

# भारतीय विमानपत्तन प्राधिकरण AIRPORTS AUTHORITY OF INDIA

Ref: AAI/MDU/C-154

Date: 06.03.2025

By Speed Post/Mail

To

M/s. Himalaya Wellness Company  
Tumkur Road, Makali  
Bangalore-562 162.

Sub: Letter of Intent to Award (LOIA) - 'License for Managing and Operating Baby Care Room Facility at Madurai Airport' - Reg.

Ref: Your E-Tender Id: 2024\_AAI\_215735\_1 for the above License at Madurai Airport.

Sir,

Competent Authority is pleased to issue LOIA for the facility of 'License for Managing and Operating Baby Care Room Facility at Madurai Airport' at Eight (08) locations for the period of Three (03) years and subject to the following terms and conditions:

1. Licensee shall pay licence fee @ Rs.1,07,500/- (Rupees One Lakh Seven thousand five hundred rupees only) per month.
  - a. License Fees shall be subject to cumulative annual escalation of 10%.
  - b. The first annual escalation will be applicable after completion of one year. Even if, on account of any delay whatsoever, licensee could not commence business operations on the expiry of gestation period stipulated in NIT, for the purpose of calculation of date on which 12 months of license are completed (date on which first escalation is applied) shall be deemed from next day of expiry of gestation period stipulated in NIT.

In addition to the above said license fee, Licensee has to pay Common Area Maintenance Charges at 10% of normal space rent or as may be notified by AAI from time to time. Presently normal notified A/C space rent is Rs.1550/- per Sqm per month and Non A/C space rent is Rs.1030/- per Sqm per month subject to 7.5% annual compound escalation then rounded off nearest to Rs.10/- w.e.f. 1st April of every year or as decided by AAI from time to time. The space rent is subject to revision at the discretion of Airports Authority of India for allotted space.

- a. Licensee to pay 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.
- b. Licensee to pay charges for the consumption of the electricity & 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.

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- c. Licensee shall pay advance license fee for first month works out to Rs.1,39,323/- (L/Fee Rs.1,07,500/- + Rs.10,570/- CAM Charges (58.404sqm A/C and 14.73sqm Non A/C) + GST 18% Rs.21,253/-). EMD amount Rs. 1,14,000/- available with AAI will be refunded on completion of formalities as per the award letter.
- d. Licensee shall make monthly payment of license fee etc. through **Virtual Account Number (VAN)** provided in the respective invoice footnotes.
- e. AAI shall raise all bills (including License Fee/MAG/MMG and any other bills except annual land lease 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 5<sup>th</sup> of succeeding month.

A credit period of fifteen (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 Licensee settled the invoice after due date but within ninety (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 Licensee settled the Invoices after ninety (90) days. In case of part payment made by the Licensee, same rate of interest on the balance amount of invoices as applicable shall be charged.

- f. The licensee shall pay an amount of Rs.6,40,886/-towards Security Deposit as per the break up details given below:
  - i. Rs.5,57,292/- i.e. an amount equal to Four (04) months of license (based on First year license fee) fee and GST and CAM charges as Security Deposit.
  - ii. Rs.83,594/- towards Security Deposit for electricity and water etc.

## **2. Business Incubation Period:**

A period of 15 days from the date of issuance of LOIA. Licensee will be under obligation to complete all the formalities/conditions of award as specified in the LOIA.

## **3. Handing Over of Sites:**

- a) Site will be handed over to the Licensee upon fulfillment of conditions of award within the stipulated time of business incubation period.

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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 16th day of issuance of LOIA i.e. immediately after expiry of business incubation period. However, actual handing over of site shall only be done after completion of all conditions of award.

#### 4. Gestation Period:

- a. Gestation period of Sixty (60) days will be permitted starting from 16th day of the date of award of LOIA or handing over/taking over of site by the licensee, whichever is earlier.
- b. License fee shall be payable from 61st day of commencement of Gestation period or actual date of commencement of business, whichever is earlier.

5. The Earnest Money Deposit of the Licensee will be forfeited and the Licensee shall be liable to be debarred for further participation in AAI's tender(s) / e-tender(s) for a period of One (1) year, on account on non- completion of the following as per clause 5 of the General Information and Guidelines of the NIT:

- i. Acceptance of the offer within Seven (07) days from the date of issuance of the award letter addressed to the party.
- ii. Payment of advance license fee for one month within 15 days from the date of issuance of the award letter.
- iii. Payment of Security Deposit within 15 days from the date of issuance of award letter, amounting to 04 months equivalent License fee/Concession fee and GST of the First (01st) year to AAI as an interest free Security Deposit in the form of Bank Guarantee. SD to be furnished in the form of Bank Guarantee only to be issued by Scheduled Bank having a validity period of 180 days from the date of expiry of contract. BG verification through SFMS as per Appendix 1,2,3 of Annexure: K of NIT. However, BG from Cooperative Bank (even scheduled) or in the form of FDR is not acceptable.
- iv. Execution of the Agreement within 15 days from the date of issuance of award letter (Stamp Duty and Agreement Registration Fees to be borne by the licensee).
- v. Commencement of the facility within the gestation period.

