



भारतीय विमानपत्तन प्राधिकरण Airports Authority of India

भा.वि.प्रा./वाणिज्य/ग्वालियर/Compreh/2023-24/334

Dt: 15.09.2023

To,
M/S RBA Hospitality and Hotels Pvt Ltd,
C-19, Jay Yogiraj Society
Nr Police Station, Sardarnagar,
Ahmedabad Gujarat - 382475

(Kind Attention: Mr. Binay Kumar Singh (Director))

Email: rba.hotels@gmail.com

Reference:- Tender ID: 2023_AAI_162659_1

Subject: Award of Comprehensive License for Executive Lounge, Meet & Greet and Trolley Advertisement Rights cum Retrieval facilities at RVST Airport, Gwalior.

Sir,

In response to your offer to the e-tender (Tender ID: 2023_AAI_162659_1), AAI has decided to award the subject licence to your firm (M/s RBA Hospitality and Hotels Pvt Ltd) on the following terms and conditions: -

1. You shall operate the subject licence at RVST Airport, Gwalior whose location / area is as follows:
 - a) Executive Lounge: 127.5 Sqm area(approx.) Inside Domestic SHA (first floor) or as decided by AAI.
 - b) Meet & Greet Facility: Counter space 6sqm (Arrival) and 4 Sqm Cityside area (Outside Departure side).
 - c) Trolley Advertisement Rights cum Retrieval: 1100 Nos. of trolleys or as decided by AAI.Refer Appendix 4 of Annexure A of tender document for Schedule of premises.
2. The period of concession shall be for **five (5) Years**.
3. The Business Incubation Period, Handing over of the site, Gestation Period, Commencement of Business and Date of Commencement of Licence Fee / Concession Fee shall be as per NIET / tender document.
4. You shall pay quoted monthly licence fee of **Rs.4,05,786/- (Rupees Four Lakhs Five Thousand Seven Hundred and Eighty Six only)** plus taxes and other applicable charges as per NIET / tender document. The quoted License fee is subject to annual escalation as detailed in NIET.

5. Advance License Fee, Security Deposits, Letter of Understanding

- a) The amount of one (01) month's advance licence fee of **Rs.4,94,897/- (Rupees Four Lakhs Ninety Four Thousand Eight Hundred and Ninety Seven only)** inclusive of Utility / facilitation charges plus GST amount @18% is to be deposited in the form of RTGS / NEFT within **fifteen (15) days** from the date of this letter of intent / award. The detail of monthly licence fee is as under:-

Particulars	Amount in Rs.	GST 18%	Total in Rs.
Monthly Licence fee	4,05,786	73,042	4,78,828
Utility / facilitation charges (133.5 Sqm x Rs. 1000 x 10%) (4 Sqm x Rs.670 X 10%)	13,350 +268 = 13618	2451	16,069
Total Amount			4,94,897/-

हवाई अड्डा निदेशक, राजमाता विजयाराजे सिंधिया टर्मिनल, ग्वालियर 2473880 0751 फोन 2470080 0751 फैक्स 020 474
Airport Director, Rajmata Vijayaraje Scindia Terminal, Gwalior 474020 Fax 0751 2470080 Phone 0751 2473880



भारतीय विमानपत्तन प्राधिकरण Airports Authority of India

- b) An interest free Security Deposit (SD) of **Rs.29,69,382/- (Rupees Twenty Nine Lakh Sixty Nine Thousand Three Hundred and Eighty Two only)** equivalent to **six (6) months** 1st year licence fee including utility / facilitation charges and Govt. taxes is to be deposited in the form of NEFT / RTGS or Bank Guarantee (BG) from any Nationalized / Scheduled Commercial Banks (as per Reserve Bank of India guidelines) in the format as per **Annexure-K** of tender document having a validity period of **180 (one hundred eighty) days** from the date of expiry of contract.
- c) Security Deposit (SD) in respect of electricity charges amounting to **Rs2,96,940/- (Rupees Two Lakh Ninety Six Thousand Nine Hundred and Forty only)** equivalent to **5%** of annual licence / Concession Value. The said Security Deposit will cover Security Deposit (SD) towards all types of utilities such as Electricity, Water, Data Port, Telephone etc.
- d) A Letter of Understanding is also to be submitted along with Bank Guarantee(s) in the format as per **Annexure-L** of tender document.
- e) Bank Charges shall be borne by the concessionaire.
- f) **The Bank Guarantee (BG) from Co-operative Bank (even scheduled) / Societies / Payment Banks or in the form of FDR shall not be acceptable.**
6. You are requested to make payments by way of online through NEFT / RTGS to AAI Bank, whose particulars are as under:-
- a) Account Holder's Name - Airports Authority of India, Gwalior Airport
b) Bank A/c No.(Current Account) - 40538032998
c) Bank Name / Branch Address - City Centre Branch, Gwalior-474011
d) IFSC Code - SBIN0004352
7. It would be your responsibility to obtain all necessary security clearance from BCAS/any other regulatory agency as required within the gestation period itself.
8. 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 Chief Security Officer (CSO), Security Directorate, AAI, Gwalior and Bureau of Civil Aviation Security (BCAS), Bhopal.
9. 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.
10. You shall intimate the list / names of the persons employed by your company or going to employ, who are near relatives (*i.e. wife, husband and dependent parents, grandparents, children, grandchildren, brothers, sisters, uncle, aunts, cousins and their corresponding in laws*) of AAI employees.
11. Other terms and conditions shall be as per e-tender documents for the subject facility.
12. This letter of intent / award (LOIA) shall form part and parcel of the licence/concession agreement to be executed.
13. Kindly acknowledge the receipt of this LOIA and submit your acceptance letter within **seven (7) days** from the date of issuance of this letter of intent / award (LOIA).

Regards,

(Sandeep Aggarwal)
Airport Director
AAI, RVST Airport, Gwalior.

Encl. As Above.



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Annexure-A

Format Consent Letter

Dispute Resolution Clause

To,

The Chairman/Member/Regional Executive Director, Airports Authority of India,

SUB: Request for appointment of arbitrator under Clause _____ of the _____ agreement dated _____ for _____

Sir/Madam,

1. We state that _____ (contractor/agency) was awarded work/concession _____ of _____ at _____ Airport/ _____ (other location) of Airports Authority of India through Award Letter dated _____.
2. Dispute related to _____ arose between us (contractor/agency) and AAI.
3. On _____ (date), dispute was referred to Mediation as per AAI Mediation Policy and any settlement on the following claims/disputes was not reached between the parties:
 - (i)
 - (ii)
 - (iii)
4. A concise statement along with claim in respect of each of such disputes is attached herewith.
5. In view of the above, we invoke arbitration under clause _____ of the _____ agreement between us and AAI and as per provision to Section-12(5) of the Arbitration & Conciliation Act, 1996, we hereby agree and request the Chairman/Member/Regional Executive Director AAI to appoint arbitrator from AAI's panel of arbitrators.
6. I/ We also give my/our consent for appointing any of an arbitrator from AAI's approved panel of arbitrators, **as per paragraph-5 above.**

Thanking you,

(_____)

Authorized signatory of

Encl:As above