



AAI/RAJKOT/COMML/SL

DATE:28/08/2025

(via E-mail)

HARI HARANAND MEDIA PRIVATE LIMITED

89, Ashok Vihar

Bhopal- 462023

Madhya Pradesh

GST No. : 23AACCH6770M2ZA

Subject: Award of License for Operating Smoking Lounges and Sales Kiosk at Rajkot International Airport.

Sir,

Please refer to your participation in e-tender for the subject facility (tender ID: 2025_AAI_232432_1). The competent authority is please to award the subject concession on the following terms and conditions:

SN	Particulars	Details	
i.	Facility	Smoking Lounges And Sales Kiosk	
ii.	Location	Domestic SHA ground floor & first floor	
iii.	Area	Domestic SHA ground floor: 20 sqm plus 02 sqm for sales kiosk Domestic SHA first floor: 22 sqm plus 02 sqm for sales kiosk Total area : 46 sqm	
iv.	Periodicity of License	Five (05) years	
v.	Business Incubation period	Fifteen (15) days from the date of issuance of this Award letter.	
vi.	Gestation period	Sixty (60) days, reckoned from the expiry of the business incubation period OR the date of handing over of sites, whichever is earlier.	
vii.	License Fee payable for the first month	Quoted License Fee	Rs.5,00,000/-
		Space rental (if applicable as per tender conditions)	NA
		Common Area Maintenance (CAM) charges (10% of Space License fee for 46 sqm)	Rs.3956/-



		Tax/GST @ 18 %	Rs.90,712
		Gross License Fee	Rs.5,94,668/-
viii.	Annual escalation	(d) License Fees shall be subject to annual escalation of 10%. (e) The first annual escalation will be applicable after completion of one year of license period. Thereafter the same will be applicable after completion of subsequent one year period there from. In case extension in gestation period is given due to whatsoever reason, the date of first escalation period shall be reckoned from the original date of commencement of contract (i.e. commencement date had there been no extension in gestation period.) (f) If the term contract is extended beyond the regular period specified in NIT/ RFP, the applicable rate of annual escalation on monthly license fee during extended period shall be the higher of: Additional 10% escalation on normal escalation rate on last billed license fee for a particular facility OR, Escalation of 20% on the last billed license fee.	
ix.	Charges towards Consumption of electricity and water	Charges for the consumption of the electricity and water consumed for the purpose of use of the said license as becomes due and payable in accordance with the directions of the Authority and at the rates as fixed by AAI from time to time.	
x.	Interest free Security Deposit (SD) payable to AAI	(iv) Security Deposit of Rs.35,68,008/- towards License fee. (v) Security Deposit of Rs.1,00,000/- towards Utilities (Electricity, Water, Data Port, Telephone etc.) (vi) Total Security deposit – Rs.36,68,008/- This exercise of submission of SD is to be done within the business incubation period.	
xi.	One-month advance Gross License fee of Rs.5,94,668/-, is payable in the form of RTGS/NEFT in favor of Airport Authority of India within the business incubation period.		
xii.	Following are the details of Bank for RTGS/NEFT to Rajkot International Airport: - • Bank: State Bank of India • Branch: Rajkot, Sadar bazar (60161) • IFSC Code: SBIN0060161 • A/C No. : _00000034001861933		
xiii.	Execution of the Agreement within 15 days from the date of issuance of award letter (on stamp paper of appropriate value, related costs to be borne by the licensee).		
xiv.	Details of persons employed by agency or going to be employed, who are near relatives of AAI employees, or are ex-employees of AAI who have separated from AAI in the past two years to be furnished by you (on letter head in the below format), along with the acceptance of this award letter:		



	Name of the person proposed to be employed	Designation	Your relationship with the said person	Place of Posting
xv.	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 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.			
xvi.	Joint measurement of the area offered under license, to be conducted by AAI and Licensee/the authorized representative(s) of the licensee at the time of handing over / taking over of possession of site. This Joint measurement along-with report on handing over / taking over of site shall form part of the agreement to be executed.			
xvii.	The licensee to obtain all necessary security approvals/clearances from BCAS/any other regulatory agency as required. Security Clearance - The selected Bidder/Licensee/Concessionaire shall apply to Bureau of Civil Aviation Security (BCAS) for Security Clearance, within a period of 10 days (30 days in case the Bidder is to form SPV as per RFP conditions) from the issuance of LOA 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 LOA 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 LOA, then the Selected Bidder/ Licensee/Concessionaire has to apply to BCAS for approval of security program within a period of 05 days from the date of receipt of Security Clearance from BCAS and submit copies thereof to the Authority.			



- A copy of this Award Letter duly signed by Licensee, accepting all Terms and Conditions of NIT and of this Award Letter, must be forwarded to this office **within seven (07) days** of receipt of this LoA. The acceptance to this award letter to accompany declaration as per *para xiv* above.
- Further, the formalities listed at *para x, xi & xiii* must be completed within the time lines specified therein.
- Non-acceptance of award or on account of non- completion of post-award formalities within the prescribed time, you shall be liable to be debarred by AAI for further participation in the tenders at its airports or at any other place under the control of AAI, for a period of one (01) year.
- The licensee shall employ only Indian nationals and get their antecedents and loyalty verified before employing them on the job. The licensee shall ensure that no person of doubtful antecedent and nationality is in anyway associated with the job.
- In case of Civil/Electrical works, NOC has to be obtained from AAI beforehand.
- All other terms and conditions shall be as per NIT/Tender document. This award letter and NIT/Tender document along with their enclosures shall form a part of the license agreement.

Thanking you.


Airport Director

Rajkot International Airport,
(दिगंत बोरा / Diganta Borah)
विमानपत्तन निदेशक / Airport Director
भाविप्रा, राजकोट / AAI, Rajkot
राजकोट अंतर्राष्ट्रीय एयरपोर्ट / Rajkot Int. Airport, Rajkot

Copy to (via E-mail):

- Commercial Directorate, RHQ, WR