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

7. The name of the licensee and period of contract and time of operation shall be displayed at the Baby Care Rooms, after obtaining prior approval in writing from the Authority.

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8. Authority reserves to itself the right to change the location of the premises at any time and may at its discretion, call upon the Licensee to vacate the site and may give him an alternative premise for the purpose of this license. In such a case, the Licensee shall be bound to vacate the premises immediately and accept the said alternate premises. The entire expenditure on such shifting shall be borne by the licensee and the licensee shall not be entitled to claim any compensation or revision in the license fee on that score.
9. Licensee shall use the premises for the bona fide purpose as provided in the Agreement, more particularly described in the enclosed schedule, for the use of all passengers and bona fide visitors to the Airport and Officers of the Authority.
10. Licensee shall not erect or display any advertisement or signboards except after obtaining the approval in writing from the Authority.
11. The licensee shall be allowed to use the allotted rooms exclusively for the purpose of services for which it is allotted and not for any other purpose under any circumstances.
12. Licensee shall obey the Central and State Govt. Labour laws in force from time to time and ensure their registration etc. as per rules. The licensee shall abide by the rules and regulation and legislation of Central and State Government on Environmental protection.
13. The licensee is liable to implement the AAI commitments and practices on ISO 9001-2015 (Quality Management System and ISO 14001-2015 (Environmental Management System).
14. The acceptance of the offer should be conveyed by signing and returning the duplicate copy of the award letter.
15. This award letter and E-Tender is made as a part of Agreement.

Encl: Location Map

Yours faithfully,

के.गोवर्धन रेड्डी / K. Govardhan Reddy

सहायक महाप्रबंधक/ Asst. General Manager (Commercial)

कृते विमानपत्तन निदेशक / For Airport Director

Copy to: RED, AAI, SR- Kind Attn: JGM (Comml), AAI, SR.

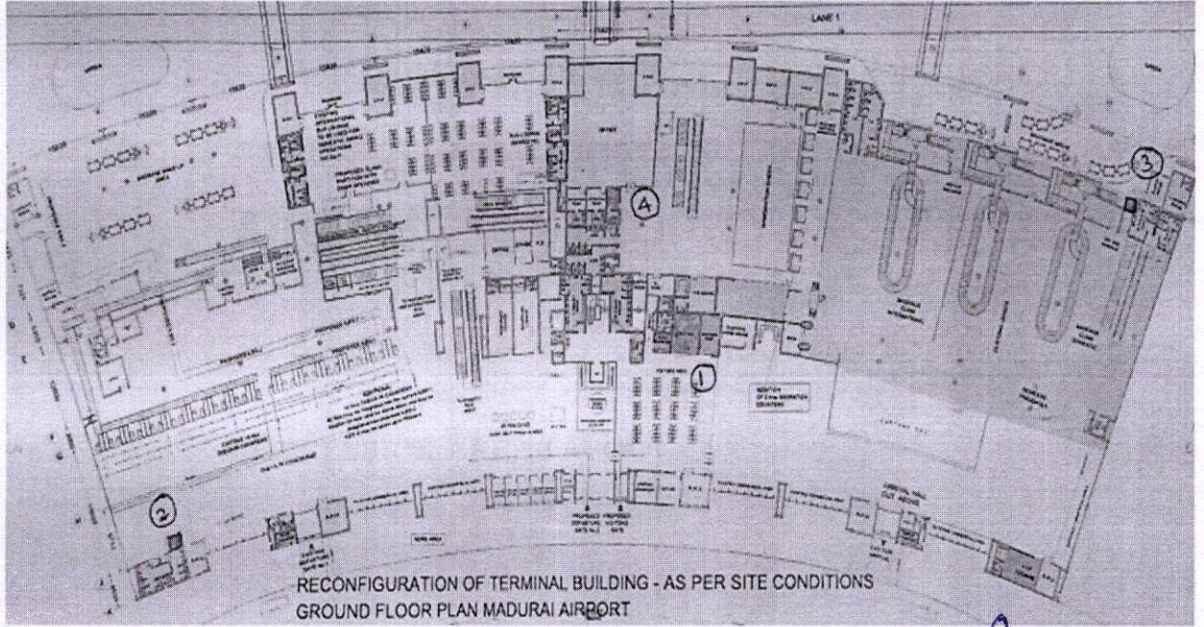
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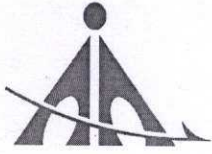
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## CONCESSION AREA LAYOUT

