



भारतीय विमानपत्तन प्राधिकरण AIRPORTS AUTHORITY OF INDIA

No.CL-12041/36/2024-APD-NR-UDAIPUR

Dated: 18.02.2025

MAIL/SPEED POST

To,

M/s Tiger 4 India Limited,
#7, Lower Ground Floor,
L.S.C., B-1, Vasant Kunj,
New Delhi-110070

Sub: Award of Comprehensive License for Operating Meet & Greet facility and Trolley Advertisement Rights Cum Retrieval facility at Maharana Pratap Airport, Udaipur.

Sir,

In response to your offer to the E-tender (Tender ID: 2024_AAI_207003_1) on the above-mentioned subject, the Competent Authority is pleased to award the Comprehensive License for Operating Meet & Greet facility and Trolley Advertisement Rights Cum Retrieval facility at Maharana Pratap Airport, Udaipur to you for a period of 05 (Five) years subject to completion of following terms and conditions: -

1. **Periodicity-** Five (05) Years.
(In case of difference in dates of commencement of facilities due to different gestation period, the periodicity of this concession shall be co-terminus i.e. Concession Period of 05 years from the date of commencement of facility or expiry of gestation period, whichever is earlier, of first facility shall be the concession period for both the facilities.)
2. Acceptance of the offer within 07 (Seven) days from the date of issuance of this letter.
3. **Advance License Fee** - Payment of one month's advance license fee of **Rs.3,01,285/- (Rupees Three Lakh One Thousand Two Hundred Eighty-Five Only)** (i.e. quoted license fee of Rs.2,48,000/- plus applicable space license fees and Utility/Facilitation/Common area maintenance charges and GST for a tentative area of 06 SQM) within 15 (fifteen) days from the date of issuance of this letter in the form of NEFT/RTGS.
4. **Security Deposit:**
(a) Payment of Security Deposit within 15 days from the date of issuance of this letter, amounting to **Rs.18,08,000/- (Rupees Eighteen Lakh Eight Thousand Only)** (i.e. 06 months equivalent Concession fee of 1st year) to AAI as an interest free Security Deposit (SD).



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The SD amount equivalent to 03 months concession fee amounting to **Rs.9,04,000/- (Rupees Nine Lakh Four Thousand Only)** to be submitted in the form of RTGS/NEFT and balance 03 months equivalent concession fee amounting to **Rs.9,04,000/- (Rupees Nine Lakh Four Thousand Only)** to be submitted by way of NEFT/RTGS/Bank Guarantee from any scheduled commercial bank (Bank Guarantee from co-operative bank, even scheduled co-operative banks/Societies /Payment Banks or by means of FDR, will not be accepted) in favour of Airports Authority of India as per below details:

Bank Details

Bank Name : State Bank of India
Bank Address : Pratap Nagar, Udaipur (Raj)
Account No. : 33783057199
RTGS Code/ IFSC Code : SBIN0031592

Bank Guarantee should be valid for the entire period of license plus **Twelve (12)** months from a Nationalized/Scheduled Bank and in favour of Airport Director, AAI, Udaipur Airport.

- (b) While submitting the documents to BG issuing bank, successful bidder to submit a letter to the issuing bank as per the format mentioned in the Appendix 2 of Annexure K of Notice Inviting E-tender along with details as per clause 5 of "GENERAL INFORMATION AND GUIDELINES" section of NIT/tender document.
- (c) Additional Security Deposit based on the fourth year's Concession Fee shall be submitted by the Licensee on or before the expiry of First Quarter of Fourth Year Contract Period. Bank charges shall be borne by the agency.
- (d) Payment of security deposit in respect of electricity charges amounting to **Rs.2,65,000/- (Rupees Two Lakh Sixty-Five Thousand Only)**. The said security deposit will cover SD towards all types of utilities such as Electricity, Water, Data Port, Telephone etc.
5. **Concession Agreement:** Execution of the Agreement within 15 (fifteen) days from the date of issuance of this letter (on Stamp Paper of appropriate value, related costs to be borne by the licensee).
6. **Monthly license Fee-**
- i. Quoted Monthly License Fee of **Rs.2,48,000/- (Rupees Two Lakh Forty-Eight Thousand Only)** plus applicable charges and taxes.



