



१०० खनिच (१११)  
२२/१७

भारतीय विमानपत्तन प्राधिकरण  
AIRPORTS AUTHORITY OF INDIA

No. AAI/CHQ/AERA/MYTP-Pune/2017/46

1st February, 2017

The Secretary,  
Airports Economic Regulatory Authority of India,  
AERA Building,  
Administrative Complex,  
Safdarjung Airport  
New Delhi-110003

२२/१७  
A. L. L.

**Sub:- Submission of Multi Year Tariff proposal (MYTP) in respect of Pune Airport on 30% Hybrid Till basis.**

Sir,

Reference is invited to AERA letter No. F.No. AERA/20010/Civil Aviation policy/2014-15/9408 dated 4<sup>th</sup> August, 2016.

The proposal has been prepared on the basis of 30% Hybrid Till and the following revisions have been made:-

1. The space earmarked for Non-aeronautical activities in the Terminal Building is 8.63% of total area of the Terminal Building.
2. The Regulatory Asset Base as on 01.04.2016 has been bifurcated into a) Aeronautical Assets b) Non-Aeronautical Assets and c) Common Assets.
3. The expenses appearing in the Trial Balance for the F.Y. 2015-16 has been bifurcated into a) Aeronautical Expenses b) Non-Aeronautical expenses and c) Common Expenses.
4. The effective date of new Tariff has been considered as 01.04.2017.
5. The Traffic data has been updated up to the F.Y. 2015-16.
6. The actual data for expenses, income and assets have been updated for the F.Y. 2015-16.
7. The year-wise capitalization during the 2<sup>nd</sup> Control period (proposed) in respect of Pune Airport approved by the competent authority is furnished vide Form F10(a) of the up-dated MYTP enclosed herewith.
8. The Traffic and Financial Statistics upto 2015-16 have been taken as per actuals and from F.Y. 2016-17 to 2020-21 on the basis of projection.
9. In the up-dated MYTP the effective corporate tax rate of 34.60% (F.Y. 2015-16) and WACC at 14% have been considered.
10. The Annual Traffic Proposals (ATP) for the F.Y. 2017-18 (effective from 01.04.2017 to 31.03.2021) based on the up-dated MYTP is enclosed as Annexure-'A'.
11. The mapped Trial Balance for the F.Y. 2015-16 is enclosed as Annexure- 'B'.
12. The award letters of major commercial contracts/service contracts are enclosed as Annexure- 'C'.

13 The highlights of the proposal are as follows :-

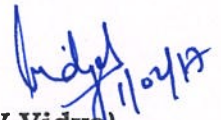
1. **Parking & Housing** - It is proposed to increase average Parking Housing by 114% from the existing charges. (50% average WPI increase on the basis of average of last 10 years)
2. **Fuel Throughput Charges** - The existing charges of Fuel Throughput is 106.75per KL. An increase of 5% is proposed for the F.Y.2017-18and thereafter 5% increase on year on basis.
3. **PSF (Facilitation)** - The following PSF (Facilitation) has been proposed to be levied.
  - a) **Domestic Departing PAX - Rs. 350.00 per PAX**
  - b) **International Departing PAX -Rs. 700.00 per PAX**

It is proposed to increase PSF(FC) by 4% every year from 2017-18 onwards.

The up-dated MYTP along with the Annual Tariff Proposals is enclosed for your consideration and approval.

Thanking you,

Yours faithfully,

  
( V.Vidya)

**General Manager (F&A)**

**Encl:- a.a.**

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## Annexure- A

### AIRPORTS AUTHORITY OF INDIA

#### PUNE AIRPORT - PROPOSED RATE CARD FOR AERONAUTICAL SERVICES

**FOR F.Y. 2017-18**

EFFECTIVE FROM 1 APRIL 2017 TO 31 MARCH 2018

### **(I) PARKING AND HOUSING CHARGES**

|                         | Proposed Rates (In INR)                            |                                                    |
|-------------------------|----------------------------------------------------|----------------------------------------------------|
| Weight of the Aircraft  | Parking Charges Rates per Hour                     | Housing Charges Rates per Hour                     |
| Upto 25 MT              | 3.00 Per Hour Per MT                               | 6.00 Per Hour Per MT                               |
| Above 25 MT up to 50 MT | 75.00+4.00 per Hour per MT in excess of 25 MT      | 150.00+8.00 per MT per Hour in excess of 25 MT     |
| Above 50 MT up to 100   | 175.00+8.00 per MT per Hour in excess of 50 MT     | 350.00+16.00 per MT per Hour in excess of 50 MT    |
| Above 100 MT to 200 MT  | 575.00+10.00 per MT per Hours in excess of 100 MT  | 1150.00+20.00 per MT per Hours in excess of 100 MT |
| Above 200 MT            | 1575.00+11.00 per MT per Hours in excess of 200 MT | 3150.00+22.00 per MT per Hours in excess of 200 MT |

#### Notes-

1. No parking charges shall be levied for the first two hours. While calculating free parking period, standard time of 15 minutes shall be added on account of time taken between touch down time and actual parking time on the parking stand. Another standard time of 15 minutes shall be added on account of taxing time of aircraft from parking stand to take off point. These periods shall be applicable for each aircraft irrespective of actual time taken in the movement of aircraft after landing and before take-off.
2. For calculating chargeable parking time, part of an hour shall be rounded off to the nearest hour.
3. Charges shall be calculated on the basis of nearest MT.
4. Charges for each period parking shall be rounded off to nearest rupee.
5. At the in-contact stands and open stands, after free parking, for the next two hours normal parking charges shall be levied. After this period, the charges shall be double the normal parking charges.
6. It is proposed to waive off the night parking charges in principle for all domestic scheduled operators at Pune Airport if the State Government has brought the rate of tax (VAT) on

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ATF up to 5%. The above waiver of night parking charges (between 2200 hrs. to 0600 hrs) will be made applicable from the date of implementation of 5% tax on ATF by the State Govt. In the event of upward revision in the tax rate of ATF by the State Govt., the relief of free night parking charges will also be deemed to be withdrawn for all the airports within the jurisdiction of the said State.

7. Flight operating under Regional Connectivity Scheme will be completely exempted from parking charges from the date the scheme is operationalised by GOI.

## **II) THROUGHPUT CHARGES**

| <b>Proposed Rate Per KL (IN INR)</b> |
|--------------------------------------|
| <b>Rs. 112.10</b>                    |

## **III) PASSENGER SERVICE FEE (PSF) – FACILITATION**

| <b>Passenger</b>        | <b>Proposed rate in INR<br/>(per embarking passenger)</b> | <b>Proposed rate in US \$<br/>(per embarking passenger)</b> |
|-------------------------|-----------------------------------------------------------|-------------------------------------------------------------|
| Domestic                | Rs. 350/-                                                 | \$ 8.77                                                     |
| International Passenger | Rs. 700/-                                                 | \$ 17.54                                                    |

### **Notes:-**

- a) Collection charges: if the payment is made within 15 days of receipt of bills, then collection charges at 2.5% of PSF per passenger is payable by AAI to Airline operators. No collection charges shall be payable if the operator fails to pay the PSF to AAI within the credit period and incase of part payment. Airlines to make full payment of PSF collection to AAI and raise a separate invoice for the collection charges on PSF to AAI.
- b) No collection charges are payable to casual operator/non-scheduled operators.
- c) For conversion of US\$ into INR the rate as on the 1st day of the month for 1st fortnightly billing period and rate as on 16th of the month for the 2nd fortnightly billing period shall be adopted.
- d) Revised PSF (F) charges will be applicable on tickets issued on or after 01/04/2017.
- e) No PSF (Facilitation) will be levied for Transit Passengers.

## **IV) PASSENGER SERVICE FEE (PSF) – SECURITY : Existing Rate will continue.**

- a) **Rs. 130/-** per embarking International/ Domestic passenger.
- b) **US \$ 3.25 (US \$ Three and twenty five cents only)** per passenger in respect

of the tickets issued against Dollar Tariff.

- c) **Collection charges:** if the payment is made within 15 days of receipt of invoice, then collection charges at INR 2.50% of PSF per passenger shall be paid by AAI. No collection charges shall be paid in case the airline fails to pay the PSF to AAI within the credit period of 15 days.
- d) No PSF (Security) will be levied for Transit Passengers.
- e) For conversion of US \$ into INR the rate as on 1<sup>st</sup> day of the month for 1<sup>st</sup> fortnightly billing period and rate as on 16<sup>th</sup> of the month for the 2<sup>nd</sup> fortnightly billing period shall be adopted. If the payment is made within 15 days of receipt of bills, then collection at 2.5% of PSF per passenger is payable.

## **V Exemption from levy and collection from UDF/PSF at the Airports**

The Ministry of Civil Aviation, Govt. of India vide order no. AV.16011/002/2008-AAI dated 30.11.2011 has directed AAI to exempt the following categories of persons from levy and collection of UDF/PSF.

- (a) Children (under age of 2 years),
- (b) Holders of Diplomatic Passport,
- (c) Airlines crew on duty including sky marshals & airline crew on board for the particular flight only (this would not include Dead Head Crew, or ground personnel),
- (d) Persons travelling on official duty on aircraft operated by Indian Armed Forces,
- (e) Persons traveling on official duty for United Nations Peace Keeping Missions.
- (f) Transit/transfer passengers (this exemption may be granted to all the passengers transiting up to 24 hrs. "A passenger is treated in transit only if onward travel journey is within 24 hrs. from arrival into airport and is part of the same ticket, in case 2 separate tickets are issued it would not be treated as transit passenger").
- (g) Passengers departing from the Indian airports due to involuntary re-routing i.e. technical problems or weather conditions.

## **VI) GENERAL CONDITION:**

- a) All the above Charges are excluding Service Tax. Service Tax at the applicable rates are payable in addition to above charges.

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| Form F13 (b) - Historical and Projected revenues from services other than Regulated Services (ref: Section A5.7) |                                                        |                                               |                  |                  |                  |                  |                  |  |  |
|------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------|-----------------------------------------------|------------------|------------------|------------------|------------------|------------------|--|--|
| PUNE AIRPORT                                                                                                     |                                                        |                                               |                  |                  |                  |                  |                  |  |  |
| [RUPEES IN LAKHS]                                                                                                |                                                        |                                               |                  |                  |                  |                  |                  |  |  |
| S.N.                                                                                                             | Particulars                                            | Financial<br>Year before<br>Tariff Year<br>1* | Tariff Year<br>1 | Tariff Year<br>2 | Tariff Year<br>3 | Tariff Year<br>4 | Tariff Year<br>5 |  |  |
|                                                                                                                  | Revenue from services other than<br>Regulated Services | 2015-16                                       | 2016-17          | 2017-18          | 2018-19          | 2019-20          | 2020-21          |  |  |
|                                                                                                                  | <b>TRADING CONCESSIONS</b>                             |                                               |                  |                  |                  |                  |                  |  |  |
| 1                                                                                                                | Restaurant / Snack Bars                                | 352.28                                        | 401.60           | 457.82           | 521.92           | 594.99           | 743.73           |  |  |
| 2                                                                                                                | T.R. Stall                                             | 153.00                                        | 174.42           | 198.84           | 226.68           | 258.41           | 323.01           |  |  |
| 3                                                                                                                | Duty Free Shop                                         | 0.00                                          | 110.72           | 245.34           | 279.69           | 318.84           | 398.55           |  |  |
| 4                                                                                                                | Hoarding & Display                                     | 527.35                                        | 601.18           | 685.34           | 781.29           | 890.67           | 1113.34          |  |  |
|                                                                                                                  | <b>RENT &amp; SERVICES</b>                             |                                               |                  |                  |                  |                  |                  |  |  |
| 5                                                                                                                | Land Lease                                             | 602.14                                        | 647.30           | 695.85           | 748.04           | 804.14           | 864.45           |  |  |
| 6                                                                                                                | Building Non-Residential                               | 161.38                                        | 186.66           | 218.21           | 248.41           | 282.82           | 353.53           |  |  |
|                                                                                                                  | <b>Hanger</b>                                          | 194.23                                        | 221.42           | 252.42           | 287.76           | 328.05           | 373.97           |  |  |
| 7                                                                                                                | <b>CAR PARKING</b>                                     | 283.04                                        | 322.67           | 367.84           | 419.34           | 478.04           | 544.97           |  |  |
|                                                                                                                  | <b>OTHER SERVICES</b>                                  |                                               |                  |                  |                  |                  |                  |  |  |
| 8                                                                                                                | Revenue from Public admission Fees                     | 13.64                                         | 15.55            | 17.73            | 20.21            | 23.04            | 28.80            |  |  |
| 9                                                                                                                | Flight Catering Service                                | 42.61                                         | 48.58            | 55.38            | 63.13            | 71.97            | 89.96            |  |  |
| 10                                                                                                               | Car Rentals                                            | 7.80                                          | 8.89             | 10.14            | 11.56            | 13.17            | 16.47            |  |  |
| 11                                                                                                               | Revenue from interest income                           | 11.38                                         | 12.52            | 13.77            | 15.15            | 16.66            | 18.33            |  |  |
| 12                                                                                                               | Profit on sale of Assets / Scrap (Scrap)               | 0.00                                          | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             |  |  |
| 13                                                                                                               | Other Misc. Receipts                                   | 75.09                                         | 78.84            | 82.79            | 86.93            | 91.27            | 95.84            |  |  |
|                                                                                                                  | <b>Total Revenues</b>                                  | <b>2423.94</b>                                | <b>2830.35</b>   | <b>3301.46</b>   | <b>3710.08</b>   | <b>4172.08</b>   | <b>4964.95</b>   |  |  |

