



भारतीय विमानपत्तन प्राधिकरण
AIRPORTS AUTHORITY OF INDIA



IMS (ISO 9001:2015, ISO 14001:2015 &
ISO 45001:2018)

By speed post/ e-mail

14.02.2025

AAI/TR/COMML/MEET&GREET AND EXECUTIVE LOUNGES/2024

To,

M/s. BENGALURU AIRPORT SERVICES LIMITED;
ADMINISTRATION BLOCK,
KEMPEGOWDA INTERNATIONAL AIRPORT, DEVANAHALLI
BENGALURU, KARNATAKA- 560300
Email: george.k@bialairport.com

**SUB- LETTER OF INTENT TO AWARD(LOIA)- COMPREHENSIVE E-TENDER FOR AWARD OF LICENSE TO
OPERATE MEET & GREET FACILITY AND EXECUTIVE LOUNGES FACILITY AT TRICHY INT'L AIRPORT,
TRICHY- REG.**

Ref- Your e-tender for the above subject at this airport

Dear Sir,

In this regard, the undersigned is pleased to convey the approval of the competent authority for award of license to **Operate Meet & Greet Facility and Executive Lounges Facility at Trichy Int'L Airport** to **M/s. Bengaluru airport services limited.**, with the quoted monthly license fee of **Rs. 28,53,000/- (Rupees Twenty Eight Lakhs Fifty Three Thousand Only)** per month, subject to annual escalation as per clause 4 of NIT, PLUS utility/ facilitation charges, space rent charges and other charges plus applicable GST, as applicable from time to time, for a period of 05 years, from the date of taking over the license as per the NIET and following terms & conditions.

1.	License	Comprehensive e-tender for Award of License to Operate Meet & Greet Facility and Executive Lounges Facility at Trichy Int'L Airport
2.	Period	05 years, from the date of taking over the license
3.	Area/ Location	5 sqm at Departure/ Arrival for Meet & Greet Facility 450 sqm at Upper Departure Level at Domestic SHA and 620 sqm at Upper Departure Level at International SHA for Executive Lounges Facility
4.	License Fee	Rs. 28,53,000/- (Rupees Twenty Eight Lakhs Fifty Three Thousand Only) + GST and other applicable charges. License Fee shall be paid on or before 16 th of every month in advance. In addition to License Fee, Space rent shall be paid on or before 16 th of every month in advance i.e., AC Space Rent @Rs.1550/- Per Sqm Per Month and Non-AC Space Rent @Rs.1030/- Per Sqm Per Month (or at rates as notified by AAI from time to time) and also for additional area allotted (if required by the licensee) for Counter space for Meet & Greet service, kitchen space and storage space etc. Such space shall be allotted by the AAI to the license, subject to availability. Space Rent is subject to annual escalation @7.5% rounded off to nearest Rs.10/- on 1st April of every year or at the rates notified by AAI from time to time.

तिरुचिरापल्ली अंतर्राष्ट्रीय हवाईअड्डा, त्रिची- 620007
TIRUCHIRAPPALLI INTERNATIONAL AIRPORT, TRICHY - 620007
दूरभाष/ Phone : (0431) 2341810, 2340551 Ext. 304. फैक्स/Fax: (0431) 2341812

Handwritten signature



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		All applicable Government Taxes including GST (presently at the rate of 18%) or at the rates declared by Government of India or State Government from time to time is to be paid.
5.	Electricity & Water Charges	As per EB tariff on actual consumption of electricity and water charges at the rates fixed by AAI, subject to revision from time to time.
6.	Utility/ facilitation Charges	In addition to the License Fee, 10% of normal space rent (or as may be notified by AAI from time to time, presently (for FY2024-45) normal notified space rent is Rs. 1550/- per sqm per month for Ac area and Rs. 1030/- per sqm per month for noc-AC area per month) PLUS GST shall be paid towards Utility/ facilitation Charges.
7.	Advance License Fee	License Fee - Rs. 28,53,000/- Space Rent - Rs. 7,750/- (for Meet & Greet Facility) Utility Charges - Rs. 1,66,625/- (for Meet & Greet Facility and Executive Lounges Facility) Total - Rs. 30,27,375/- GST @18% - Rs. 5,44,928/- Grand Total - Rs. 35,72,303/- (Rupees Thirty Five Lakhs Seventy Two Thousand Three Hundred Three Only) shall be paid online to the bank of AAI, Trichy.
8.	Security Deposit for License Fee	Equivalent to 06 months of license fee (based on 1 st year license fee) amounting to Rs. 2,14,33,818/- (Rupees Two crores Fourteen Lakhs Thrity Three Thousand Eight Hundred Eighteen Only) shall be paid in the form of RTGS/NEFT/Bank Guarantee from a Nationalized/Scheduled bank (Bank Guarantee from Co-operative Banks, even scheduled co-operative banks, shall not be acceptable) in favor of Airport Director, AAI, Trichy Airport, subject NIET conditions. Bank Gaurantee should be valid for entire period of the license plus Twelve (12) months as per NIET conditions.
9.	Security Deposit for Electricity Charges	An Amount of Rs. 10,00,000/- (Rupees Ten Lakh Only) shall be paid online to the bank of AAI, Trichy.
10.	Agreement	An agreement in duplicate in the prescribed format as per NIT is to be executed on non-judicial stamp paper of value of Rs.100/-. Cost Of Stamp Paper shall be borne by you. This award letter shall also form part of the Agreement.
11.	Bank Details	Beneficiary Name: Airports Authority of India Bank Name: State Bank of India Bank Address: Airport Branch, Trichy - 620007 Account No: 40533688990 RTGS Code/ IFSC Code: SBIN0016393 Charges for Transfer: To be borne by the Party
12.	Business Incubation Period	Business Incubation Period shall mean a period of 15 days from the date of issuance of LOIA to the selected bidder. The selected bidder will be under obligation to complete all the formalities/ conditions of award as will be specified in the LOIA.
13.	Gestation Period	Gestation period of 120 Days from the expiry of Business Incubation period or 16 th day of LOIA, whichever is earlier as per NIET conditions. The License fee shall be payable after completion of Gestation period or commencement of business, whichever is earlier.

