

**VISAKHAPATNAM AIRPORT  
FINANCIAL EVALUATION SHEET**

|    |                                                                                                                                                 |                                                                                                                                                                                  |
|----|-------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1  | Name of work (facility)                                                                                                                         | RFP to Develop, Operate and Maintain Duty Free Outlets at International SHA of Visakhapatnam Airport                                                                             |
| 2  | Period of License                                                                                                                               | 4 years extendable by 01 year                                                                                                                                                    |
| 3  | E-Bid/Tender No.                                                                                                                                | Tender ID # 2023_AAI_157765_1                                                                                                                                                    |
| 4  | Existing facility/new facility                                                                                                                  | Existing facility                                                                                                                                                                |
| 5  | Name of existing licensee                                                                                                                       | M/s Plus Max Duty Free (Vizak) Pvt. Ltd.                                                                                                                                         |
| 6  | Present Revenue, if any                                                                                                                         | MMG of \$ 6866.67 or 27% of Net sales whichever is higher                                                                                                                        |
| 7  | Minimum Rate per international pax<br>(bidding parameter)                                                                                       | Minimum Rate per international pax of \$ 1.52 plus applicable charges and taxes, whichever is higher <b>(at the time of tender invitation dollar rate was \$1 = INR 82.68/-)</b> |
| 8  | The Names of newspaper in which NIT notification published                                                                                      | Not applicable                                                                                                                                                                   |
| 9  | Date of publication on e-portal and AAI website                                                                                                 | 26.06.2023                                                                                                                                                                       |
| 10 | No. of NIT                                                                                                                                      |                                                                                                                                                                                  |
|    | (a) Sold                                                                                                                                        | Two                                                                                                                                                                              |
|    | (b) Received                                                                                                                                    | Two                                                                                                                                                                              |
|    | (c) Opened                                                                                                                                      | Two                                                                                                                                                                              |
|    | (d) Technical Bid (Qualified)                                                                                                                   | Two                                                                                                                                                                              |
|    | (e) Financial Bid (Qualified)                                                                                                                   | Two                                                                                                                                                                              |
| 11 | Tender:                                                                                                                                         |                                                                                                                                                                                  |
|    | (a) Technical Bid opened on                                                                                                                     | 27.07.2023                                                                                                                                                                       |
|    | (b) Financial Bid opened on                                                                                                                     | 13.10.2023<br>(After approval from APD)                                                                                                                                          |
|    | (c) Tender Valid up to                                                                                                                          | 180 days from date of opening of Financial Bid                                                                                                                                   |
|    | (d) Whether 1 <sup>st</sup> /2 <sup>nd</sup> call<br>In case of second or subsequent calls, details of MRLF reduction, if any, may be provided. | 1 <sup>st</sup> call                                                                                                                                                             |

12. Details of NIT's received/Financial bids:

| Sl. No. | Name of Agencies                                                                                                    | Quoted Rate per international pax                       | Rating | Performance, in case of existing/ex-licensee (Satisfactory/Un-satisfactory) |
|---------|---------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------|--------|-----------------------------------------------------------------------------|
| 1       | <b>M/s India Tourism Development Corp. Ltd.</b><br>Scope Complex, Core 8,<br>6th Floor, 7 Lodhi Road,<br>New Delhi. | \$ 1.75 per Intl. pax plus applicable charges and taxes | H1     | NA                                                                          |

*Raghu*

|   |                                                                                                                                                                                  |                                                         |    |    |
|---|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------|----|----|
| 2 | <b>M/s Mumbai Travel Retail Private Limited</b><br>Elegant Business Park, 3rd floor MIDC Cross Road B Off Andheri Kurla Road, Near Kohinoor Hotel, Andheri East Mumbai MH 400059 | \$ 1.71 per Intl. pax plus applicable charges and taxes | H2 | NA |
|---|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------|----|----|

13. Name(s) out the technically disqualified tenderers if any, with reasons in brief: **NA**

14. Highest valid offer recommended for:

**M/s India Tourism Development Corp. Ltd.** Scope Complex, Core 8, 6th Floor, 7 Lodhi Road, New Delhi with MMG of \$ 7553.34 **(or)** Quoted Rate per international pax of \$ **1.75** plus applicable charges and taxes, whichever is higher.

15. Complaints received if any regarding opening of tender, if so how dealt: **NIL**

16. Whether the tendered amount proposed to be accepted is higher than: MRLF/MMG:  
**Yes (115.13% of MRLF)**

17. Competent Authority to decide the award: **As per DoP 4.5 (a) APD has full powers for Award of Trading Concession or Revenue Earning Contract at Airports in case of competitive bid (not resulting in single tender) and quoted amount above 110% of MRLF.**

18. **Recommendation of Commercial:** Recommended to accept offer and award of the contract in favor of **M/s India Tourism Development Corp. Ltd.**, Scope Complex, Core 8, 6th Floor, 7 Lodhi Road, New Delhi Delhi with MMG of \$ 7553.34 **(or)** Quoted Rate per international pax of \$ **1.75** (which is 115.13% of MRLF of \$1.52) plus applicable charges and taxes, whichever is higher.

19. Financial Concurrence by Finance Department: -----

20. Approval of Competent Authority: -----

*Raghu* 13/10/23  
Aditya Raghunandan B  
Manager (CommI)  
Bid Manager