



भारतीय विमानपत्तन प्राधिकरण AIRPORTS AUTHORITY OF INDIA

संदर्भ संख्या: भाविप्रा/गोवा/वाणिज्यिक/बैगेज टॉली/2024/GIG (1+5)

दिनांक: 27.11.2024

सेवा में,

M/s Amanora The Beauty Lounge,
Galaxy Residency, NH-17,
Alto Porvorim Bardez-Goa 403501
(E-mail-info.amanorabeautylounge@gmail.com)

विषय: LOIA for Licence for Baggage Trolley Advertisement Rights cum Retrieval Facility at New Integrated Terminal Building, Goa International Airport, Dabolim. (:2024_AAI_203825_1)

महोदया,

This has reference to your participation in the subject tender whose technical and financial bids were opened on 11.09-2024 and 23.10.2024 respectively. We are pleased to inform you that the Competent Authority has decided to award the subject licence to you on the following terms and conditions: -

1. You shall operate Baggage Trolley Advertisement Rights cum Retrieval Facility at following location of Goa Airport:
 - i) Location: -New Integrated Terminal Building, Goa International Airport, Dabolim.
 - ii) Total Number of Trollies: - 1440 (Approx.)
2. The period of Licence shall be 03 (Three) years, unless terminated earlier on account of following: -
 - a) The licence can be terminated by giving 60 days' notice in writing from either side without assigning any reason.
 - b) AAI can also terminate the licence on a short notice on account of un-satisfactory performance.
 - c) Termination on expiry of the specified time period allotted for unresolved internal dispute resolution.The licensee shall necessarily operate the contract minimum of 50% of contract period, failing which the licensee may be debarred from participating in any tender in AAI for a period of 1 (one) year.
3. You shall be required to convey the acceptance of this LOIA within 07 days from the date of the issuance of LOIA along with the duly signed duplicate copy of this LOIA.
4. You shall pay the licence fee @ Rs.21,75,840/- (Rupees Twenty One Lacs Seventy Five thousand Eight Hundred Forty only) plus other applicable charges and Taxes per month. License Fees shall be subject to annual escalation as per NIET document.
5. GST (presently @18%) or any other tax levied by State / Central Govt. as applicable from time to time will be extra & payable by you.

[Handwritten Signature]

6. (i) All bills (including MMG/MAG and any other bills) for the current month shall be raised on 1st day of month in advance, except true-up and reimbursement of expenditure bills like electricity, water etc. The invoices for reimbursement of expenditure like electricity, water charges etc. for the completed month shall be raised on 5th of succeeding month.
- (ii) A credit period of 15 days (date of invoice plus 15 days) shall be provided, which is subject to reduction as and when decided by the Authority.
- (iii) AAI shall levy penal interest @ 12% annum from the due date (i.e. date of invoice plus 15 days) till the actual date of payment received in AAI account in the cases concessionaire/ agencies settled the invoice after due date but within 90 days (date of invoice plus 90 days) and @ 18% per annum from the due date till the actual date of payment received in AAI account in the case of concessionaire/agencies settled the invoices after 90 days. In case of part payment made by agency, same rate of interest on the balance amount of invoice as applicable shall be charged.
- (iv) That the Licensee shall pay the charges for the consumption of electricity and water consumed in the premises and/or for the purpose of use of the said premises within 15 days from the date of raising of invoice by Authority (or as decided by Authority from time to time), along with the other utility charges. Invoice for the water, electricity and other utility charges for the completed month shall be raised on 5th of succeeding month, at rates fixed by it from time to time.
7. You shall pay one-month advance licence fee including and GST amounting to Rs. 25,67,491/- (Rupees Twenty-Five Lacs Sixty Seven Thousand Four Hundred Ninety One Only) within 30 (Thirty) days from the date of issuance of this LOIA. The amount has been arrived at as follows.

a. Monthly Licence fee	- Rs.21,75,840 /-
b. Add GST@18% on a above	- Rs.3,91,651/-
Gross Concession fee (a+b)	- Rs.25,67,491/-

The payment in the form of cash through NEFT/RTGS mode can be made by using bank particulars of AAI, Goa as mentioned below: -

Bank Account No. (Current account) - 33814679549
Bank Name and Branch Address
STATE BANK OF INDIA, SHOP NO.26/27/28, ANAND TOWERS II, AIRPORT
ROAD, CHICALIM, GOA 403 801
IFSC CODE - SBIN0010721

8. The Licensee shall pay Security deposit amounting to Rs. 1,02,70,000/- (Rupees One Crore Two Lac Seventy Thousand only) equivalent to 04 (Four) months gross concession fee to AAI within 30 days from the date of issuance of this LOIA. The SD amount equivalent to 04 (Four) months gross concession fee to be submitted through NEFT/RTGS (Bank particular details depicted under point 07 above) / or BG from any scheduled commercial bank (Bank Guarantee from co- operative bank, even scheduled, will not be accepted).