**Form F17 - CALCULATION OF AGGREGATE REVENUE REQUIREMENT**  
**PUNE AIRPORT**

[RUPEES IN LAKHS]

|                                                                                                         | Tariff Year 1<br>(2016-17) | Tariff Year 3<br>(2017-18) | Tariff Year 4<br>(2018-19) | Tariff Year 4<br>(2019-20) | Tariff Year 5<br>(2020-21) |
|---------------------------------------------------------------------------------------------------------|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|
| Total Revenue from Regulated Services (1)                                                               | 3694.47                    | 4125.41                    | 4606.86                    | 5144.75                    | 5745.70                    |
| <b>Total Revenue from services other than Regulated Services (2) - (30% considered for Hybrid Till)</b> | <b>849.10</b>              | <b>990.44</b>              | <b>1113.03</b>             | <b>1251.62</b>             | <b>1489.49</b>             |
| Operating Expenditure (3)                                                                               | 1702.17                    | 6581.95                    | 7167.77                    | 7807.18                    | 8657.71                    |
| Depreciation (4)                                                                                        | 1040.36                    | 992.00                     | 962.99                     | 918.04                     | 554.66                     |
| Total Expenditure (3) + (4) = (5)                                                                       | 2742.54                    | 7573.95                    | 8130.76                    | 8725.22                    | 9212.37                    |
| Regulatory operating Profit at current Tariff (1) + (2) - (5) = (6)                                     | 1801.04                    | -2458.10                   | -2410.87                   | -2328.85                   | -1977.18                   |
| Capital expenditure (Addn. during the Year) = (7)                                                       | 185.53                     | 0.00                       | 0.00                       | 0.00                       | 45051.37                   |
| Opening RAB (8)                                                                                         | 5958.38                    | 5084.98                    | 4074.42                    | 3092.86                    | 2156.25                    |
| Disposals/ Transfers (9)                                                                                | 0.00                       | 0.00                       | 0.00                       | 0.00                       | 0.00                       |
| Closing RAB (7) + (8) - (4) - (9) = (10)                                                                | 5084.98                    | 4074.42                    | 3092.86                    | 2156.25                    | 42423.77                   |
| Average RAB [(8) + (10)] / 2 = (11)                                                                     | 5521.68                    | 4579.70                    | 3583.64                    | 2624.56                    | 22290.01                   |
| Return on Average RAB (11) * 14% = (12)                                                                 | 773.04                     | 641.16                     | 501.71                     | 367.44                     | 3120.60                    |
| Corporate Tax @ 34.60% (13)                                                                             | 639.65                     | 2916.95                    | 3591.77                    | 4391.44                    | 5416.29                    |
| ARR [(12) + (13)] = (14)                                                                                | 3306.11                    | 10141.62                   | 11111.21                   | 12232.48                   | 16259.77                   |
| Total Passenger Volume (15)                                                                             | 6735316                    | 7538252                    | 8437011                    | 9443038                    | 10569147                   |
| Required yield per pax (14/15) [Rs/per pax]                                                             | 49.09                      | 134.54                     | 131.70                     | 129.54                     | 153.84                     |
| Present Yield                                                                                           | 54.85                      | 54.73                      | 54.60                      | 54.48                      | 54.36                      |

23317.19

5693.68

31916.78

4468.05

0.00

36384.83

-7373.96

45236.90

20366.89

0.00

56832.27

38599.58

5403.94

16956.11

**53051.19**

42722764

598.70

# CALCULATION OF INCOME TAX ON THE REVENUE AT PROPOSED RATES

|                     | Tariff Year 1<br>(2016-17) | Tariff Year 3<br>(2017-18) | Tariff Year 4<br>(2018-19) | Tariff Year 4<br>(2019-20) | Tariff Year 5<br>(2020-21) |                 |
|---------------------|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|-----------------|
| AERO REV            | 3742.12                    | 15013.99                   | 17398.58                   | 20165.63                   | 23376.91                   | 79697.23        |
| NON AERO            | 849.10                     | 990.44                     | 1113.03                    | 1251.62                    | 1489.49                    | 5693.68         |
| <b>TOTAL REV</b>    | <b>4591.23</b>             | <b>16004.43</b>            | <b>18511.60</b>            | <b>21417.25</b>            | <b>24866.39</b>            | <b>85390.91</b> |
| OPEX                | 1702.17                    | 6581.95                    | 7167.77                    | 7807.18                    | 8657.71                    | 31916.78        |
| DEP.                | 1040.36                    | 992.00                     | 962.99                     | 918.04                     | 554.66                     | 4468.05         |
| TOTAL EXP.          | <b>2742.54</b>             | <b>7573.95</b>             | <b>8130.76</b>             | <b>8725.22</b>             | <b>9212.37</b>             | <b>36384.83</b> |
| PBT                 | 1848.69                    | 8430.48                    | 10380.85                   | 12692.04                   | 15654.03                   | 49006.08        |
| <b>TAX (34.60%)</b> | <b>639.65</b>              | <b>2916.95</b>             | <b>3591.77</b>             | <b>4391.44</b>             | <b>5416.29</b>             | <b>16956.11</b> |
| PAT                 | 1209.05                    | 5513.54                    | 6789.07                    | 8300.59                    | 10237.73                   | 32049.98        |

# **CALCULATION OF YIELD PER PASSENGER - PUNE AIRPORT**

|                                                    |         | Tariff Yr 1<br>2016-17 | Tariff Yr 2<br>2017-18 | Tariff Yr 3<br>2018-19 | Tariff Yr 4<br>2019-20 | Tariff Yr 5<br>2020-21 |
|----------------------------------------------------|---------|------------------------|------------------------|------------------------|------------------------|------------------------|
|                                                    | Unit    |                        |                        |                        |                        |                        |
| Aggregate Revenue Requirement                      | ARR     | 3306                   | 10142                  | 11111                  | 12232                  | 16260                  |
| Estimated Volume                                   | VE      | 6735316                | 7538252                | 8437011                | 9443038                | 10569147               |
| Discount Rate                                      | 14%     | 1.00                   | 0.88                   | 0.77                   | 0.67                   | 0.59                   |
| Present Value of ARR                               | PV(ARR) | 3306                   | 8896                   | 8550                   | 8257                   | 9627                   |
| $\sum PV(ARR)$                                     |         |                        | 38636                  |                        |                        |                        |
| $\sum VE$                                          |         |                        | 42722764               |                        |                        |                        |
| Yield Per passenger (Y) = $\sum PV(ARR) / \sum VE$ | Y       |                        | 90.43                  |                        |                        |                        |

[Amt. in Rs.]

Forecasted change in WPI

X

WPI-t

X-t

Yield per passenger for Tariff Year t

Revenue = VE x Y

Present Value (VE x Y)

Sum PV (VE x Y)

Sum VE

Y = Sum PV (VE x Y) / Sum VE

|              |               |          |          |          |
|--------------|---------------|----------|----------|----------|
| 6.00%        | 6.00%         | 6.00%    | 6.00%    | 6.00%    |
| 0.01%        | 0.01%         | 0.01%    | 0.01%    | 0.01%    |
| <b>49.09</b> | <b>125.70</b> |          |          |          |
| 3306.11      | 9475.74       | 133.23   | 141.21   | 149.67   |
| 3306.11      | 8312.05       | 11240.76 | 13334.72 | 15818.92 |
|              |               | 8649.40  | 9000.56  | 9366.07  |

|              |
|--------------|
| 38634.20     |
| 42722764.00  |
| <b>90.43</b> |

129.69% increase in Yield per pax

| PUNE AIRPORT                             |                                      |                                |  |
|------------------------------------------|--------------------------------------|--------------------------------|--|
| STATEMENT OF SEGMENTAL REVENUE           |                                      |                                |  |
| (2nd CONTROL - 01-04-2016 TO 31-03-2021) |                                      |                                |  |
| 31-01-2017 14:31                         | Amt. in lakhs                        |                                |  |
|                                          | PROPORTION OF 2nd<br>CONTROL REVENUE | %AGE SHARE IN TOTAL<br>REVENUE |  |
| PARKING & HOUSING (DOM+INTL)             | 361.12                               | 0.45                           |  |
| Ground Handling Activities(GHA)          | 3078.49                              | 3.86                           |  |
| Cargo                                    | 0.00                                 | 0.00                           |  |
| Fuel Throughput Charges                  | 145.42                               | 0.18                           |  |
| PSF                                      |                                      |                                |  |
| Domestic -Departure                      | 67192.05                             | 84.31                          |  |
| Intl.- Departure                         | 5153.22                              | 6.47                           |  |
| TOTAL PSF                                | 72345.27                             |                                |  |
| CUTE                                     | 3766.93                              | 4.73                           |  |
| Total Aeronautical Revenues              | 79697.23                             |                                |  |
| TOTAL                                    |                                      | 100.00                         |  |

31-01-2017 14:31

| UNIT RATES                                          |                                                                          | All Revenue in Rupees in lakhs |  |             |  |           |  |           | TOTAL AMOUNT | %AGE OF SHARE |           |          |           |  |  |
|-----------------------------------------------------|--------------------------------------------------------------------------|--------------------------------|--|-------------|--|-----------|--|-----------|--------------|---------------|-----------|----------|-----------|--|--|
|                                                     |                                                                          | 01-Apr-16                      |  | 1-Apr-2017  |  | 01-Apr-18 |  | 01-Apr-19 |              |               | 01-Apr-20 |          | 01-Apr-21 |  |  |
|                                                     |                                                                          | 31-Mar-17                      |  | 31-Mar-2018 |  | 31-Mar-19 |  | 31-Mar-20 |              |               | 31-Mar-21 |          | 31-Mar-22 |  |  |
| Parking & Housing Average Revenue per ATM(Dom+Intl) |                                                                          | 120                            |  | 256         |  | 266       |  | 277       |              | 288           |           |          |           |  |  |
| PSF- Facilitation per Pax (Dom+Intl)                |                                                                          | 0                              |  | 0           |  | 0         |  | 0         |              | 0             |           |          |           |  |  |
| PSF Domestic- Departure                             |                                                                          | 77                             |  | 350         |  | 364       |  | 379       |              | 394           |           |          |           |  |  |
| PSF Intl- Departure                                 |                                                                          | 77                             |  | 700         |  | 728       |  | 757       |              | 787           |           |          |           |  |  |
| Average Throughput put Rate                         |                                                                          | 106.8                          |  | 112.1       |  | 117.7     |  | 123.6     |              | 129.8         |           |          |           |  |  |
| CUTE                                                |                                                                          |                                |  |             |  |           |  |           |              |               |           |          |           |  |  |
| REVENUE                                             |                                                                          |                                |  |             |  |           |  |           |              |               |           |          |           |  |  |
| PARKING & HOUSING                                   | ATM movements (DOM-Departure)                                            | 22823                          |  | 25105       |  | 27615     |  | 30377     |              | 33414         |           |          |           |  |  |
|                                                     | ATM movements (INTL-Departure)                                           | 1104                           |  | 1192        |  | 1288      |  | 1391      |              | 1502          |           |          |           |  |  |
|                                                     | P&H REVENUE (DOM+INTL)                                                   | 28.60                          |  | 67.27       |  | 76.89     |  | 87.89     |              | 100.47        |           |          |           |  |  |
|                                                     | TOTAL P&H CHARGES                                                        | 28.60                          |  | 67.27       |  | 76.89     |  | 87.89     |              | 100.47        |           | 361.12   |           |  |  |
|                                                     |                                                                          |                                |  |             |  |           |  |           |              |               |           | 0.45     |           |  |  |
| PSF (Facilitation)                                  | PAX Domestic                                                             |                                |  |             |  |           |  |           |              |               |           |          |           |  |  |
|                                                     | Pax Embarking (Dom)                                                      | 3235132                        |  | 3623347     |  | 4058149   |  | 4545127   |              | 5090542       |           |          |           |  |  |
|                                                     | Pax Embarking (Intl.)                                                    | 132527                         |  | 145779      |  | 160357    |  | 176393    |              | 194032        |           |          |           |  |  |
|                                                     |                                                                          |                                |  |             |  |           |  |           |              |               |           |          |           |  |  |
| Ground Handling Activities(GHA)                     |                                                                          | 505.17                         |  | 555.21      |  | 610.23    |  | 670.71    |              | 737.18        |           | 3078.49  |           |  |  |
|                                                     |                                                                          |                                |  |             |  |           |  |           |              |               |           | 3.86     |           |  |  |
| Cargo                                               | Revenue from Cargo                                                       | 0.00                           |  | 0.00        |  | 0.00      |  | 0.00      |              | 0.00          |           | 0.00     |           |  |  |
|                                                     | Fuel upliftment in KI                                                    | 20044                          |  | 22029       |  | 24212     |  | 26612     |              | 29250         |           |          |           |  |  |
|                                                     | Revenue from Fuel Throughput charges (as per fuel upliftment projection) | 21.40                          |  | 24.69       |  | 28.50     |  | 32.89     |              | 37.95         |           | 145.42   |           |  |  |
|                                                     |                                                                          |                                |  |             |  |           |  |           |              |               |           | 0.18     |           |  |  |
| PSF (Rs.in lacs)                                    | Domestic -Departure                                                      | 2,491.05                       |  | 12,681.71   |  | 14,771.66 |  | 17,206.03 |              | 20,041.59     |           |          |           |  |  |
|                                                     | Intl.- Departure                                                         | 102.05                         |  | 1,020.45    |  | 1,167.40  |  | 1,335.51  |              | 1,527.82      |           |          |           |  |  |
|                                                     | TOTAL PSF                                                                | 2593.10                        |  | 13702.17    |  | 15939.06  |  | 18541.54  |              | 21569.40      |           | 72345.27 |           |  |  |
|                                                     |                                                                          |                                |  |             |  |           |  |           |              |               |           | 90.78    |           |  |  |
| CUTE                                                |                                                                          | 593.86                         |  | 664.66      |  | 743.90    |  | 832.61    |              | 931.90        |           | 3766.93  |           |  |  |
|                                                     |                                                                          |                                |  |             |  |           |  |           |              |               |           | 4.73     |           |  |  |
| Total Aeronautical Revenues                         |                                                                          | 3742.12                        |  | 15013.99    |  | 17398.58  |  | 20165.63  |              | 23376.91      |           | 79697.23 |           |  |  |
| Discount Rate                                       |                                                                          | 1.00                           |  | 0.88        |  | 0.77      |  | 0.67      |              | 0.59          |           |          |           |  |  |
| Discounted Aeronautical Revenue                     |                                                                          | 3742.12                        |  | 13170.17    |  | 13387.64  |  | 13611.23  |              | 13841.00      |           | 57752.17 |           |  |  |
| % change in rates proposed                          |                                                                          |                                |  |             |  |           |  |           |              |               |           |          |           |  |  |