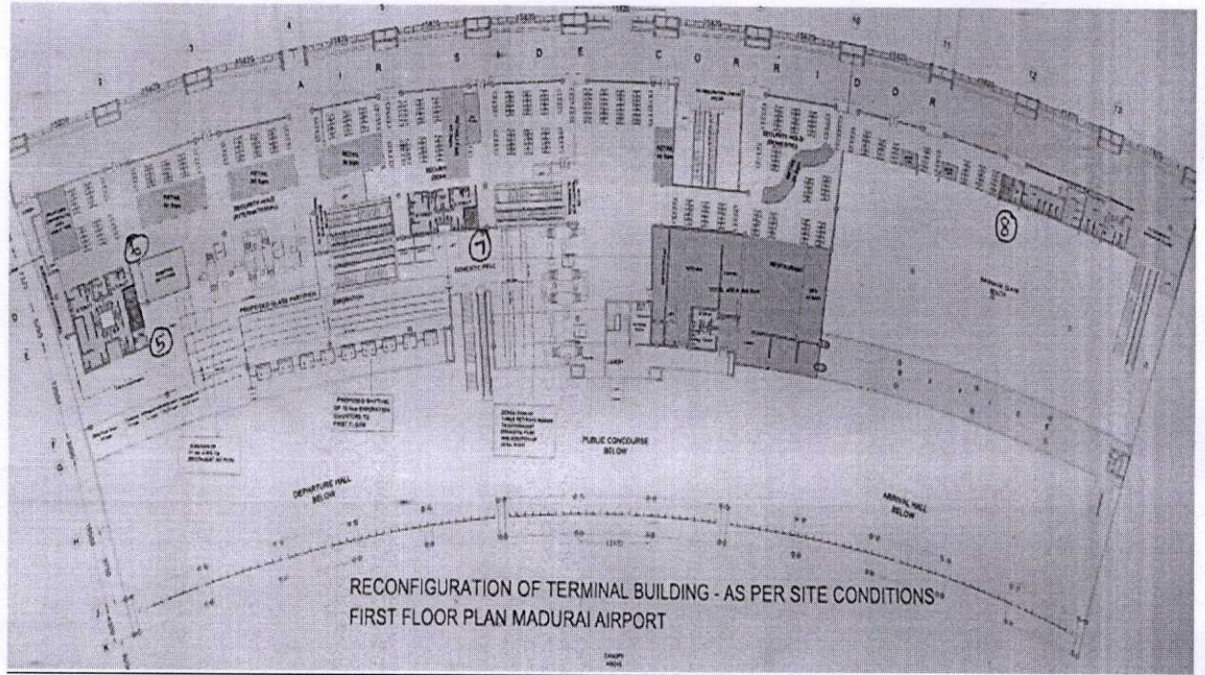


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## SCHEDULE OF PREMISES

| S.No | Purpose                                                                        | Location                             | Area allotted | Type                                                    |
|------|--------------------------------------------------------------------------------|--------------------------------------|---------------|---------------------------------------------------------|
| 1    | License for Managing and Operating Baby Care Room Facility at Madurai Airport. | Public Concourse Area - Ground Floor | 13.62Sqm      | A/C Space room 8.526sqm+ Non A/C Space 5.09sqm (Toilet) |
| 2    |                                                                                | Checkin Area - Ground Floor          | 4.64sqm       | A/C Space                                               |
| 3    |                                                                                | International Arrival - Ground Floor | 6.82sqm       | A/C Space                                               |
| 4    |                                                                                | Arrival - Ground Floor               | 10.37Sqm      | A/C Space 6.49sqm + Non A/C Space 3.88sqm (Toilet)      |
| 5    |                                                                                | International Pre SHA - First Floor  | 14.455Sqm     | A/C Space 12.625sqm+ Non A/C Space 1.83sqm (Toilet)     |
| 6    |                                                                                | International SHA - First Floor      | 9.27sqm       | A/C Space 7.2sqm + Non A/C 2.07sqm (Toilet)             |
| 7    |                                                                                | Domestic SHA - First Floor           | 7.93Sqm       | A/C Space 6.068 + Non A/C 1.86sqm (Toilet)              |
| 8    |                                                                                | Extended Domestic SHA - First Floor  | 6.035Sqm      | A/C Space                                               |

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