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9. The total amount payable by the agency is depicted as below:-

- | | |
|---|---------------------|
| (a) Advance concession Fee (refer point. 7 above) | = Rs.25,67,491/- |
| (b) Security deposit (04 months concession fee)
(refer point. 8 above) | = Rs.1,02,70,000/- |
| (c) Security Deposit (electricity/water/telephone etc) | = Rs. 10,00,000/- |
| (d) Total a+b+c above | = Rs. 1,38,37,491/- |

The total amount payable by the licensee is Rs. 1,38,37,491/- (Rs. One Crore Thirty Eight Lakh Thirty Seven Thousand Four Hundred Ninety One only).

No Interest is payable on Security Deposit by AAI

10. You shall have to enter into an Agreement with AAI, Goa on Rs.500/- Non-Judicial stamp paper (of Goa state) for the subject licence as per draft already provided under the tender document within 30 days from the date of LOIA).

11. Handing Over of Sites:

- a) Sites will be handed over to the selected bidder upon fulfilment of conditions of award within the stipulated time of business incubation period.
- b) If the Licensee fails to complete the conditions of award which are pre-requisite for handing over of site, then the gestation period will be deemed to have commenced on 31st day of issuance of LOIA i.e. immediately after expiry of business incubation period. However, actual handing over of sites shall only be done after completion of all conditions of award.

12. Gestation Period:

a. Gestation period of 90 Days:-

- 30 days for retrieval of trollies;
- 60 days for planning, implementation of business development for procuring advertisement on the trollies

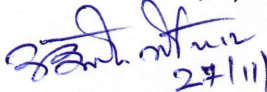
reckoned from the date of handing over of sites shall be permissible.

NOTE: However, actual billing will start from 91st day for all trollies and in cases where part trolley(ies) with advertisement is/are introduced before the expiry of gestation period, pro rata billing will be done).

- b. No gestation period is to be permitted in case of renewal/award of the concession/license in favour of the existing licensee in the same place (i.e. same area as well as location). However,
 - i. where there is change in location or due to suspension of the business to carry-out modification at the existing area etc. in the concession/license premises, normal gestation period, as defined above, may be permitted.



- ii. If there is increase in the area in the new license at the same location awarded to existing licensee, the gestation period would be applicable for the incremental area only (if he continues with the business from the existing area and needs development period for the incremental area). In this scenario, licensee shall continue to be billed on the basis of quoted license fee on pro-rata basis for existing area. Billing for the newly developed/incremental area shall be started after expiry of gestation period.
13. The Licensee, his agents & servants shall observe, perform & comply with all Rules & Regulations for the Minimum Wages Act, & the provision of any statutory law applicable to the licensee including any Rules & Regulations made by the Airports Authority, Civil Aviation Department or any other Departments of Government and/or local body or administration in force from time to time & do the business which the licensee is allowed to carry under this contract.
14. It would be the responsibility of the licensee to obtain all necessary security clearance from BCAS/any other regulatory agency as required.
15. The Concessionaire shall at all times comply with all BCAS guidelines as may be applicable to its operations at the Airport. The Concessionaire acknowledges that in case of any of the location falls under the security hold area of the airport then it shall comply with the BCAS guidelines that classify certain items such as weapons, explosives, steel or metallic knife etc. as prohibited items which no person is allowed to carry to the security hold area.
16. The Agency has to sign and submit the Integrity Pact in the prescribed format.
17. All special terms and conditions shall be applicable as per NIET.
18. This letter shall form part & parcel of the agreement and other terms and conditions shall be as per the agreement to be executed and tender documents & corrigendum (s) for the subject facility.

भवदीय,

27/11/24
(अशोक चेट्टियार)

सहा महा-प्रबन्धक (वाणिज्य)
कृते- विमानपत्तन निदेशक

Copy to:-

Internal: Jt.GM (E-E)/ Jt.GM (OPS)/ DGM (F&A)/DGM (Civil)/ CSO/ PA to APD.

Signature Not Verified

Digitally signed by ASHOKKUMAR
HARIKRISHNAN CHETTIAR
Date: 2025.05.28 11:40:05 IST
Location: eProcurement System for Central
PSUs