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75~

|                            | 1.14  | 0.04 | 0.04 | 0.04 |
|----------------------------|-------|------|------|------|
| <b>H&amp;P Charges</b>     |       |      |      |      |
| PSF Domestic - Departure   |       |      |      | 4%   |
| PSF Intl.- Departure       | 77.00 | 355% | 4%   | 4%   |
| Through put rate           | 77.00 | 809% | 4%   | 4%   |
| Ground Handling Activities |       | 5%   | 5%   | 5%   |
| Cargo                      | -     | -    | -    | -    |

|                                                                                |          |
|--------------------------------------------------------------------------------|----------|
| Total Present Value of Target Revenue as on 01/04/2016 (Rs. In lacs)           | 38635.65 |
| Total Present Value of Shortfall of 1st Control Period                         | 23326.60 |
| Total Target Revenue                                                           | 61962.25 |
| Total PV of projected Revenue at Proposed Rates as on 01/04/2016 (Rs. In lacs) | 57752.17 |
| Difference as on 01/04/2016 (Rs. In lacs)                                      | 4210.09  |

**PUNE AIRPORT-Domestic Terminal Building**

| S.No. | Category                                                 | Domestic Terminal | REGULATORY & ALLIED AGENCIES DOMESTIC | Airlines Domestic | Ground Handling Agencies Domestic | Total area (in SQM) |
|-------|----------------------------------------------------------|-------------------|---------------------------------------|-------------------|-----------------------------------|---------------------|
| 1     | Restaurant / Snack Bars                                  | 567.65            |                                       |                   |                                   | 567.65              |
| 2     | T.R. Stall                                               | 152.16            |                                       |                   |                                   | 152.16              |
| 3     | Duty Free Shop                                           | 51.62             |                                       |                   |                                   | 51.62               |
| 4     | Hoarding & Display                                       |                   |                                       |                   |                                   | 0.00                |
| 5     | Building Non-Residential                                 |                   | 467.41                                | 565.42            | 55.97                             | 1088.80             |
| 6     | Admission Tickets                                        |                   |                                       |                   |                                   | 0.00                |
| 7     | Offices of AAI comml., land & rest room                  | 65.00             |                                       |                   |                                   | 65.00               |
|       | <b>Total (A)</b>                                         | <b>836.43</b>     | <b>467.41</b>                         | <b>565.42</b>     | <b>55.97</b>                      | <b>1925.23</b>      |
|       |                                                          |                   |                                       |                   |                                   |                     |
|       |                                                          |                   |                                       |                   |                                   |                     |
|       | Total Non-Aeronautical area including seating area (A+B) |                   |                                       |                   |                                   | 1925.23             |
|       | <b>Total area (Domestic Terminal)</b>                    |                   |                                       |                   |                                   | 22300               |
|       |                                                          |                   |                                       |                   |                                   |                     |
|       | <b>Total Terminal area</b>                               |                   |                                       |                   |                                   |                     |
|       | <b>% of Non-Aeronautical area to Terminal Building</b>   |                   |                                       |                   |                                   | <b>8.63%</b>        |

PUNE AIRPORT : ALLOTMENT OF SPACE TO AIRLINES AT DOMESTIC T. INAL

| Sl. No. | Name of agency                   | Location                        | Area Allotted/Billed |      | Net Area | Category                 |
|---------|----------------------------------|---------------------------------|----------------------|------|----------|--------------------------|
| 1       | Air India Limited                | TB, Ground Floor                | 23.08                | Sqm. | 23.08    | Building Non-Residential |
|         | Air India Limited                | Old TB, Ground Floor            | 7.45                 | Sqm. | 7.45     | Building Non-Residential |
|         | Air India Limited                | Old TB, First Floor             | 11.23                | Sqm. | 11.23    | Building Non-Residential |
|         | Air India Limited                | Old TB, Ground Floor            | 9.68                 | Sqm. | 9.68     | Building Non-Residential |
|         | Air India Limited                | New Departure, Ground Floor     | 0.84                 | Sqm. | 0.84     | Building Non-Residential |
| 2       | Air India Engg. Services Limited | Operational area                | 25.47                | Sqm. | 25.47    | Building Non-Residential |
| 3       | Jet Airways                      | Old TB, First Floor             | 21.5                 | Sqm. | 21.5     | Building Non-Residential |
|         | Jet Airways                      | Old TB, First Floor             | 14.28                | Sqm. | 14.28    | Building Non-Residential |
|         | Jet Airways                      | Old TB, Ground Floor            | 20.82                | Sqm. | 20.82    | Building Non-Residential |
|         | Jet Airways                      | Old TB, Ground Floor            | 48.53                | Sqm. | 48.53    | Building Non-Residential |
|         | Jet Airways                      | Old TB, Ground Floor (Airsides) | 28.57                | Sqm. | 28.57    | Building Non-Residential |
|         | Jet Airways                      | Old TB, First Floor (Airsides)  | 39.89                | Sqm. | 39.89    | Building Non-Residential |
|         | Jet Airways                      | New Departure, Ground Floor     | 0.84                 | Sqm. | 0.84     | Building Non-Residential |
| 4       | Interglobe Aviation              | New Departure, Ground Floor     | 0.84                 | Sqm. | 0.84     | Building Non-Residential |
|         | Interglobe Aviation              | Old TB, Ground Floor            | 14.11                | Sqm. | 14.11    | Building Non-Residential |
|         | Interglobe Aviation              | Old TB, Ground Floor            | 7.89                 | Sqm. | 7.89     | Building Non-Residential |
|         | Interglobe Aviation              | New Arrival area                | 50.46                | Sqm. | 50.46    | Building Non-Residential |
|         | Interglobe Aviation              | New Arrival area                | 55                   | Sqm. | 55       | Building Non-Residential |
| 5       | SpiceJet                         | Old TB, First Floor             | 16.53                | Sqm. | 16.53    | Building Non-Residential |
|         | SpiceJet                         | New Departure, First Floor      | 12.74                | Sqm. | 12.74    | Building Non-Residential |
|         | SpiceJet                         | Old TB, Ground Floor            | 0.84                 | Sqm. | 0.84     | Building Non-Residential |
|         | SpiceJet                         | New Arrival area                | 10.86                | Sqm. | 10.86    | Building Non-Residential |
|         | SpiceJet                         | Old Checkin area                | 10.3                 | Sqm. | 10.3     | Building Non-Residential |
|         | SpiceJet                         | Old Checkin area                | 21.08                | Sqm. | 21.08    | Building Non-Residential |
| 6       | Go Airlines                      | Old TB, First Floor             | 16.69                | Sqm. | 16.69    | Building Non-Residential |
|         | Go Airlines                      | Old TB, First Floor (Airsides)  | 17.91                | Sqm. | 17.91    | Building Non-Residential |
| 7       | Lufthansa Airlines               | New Departure, First Floor      | 12.84                | Sqm. | 12.84    | Building Non-Residential |
|         | Lufthansa Airlines               | New Departure, First Floor      | 13.5                 | Sqm. | 13.5     | Building Non-Residential |
| 8       | Air Asia                         | TB, First Floor                 | 19.65                | Sqm. | 19.65    | Building Non-Residential |
| 9       | TATA SIA Airlines                | TB, First Floor                 | 32                   | Sqm. | 32       | Building Non-Residential |
|         |                                  |                                 |                      |      |          |                          |
|         |                                  |                                 | TOTAL                |      | 565.42   |                          |

|                             |                      |       |       |        |                          |
|-----------------------------|----------------------|-------|-------|--------|--------------------------|
| Lufthansa German Airlines   | Outside TB-City side | 10.26 | Sqm.  | 10.26  | Building Non-Residential |
| Air India Limited           | Outside TB-City side | 9.98  | Sqm.  | 9.98   | Building Non-Residential |
| Jet Airways limited         | Outside TB-City side | 9.86  | Sqm.  | 9.86   | Building Non-Residential |
| Air Asia                    | Outside TB-City side | 8.45  | Sqm.  | 8.45   | Building Non-Residential |
| Go Airlines                 | Outside TB-City side | 5.45  | Sqm.  | 5.45   | Building Non-Residential |
| SpiceJet                    | Outside TB-City side | 10.86 | Sqm.  | 10.86  | Building Non-Residential |
| Interglobe Aviation         | Outside TB-City side | 11    | Sqm.  | 11     | Building Non-Residential |
| Tata SIA Airlines (Vistara) | Outside TB-City side | 5.19  | Sqm.  | 5.19   | Building Non-Residential |
| Interglobe Aviation         | AAI Admin Building   | 88.9  | Sqm.  | 88.9   | Building Non-Residential |
|                             |                      |       | TOTAL | 159.95 |                          |

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PUNE AIRPORT : ALLOTMENT OF SPACE TO REGISTERED AGENCIES

DOMESTIC:

| Sl. No.      | Name of agency           | Location                         | Area Allotted/Billed | Net Area      | Category                 |
|--------------|--------------------------|----------------------------------|----------------------|---------------|--------------------------|
| 1            | Maharashtra Tourism      | New Arrival area                 | 6.3 Sqm.             | 6.3           | Building Non-Residential |
| 2            | Immigration              | New Arrival area, First Floor    | 112.24 Sqm.          | 112.24        |                          |
|              | Immigration              | New Departure area, Ground Floor | 10.32 Sqm.           | 10.32         | Building Non-Residential |
| 3            | Finolex Industries       | New Arrival area, First Floor    | 24.44 Sqm.           | 24.44         |                          |
| 4            | Customs                  | New Arrival Area, Ground Floor   | 34.2 Sqm.            | 34.2          |                          |
|              | Customs                  | New Departure, Ground Floor      | 9.39 Sqm.            | 9.39          | Building Non-Residential |
|              | Customs                  | TB, Ground Floor                 | 27.23 Sqm.           | 27.23         |                          |
| 6            | Bajaj Auto               | TB, Ground Floor                 | 8.95 Sqm.            | 8.95          |                          |
| 7            | B.G.Shirke               | New Arrival area, First Floor    | 40 Sqm.              | 40            | Building Non-Residential |
| 8            | Venkateshwara Hatcheries | New Arrival area, First Floor    | 38 Sqm.              | 38            |                          |
| 9            | Bank of Maharashtra      | New Arrival Area, Ground Floor   | 7.22 Sqm.            | 7.22          |                          |
| 10           | Income Tax Office        | TB, Ground Floor                 | 15.8 Sqm.            | 15.8          |                          |
| 11           | Airworks                 | New Arrival area, First Floor    | 31.91 Sqm.           | 31.91         |                          |
|              | Airworks                 | TB, Ground Floor (Airsides)      | 19.19 Sqm.           | 19.19         | Building Non-Residential |
| 12           | Force Motors             | New Arrival area, First Floor    | 47.28 Sqm.           | 47.28         | Building Non-Residential |
| 13           | Taneja Aerospace         | New Arrival area, First Floor    | 10 Sqm.              | 10            | Building Non-Residential |
| 14           | Bharat Forge             | TB, Ground Floor                 | 24.94 Sqm.           | 24.94         | Building Non-Residential |
|              |                          |                                  |                      |               |                          |
| <b>TOTAL</b> |                          |                                  |                      | <b>467.41</b> |                          |

|    |                     |                    |            |       |                          |
|----|---------------------|--------------------|------------|-------|--------------------------|
| 5  | Poonawalla Aviation | AAI Admin Building | 88.58 Sqm. | 88.58 |                          |
| 17 | Mandke & Mandke     | Cityside           | 14.8 Sqm.  | 14.8  | Building Non-Residential |
| 18 | Vijaya Bank         | Cityside           | 46.33 Sqm. | 46.33 | Building Non-Residential |
| 19 | Post Office         | Cityside           | 8.6 Sqm.   | 8.6   | Building Non-Residential |

| Facility                              | Name of contractor       | Location                       | Area          | Category                 | Remarks |
|---------------------------------------|--------------------------|--------------------------------|---------------|--------------------------|---------|
| P.K.Hospitality Services pvt. Limited | Restaurant & Snack Bars  | New Departure                  | 485.92 Sqm.   | Restaurant & Snack Bars  |         |
| P.K.Hospitality Services pvt. Limited | Restaurant & Snack Bars  | New Departure, SHA-1           | 10.27 Sqm.    | Restaurant & Snack Bars  |         |
| P.K.Hospitality Services pvt. Limited | Restaurant & Snack Bars  | New Departure, Check-in        | 13.55 Sqm.    | Restaurant & Snack Bars  |         |
| P.K.Hospitality Services pvt. Limited | Restaurant & Snack Bars  | New Departure, SHA-1           | 4.74 Sqm.     | Restaurant & Snack Bars  |         |
| P.K.Hospitality Services pvt. Limited | Restaurant & Snack Bars  | TB, Check-in,                  | 10.00 Sqm.    | Restaurant & Snack Bars  |         |
| P.K.Hospitality Services pvt. Limited | Restaurant & Snack Bars  | TB, SHA-2                      | 8.39 Sqm.     | Restaurant & Snack Bars  |         |
| P.K.Hospitality Services pvt. Limited | Restaurant & Snack Bars  | New Departure, First Floor     | 5.55 Sqm.     | Restaurant & Snack Bars  |         |
| Sai Balaji Food & Beverages           | Branded Fast Food outlet | New Departure, SHA-1           | 10.23 Sqm.    | Branded Fast Food outlet |         |
| New poona Bakery                      | Snack Bar                | New Departure, Check-in        | 3.50 Sqm.     | Snack Bar                |         |
| Supra Foods                           | Snack Bar                | TB, Check-in,                  | 3.50 Sqm.     | Snack Bar                |         |
| Guruji Caterers                       | Snack Bar                | TB, SHA-2                      | 6.00 Sqm.     | Snack Bar                |         |
| Guruji Caterers                       | Snack Bar                | New Departure, SHA-1           | 6.00 Sqm.     | Snack Bar                |         |
|                                       | <b>Total</b>             |                                | <b>567.65</b> |                          |         |
| Sainath Taxi Snghatana                | Pre-Paid taxi            | New Arrival area               | 2.52 Sqm.     | Pre-Paid taxi            |         |
| AVA Merchandising solutions           | In flight Sales counter  | New Arrival area               | 19.69 Sqm.    | In flight Sales counter  |         |
| Centrum Direct Limited                | Money Exchange counter   | New Arrival area- Ground Floor | 2.27 Sqm.     | Money Exchange counter   |         |
| Centrum Direct Limited                | Money Exchange counter   | Old Check-in area              | 2.27 Sqm.     | Money Exchange counter   |         |
| Centrum Direct Limited                | Money Exchange counter   | New Check-in area              | 3.39 Sqm.     | Money Exchange counter   |         |
| Centrum Direct Limited                | Money Exchange counter   | New Arrival Area First Floor   | 3.39 Sqm.     | Money Exchange counter   |         |
| J.K.Fashion                           | Branded apparel shhop    | New Departure, SHA-1           | 12 Sqm.       | Branded apparel shhop    |         |
| Sai Dutta Wrapping                    | Baggage Wrapping         | New Departure, Check-in        | 3.5 Sqm.      | Baggage Wrapping         |         |
| Masti Health & Beauty                 | Spa                      | New Departure, SHA-1           | 29.37 Sqm.    | Spa                      |         |
| Travel Time                           | Radio Cab                | New Arrival area               | 3 Sqm.        | Radio Cab                |         |
| Xone Lifestyle                        | Electronics store        | New Departure, SHA-1           | 10 Sqm.       | Electronics store        |         |
| Aditya Birla Health Service           | Medical Insp. Room       | New Arrival area               | 26.26 Sqm.    | Medical Insp. Room       |         |
| Pavers England                        | Footwear shop            | New Departure, SHA-1           | 15 Sqm.       | Footwear shop            |         |
| Malayala Manorama                     | Magazine Vending Machine | TB, SHA-2                      | 1.5 Sqm.      | Magazine Vending Machine |         |
| SITA Inc                              | CUTE CUSS facility       | TB, Ground Floor               | 13.5 Sqm.     | CUTE CUSS facility       |         |
| RBA Hospitality                       | Juice bar                | New Departure, SHA-1           | 4.5 Sqm.      | Juice bar                |         |
|                                       | <b>Total</b>             |                                | <b>152.16</b> |                          |         |
| Plus Max Duty Free                    | Duty Free shop           | New Departure, SHA-1           | 20 Sqm.       | Duty Free shop           |         |
| Plus Max Duty Free                    | Duty Free shop           | New Arrival area, First Floor  | 31.62 Sqm.    | Duty Free shop           |         |
|                                       | <b>Total</b>             |                                | <b>51.62</b>  |                          |         |

