



भारतीय विमानपत्तन प्राधिकरण
AIRPORTS AUTHORITY OF INDIA

संदर्भ संख्या: भाविप्रा/गोवा/वाणिज्यिक/DFS/2025/244

दिनांक: 28.02.2025

By Mail/Speed post

सेवा में,

M/s. BEAUTY IMPEX Pvt. Ltd.,
Satellite Vihar Flat- 3B,
P -311, Lake Town, Block -A,
North 24 Pargans-700089
(Email- suresh_jhunhunwala@bcplindia.com)

**विषय: -LOIA for Request for Proposal (RFP) To Develop, Operate and Maintain
Duty-Free Outlet at Goa International Airport Dabolim. (:
2024_AAI_218917_1)- req.**

महोदय,

Reference is made to the proposal submitted by M/s. BEAUTY IMPEX Pvt.Ltd. in response to the Request for Proposal (RFP) vide Tender ID No 2024_AAI_218917_1, for License to **Develop, Operate and Maintain Duty Free Outlets at International SHA & International Arrival of Goa International Airport**, for which the Technical Bid was opened on 21.01.2025 and Financial Bid was opened on 10.02.2025.

The Competent Authority is hereby pleased to award the License to Develop, Operate and Maintain Duty Free Outlets at International SHA & International Arrival of Goa International Airport at the designated locations mentioned in the above RFP on the following broad Terms and Conditions:

1. General:

- 1.1 The selected Bidder M/s. BEAUTY IMPEX Pvt.Ltd. shall **within 07 (seven) days of issue of this letter, return duly signed duplicate copy of the LOIA as willingness to operate the contract** and submit details as required in line with Chapter-4 of the RFP. In the event the duplicate copy of the LOIA duly signed by the Selected Bidder is not received by the stipulated date, Authority may, unless it consents to extension of time for submission thereof, appropriate the Earnest Money Deposit (EMD) of such Bidder as Damages on account of failure of the Selected Bidder to acknowledge the LOIA, as per clause 3.4.9 of the RFP (Tender ID No 2024_AAI_218917_1).
- 1.2 **Business Incubation Period** shall mean a period of **60 (sixty)** days from the date of issuance of LOIA to the selected bidder. The Selected Bidder agrees and undertakes that within the Business Incubation Period, or any shorter time period specified below, unless extended in writing by the Authority, it shall fulfill all the conditions as per Chapter-4 of the RFP (Tender ID No 2024_AAI_218917_1).
- 1.3 **Total area: 120 sq. mts.**
90.25 sq. mts. in International SHA and 29.75 sq. mts. in International Arrival.
Only bare space shall be provided by AAI.

2. Concession Term:

2.1 The Concession is proposed to be granted for Two (2) Years, as designated in the clause 5.3 of the RFP (Tender ID No 2024_AAI_218917_1), unless the Agreement is terminated earlier or extended for 1 (one) more year in accordance with the terms and conditions of the RFP and Concession Agreement.

2.2 The Concessionaire will have to operate the Concession for a minimum period of **5 (Five) Months ("Minimum Lock in Period")**, failing which the Bidder shall be liable to be debarred for a period of three (3) years or as may be decided by the Authority from participating in any bidding process of the Authority. Apart from the debarring process, the Authority shall be entitled to forfeit and appropriate the Security Deposit.

3. Concession Fee:

3.1 The Concessionaire shall in consideration of the concession agreement granted by Authority, pay to the Authority Concession fee as follows:

MMG of \$ 8994 (Eight Thousand Nine Hundred Ninety Four Dollars only) (or) Quoted rate per international pax of \$ 1.02 X Number of International Passengers (Arriving + Departing), whichever is higher per month plus applicable charges and taxes.

3.2 The MMG & Quoted Rate per pax shall be escalated as per the Clause 10.2.2 of Draft Concession Agreement of RFP and its corrigendum (Tender ID No 2024_AAI_218917_1).

3.3 Authority shall raise all bills (including MMG/MAG 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 5th of succeeding month. 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 15days) 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 agency, same rate of interest on the balance amount of invoices as applicable shall be charged

3.4 Concession Fee Commencement Date shall mean the date on which the Gestation Period of that location has expired i.e. the 61st day from the Access Date of such location or commencement of business on that location whichever is earlier, unless extended in writing by the Authority.

3.5 No reduction in Concession Fee will be entertained by Airports Authority of India at any stage for whatever reasons.



4. SECURITY DEPOSIT:

4.1 **Phase – I** (Up to 2nd year):

On or before the date of execution of the Concession Agreement the selected bidder shall deposit with Airports Authority of India, Security Deposit (SD)/Bank Guarantee (BG) equivalent to Four (4) months of Monthly Concession Fee of the First Concession Year i.e. \$ 83,155 (\$ 1.02 x 20381 pax. (December 2024) = 20,788.62 x 4 = \$ 83,154.48 rounded off to \$ 83,155/-) determined on the basis of "Quoted Rate Per International Passenger [arriving + departing] for the immediately preceding month of issuance of the LOIA (i.e. December 2024 as per information available on AAI website)" OR "MMG for the first concession year", whichever is higher. Currently, USD \$1 = INR 84.5/- for December 2024. Accordingly, Security Deposit for License fee, \$ 83,155 comes to INR 70,26,597.50/- say INR of Rs. 70,26,600/-.

