ Jt.G.M(E-E) /Jt.GM(E-C)/ Dy.GM(Ops)/ Dy.GM(F&A)/CSO/ Billing Desk.

Annexure I

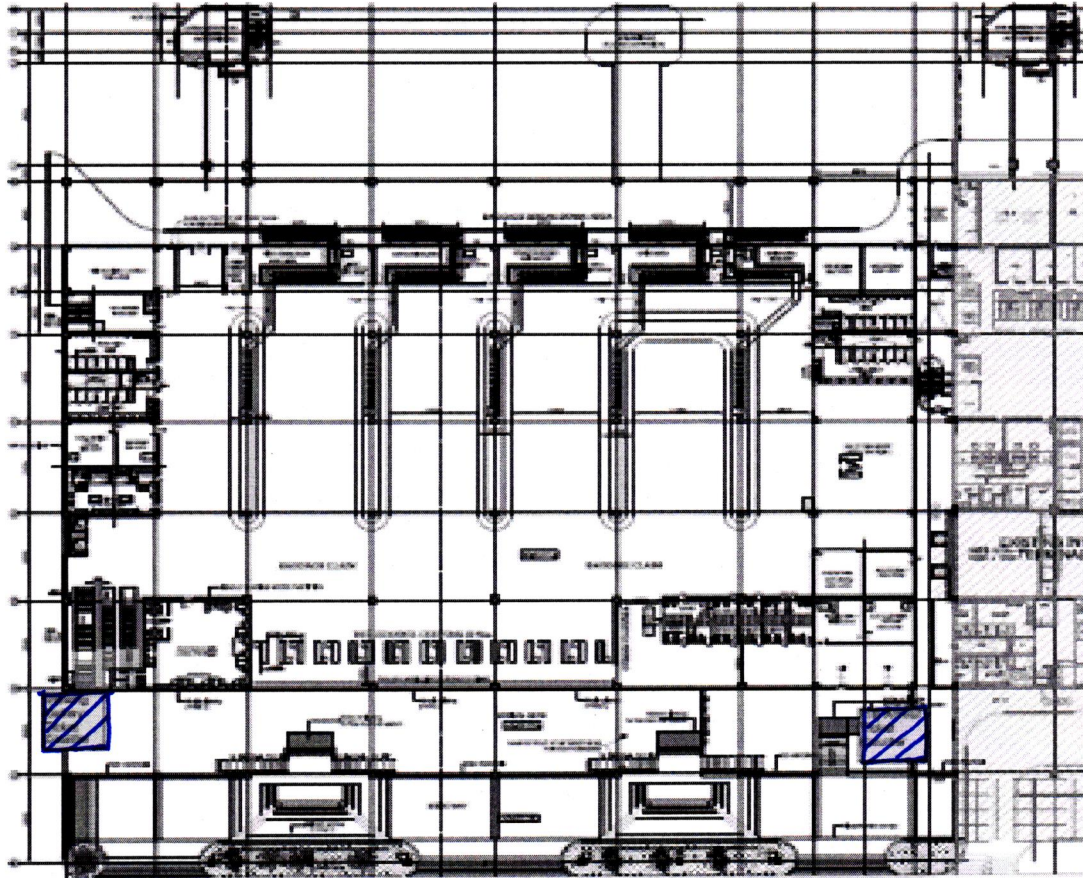
SCHEDULE OF PREMISES & LOCATION LAYOUT PLAN

1. AREA ALLOTTED : 02 Sq.mtrs. for each counter. Total 03 Counters- 06Sq.mtrs.
2. LOCATION : One (01) counter at city side of International Arrival.
One (01) counter at city side of International Departure.
One (01) counter at city side entry gate of Visitors' Gallery
3. PURPOSE : Airport Entry Ticket Counter.

Note: If required, additional counter space may be allotted upon request from the licensee subject to the availability of space. Applicable space rent and other charges will be payable by the licensee in respect of such allotments.