## Outside Terminal

|                                     |                  |                      |               |
|-------------------------------------|------------------|----------------------|---------------|
| Supra Foods                         | Food & Beverage  | Outside TB- cityside | 71.57 Sqm.    |
| Sainath Taxi Sanghatana             | Pre-Paid taxi    | Outside TB- cityside | 4.82 Sqm.     |
| LV Antaral Auto Rickshaw Sanghatana | Pre paid auto    | Outside TB- cityside | 2.5 Sqm.      |
| Sulabh International                | Pay & Use toilet | Outside TB-cityside  | 47.42 Sqm.    |
|                                     | <b>Total</b>     |                      | <b>126.31</b> |

|                      |               |                  |             |
|----------------------|---------------|------------------|-------------|
| <b>Advertisement</b> |               |                  |             |
| TDI International    | Advertisement | In side terminal | 750 Sft     |
| Atin Promotions      | Advertisement | Inside terminal  | 185 Sft     |
| Atin Promotions      | Advertisement | outside terminal | 320 Sft     |
| TDI International    | Advertisement | outside terminal | 400 Sft     |
|                      | <b>Total</b>  |                  | <b>1655</b> |

## Pune AIRPORT

### Details of space allotment to Ground Handling Agencies at Pune Airport

| Hangar Space                           | Type of contract | Location         | Area (Sqm)     |
|----------------------------------------|------------------|------------------|----------------|
| Bajaj Auto (in Hangar 1 & 2)           | Hangar Space     | Operational area | 294.19         |
| Bharat Forge (in Hangar 1 & 2)         | Hangar Space     | Operational area | 588.38         |
| Force Motors (in Hangar 3)             | Hangar Space     | Operational area | 429.19         |
| BG Shirke (in Hangar 4)                | Hangar Space     | Operational area | 423.15         |
| Venkateshwara Hatcheries (in Hangar 5) | Hangar Space     | Operational area | 399.98         |
| BG Shirke (in Hangar 6)                | Hangar Space     | Operational area | 382.85         |
| <b>Total</b>                           |                  |                  | <b>2517.74</b> |

### Paved Land

| Name of the Allottee                               | Original Area Allotted (Sqm) | Type of Land (Paved/<br>Unpaved) | Location of Land area<br>(Operational /Cityside) |
|----------------------------------------------------|------------------------------|----------------------------------|--------------------------------------------------|
| Interglobe Aviation Pvt. Limited (Indigo Airlines) | 4.89                         | Paved Land                       | Operational Area                                 |
|                                                    | 348.57                       | Paved Land                       | Operational Area                                 |
|                                                    | 6.5                          | Paved Land                       | Operational Area                                 |
|                                                    | 47.38                        | Paved Land                       | Operational Area                                 |
| Bharat Forge Limited                               | 274.61                       | Paved Land                       | Cityside (Cargo)                                 |
|                                                    | 13.77                        | Paved Land                       | Operational Area                                 |
|                                                    | 121.75                       | Paved Land                       | Operational Area                                 |
|                                                    | 43.91                        | Paved Land                       | Operational Area                                 |
| Go Airlines India P. Limited                       | 36.66                        | Paved Land                       | Operational Area                                 |
|                                                    | 225.47                       | Paved Land                       | Cityside (Cargo)                                 |
|                                                    | 548.9                        | Paved Land                       | Cityside (Cargo)                                 |
|                                                    | 298.84                       | Paved Land                       | Operational Area                                 |
| Taneja Aerospace & Aviaton Ltd                     | 249.25                       | Paved Land                       | Operational Area                                 |
|                                                    | 38.8                         | Paved Land                       | Operational Area                                 |
| Silver Jubilee Traveller Limited                   | 24.6                         | Paved Land                       | Operational Area                                 |
|                                                    | 82.55                        | Paved Land                       | Operational Area                                 |
| Cambata Aviation                                   | 5.25                         | Paved Land                       | Operational Area                                 |
| Poonawalla Aviation                                | 613.4                        | Paved Land                       | Operational Area                                 |

|                                 |         |            |                  |
|---------------------------------|---------|------------|------------------|
| Venkateshwara Hatcheries Ltd    | 221.71  | Paved Land | Operational Area |
|                                 | 36.3    | Paved Land | Operational Area |
| Force Motors                    | 157.5   | Paved Land | Operational Area |
|                                 | 32.61   | Paved Land | Operational Area |
| Jet Airways & Jet Lite          | 75.65   | Paved Land | Operational Area |
|                                 | 274.24  | Paved Land | Operational Area |
|                                 | 274.61  | Paved Land | Cityside (Cargo) |
|                                 | 247.74  | Paved Land | Operational Area |
| SpiceJet Limited                | 24      | Paved Land | Operational Area |
|                                 | 10.67   | Paved Land | Operational Area |
|                                 | 107.64  | Paved Land | Operational Area |
|                                 | 319.81  | Paved Land | Cityside (Cargo) |
| B.G.Shirke Const. Tech. P. Ltd. | 260.55  | Paved Land | Operational Area |
|                                 | 97.08   | Paved Land | Operational Area |
| Airworks India Pvt. Limited     | 26.17   | Paved Land | Operational Area |
| Aastha Aviation Pvt. Limited    | 5.16    | Paved Land | Operational Area |
| BPCL                            | 481.32  | Paved Land | Cityside         |
| HPCL                            | 727.34  | Paved Land | Cityside         |
| Maandke & Mandke                | 1.68    | Paved Land | Operational Area |
| Indamer Aviation                | 18.58   | Paved Land | Operational Area |
| Finolex Industries Limited      | 166     | Paved Land | Operational Area |
| Total                           | 6551.46 |            |                  |

|                     |       |            |                  |
|---------------------|-------|------------|------------------|
| Car Park            |       |            |                  |
| Lovelin Enterprises | 11000 | Paved Land | outside terminal |

11000

*All measurement in Sqm*

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DETAILS OF ALLOTMENT OF AREA OF OFFICE SPACE FOR COMMERCIAL, LAND MANAGEMENT & RETIRING ROOM

| Sr. No. | Name of the Deptt. | Location                         | Area in Sqm. | Category                 |
|---------|--------------------|----------------------------------|--------------|--------------------------|
| 1       | Retiring Rooms     | First Floor of Domestic Terminal | 65           | Building Non-Residential |
| TOTAL : |                    |                                  | 65           |                          |

|   |            |                                |      |                          |
|---|------------|--------------------------------|------|--------------------------|
| 2 | Commercial | First Floor in new admin block | 54.5 | Building Non-Residential |
|---|------------|--------------------------------|------|--------------------------|

| Account No. | Account Number        | Accum. bal.   | Segment   | apt    | mytp:st:cp | AERO | NON AERO | COMM-V AERO | COMM-N- AERO | NET AERO | FIG MYTP 2CP                    | remarks                  |
|-------------|-----------------------|---------------|-----------|--------|------------|------|----------|-------------|--------------|----------|---------------------------------|--------------------------|
| 701001000   | Basic Pay/PP/SP       | 33,22,409.06  | ANS       | 16.61  |            |      | 16.61    |             |              | 16.61    |                                 | 50% for Airport activity |
| 701001000   | Basic Pay/PP/SP       | 3,13,320.00   |           | 3.13   |            |      | 3.04     |             |              | 3.04     |                                 |                          |
| 701001000   | Basic Pay/PP/SP       | 3,71,616.77   | Security  | 3.72   |            |      | 3.61     |             |              | 3.61     |                                 |                          |
| 701001000   | Basic Pay/PP/SP       | 717,40,691.71 | Airport   | 717.41 |            |      | 696.13   |             |              | 696.13   |                                 |                          |
| 701003000   | Family Planning Pay   | 6,760.00      | ANS       | 0.03   |            |      | 0.03     |             |              | 0.03     |                                 |                          |
| 701003000   | Family Planning Pay   | 3,360.00      |           | 0.03   |            |      | 0.03     |             |              | 0.03     |                                 |                          |
| 701003000   | Family Planning Pay   | 1,45,616.19   | Airport   | 1.46   |            |      | 1.41     |             |              | 1.41     |                                 |                          |
| 701005000   | VDA                   | 35,06,108.07  | ANS       | 17.53  |            |      | 17.53    |             |              | 17.53    |                                 |                          |
| 701005000   | VDA                   | 3,31,649.22   |           | 3.32   |            |      | 3.22     |             |              | 3.22     |                                 |                          |
| 701005000   | VDA                   | 3,95,378.46   | Security  | 3.95   |            |      | 3.84     |             |              | 3.84     |                                 |                          |
| 701005000   | VDA                   | 758,29,143.68 | Airport   | 758.29 |            |      | 735.80   |             |              | 735.80   |                                 |                          |
| 701006000   | House Rent Allowance  | 10,63,740.60  | ANS       | 5.32   |            |      | 5.32     |             |              | 5.32     |                                 |                          |
| 701006000   | House Rent Allowance  | 93,996.00     |           | 0.94   |            |      | 0.91     |             |              | 0.91     |                                 |                          |
| 701006000   | House Rent Allowance  | 1,11,485.04   | Security  | 1.11   |            |      | 1.08     |             |              | 1.08     |                                 |                          |
| 701006000   | House Rent Allowance  | 213,24,963.69 | Airport   | 213.25 |            |      | 206.92   |             |              | 206.92   |                                 |                          |
| 701007000   | Prof.Allowance        | 1,10,256.00   | ANS       | 0.55   |            |      | 0.55     |             |              | 0.55     |                                 |                          |
| 701007000   | Prof.Allowance        | 23,208.00     |           | 0.23   |            |      | 0.23     |             |              | 0.23     |                                 |                          |
| 701007000   | Prof.Allowance        | 28,996.00     | Security  | 0.29   |            |      | 0.28     |             |              | 0.28     |                                 |                          |
| 701007000   | Prof.Allowance        | 68,05,510.76  | Airport   | 68.06  |            |      | 66.04    |             |              | 66.04    |                                 |                          |
| 701008000   | Rating Allowance      | 5,36,400.00   | ANS       | 2.68   |            |      | 2.68     |             |              | 2.68     |                                 |                          |
| 701008000   | Rating Allowance      | 1,00,499.98   | Airport   | 1.00   |            |      | 0.98     |             |              | 0.98     |                                 |                          |
| 701011000   | PRP Expenses          |               | 0 Airport | 0.00   |            |      | 0.00     |             |              | 0.00     |                                 |                          |
| 701023000   | Other Allow/Reimb.    | 2,58,156.00   | ANS       | 1.29   |            |      | 1.29     |             |              | 1.29     |                                 |                          |
| 701023000   | Other Allow/Reimb.    | 33,086.00     |           | 0.33   |            |      | 0.32     |             |              | 0.32     |                                 |                          |
| 701023000   | Other Allow/Reimb.    | 99,883.00     | Security  | 1.00   |            |      | 0.97     |             |              | 0.97     |                                 |                          |
| 701023000   | Other Allow/Reimb.    | 43,40,566.69  | Airport   | 43.41  | 1864.95    |      | 42.12    |             |              | 42.12    | 1810.94 (commml-7/236& 229/236) |                          |
| 702001000   | Overtime              | 1,94,405.31   | ANS       | 0.97   |            |      | 0.97     |             |              | 0.97     |                                 |                          |
| 702001000   | Overtime              | 14,400.00     |           | 0.14   |            |      | 0.14     |             |              | 0.14     |                                 |                          |
| 702001000   | Overtime              | 137,51,450.86 | Airport   | 137.51 | 137.66     |      | 133.44   |             |              | 133.44   | 134.55 (commml-7/236& 229/236)  |                          |
| 704001000   | AAI Cont. to PF       | 5,14,328.00   | ANS       | 2.57   |            |      | 2.57     |             |              | 2.57     |                                 |                          |
| 704001000   | AAI Cont. to PF       | 23,670.00     |           | 0.24   |            |      | 0.23     |             |              | 0.23     |                                 |                          |
| 704001000   | AAI Cont. to PF       | 28,149.00     | Security  | 0.28   |            |      | 0.27     |             |              | 0.27     |                                 |                          |
| 704001000   | AAI Cont. to PF       | 85,05,645.00  | Airport   | 85.06  |            |      | 82.53    |             |              | 82.53    |                                 |                          |
| 704002000   | AAI Cont-PensionFund  | 3,05,101.00   | ANS       | 1.53   |            |      | 1.53     |             |              | 1.53     |                                 |                          |
| 704002000   | AAI Cont-PensionFund  | 53,727.00     |           | 0.54   |            |      | 0.52     |             |              | 0.52     |                                 |                          |
| 704002000   | AAI Cont-PensionFund  | 63,890.00     | Security  | 0.64   |            |      | 0.62     |             |              | 0.62     |                                 |                          |
| 704002000   | AAI Cont-PensionFund  | 91,91,703.00  | Airport   | 91.92  | 182.76     |      | 89.19    |             |              | 89.19    | 177.47 (commml-7/236& 229/236)  |                          |
| 703001000   | Imm.Death Relief      | 25,000.00     | Airport   | 0.25   |            |      | 0.24     |             |              | 0.24     |                                 |                          |
| 704003000   | Gratuity Fund         | 20,75,032.00  | Airport   | 20.75  |            |      | 20.13    |             |              | 20.13    |                                 |                          |
| 704006000   | Grp.Insu.Premia(GIS)  | 7,50,000.00   | Airport   | 7.50   |            |      | 7.28     |             |              | 7.28     |                                 |                          |
| 704012000   | Cont.Staff Ben.Fund   | 2,287.16      | ANS       | 0.01   |            |      | 0.01     |             |              | 0.01     |                                 |                          |
| 704012000   | Cont.Staff Ben.Fund   | 312           |           | 0.00   |            |      | 0.00     |             |              | 0.00     |                                 |                          |
| 704012000   | Cont.Staff Ben.Fund   | 286           | Security  | 0.00   |            |      | 0.00     |             |              | 0.00     |                                 |                          |
| 704012000   | Cont.Staff Ben.Fund   | 78,250.88     | Airport   | 0.78   |            |      | 0.76     |             |              | 0.76     |                                 |                          |
| 704019000   | Monthly Allow-VRS Sc  | 0             |           | 0.00   |            |      | 0.00     |             |              | 0.00     |                                 |                          |
| 704019000   | Monthly Allow-VRS Sc  | 0             | Security  | 0.00   |            |      | 0.00     |             |              | 0.00     |                                 |                          |
| 704019000   | Monthly Allow-VRS Sc  | 0             | Airport   | 0.00   |            |      | 0.00     |             |              | 0.00     |                                 |                          |
| 706010000   | Lease Rent-Employee   | 1,40,715.00   | Airport   | 1.41   |            |      | 1.37     |             |              | 1.37     |                                 |                          |
| 706012000   | EL Encashment         | 13,70,350.98  | ANS       | 6.85   |            |      | 6.85     |             |              | 6.85     |                                 |                          |
| 706012000   | EL Encashment         | 54,178.35     |           | 0.54   |            |      | 0.53     |             |              | 0.53     |                                 |                          |
| 706012000   | EL Encashment         | 66,806.70     | Security  | 0.67   |            |      | 0.65     |             |              | 0.65     |                                 |                          |
| 706012000   | EL Encashment         | 56,16,277.66  | Airport   | 56.16  |            |      | 54.50    |             |              | 54.50    |                                 |                          |
| 706013000   | HPL Encashment        | 5,98,094.11   | ANS       | 2.99   |            |      | 2.99     |             |              | 2.99     |                                 |                          |
| 706013000   | HPL Encashment        | 2,46,692.20   | Airport   | 2.47   |            |      | 2.39     |             |              | 2.39     |                                 |                          |
| 706015001   | IT Perk-Lease&QTRS    | -4            | ANS       | 0.00   |            |      | 0.00     |             |              | 0.00     |                                 |                          |
| 706015001   | IT Perk-Lease&QTRS    | 23,175.00     | Airport   | 0.23   |            |      | 0.22     |             |              | 0.22     |                                 |                          |
| 709001000   | Employee Welfare Exp. | 6,000.00      | Airport   | 0.06   |            |      | 0.06     |             |              | 0.06     |                                 |                          |
| 709005000   | Guest House Exp.      | 3,09,520.00   | Airport   | 3.10   |            |      | 3.00     |             |              | 3.00     |                                 |                          |
| 710001000   | Employee Perks        | 15,30,962.95  | ANS       | 7.65   |            |      | 7.65     |             |              | 7.65     |                                 |                          |