Subopt



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Other Terms and Conditions:

01. After taking over the License, if the License fee and other applicable charges, as per bill, is not paid within the stipulated date, AAI shall levy penal Interest @ 12% per 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 any agency, same rate of interest on the balance amount of invoices as applicable shall be charged.

02. That the License for the above said facility shall be valid for the period of 05 years w.e.f THE DATE OF TAKING OVER OF LICENSE, unless terminated earlier on account of following:

- (a) By giving 120 days' notice in writing from either side without assigning any reason.
- (b) Terminated by AAI 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.

03. In case of failure to accept the terms and conditions of the award of license, you will be debarred from participating in any Commercial License/Tender at AAI, at any Airport, for a period of 01 year.

04. The EMD will be forfeited and the party may be debarred for further participation in AAI's tende(s) for a period of 01 year on account of non-compliance of the following:

- (a) Acceptance of the offer within 07 days from the date issuance of award letter.
- (b) Payment of advance License Fee for one month within 15 days from the date of issuance of award letter.
- (c) Payment of Security Deposit within 15 days from the date of award letter.
- (d) Execution of Agreement within 15 days from the date of award letter.
- (e) Commencement of the facility with in the Gestation period as per the NIET conditions.

05. The acceptance should be conveyed within 07 days by signing and returning the duplicate copy of the award letter.

06. The licensee is liable to obtain proper insurance coverage for their properties / goods stored or used in the licensed premises.

07. The licensee shall obey the various Central and State Govt. Labour Laws in force from time to time and ensure their registration etc. as per rules.

08. The licensee shall abide by the rules & regulations and legislation of Central and State Government on Environmental protection.

09. The licensee is liable to implement the AAI commitments and practices on ISO 14001 -2004(Environmental Management System).

10. Modification/renovation, if any required in the allotted area should have prior approval of the competent authority of AAI.

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11. The licensee shall not unless with the written consent as afore said assign or transfer the present license or any party thereof.
12. The licensee shall abide by the terms and conditions, rules, and regulations of AAI as may be enforced from time to time.
13. In addition, all rates, assessments, outgoings and other taxes wherever applicable including the service in respect of the said premises will be payable by the licensee.
14. The licensee shall use the area only for the purpose for which it is allotted and for no other purposes and confine their activities within the space allotted.
15. The allotment is subject to clearance of all outstanding dues, if any.
16. The award letter & e-tender NIT shall form part and parcel of the agreement.
17. It would be the responsibility of the licensee to obtain all necessary security clearance from BCAS/any other regulatory agency as required through e-sahaj portal via online mode.

Security Clearance: The selected Bidder/ Licensee/ Concessionaire shall apply to Bureau of Civil Aviation Security (BCAS) for approval of the Security Clearance, within a period of 10 days from the issuance of LOIA and submit copies thereof to the Authority.

Security Programme: The selected Bidder/ Licensee/ Concessionaire shall apply to Bureau of Civil Aviation Security (BCAS) for approval of the Security Programme, within a period of 10 days from the issuance of LOIA and submit copies thereof to the Authority, in case the Selected Bidder/Licensee/ Concessionaire is having prior Security Clearance from BCAS.

In case the Selected Bidder/Licensee/ Concessionaire is not having prior Security Clearance from BCAS on the date of issuance of LOIA, then the Selected Bidder/Licensee/ Concessionaire has to apply to BCAS for approval of security programme within a period of 05 days from the date of receipt of Security Clearance from BCAS and submit copies thereof to the Authority.

18. You are requested to kindly complete the above cited contractual formalities and take possession of the license within the applicable gestation period as per the NIET conditions.
19. All the above conditions along with those mentioned in the NIET shall be binding on the licensee.

Thanking you,

Yours Sincerely,

Sudipta

(SUDIPTA S)

ASST. MANAGER (COMMERCIAL)
FOR AIRPORT DIRECTOR

Copy to: -

**JGM(CNS)//DGM (F&A)// DGM(OPS)// DGM(E-C)// DGM(E-E)// SM(IT)// MGR(FIRE)//CSO// SAU,
Trichy//TERMINAL MANAGEMENT**