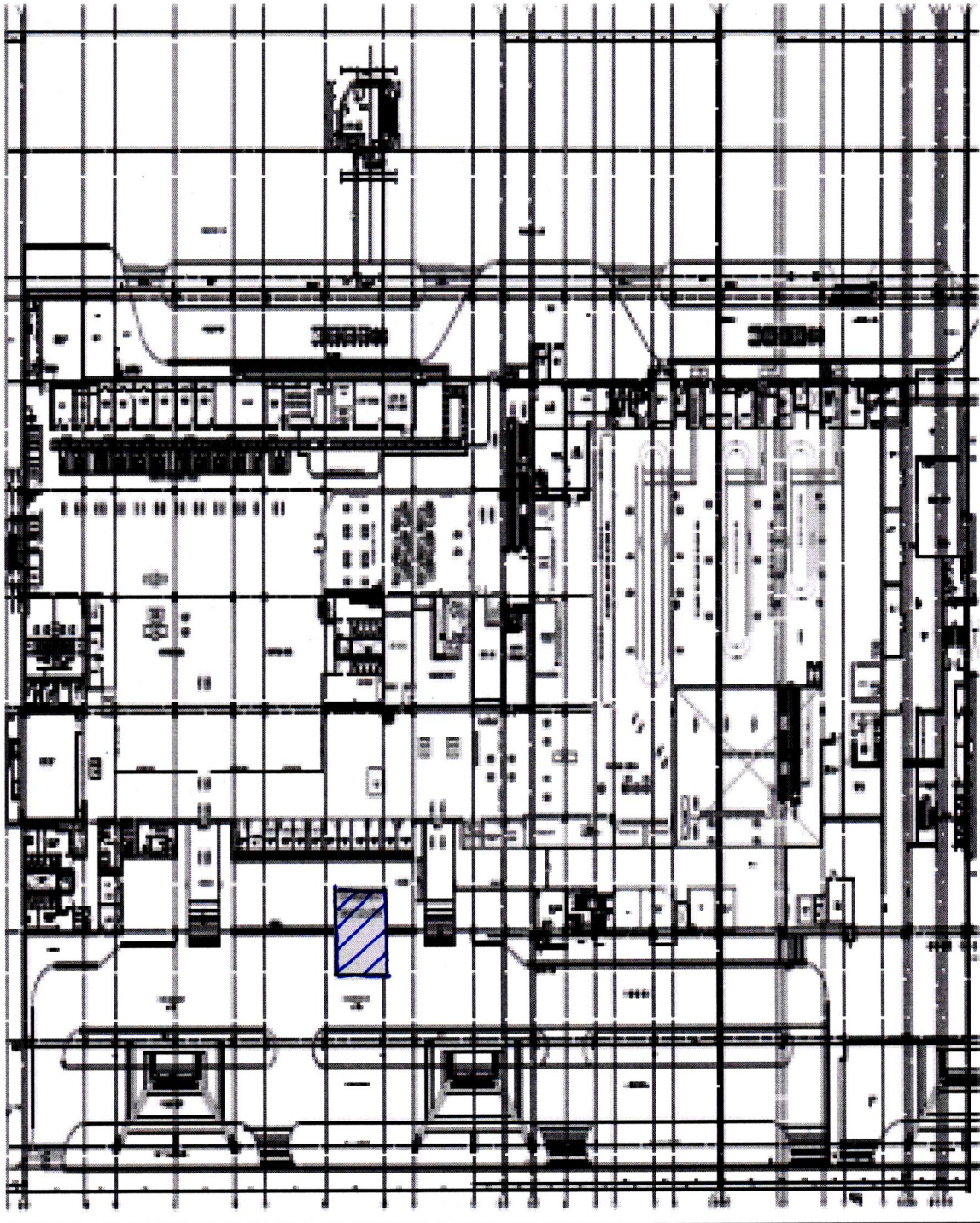


CONCESSION AREA LAYOUT
Ticket Counter of Visitors Gallery and ITB Arrival



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12/6/23

Ticket Counter of ITB-Departure



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26/23

APPENDIX: 2 of Annexure-A

SPECIAL TERMS & CONDITIONS

1. Licensee shall sell Airport Entry Ticket only at the rate of Rs.100/- (inclusive of GST) per person in International Terminal and Rs.100/- (Inclusive of GST) per person for Visitors Gallery. The time period of Airport Entry Ticket will be up to four (04) hours. In case the rate is revised, the license fee now agreed upon will be revised on mutually agreed terms and condition between AAI and the Licensee.
2. The Rate of Airport Entry Ticket i.e. Rs.100/- for International Terminal Building and Rs.100/- for Visitors Gallery is inclusive of components of GST. Accordingly, this shall remain the airport entry ticket rate applicable to end users. Though the above shall be the airport entry ticket rate applied to end user, but the onus of depositing all applicable taxes, prevailing during contract including GST in respect of rates collected for airport entry ticket shall rest with the licensee. The details of GST/Applicable Tax shall be depicted in the Airport Entry Ticket issued to end user.
3. The Licensee shall man the following ticketing counters through their employees on round the clock basis: -
 - a. One Counter at the entry gate of Visitors Gallery.
 - b. One Counter each at International Terminal Arrival and Departure area.
 - c. AAI will handover only vacant space and the successful bidder has to install the ticket counters at their own cost with design duly approved by AAI.
4. All authorized air passenger holding valid air ticket and persons holding valid entry permit issued by the competent authority of AAI/BCAS shall be permitted free entry. Children up to 5 years, Diplomats, MPs and MLAs of State and their staff are exempted from the payment of Airport Entry fee. Similarly, organized students visits, concessional tickets will be issued as per AAI policy. The Authority shall not pay any compensation to the Licensee for authorized free entry concessional tickets.
5. License shall sell the "Printed Tickets" as approved by Airport in Charge. The cost of the printing will be borne by the Licensee. The Licensee shall not display any advertisement on the tickets or it's overleaf without the specific approval of the authority.
6. Two separate colour tickets shall be used for International Terminal Building and Visitors Gallery respectively. There shall be only one entry with one ticket i.e. a visitor can enter only to International Terminal Building Visitor's area with the Entry Ticket for International Terminal Building. Similarly, a visitor can enter only to Visitors Gallery with the Entry Ticket for Visitors Gallery. For easy identification, the licensee has to issue tickets with two colour codes. For example, Green colour ticket for entry to Visitors Gallery and Orange colour ticket for entry