| Account No. | Account Number         | Accum.bal.    | Segment  | apt    | mytp/st cp | AERO        | NON<br>AERO | COMM-<br>ERO | COMM-<br>AERO | NET AERO    | FIG MYTP<br>2CP | remarks                      |
|-------------|------------------------|---------------|----------|--------|------------|-------------|-------------|--------------|---------------|-------------|-----------------|------------------------------|
| 710007000   | Employee Perks         | 1,44,127.20   | Security | 1.44   |            |             | 1.40        |              |               | 1.40        |                 |                              |
| 710007000   | Employee Perks         | 1,70,899.20   | Security | 1.71   |            |             | 1.66        |              |               | 1.66        |                 |                              |
| 710007000   | Employee Perks         | 329,73,446.38 | Airport  | 329.73 | 444.32     | 319.95      | 9.78        |              |               | 319.95      | 431.66          | (comm-7/236& 229/236)        |
| 707007000   | Med. Indoor ExpPanel   | 7,237.00      | ANS      | 0.04   |            | 0.04        | 0.04        |              |               | 0.04        |                 |                              |
| 707007000   | Med. Indoor ExpPanel   | 55,94,929.00  | Airport  | 55.95  |            | 54.29       | 1.66        |              |               | 54.29       |                 |                              |
| 707007000   | Med. Indoor ExpPanel   | 68,732.00     | Airport  | 0.69   |            | 0.67        | 0.02        |              |               | 0.67        |                 |                              |
| 707003000   | Med. ExpPathological   | 1,850.00      | ANS      | 0.01   |            | 0.01        | 0.00        |              |               | 0.01        |                 |                              |
| 707003000   | Med. ExpPathological   | 1,38,305.00   | Airport  | 1.38   |            | 1.34        | 0.04        |              |               | 1.34        |                 |                              |
| 707004000   | Med. OutdoorChronic    | 55,269.00     | ANS      | 0.28   |            | 0.28        | 0.00        |              |               | 0.28        |                 |                              |
| 707004000   | Med. OutdoorChronic    | 11,922.00     | Security | 0.12   |            | 0.12        | 0.00        |              |               | 0.12        |                 |                              |
| 707004000   | Med. OutdoorChronic    | 21,94,880.00  | Airport  | 21.95  |            | 21.30       | 0.65        |              |               | 21.30       |                 |                              |
| 707005000   | Medical Allow.-fixed   | 2,78,971.01   | ANS      | 1.39   |            | 1.39        | 0.00        |              |               | 1.39        |                 |                              |
| 707005000   | Medical Allow.-fixed   | 23,000.04     |          | 0.23   |            | 0.22        | 0.01        |              |               | 0.22        |                 |                              |
| 707005000   | Medical Allow.-fixed   | 34,710.22     | Security | 0.35   |            | 0.34        | 0.01        |              |               | 0.34        |                 |                              |
| 707005000   | Medical Allow.-fixed   | 70,24,530.47  | Airport  | 70.25  |            | 68.16       | 2.08        |              |               | 68.16       |                 |                              |
| 708007000   | Retd. Med Indoor Pl    | 5,000.00      | ANS      | 0.03   |            | 0.03        | 0.00        |              |               | 0.03        |                 |                              |
| 708007000   | Retd. Med Indoor Pl    | 16,08,399.00  | Airport  | 16.08  |            | 15.61       | 0.48        |              |               | 15.61       |                 |                              |
| 708002000   | Retd. Med IndoorNonPl  | 36,054.00     | Airport  | 0.36   |            | 0.35        | 0.01        |              |               | 0.35        |                 |                              |
| 708003000   | Retd. Med Outdoor      | 6,612.00      | ANS      | 0.03   |            | 0.03        | 0.00        |              |               | 0.03        |                 |                              |
| 708003000   | Retd. Med Outdoor      | 12,78,637.00  | Airport  | 12.79  |            | 12.41       | 0.38        |              |               | 12.41       |                 |                              |
| 708005000   | Retd. Med OutdoorChr.  | 19,654.00     | ANS      | 0.10   |            | 0.10        | 0.00        |              |               | 0.10        |                 |                              |
| 708005000   | Retd. Med OutdoorChr.  | 9,20,297.00   | Airport  | 9.20   |            | 8.93        | 0.27        |              |               | 8.93        |                 |                              |
| 708006000   | Retd. Med Out Path     | 22,525.00     | Airport  | 0.23   | 191.44     | 0.22        | 0.01        |              |               | 0.22        | 185.82          | (comm-7/236& 229/236)        |
| 721007000   | ADVT.:TENDER INVIT.    | 10,77,241.00  | Airport  | 10.77  |            | 340719.95   | 736521.05   |              |               | 340719.95   |                 |                              |
| 721003000   | ADVT.:PUB.INDIA        | 6,58,880.35   | Airport  | 6.59   | 17.36      | 178385.00   | 480495.35   |              |               | 178385.00   | 5.19            | as per Actual                |
| 722005000   | Toilettry&Cons.Stores  | 13,38,791.00  | Airport  | 13.39  |            | 1338791.00  |             |              |               | 1338791.00  |                 |                              |
| 722006000   | CONS.-PAPER GLASS      | 3,26,100.00   | Airport  | 3.26   |            | 326100.00   |             |              |               | 326100.00   |                 |                              |
| 722008000   | Cons. Of Elec Spares   | 5,240.00      | Airport  | 0.05   |            | 5240.00     |             |              |               | 5240.00     |                 |                              |
| 722010000   | Cons.-Ires O Vehicle   | 25,520.00     | Airport  | 0.26   | 16.96      |             |             | 25520.00     | 21266.67      | 21266.67    | 16.91           | (vehicles report)-1/6        |
| 726001000   | Electricity Expenses   | 278,82,448.00 | Airport  | 278.82 |            | 27882448.00 |             |              |               | 27882448.00 |                 |                              |
| 726001000   | Electricity Expenses   | 108,000.00    | ANS      | 1.08   |            |             |             |              |               | 0.00        |                 |                              |
| 726001000   | Electricity Expenses   | 419,89,932.00 | Airport  | 419.90 |            | 41989932.00 |             |              |               | 41989932.00 |                 |                              |
| 940017000   | EWChgs(Oth)            | -84,41,796.00 | Airport  | -84.42 |            | -8441796.00 |             |              |               | -8441796.00 |                 |                              |
| 940018000   | EWChgs(Govt.)          | -1,52,783.00  | Airport  | -1.53  | 612.78     | -152783.00  |             |              |               | -152783.00  | 612.78          | (1/6 vehicles)<br>5 vehicles |
| 722002000   | POL-Other Cars/Jeep    | 1,16,064.33   | ANS      | 1.16   |            |             |             |              |               |             |                 |                              |
| 722002000   | POL-Other Cars/Jeep    | 5,80,321.67   | Airport  | 5.80   |            | 580321.67   |             |              |               | 580321.67   |                 |                              |
| 726002000   | Diesel/Oil-DG sets     | 1,63,704.00   | Airport  | 1.64   | 7.44       | 163704.00   |             |              |               | 163704.00   | 7.44            |                              |
| 726003000   | Water Charges          | 27,12,823.00  | Airport  | 27.13  | 27.13      | 2712823.00  |             |              |               | 2712823.00  | 27.13           | bolero for CNS               |
| 727007000   | INSUR.-MC&JEEP         | 9,271.00      | ANS      | 0.09   |            |             |             |              |               | 0.00        |                 |                              |
| 727007000   | INSUR.-MC&JEEP         | 53,772.00     | Airport  | 0.54   |            | 53772.00    |             |              |               | 53772.00    |                 |                              |
| 727008000   | Fidelity Insurance     | 3,860.00      | Airport  | 0.04   | 0.58       | 3860.00     |             |              |               | 3860.00     | 0.58            |                              |
| 729001000   | HIRE CHGS-MC/JEEPS     | 40,803.00     | Airport  | 0.41   |            | 40803.00    |             |              |               | 40803.00    |                 |                              |
| 729004000   | Hiring-manpower        | 11,42,129.00  | Security | 11.42  |            | 1142129.00  |             |              |               | 1142129.00  |                 |                              |
| 729004000   | Hiring-manpower        | 41,16,778.83  | Airport  | 41.17  | 53.00      | 4116778.83  |             |              |               | 4116778.83  | 53.00           |                              |
| 730004000   | Airport Licence fees   | 0             | Airport  | 0.00   |            |             |             |              |               |             |                 |                              |
| 731007000   | R & M Civil RUNWAYS    | 0             | Airport  | 0.00   |            |             |             |              |               | 0.00        |                 |                              |
| 731002000   | R&M-Civil T/w APRONS   | 38,42,545.66  | Airport  | 38.43  |            | 3842545.66  |             |              |               | 3842545.66  |                 |                              |
| 731003000   | R&M-TB&OTH BLDGS-Ops   | 52,39,231.35  | Airport  | 52.39  |            | 5239231.35  |             |              |               | 5239231.35  |                 |                              |
| 731006000   | R&M-OTH BLDG           | 17,75,291.00  | Airport  | 17.75  |            |             |             | 1775291.00   | 1622083.39    | 153207.61   |                 | TB ratio-8.63                |
| 731006000   | R&M-OTH BLDG           | 51,93,177.19  | Airport  | 51.93  |            |             |             | 5193177.19   | 4745006.00    | 448171.19   |                 | TB ratio-8.63                |
| 731008000   | R&M-FENCING SEC.B/w    | 9,53,420.91   | Airport  | 9.53   |            | 953420.91   |             |              |               | 953420.91   |                 |                              |
| 731009000   | R & M: CIVIL GENERAL   | 23,88,019.00  | Airport  | 23.88  |            |             |             | 2388019.00   | 2181932.96    | 206086.04   |                 |                              |
| 731009000   | R & M: CIVIL GENERAL   | 1,00,000.00   | ANS      | 1.00   |            |             |             |              |               |             |                 |                              |
| 731009000   | R & M: CIVIL GENERAL   | 37,32,030.74  | Airport  | 37.32  |            |             |             | 3732030.74   | 3409956.49    | 322074.25   |                 |                              |
| 731010000   | R&M:ROAD&CULVERT       | 11,72,884.10  | Airport  | 11.73  |            | 1172884.10  |             |              |               | 1172884.10  |                 |                              |
| 731010000   | R & M: Spl Repairs     | 0             | Airport  | 0.00   | 242.97     |             |             |              |               | 0.00        | 231.67          |                              |
| 731101000   | R&M-A/C EQPT           | 15,13,748.00  | Airport  | 15.14  |            | 1513748.00  |             |              |               | 1513748.00  |                 |                              |
| 731101000   | R&M-A/C EQPT           | 22,70,622.59  | Airport  | 22.71  |            | 2270622.59  |             |              |               | 2270622.59  |                 |                              |
| 731102000   | R&M:POWER SU & GEN.SET | 1,35,355.00   | ANS      | 1.35   |            |             |             |              |               | 0.00        |                 |                              |