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- ii. The quoted fixed license fee is subject to annual escalation as detailed in NIT.
 - iii. Applicable space license fees at rates as notified by AAI from time to time for the allotted space. Presently normal notified space rent is INR 1,550/- per SQM per month (for A/C space) and INR 1,030/- per SQM per month (for Non-A/C space) w.e.f. 01.04.2024 subject to annual escalation of 7.5% p.a. or as fixed by AAI from time to time.
 - iv. Utility/Facilitation/Common area maintenance Charges at 10% of applicable space rent for the allotted space.
 - v. 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.
 - vi. Charges for the consumption of the electricity and water consumed for the purpose of use of the said license as becomes due and payable and in accordance with the directions of the Authority and at the rates as fixed by AAI from time to time.
7. **Business Incubation Period:** 15 days from the date of issuance of this letter.
8. **Gestation Period:**
- (a) **Meet & Greet:** Gestation period of **45 (Forty-Five)** days, reckoned from the date of handing over of sites or actual commencement of Commercial Operations, whichever is earlier.
 - (b) **Trolley Advertisement Rights cum Retrieval:** **90 days**
 - Thirty (30) days for retrieval of trolleys;
 - Sixty (60) days for planning, implementation of business development for procuring advertisement on the trollies.

NOTE: However, actual billing will start from 91st day for all trolleys and in cases where part trolley(ies) with advertisement is/are introduced before the expiry of gestation period, pro-rata billing will be done.
9. Airports Authority of India shall raise bills for the current month 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.



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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 Authority.

Authority 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 Authority's 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 Authority's 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 invoice as applicable shall be charged.

10. The Business Incubation Period, Handing over of sites, Gestation Period, Commencement of Business and Date of Commencement of License Fee / Concession Fee, Termination, etc. shall be as per NIET / tender document and corrigendum(s) issued thereto.
11. Details of Bank Account of Airports Authority of India for online payments (NEFT/RTGS) are given below:

Account Name	Airports Authority of India
Account Type	Current
Account No.	33783057199
Bank Name	State Bank of India
Branch	Pratap Nagar, Udaipur, Rajasthan
IFSC Code	SBIN0031592

12. It shall be licensee's responsibility to obtain all necessary security clearances from BCAS/any other regulatory agency as required within prescribed time period. Compliance of prevailing security norms etc. from time to time shall be ensured by you.
13. The necessary Airport Entry Permits to the employees of the concessionaire shall be issued as per the rules/regulations of BCAS. It shall be licensee's responsibility to ensure and obtain police verification and relevant documents for this purpose. The charges applicable for issuance of Airport Entry Passes shall be borne by you.
14. It is the responsibility of the licensee to obtain all applicable clearances/permits from the respective Govt. agencies/local authorities, if any, for running the subject facility.



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15. It shall be licensee's responsibility to ensure all the compliances of policies in vogue towards the subject facility and any revisions thereof.
16. All the terms and conditions/provisions of NIT/Tender documents and corrigendum(s) etc. shall be applicable.
17. This letter, NIT and corrigendum(s) shall form part and parcel of the license/concession agreement.

You are requested to submit the acceptance of subject award on your Company's Letter Head along with the duplicate copy of this award letter, duly signed and stamped by the authorized signatory of your Company within **seven (07) days** from the date of issuance of this letter.

Encl: As above.

Regards,

Abhishek Verma
Manager (Comml.)
For Airport Director

Copy to :

1. M/s Tiger 4 India Limited, Branch Office: 4th Floor, SBI Zonal Office, SRM Tower-1, Plot No C 1 Subcity Centre, Near Parshuram Chowk, Udaipur, Pin Code-313002
2. The Airport Director - AAI, MPA Udaipur

Regards,

Abhishek Verma
Manager (Comml.)
For Airport Director