to International Terminal Building Visitors area. The Entry Ticket design, contents, colour code shall be decided with the prior approval of AAI.

7. The Ticketing Counter at the said premises shall be used by the licensee only for the purpose of providing the said facility and for no other purpose what-so-ever. No advertisements should be displayed by the Licensee in the ticketing counter. The licensee has to install sufficient notice boards/stickers for passenger awareness of the facility with the approval of AAI.
8. In case of any ban imposed by Government/BCAS/AAI on visitors entry at Airport, proportionate rebate in the license fee may be given in relation to the ban period. However, the rebate in the license fee as mentioned above may be granted only for the ban period of visitors or the suspension of the operation exceeding continuously for 72 hours or 3 days in a calendar month. Pro rata rebate can also be considered if the total no. of days for which entry is banned equals or exceeds 15 days in a calendar month.
9. In the event of licensee suffering any loss of sales in the tickets, Authority will not be liable and the licensee shall be bound to pay the monthly license fee, payable by him as per the Agreement, except in cases specified at clause 6 above.
10. Authority will not share any revenue collected by issuance of commercial passes/seasonal tickets from various agencies.
11. The licensee should not indulge in any other business except sales of Airport Entry Tickets in the counter allotted to them.
12. The licensee shall keep the surrounding areas of the ticketing counters in a neat and hygienic condition and shall ensure timely disposal of the garbage accumulated in the subject counters.
13. In the events of licensee suffering any loss of sales the Authority shall not be liable and the licensee shall be bound to pay the monthly license fee, payable by him as per the agreement.
14. The licensee shall employ well-groomed persons with pleasing personality and communication skills. They will display utmost curtest towards the passengers and visitors. The employees engaged by the licence shall be of restricted areas of the Airport such as operational areas, check-in areas, Customs Arrival hall etc. the employees while on duty at Airport should be in the AAI's approved uniform provided by the licensee at the licensee's cost and should ear the identity cards along with name badges.
15. A complaint register shall be kept at the counter, which shall be made available to the public on demand to record their complaints/suggestions.
16. No soliciting or canvassing of the business shall be done by the licensee.
17. No modification/renovation/erection work should be carried out without prior approval of Airport Director.

18. The charge of issuance of PIC etc., if any, shall be borne by the licensee.
19. The penalty on account of unsatisfactory performance such as:
 - a) Not maintaining the quality in providing service/facility.
 - b) Not displaying Entry Ticket Rates as approved by AAI.
 - c) Not manning the counter round the clock.
20. RFID cards shall be provided separately by contractor to users as per requirement as and when required/implemented-once in a time user, monthly passes for daily users, employees and VIPs.
21. Provision for Automated Ticket Machines with in-built EPOS facility and also provision for accepting cashless transaction in the form of debit/credit cards/e-wallets shall be ensured by licensee. The licensee has to submit daily/weekly/monthly collection report in electronic format to AAI as per the requirement of AAI.
22. AAI reserves to itself the right to shift the operations or close/reduce any area for modification/works, or due to Security or Operational requirement, and the Licensee is not entitled for any reduction in License fee, except during total ban on visitors' entry due to security reasons as per clause 8.
23. The Licensee shall have to comply with the instructions/guidelines issued by BCAS to verify the valid identity proof of the visitors before sale of tickets for entry into the Terminal Building/Gallery and/or if any directions issued in this regard. No rebate and / or relief shall be considered by AAI in the event of any imposition of the guidelines instructions issued by BCAS and /or statutory Authority with regard to the movement / entry / exit of the visitors etc.
24. The Special Terms and Conditions above shall form part and parcel of the Agreement.