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| Account No. | Account Number       | Accum. bal.   | Segment        | ap:    | mytp'st:cp | AERO       | NON<br>AERO | COMM-<br>VERO | COMM-N-<br>AERO | NET AERO   | FIG MYTP<br>2CP | remarks               |
|-------------|----------------------|---------------|----------------|--------|------------|------------|-------------|---------------|-----------------|------------|-----------------|-----------------------|
| 745012000   | POL ASF              |               | 0 Airport      | 0.00   |            |            |             |               |                 |            |                 |                       |
| 745013000   | ARMS & AMMUN ASF     | 50,10,212.00  | 00 Security    | 50.10  |            |            |             |               |                 |            |                 |                       |
| 745014000   | COLL. CHG-PSF-Secu   | 65,248.00     | 00 Security    | 0.65   |            |            |             |               |                 |            |                 |                       |
| 745015000   | EWG-ASF              | 37,340.00     | 00 Security    | 0.37   |            |            |             |               |                 |            |                 |                       |
| 745016000   | Dog Squad Exp.-ASF   | 2,41,819.00   | 00 Security    | 2.42   |            |            |             |               |                 |            |                 |                       |
| 745016000   | Dog Squad Exp.-ASF   |               | 00 Security    | 0.00   |            |            |             |               |                 |            |                 |                       |
| 753001000   | Other Prof. Exp.     | 31,580.00     | 00 Airport     | 0.32   |            | 31580.00   |             |               |                 | 31580.00   |                 |                       |
| 800007000   | Meeting/Seminar Ent. | 2,43,593.00   | 00 Airport     | 2.44   |            |            |             |               |                 | 236367.78  |                 | (emp ratio-7:229/236) |
| 800009000   | 1/Republic Day Exp   | 4,452.84      | ANS            | 0.04   |            |            |             |               | 7225.22         | 0.00       |                 |                       |
| 800009000   | 1/Republic Day Exp   | 75,062.16     | 00 Airport     | 0.75   |            |            |             |               | 2226.42         | 72835.74   |                 | (emp ratio-7:229/236) |
| 756001000   | POST & COURIER CHGS  | 5,794.82      | ANS            | 0.06   |            |            |             |               | 2897.41         | 0.00       |                 |                       |
| 756001000   | POST & COURIER CHGS  | 97,684.18     | 00 Airport     | 0.98   |            | 4.48       |             |               | 94786.77        | 94786.77   | 4.36            | (emp ratio-7:229/236) |
| 757001000   | Prtg&Stat Chgs       | 29,962.30     | ANS            | 0.30   |            |            |             |               | 14981.15        | 0.00       |                 | (emp ratio-7:229/236) |
| 757001000   | Prtg&Stat Chgs       | 5,05,078.70   | 00 Airport     | 5.05   |            |            |             |               | 490097.55       | 490097.55  |                 |                       |
| 757002000   | Photocopy charges    |               | 00 Airport     | 0.00   |            |            |             |               |                 |            |                 |                       |
| 759002000   | Confer.Particip.Fee  | 10,138.18     | ANS            | 0.10   |            |            |             |               |                 | 0.00       |                 |                       |
| 759002000   | Confer.Particip.Fee  | 1,70,900.82   | 00 Airport     | 1.71   |            |            |             |               | 5069.09         | 165831.73  |                 | (emp ratio-7:229/236) |
| 758001000   | EXP SEMINAR&DEV COU. | 1,935.92      | ANS            | 0.02   |            |            |             |               |                 | 0.00       |                 |                       |
| 758001000   | EXP SEMINAR&DEV COU. | 32,634.08     | 00 Airport     | 0.33   |            | 7.09       |             |               | 967.96          | 31666.12   | 6.88            | (emp ratio-7:229/236) |
| 759001000   | Inland Travel Fare   | 1,62,144.00   | ANS            | 1.62   |            |            |             |               |                 | 0.00       |                 |                       |
| 759001000   | Inland Travel Fare   | 2,88,330.00   | 00 Security    | 2.88   |            | 288330.00  |             |               |                 | 288330.00  |                 |                       |
| 759001000   | Inland Travel Fare   | 19,91,751.00  | 00 Airport     | 19.92  |            | 1991751.00 |             |               |                 | 1991751.00 |                 |                       |
| 759003000   | Hotel Exp            | 7,79,095.00   | 00 Airport     | 7.79   |            | 779095.00  |             |               |                 | 779095.00  |                 |                       |
| 755001000   | FREIGHT CHARGES      | 3,543.00      | ANS            | 0.04   |            |            |             |               |                 | 0.00       |                 |                       |
| 755001000   | FREIGHT CHARGES      | 6,212.00      | 00 Airport     | 0.06   |            | 6212.00    |             |               |                 | 6212.00    |                 |                       |
| 759006000   | Travel FareForeign   | 98,760.00     | 00 Airport     | 0.99   |            | 98760.00   |             |               |                 | 98760.00   | 31.64           |                       |
| 761001000   | Office Tele.Exp      |               | 00 Security    | 0.00   |            |            |             |               |                 | 0.00       |                 |                       |
| 761001000   | Office Tele.Exp      | 3,82,497.98   | 00 Airport     | 3.82   |            |            |             |               | 0.00            | 0.00       |                 | (emp ratio-7:229/236) |
| 761004000   | Internet Charges     | 3,173.00      | 00 Airport     | 0.03   |            | 3.86       |             |               | 11345.28        | 371152.70  |                 | (emp ratio-7:229/236) |
| 762001000   | EXP. ON RAJYA BHASHA | 1,73,616.00   | 00 Airport     | 1.74   |            |            |             |               | 94.11           | 3078.89    | 3.74            | (emp ratio-7:229/236) |
| 762001000   | EXP. ON RAJYA BHASHA | 2,45,473.04   | 00 Airport     | 0.15   |            |            |             |               | 14983.06        | 158632.94  |                 | TB ratio-8.63         |
| 800002000   | BOOKS, JOURNALS etc  | 464.52        | ANS            | 0.00   |            |            |             |               |                 | 0.00       |                 |                       |
| 800002000   | BOOKS, JOURNALS etc  | 7,830.48      | 00 Airport     | 0.08   |            |            |             |               | 7280.98         | 238192.06  |                 | (emp ratio-7:229/236) |
| 800003000   | Functions Entert     | 2,731.06      | ANS            | 0.03   |            |            |             |               |                 | 0.00       |                 |                       |
| 800003000   | Functions Entert     | 46,037.94     | 00 Airport     | 0.46   |            |            |             |               | 232.26          | 7598.22    |                 | (emp ratio-7:229/236) |
| 800004000   | Off.Function Exp.    | 1,176.00      | ANS            | 0.01   |            |            |             |               | 1365.53         | 44672.41   |                 | (emp ratio-7:229/236) |
| 800004000   | Off.Function Exp.    | 19,824.00     | 00 Airport     | 0.20   |            |            |             |               | 588.00          | 19236.00   |                 | (emp ratio-7:229/236) |
| 800013000   | MISC. OFFICE EXP     | 46,136.13     | ANS            | 0.46   |            |            |             |               |                 | 0.00       |                 |                       |
| 800013000   | MISC. OFFICE EXP     | 7,77,723.41   | 00 Airport     | 7.78   |            |            |             |               | 23068.07        | 754655.34  |                 | (emp ratio-7:229/236) |
| 800016000   | OTHER SUNDRY EXP     | 8,985.30      | ANS            | 0.09   |            |            |             |               |                 | 0.00       |                 |                       |
| 800016000   | OTHER SUNDRY EXP     | 1,51,466.43   | 00 Airport     | 1.51   |            |            |             |               | 4492.65         | 148973.77  |                 | (emp ratio-7:229/236) |
| 800028000   | C.SOCIAL RESPON. SCH | 26,16,959.00  | 00 Airport     | 26.17  |            | 2616959.00 |             |               |                 | 2616959.00 |                 |                       |
| 800029000   | BANK CHARGES-Notax   | 15,249.50     | 00 Airport     | 0.15   |            | 15249.50   |             |               |                 | 15249.50   | 40.02           |                       |
| 800030000   | ROUND OFF A/C        | -0.99         | ANS            | 0.00   |            |            |             |               |                 |            |                 |                       |
| 800030000   | ROUND OFF A/C        |               | -0.99          | 0.00   |            |            |             |               |                 |            |                 |                       |
| 800030000   | ROUND OFF A/C        | 3.09          | 00 Security    | 0.00   |            |            |             |               |                 |            |                 |                       |
| 800030000   | ROUND OFF A/C        | 179.03        | 00 Airport     | 0.00   |            |            |             |               |                 |            |                 |                       |
| 825001000   | PROV.BAD&DOUBT DEBTS | 757.81        | 502.50 Airport | 757.82 |            |            |             |               |                 |            |                 |                       |
| 826002000   | Collecchgs-PSF Facil | 63,40,126.07  | 00 Airport     | 63.40  |            | 63.40      |             |               |                 |            | 63.40           |                       |
| 860403401   | Depn Bldg- Freehold  | 430,66,877.12 | ANS            | 430.67 |            |            |             |               |                 |            |                 |                       |
| 860403401   | Depn Bldg- Freehold  | 195,53,780.90 | 00 Airport     | 195.54 |            |            |             |               |                 |            |                 |                       |
| 860404001   | Depn-B/w-Freehold    | 42,633.42     | 00 Airport     | 0.43   |            |            |             |               |                 |            |                 |                       |
| 860405401   | Depn-P&E-Freehold    | 3,62,008.62   | ANS            | 3.62   |            |            |             |               |                 |            |                 |                       |
| 860405401   | Depn-P&E-Freehold    | 14,53,188.15  | 00 Security    | 14.53  |            |            |             |               |                 |            |                 |                       |
| 860405401   | Depn-P&E-Freehold    | 511,47,323.93 | 00 Airport     | 511.47 |            |            |             |               |                 |            |                 |                       |
| 860406401   | Depn-F&F-Freehold    | 3,43,620.00   | 00 Security    | 3.44   |            |            |             |               |                 |            |                 |                       |
| 860406401   | Depn-F&F-Freehold    | 28,74,950.30  | 00 Airport     | 28.75  |            |            |             |               |                 |            |                 |                       |
| 860407401   | Dep.Vehicle-Freehold | 3,88,129.20   | 00 Airport     | 3.88   |            |            |             |               |                 |            |                 |                       |





90

ATTN.

RAVI KANDSIA

Party code no. 251

011 2462 0510



भारतीय विमानपत्तन प्राधिकरण  
AIRPORTS AUTHORITY OF INDIA

No. AAI/PO/COMML/RFP/DFS-298/523

Dated: 21/07/2016

Ref. No. :

दिनांक / Date :

✓ M/s AGM Duty Free (Selatan) SDN BHD  
16<sup>th</sup> Floor, Menara Safuan,  
No.80, Jalan Ampang,  
50450 Kuala Lumpur  
Malaysia

Access date to 60  
days

### LETTER OF INTENT

Subject: Letter of Intent to Award (LOIA) the Concession to Develop, Operate and Maintain Duty Free outlets at Pune Airport – reg.

Sir,

1. This is with reference to e-tender (Bid No. 1000013235) for the Concession to Develop, Operate and Maintain Duty Free Outlets at Pune Airport, your financial bid opened on 19/02/2016 and Pune Airport letter dated 09/05/2016 regarding meeting for negotiation and your subsequent email dated 31/05/2016.
2. Airports Authority of India (AAI) is pleased to accept your bid/tender, subject to compliance of all the terms and conditions stipulated in the "RFP".
3. The broad terms and conditions of the Concession, as per RFP, are indicated below:-

#### Location of Duty Free Shops/Outlets

3.1 The space at Pune Airport for the operation of 'Duty Free Shops/Outlets' is indicated below:

| Location                            | Area in Sqm. |
|-------------------------------------|--------------|
| Ground Floor, Departure-SHA         | 20.62        |
| 1 <sup>st</sup> Floor, Arrival Hall | 31.00        |
| Total                               | 51.62        |

3.2 The above mentioned space is subject to actual joint re-measurement at sites. +/-5% deviation in area due to site condition(s) shall be permitted without any adjustment in MAG. Deviation in the area over and above 5% would lead to proportionate adjustment in MAG.

AAI reserves its right to allot Alternate location due to operational requirements of Authority/Concessionaire. Additional Space may be given not exceeding 25% of the original allotted area subject to proportionate adjustment in MAG as per Schedule A/Appendix-V of RFP.

Space Re

1<sup>st</sup> date.1<sup>st</sup> date

of

21/7/16

31<sup>st</sup> Date

Excess

date

60 days

21/07/2016

पुणे विमानतळ, पुणे - 411032.

पुणे हवाई अड्डा, पुणे - 411 032

Pune Airport, Pune - 411 032

दुरधनी : (020) 26683232, 26685201

दुरभाष : (020) 26683232, 26685201

Phone : (020) 26683232, 26685201

फैक्स : (020) 26685599

फैक्स : (020) 26685599

Fax : (020) 26685599

Term of Concession

3.3 The term of Concession shall be for a period of 07 (Seven) years from expiry of gestation period or commencement of operations, whichever is earlier, as per RFP conditions.

The concessionaire will have to operate the Concession for a minimum period of one half of Concession Term, failing which the Concessionaire shall be liable to be debarred for a period of three years or as may be decided by the Authority from participating in any future bidding process of the Authority, which shall be in addition to forfeiture of full amount of Security Deposit (SD).