4.2 BG is to be issued by a Scheduled bank having at least a validity period of 180 days from the date of expiry of contract. The interest free Security Deposit (in the form of BG) shall only be accepted from a scheduled/nationalized bank. A Bank Guarantee from a co-operative bank shall not be accepted. Kindly refer to **Schedule-J of RFP** (Tender ID No 2024_AAI_218917_1) for Bank Guarantee format, which is to be strictly adhered to. Further, kindly refer to **clause 5.7.3 & Schedule -K** of RFP for guidelines w.r.to SFMS confirmation process of the said BG. Alternately the amount can be transferred to AAI, Goa account as per details provided in **Annexure-A to this LOIA**.

4.3 The Concessionaire agrees and acknowledges that the Airports Authority of India shall not be liable to pay any interest on the Security Deposit.

5. GESTATION PERIOD:

5.1 "Gestation Period" shall mean a period commencing on the Access Date in respect of each location as part of Concessioned Premises and expiring on the 60th day from Access Date of such location or commencement of business on that location whichever is earlier, unless extended in writing by the Authority.

5.2 The Gestation Period of **Sixty (60) days** is a Concession Fee Holiday Period. However, it is expected that the Concessionaire within this period completely installs outlets as per approved Concessionaire Managed Locations Layout Plan.

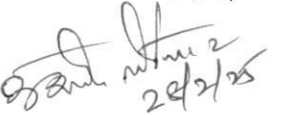
5.3 The Concessionaire however would be permitted sample marketing during this Gestation Period and would be liable to pay the proportionate Concession Fee for the actual Concessioned Premises area put to use without having any effect on the Concession Fee Commencement Date.

6. Joint measurement of the total area to be conducted by AAI and the party at the time of handing over/ taking over of possession, which shall in any case not exceed beyond the prescribed period of handing/taking over of sites. This Joint measurement shall form part of the agreement.



7. **The acceptance of the above terms and conditions must be forwarded to this office within 07 days of receipt of this LOIA to show willingness to operate the contract.** In the event the duplicate copy of the LOIA duly signed by the Selected Bidder is not received by the stipulated date, Authority may, unless it consents to extension of time for submission thereof, appropriate the Earnest Money Deposit (EMD) of such Bidder as Damages on account of failure of the Selected Bidder to acknowledge the LOIA.
9. All the terms and conditions enumerated in this Letter of Intent of Award, RFP and its Corrigendum shall form part and parcel of the Concession Agreement.

कृपया प्राप्ति की पावती भेजें / Please acknowledge receipt

भवदीय,

24/2/25

अशोक चेट्टियार)
सहायक महाप्रबंधक (वाणिज्य)



भारतीय विमानपत्तन प्राधिकरण
AIRPORTS AUTHORITY OF INDIA
गोवा विमानपत्तन, गोवा-403 801

Goa Airport, Goa-403 801
Phone No: 0832- 2540795, Fax: 0832- 2540907

Mandate for Making Payment Under Electronic Mode

1	NAME OF THE PARTY	AIRPORTS AUTHORITY OF INDIA
2	ADDRESS OF THE PARTY	GOA INTERNATIONAL AIRPORT, DABOLIM, GOA- 403801
3	E - mail ID	finic_vago@AAI.AERO, goafin@aai.aero, madhurap@aai.aero
4	CONTACT PERSON	DGM (FINANCE)
5	TELEPHONE NUMBER	0832-2540795
6	PERMANENT ACCOUNT NUMBER	AAACA6412D
7	BANK NAME	STATE BANK OF INDIA
8	BRANCH NAME /CODE	(10721)- CHICALIM
9	BRANCH ADDRESS	SHOP NO 26/27/28/29 ANAND TOWERS II, AIRPORT ROAD, CHICALIM, VASCO GOA- 403711. (Tel- 0832-254056 Fax 2540456)
10	MICR CODE NO	403002066
11	ACCOUNT TYPE	CURRENT ACCOUNT
12	ACCOUNT NUMBER	33814679549
13	IFSC CODE OF THE BANK/BRANCH	SBIN0010721
14	DATE FROM WHICH THE MANDATE SHOULD BE EFFECTIVE	IMMEDIATE

NOTE: On transfer of fund through RTGS/NEFT intimation with bill wise payment details/deductions & date of transfer shall be forwarded to above mentioned email id's immediately.

We hereby declare that the particulars given above are correct and complete.

Authorised Signatory

उप महाप्रबंधक (वित्त)
Dy. Gen. Manager (Finance)
भारतीय विमानपत्तन प्राधिकरण, गोवा
Airports Authority of India, Goa.

Verification by the Bank
(with their Rubber Stamp giving full address of the Bank/ Branch)

Certified that the particulars furnished above are correct as per our records.

Place : Chicalim-Vasco
Date : 06th March, 2018

Signature Not Verified

Digitally signed by ASHOKKUMAR
HARIKRISHNAN CHETTIAR
Date: 2025.10.14 12:17:39 IST
Location: eProcurement System for
Central PSUs