Gestation Period

3.4 Gestation period of maximum 60 days from access date will be applicable as per the provision of the RFP. During gestation period, the party has to pay applicable space rent (@Rs.1775/- per Sqm. per month valid until 31/3/2017 and subject to provisional annual escalation every financial year @10%, or as notified by the Authority from time to time) and other charges viz. CAM charges (@10% of space rent, or as notified by Authority from time to time, for the total area of Duty Free shops and Service areas handed over) and Utility charges as per actual usage. Space rent for Duty Free shop locations is only applicable during the gestation period.

60 days

Financial Terms

3.5 Concession fee

Concession Fee for the Concession Term shall be payable at the quoted percentage of 14% on Net Sales (or) Minimum Annual Guarantee (MAG) of USD 3,60,800 whichever is higher, for the first concession year plus charges and taxes as applicable as per RFP terms and conditions.

In respect of subsequent concession years, the MAG will be higher of the 85% of the concession fee received for the previous year from Net sales or MAG specified in NIT/RFP for the first year. By this MAG in the first concession year will be the minimum benchmark for any subsequent years.

The Concession Fee shall be payable on a monthly basis as set out in the Concession Agreement.

Approx  
2.42 crore  
MAG  
3,60,800 US\$  
or  
14% of Net  
Sales  
1.1M 30067 US\$

3.6 Other charges

In addition to the Concession fee, the Concessionaire shall be required to pay applicable Space rent for the Service areas, Utility Charges (as per actual usage) and Common Area Maintenance (CAM) charges (@10% of space rent, or as notified by Authority from time to time, for the total area of Duty Free shops and Service areas) and such other charges as set out under the Concession Agreement.

4 fees

DFS 51.6259  
Wholesale 28.2059  
79.8059  
x 1017 SP59

3.7 The payment of Concession fee shall commence from Rent Commencement date.

3.8 Irrespective of Authority raising an invoice, the Monthly Concession Fee (MCF) along with other charges and applicable taxes in respect of subject Concession shall be paid in advance on or before the 20<sup>th</sup> day of every month during concession term.

3.9 The Monthly Concession Fee (MCF) for a month in a concession year shall be 1/12<sup>th</sup> (one-twelfth) of the Minimum Annual Guarantee (MAG) for such concession year. MCF for a part of a Month shall be determined in proportion to number of days. Any adjustments of Concession fee will be done on quarterly basis, if any.

1017  
1017  
1017

MAG  
360800 US\$  
2.42.96. per 1017  
1017 - 1.9

21/10/2016

**3.10 Delayed Payment**

In the event, the Concessionaire delays the payments to Authority under the provisions of Article 14 of RFP (Concession Agreement), the concessionaire shall pay to the Authority simple interest on such delayed amount at the rate of 12% (twelve percent) for the period from the due date until the expiry of 30 days, failing which a simple interest on such delayed amount at the rate of 18% (eighteen percent) shall become payable thereafter. Any delay in payments to Authority beyond 90 (ninety) days reckoned from the due date specified in this Article 14 shall constitute a Concessionaire Event of Default and shall entitle the Authority to terminate this Agreement under Article 19.

3.11 The concessionaire shall provide all the details of gross sales/Net sales as enumerated at clause 10.7 of RFP (Concession Agreement).

**4. Completion of Formalities**

4.1 Within 07 (Seven) days of the receipt of the LOIA, the concessionaire has to sign and return the duplicate copy of the LOIA in acknowledgment thereof. 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) as damages on account of failure to acknowledge the LOIA.

4.2 Within (30) thirty days from the date of issue of the Letter of Intent to Award, the concessionaire has to fulfill the following conditions (unless any of the conditions are waived in writing by Authority):

- (i) a) On or before the date of execution of the Concession Agreement, selected bidder shall deposit with Authority, the Security Deposit. The amount of Security Deposit shall be the sum total of Ten times Monthly Concession Fees (MCF) i.e. USD 300670 for the First Concession Year. (USD amount as per RFP)

The sum of two time of MCF for First Concession Year i.e. USD 60134 shall be deposited in Cash. The balance amount of Security Deposit (Eight times of MCF for the first concession year i.e. USD 240536 shall be deposited in the form of Bank Guarantee, valid for a period 6 months beyond the expiry of Concession Term. Authority shall have the right to cancel the Letter of Intent to Award with immediate effect on the failure of the selected bidder to provide the Security Deposit in the form and manner as more particularly set out under the Concession Agreement.

- (ii) Where the Concessionaire/Selected Bidder is a Consortium or Foreign Company, it shall be required to form an appropriate Special Purpose Vehicle, incorporated under the Indian Companies Act, 2013 and provide to Authority with a certified true copy of the requisite authorization and approvals as required under its constitutional documents to execute the Concession Agreement.

- (iii) The Concessionaire/Selected Bidder(s) shall submit the initial concept design for the Duty-Free Retail Outlets for each Location in a Terminal including the first draft of the drawings, details, layout plans and other related materials as specified by the Authority.

RFP-9

MCF = 300,670 USD  
for 1st year  
MCF  
10 times of MCF

(B)

SPV

21/02/2016

S.D.  
times USD 60134 - cash  
8 times MCF  
USD 240536  
8 times MCF



93

236

पुणे हवाईअड्डा

PUNE AIRPORT

Pune-411032; Phone No.020-26680026 Fax 020-26685599

Website: [www.airportsindia.org.in](http://www.airportsindia.org.in); E-mail: [apdpune@aii.aero](mailto:apdpune@aii.aero)

संख्या: एएआई/पीओ/वाणिज्य-02/360

2237-40

दिनांक: 19 मार्च, 2015

सेवामें,

मेसर्स महेश सननी एंटरप्राइसेस प्राइवेट लिमिटेड

L-322, महिपालपुर एक्सटेंशन,

नई दिल्ली -110037

विषय : अवार्ड ऑफ लाइसेंस फॉर मैनेजमेंट ऑफ वेहिकल पार्किंग एट पुणे एयरपोर्ट ऑन टेम्पेरी बेसिस।

**Sub:- Award of License for Management of Vehicle parking at Pune Airport on temporary basis.**

महोदय,

Reference is invited to your offer submitted on 13/03/2015 and subsequent Financial Bid opened on 18.03.2015, in respect of above cited license. It has been decided by the Competent Authority to accept your offer/quotation and award the license for the subject facility on the following terms and conditions:

1. The award of license for management of Vehicle Parking at Pune Airport shall be for a period of **six months or finalization of regular tender whichever is earlier, on purely temporary basis** on percentage revenue sharing basis. The Licensee shall collect and deposit the revenue from Car park to AAI, subject to a minimum guaranteed amount of Rs 28 lakhs per month. The quoted 4% (Four percent) percentage share of the revenue from car park, deposited with AAI shall be shared with the licensee on submission of bills to AAI. The methodology of operation is given in detail in the Special Terms and conditions enclosed with this award.
2. The Revenue collection from Car park, to be deposited with AAI is subject to Monthly Minimum Guarantee of Rs.28 lakhs per month i.e. the successful bidder has to deposit the actual revenue collected from the car park charges or Rs.28,00,000/- per month, whichever is higher.
3. The Revenue share percentage of 4% quoted by the licensee is inclusive of Service Tax and other taxes, if any.
4. The licensee/successful bidder shall deposit an amount equivalent to one month's Minimum Monthly Guaranteed revenue i.e. Rs 28,00,000/- as security deposit in the form of Demand Draft/Pay Order/Bank Guarantee in favor of Airports Authority of India, payable at Pune. Bank Guarantee from Co-operative banks will not be accepted. In case of Bank Guarantee, the same should be submitted in the form of Four BGs of Rs 7 Lakhs each.
5. The Licensee shall not surrender the subject license before the expiry of 03 months i.e., 50% of the period of license, failing which the licensee shall be debarred from participating in any of AAI's tenders for a minimum period of **one year**.
6. It may be noted that the licensee may be debarred from further participation in AAI's tenders for a period of **one year** on account of non-acceptance of award or on account of non-completion of NIQ conditions.

*[Signature]*  
19/3/15

Contd...2

- ११
- (235)
7. The licensee shall be allowed to exercise the rights only after payment of Security Deposit, communication of your acceptance of the terms and conditions of award.
  8. The licensee/successful bidder shall set up kiosks/counters at Entry/Exit points at their own cost. The area of the kiosks/counters shall attract utility/facility charges @ 10% of applicable Space rent of Rs.1460/- per Sqm per month. The space rent of Rs 1460/- is valid until 31/03/2015 and is subject to escalation by 10% w.e.f. 01/04/2015 (Rounded off to Highest Rs.5/-)
  9. The licensee shall not damage the premises or any part of the Airport Premises. In the event of any damage being caused intentionally or otherwise, AAI shall be entitled to repair the damaged part/premise or make the requisite replacement and call upon you to replace or reimburse the cost thereof for which you shall have to pay forthwith on demand. In addition, AAI in any way will not be held responsible for any theft/pilferage etc. You shall have to make/provide necessary security arrangement for safety / security of the belongings at your own cost.
  10. Airports Authority of India can terminate the contract on shorter notice, on grounds of unsatisfactory performance of passengers/users complaints. In such an event, licensee shall vacate the premises and handover peaceful possession of the licensed premises to AAI without claiming any compensation or raising any dispute.
  11. Following acts of licensee shall also be construed as grounds for unsatisfactory performance:
    - (a) Unsatisfactory performance.
    - (b) Non deposit of car park revenue/ partial deposit of revenue.
  12. The licensee shall be required to meet all statutory taxes/levies to the Central/state/local bodies as prescribed, if any, failing which AAI may exercise its option to settle, on licensee's behalf and recover the amount from the licensee. No claim in any respect regarding his property/goods shall be entertained by AAI.
  13. The licensee/successful bidder will obtain necessary permits as required under law in operation from time to time. The licensee will be bound by labour laws and other State/ Central laws as applicable.
  14. The Licensee shall make arrangements to obtain appropriate insurance cover in respect of all properties/goods, if any, proposed to be stored or used by the licensee.
  15. AAI reserves the right to grant license for similar facilities in the same/ different locations of the airport and also enter into separate commercial agreements with other firms/individuals and licensee shall have no objection for the same.
  16. All other terms and conditions which are specified in the NIQ documents shall also form an integral part of the contract.
  17. Gestation period of 3 days from the date of award or actual commencement of commercial operation whichever is earlier will be permitted. However, party should specifically mention the required gestation period in the acceptance letter.

Please acknowledge receipt and convey your acceptance within 1 day from the date of this award and also complete the contractual formalities within the stipulated period as mentioned above.

धन्यवाद।

भवदीय  
[ के. श्रीनिवास ] 19/3/15  
वरिष्ठ प्रबन्धक [वाणिज्यिक]  
कृते विमानपत्तन निदेशक, पुणे

प्रतिलिपि:-

- ✓ 1) क्षेत्रीय कार्यपालक निदेशक, भाविप्रा, प.क्षेत्र मुख्यालय, पोर्टा कॅबीन न्यु एयरपोर्ट कॉलनी, विले पार्ले (पुर्व), मुंबई - 400 099
- ✓ 2) क्षेत्रीय कार्यपालक, राजीव गांधी भवन, सफदरजंग हवाई अड्डा, नई दिल्ली - 110003
- ✓ 3) उप. महाप्रबंधक (सतर्कता), भाविप्रा, प.क्षेत्र मुख्यालय, पोर्टा कॅबीन न्यु एयरपोर्ट कॉलनी, विले पार्ले (पुर्व), मुंबई - 400 099

आन्तरिक:-

1. सं. महाप्रबंधक (इंजिन-सिविल) 404h 23/3/15
2. सं. महाप्रबंधक (संचार) 404h 23/3/15
3. उप. महाप्रबंधक (विद्युत) 404h 23/3/15
4. स. महाप्रबंधक (वित्त) 404h 23/3/15
5. स. महाप्रबंधक (टर्मिनल) 404h 23/3/15
6. वरिष्ठ प्रबंधक (प्रचालन) 404h 23/3/15
7. वि.नि.के वि.का.अधिकारी 404h 23.03.15 11 mg
8. वि.नि.के निजी सचिव 404h 23.3.15
9. उप. कमांडेंट (सी आय एस एफ) 404h 23/3
10. पास विभाग 404h 23/3
11. नॉन ट्रफिक बिल विभाग 404h 23/3

वे जीमि  
19/3/15

0/C



पुणे हवाई अड्डा  
PUNE AIRPORT

Pune-411032; Phone No.020-26680026 Fax 020-26685599  
Website: [www.aai.aero](http://www.aai.aero) ; E-mail: [apdpune@aai.aero](mailto:apdpune@aai.aero)

पत्र सं: एएआइ/पीओ/वाणिज्य/वहिकल पार्किंग-02/ 2690 /2591

दिनांक: 21/04/2016  
22

सेवा में,  
सुशीला ट्रेडिंग कॉर्पोरेशन  
सी-15, इन्फिन्ट गार्डन बिल्डिंग,  
पूनम सागर कॉम्प्लेक्स, मीरा रोड (पूर्व),  
थाने - 401107.

विषय: अवार्ड ऑफ लाइसेन्स फॉर टेम्पेरी व्हिकल पार्किंग राइट्स एट पुणे एयरपोर्ट।  
Sub:- Award of License for Temporary Vehicle Parking Rights at Pune Airport.

महोदय,

Reference is made to the bids submitted by M/s Sushila Trading Corporation in response to the NIQ for Vehicle Parking Rights at Pune Airport (E-tender No.: 1000015232) and corresponding financial bids which were opened on 20/04/2016. It has been decided by the Competent Authority to award M/s. Sushila Trading Corporation, the license for Temporary Vehicle Parking Rights at Pune Airport on the following terms and conditions:

1. The award of license shall be for a period of Three months further extendable by three months or till finalization of regular tender whichever is earlier, on purely temporary basis, for car park area of approx 11,000 sq. mtres. at Pune Airport. The quoted license fee of Rs.28,77,777/- per month plus service tax is payable to AAI during the period of license.
2. M/s Sushila Trading Corporation is liable to pay all Govt. Taxes including service tax (presently @ 14.5%), TCS etc. applicable at the rates declared by Government of India / State Govt. / Union Territory from time to time.
3. Space rent @ Rs.1770/- per Sqm per month is applicable for the area of kiosks/booths set up in the Car park and Entry/Exit points. In case the Kiosks/Booths are set up in the area of 11000 Sqm Net Car Park area, space rent shall not be applicable. Space rent of Rs 1770/- is valid until 31/3/2017 and is subject to 10% annual escalation (Round off to nearest Rs.5) every financial year i.e. from every 1<sup>st</sup> of April.
4. Utility/facilitation charges @10% of applicable space rent for kiosk/booth/counter area for all the booths/kiosks/counters irrespective of their location, shall also be payable by the successful bidder/tenderer.
5. Only bare space shall be provided by AAI and the fabrication of the counters in Car Park and Entry/Exit points has to be done by the Licensee at his own cost.
6. The licensee shall pay the License Fee and other charges by local Cheque/Demand Draft. In the event of failure to pay the license fee and other charges by due dates, interest at the rate of 12% per annum shall be payable on all delayed payments, without prejudice to the Authority's other rights and duties. All payments shall be paid by 10<sup>th</sup> of every month as advance payment for that month, as per the rates applicable, not withstanding that no bill has been received by you or within seven days from the date of receipt of the bill, whichever is earlier.

2. 01/11

7. The licensee shall be required to submit Security Deposit for Rs 65,90,110/- [Rupees Sixty Five Lakhs Ninety Thousand One hundred and ten only] equivalent to two months gross billing in the form of Demand Draft/Pay Order/Bank Guarantee from Scheduled/Nationalized Bank favoring Airports Authority of India, payable at Pune. Bank Guarantee from Co-operative banks will not be accepted and Security Deposit for Electricity of Rs.25,000/- (Rupees Twenty Five thousand only) is also to be deposited by the Licensee.
8. M/s Sushila Trading Corporation shall not surrender the subject license before the expiry of 50% of the period of license, failing which the licensee shall be debarred from participating in any of AAI's tenders for a period of One year.
9. It may be noted that the Licensee may be debarred from further participation in AAI's tenders for a period of one year on account of non-completion of the following:
  - Acceptance of Offer within 10 days of award of license.
  - Payment of Advance License fee for one month of Rs 32,95,055/- including Service Tax (Rupees Thirty Two Lakhs Ninety Five thousand and Fifty Five Only) in the form of DD/Cheque in favour Airports Authority of India, payable at Pune within 15 days from the date of award of license.
  - Submission of Security Deposit and Electricity Deposit within 15 days from the date of award.
  - Execution of license agreement on non-judicial stamp paper of Rs.100/- Govt. of Maharashtra before commencement of the contract.
  - Depute any authorized representative for the joint measurement within 15 days from the award letter. The joint measurement shall form part of agreement. If the party fails to depute any authorized representative for the measurement within 15 days then AAI representative shall conduct the measurement and inform the party, and the same will be forming part of agreement and will be binding.
10. The licensee shall be allowed to exercise the rights only after payment of Security Deposit, Electricity Deposit, Advance monthly license fee, communication of your acceptance of the terms and conditions and after execution of agreement on a specified non-judicial stamp paper.
11. The licensee shall not damage the premises or any part of the Airport Premises. In the event of any damage being caused intentionally or otherwise, AAI shall be entitled to repair the damaged or make the requisite replacement and call upon Licensee to replace or reimburse the cost thereof for which you shall have to pay forthwith on demand. In addition, AAI in any way will not be held responsible for any theft/pilferage etc. Licensee shall have to make/provide necessary security arrangement for safety / security of the belongings at your own cost.
12. The licence can be terminated by either side, by giving 30 days notice in writing. However, Airports Authority of India can terminate the contract on shorter notice, in writing of 15 days on grounds of unsatisfactory performance of passengers/users complaints. In such an event, licensee shall vacate the premises and handover peaceful possession of the licensed premises to AAI without claiming any compensation or raising any dispute.
13. The licensee shall be required to meet all statutory taxes/levies to the Central/State/Local bodies as prescribed, if any, failing which AAI may exercise its option to settle, on licensee's behalf and recover the amount from the licensee. No claim in any respect regarding his property/goods shall be entertained by AAI.
14. The Licensee shall make arrangements to obtain appropriate insurance cover in respect of all properties/goods. If any, proposed to be stored or used by the licensee.
15. AAI reserves the right to grant license for similar facilities in the same/ different locations of the airport and also enter into separate commercial agreements with other firms/individuals and licensee shall have no objection for the same.

16. Following acts of licensee shall also be construed as grounds for unsatisfactory performance:

- Unsatisfactory performance.
- Non payment of dues/ partial payment of dues.

17. Agreement (specimen copy) is enclosed herewith for execution on a non-judicial stamp paper of Rs.100/- Govt. of Maharashtra and submission of the same to this office along with the photograph of authorized signatory, copies of the award letter and Notice Inviting Tender terms & conditions, which shall form an integral part of the license agreement.

18. The Service Tax and Cess as applicable from time to time is payable by the licensee.

19. It shall be the Liability of the licensee to obtain proper Insurance coverage for their properties/goods to be stored or used in the license premises.

20. The licensee shall undertake to pay the full amount of licence fee / dues regularly as per the award / agreement and perform all the covenants of the agreement even he /they have requested for appointment of Arbitrator and / or during the course of arbitral proceedings.

21. Gestation period of 30 day(s) or actual date of commencement of operations, whichever is earlier, will be permitted.

22. This award letter along with Special Terms and Conditions shall form the part of agreement.

Please acknowledge receipt and convey your acceptance within 10 days from the date of this award and also complete the contractual formalities within the stipulated period as mentioned above.

Hindi Version follows.

धन्यवाद

भवदीय  
के.श्रीनिवास  
वरिष्ठ प्रबन्धक (वाणिज्य)  
कृते विमानपत्तन निर्देशक

प्रतिलिपि:

- कार्यपालक निर्देशक (वाणिज्य), आ.वी.प्रा., राजीव गांधी भवन, नयी दिल्ली।
- क्षेत्रीय कार्यपालक निर्देशक पश्चिम क्षेत्र, आ.वी.प्रा., प.क्षेत्र मुख्यालय, मुंबई।

आंतरिक:

|   |                            |    |                          |
|---|----------------------------|----|--------------------------|
| 1 | संयुक्त महाप्रबंधक (संचार) | 7  | मुख्य सुरक्षा अधिकारी    |
| 2 | उप महाप्रबंधक (सिविल)      | 8  | बि.नि. के वि.का. अधिकारी |
| 3 | उप महाप्रबंधक (प्रवाहन)    | 9  | बि.नि. के निजी सचिव      |
| 4 | उप महाप्रबंधक (वित्त)      | 10 | नान ट्राफिक विभाग        |
| 5 | उप महाप्रबंधक (विद्युत)    |    |                          |
| 6 | उप महाप्रबंधक (आ.सं.)      |    |                          |



पुणे हवाई अड्डा  
PUNE AIRPORT

Pune-411032; Phone No.020-26680026 Fax 020-26685599

Website: [www.aai.aero](http://www.aai.aero) ; E-mail: [apdpune@aai.aero](mailto:apdpune@aai.aero)

पत्र सं: एएआइ/पीओ/वाणिज्य/वेहिकल पार्किंग-02/ 835/61-8 दिनांक: 09/11/2106

सेवा में,  
लवलीन एंटरप्राइसेस  
एल 73/285, महिपालपुर एक्सटेंशन  
नयी दिल्ली - 110037.

विषय: अवाई आफ लाइसेन्स फॉर टेम्पेरी वेहिकल पार्किंग राइट्स एट पुणे एयरपोर्ट।

Sub:- Award of License for Temporary Vehicle Parking Rights at Pune Airport.

महोदय,

Reference may be made to the bids submitted by M/s Lovelin Enterprises in response to the E-tender for Temporary Vehicle Parking Rights at Pune Airport (E-tender No.:1000018810) and corresponding financial bids which were opened on 04/11/2016. It has been decided by the Competent Authority to award M/s.Lovelin Enterprises, the license for Temporary Vehicle Parking Rights at Pune Airport on the following terms and conditions:

1. The award of license shall be for a period of **(06) Six Months or till finalization of regular tender whichever is earlier**, on purely temporary basis, for car park area of approx **11,000 sq. mtrs.** at Pune Airport. The quoted license fee of **Rs.28,05,555/- per month plus service tax** is payable to AAI during the period of license.
2. M/s Lovelin Enterprises is liable to pay all Govt. Taxes including service tax (presently @ 15%), TCS etc. applicable at the rates declared by Government of India / State Govt. / Union Territory from time to time.
3. Space rent @ Rs.1775/- per Sqm per month is applicable for the area of kiosks/booths set up in the Car park. In case the Kiosks/Booths are set up in the area of 11000 Sqm Net Car Park area, space rent shall not be applicable. Space rent of Rs 1775/- is valid until 31/3/2017 and is subject to 10% annual escalation (Round off to nearest Rs.5) every financial year i.e. from every 1<sup>st</sup> of April.
4. Utility/facilitation charges @10% of applicable space rent for kiosk/booth/counter area for all the booths/kiosks/counters irrespective of their location, shall also be payable by the successful bidder/tenderer.
5. Only bare space shall be provided by AAI and the fabrication of the counters in Car Park has to be done by the Licensee at his own cost.
6. The licensee shall pay the License Fee and other charges by local Cheque/Demand Draft. In the event of failure to pay the license fee and other charges by due dates, interest at the rate of 12% per annum shall be payable on all delayed payments, without prejudice to the Authority's other rights and duties. All payments shall be paid by 10<sup>th</sup> of every month as advance payment for that month, as per the rates applicable, notwithstanding that no bill has been received by you or within seven days from the date of receipt of the bill, whichever is earlier.

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7. The licensee shall be required to submit Security Deposit of Rs 64,52,780 /- [**Rupees Sixty Four Lakhs Fifty Two Thousand Seven hundred and Eighty only**] equivalent to two months gross billing in the form of Demand Draft/Pay Order/Bank Guarantee from Scheduled/Nationalized Bank favoring Airports Authority of India, payable at Pune. Bank Guarantee from Co-operative banks will not be accepted and Security Deposit for Electricity of **Rs.25,000/- (Rupees Twenty Five thousand only)** is also to be deposited by the Licensee.
8. M/s Lovelin Enterprises shall not surrender the subject license before the expiry of **50%** of the period of license, failing which the licensee shall be debarred from participating in any of AAI's tenders for a period of **One year**.
9. It may be noted that the Licensee may be debarred from further participation in AAI's tenders for a period of **one year** on account of non-completion of the following:
  - Acceptance of Offer within **10 days** of award of license.
  - Payment of Advance License fee for one month of **Rs 32,26,388/- including Service Tax (Rupees Thirty Two lakhs Twenty Six thousand three hundred and eighty eight Only)** in the form of DD/Cheque in favour Airports Authority of India, payable at Pune within **15 days** from the date of award of license.
  - Submission of Security Deposit and Electricity Deposit within **15 days** from the date of award.
  - Execution of license agreement on non-judicial stamp paper of **Rs.100/-** Govt. of Maharashtra before commencement of the contract.
  - Depute any authorized representative for the joint measurement within **15 days** from the award letter. The joint measurement shall form part of agreement. If the party fails to depute any authorized representative for the measurement within **15 days** then AAI representative shall conduct the measurement and inform the party, and the same will be forming part of agreement and will be binding.
10. The licensee shall be allowed to exercise the rights only after payment of Security Deposit, Electricity Deposit, Advance monthly license fee, communication of your acceptance of the terms and conditions and after execution of agreement on a specified non-judicial stamp paper.
11. The licensee shall not damage the premises or any part of the Airport Premises. In the event of any damage being caused intentionally or otherwise, AAI shall be entitled to repair the damaged or make the requisite replacement and call upon Licensee to replace or reimburse the cost thereof for which you shall have to pay forthwith on demand. In addition, AAI in any way will not be held responsible for any theft/pilferage etc. Licensee shall have to make/provide necessary security arrangement for safety / security of the belongings at your own cost.
12. The licence can be terminated by either side, by giving **30 days** notice in writing. However, Airports Authority of India can terminate the contract on shorter notice, in writing of **15 days** on grounds of unsatisfactory performance of passengers/users complaints. In such an event, licensee shall vacate the premises and handover peaceful possession of the licensed premises to AAI without claiming any compensation or raising any dispute.
13. The licensee shall be required to meet all statutory taxes/levies to the Central/state/local bodies as prescribed, if any, failing which AAI may exercise its option to settle, on licensee's behalf and recover the amount from the licensee. No claim in any respect regarding his property/goods shall be entertained by AAI.
14. The Licensee shall make arrangements to obtain appropriate insurance cover in respect of all properties/goods. If any, proposed to be stored or used by the licensee.
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7/11/16

16. Following acts of licensee shall also be construed as grounds for unsatisfactory performance:

- (a) Unsatisfactory performance.
- (b) Non payment of dues/ partial payment of dues.

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21. Gestation period of 15 day(s) or actual date of commencement of operations, whichever is earlier, will be permitted.

22. This award letter along with Special Terms and Conditions shall form the part of agreement.

Please acknowledge receipt and convey your acceptance within **10 days** from the date of this award and also complete the contractual formalities within the stipulated period as mentioned above.

Hindi Version follows.

धन्यवाद

भवदीय  
के.श्रीनिवास  
09/11/16

सहायक महाप्रबन्धक (वाणिज्य)  
कृते विमानपत्तन निर्देशक

प्रतिलिपि:

- ग) कार्यपालक निर्देशक (वाणिज्य), भा.वी.प्रा., राजीव गांधी भवन, नयी दिल्ली।
- घ) क्षेत्रीय कार्यपालक निर्देशक पश्चिम क्षेत्र, भा.वी.प्रा., प.क्षेत्र मुख्यालय, मुंबई।

आंतरिक:

|   |                                  |    |                          |
|---|----------------------------------|----|--------------------------|
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| 2 | उप महाप्रबंधक (सिविल)            | 8  | वि.नि. के वि.का. अधिकारी |
| 3 | उप महाप्रबंधक (प्रचालन)          | 9  | वि.नि. के निजी सचिव      |
| 4 | उप महाप्रबंधक (वित्त) — 01/11/16 | 10 | नान ट्राफिक विभाग        |
| 5 | उप महाप्रबंधक (वियुत)            |    |                          |
| 6 | उप महाप्रबंधक (मा.सं )           |    |                          |