

APPLICATION FOR PURCHASE OF REQUEST FOR QUALIFICATION AND PROPOSAL (RFQP) DOCUMENT(S)

Place: _____

Date: _____

To,
 Assistant Vice President – Finance,
 Mumbai International Airport Limited,
 Chhatrapati Shivaji Maharaj International Airport,
 Terminal 1, Santacruz (East), Mumbai – 400 099, India.

Dear Sir,

Subject: Confirmation for participating in the competitive bidding process for Passenger Services Concession at CSMIA by _____ **[insert name of the Applicant]** ("Applicant")

1. This is to confirm that we, _____ **[insert name of the Applicant]** are interested in participating in the Passenger Services Concession bidding process for the following outlet(s) and meet the qualification criteria specified hereunder:

SNo.	Type	Location of the Outlet	Approx. Area (sqm)	Category of the Outlet	Format	Term	Eligibility of Qualification	Brief description of the concession	Please mark ✓ if RFQP for the Category is requested
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)
1.	Passenger Services	Terminal 2 Level 3 domestic SHA – near gate 42	16 sqm	Massage Chairs	Outlet	2	An applicant must be operating massage chairs at the airport or city side. Company annual	Participant must bid for all locations of massage chairs to qualify for a valid bid	

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(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)
							turnover to be at least Rs 1 Cr		
2.	Passenger Services	Terminal 2 Level 3 domestic SHA opposite gate 46	10 sqm	Massage Chairs	Outlet	2	An applicant must be operating massage chairs at the airport or city side. Company annual turnover to be at least Rs 1 Cr	Participant must bid for all locations of massage chairs to qualify for a valid bid	
3	Passenger Services	Terminal 2 Level 3 domestic SHA near gate 49	25 sqm	Massage Chairs	Outlet	2	An applicant must be operating massage chairs at the airport or city side. Company annual turnover to be at least Rs 1 Cr	Participant must bid for all locations of massage chairs to qualify for a valid bid	

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4.	Passenger Services	Terminal 2 Level 3 domestic SHA opposite gate 86	10 sqm	Massage Chairs	Outlet	2	An applicant must be operating massage chairs at the airport or city side. Company annual turnover to be at least Rs 1 Cr	Participant must bid for all locations of massage chairs to qualify for a valid bid	
5.	Passenger Services	Terminal 2 Level 3 international SHA adjacent gate 69	20 sqm	Massage Chairs	Outlet	2	An applicant must be operating massage chairs at the airport or city side. Company annual turnover to be at least Rs 1 Cr	Participant must bid for all locations of massage chairs to qualify for a valid bid	
6.	Passenger Services	Terminal 2 Level 3 international	8 sqm	Massage Chairs	Outlet	2	An applicant must be operating	Participant must bid for all locations of massage	

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		SHA near gate 66 (adjacent to baker street)					massage chairs at the airport or city side. Company annual turnover to be at least Rs 1 Cr	chairs to qualify for a valid bid	
7.	Passenger Services	Terminal 2 Level 3 international SHA opposite gate 68	10 sqm	Massage Chairs	Outlet	2	An applicant must be operating massage chairs at the airport or city side. Company annual turnover to be at least Rs 1 Cr	Participant must bid for all locations of massage chairs to qualify for a valid bid	
8.	Passenger Services	Terminal 2 Level 3 international SHA - near gate 71	20 sqm	Massage Chairs	Outlet	2	An applicant must be operating massage chairs at the airport or city side. Company	Participant must bid for all locations of massage chairs to qualify for a valid bid	

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							annual turnover to be at least Rs 1 Cr		
9.	Passenger Services	Terminal 1C domestic SHA behind Smoor	22 sqm	Massage Chairs	Outlet	2	An applicant must be operating massage chairs at the airport or city side. Company annual turnover to be at least Rs 1 Cr	Participant must bid for all locations of massage chairs to qualify for a valid bid	
10.	Passenger Services	Arrivals Landside P6 - opposite gate A	227 sqm	Business Centre	Lounge	3	An applicant must be operating a similar concept at other airports. Industry experience should be at least 2 years	Participant must bid for all locations of business center to qualify for a valid bid	

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11.	Passenger Services	Terminal 2 level 3 domestic SHA – adjacent to Manyavar	14 sqm	Pharmacy	Outlet	3	An applicant must have a valid drug license to operate pharmacy. At least 2 years of experience of operating pharmacy	Participant must bid for all locations of pharmacies to qualify for a valid bid	
12.	Passenger Services	Terminal 2 level 3 domestic SHA – adjacent to Mufti	20 sqm	Pharmacy	Outlet	3	An applicant must have a valid drug license to operate pharmacy. At least 2 years of experience of operating pharmacy	Participant must bid for all locations of pharmacies to qualify for a valid bid	
13.	Passenger Services	Terminal 2 arrivals	10 sqm	Pharmacy	Outlet	3	An applicant must have a valid drug license to operate	Participant must bid for all locations of pharmacies to qualify for	

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							pharmacy. At least 2 years of experience of operating pharmacy	a valid bid	
14.	Passenger Services	Terminal 2 – level 4 international SHA	4 sqm	International Sim Cards	Outlet	3	An applicant must have a valid NOC from DOT. At least 1 year of experience in the said business	Participant must bid for all locations of sim card counters to qualify for a valid bid	
15.	Passenger Services	Terminal 2 – arrivals MLCP P4 – 36D	10 sqm	Car Wash / Car Cleaning	Kiosk	2	An applicant must be operating car wash service for at least 1 year with best customer experience	Participant must bid for all locations of car wash to qualify for a valid bid	
16.	Passenger Services	Terminal 2 – arrivals MLCP P5 –	10 sqm	Car Wash / Car Cleaning	Kiosk	2	An applicant must be operating car wash service	Participant must bid for all locations of car wash to qualify for	

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		37D					for at least 1 year with best customer experience	a valid bid	
17.	Passenger Services	Terminal 2 and Terminal 1 – counters	45 sqm	Car/Bus counters	Counters	2	An applicant must be in the ground transport business for at least 1 year with world class ride experience	Participant may bid for select locations of car / bus counters to qualify for a valid bid	
18.	Passenger Services	Terminal 2 – departure forecourt lane 1 opposite beer cafe	5 sqm	Luggage Lockers	Kiosk	2	An applicant must have luggage locker operations at any of the airports or city side	Participant must bid for all locations of luggage lockers to qualify for a valid bid	
19.	Passenger Services	Terminal 2 – arrival hall near SFPG	2 sqm	Luggage Lockers	Kiosk	2	An applicant must have luggage locker operations at	Participant must bid for all locations of luggage lockers to	

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(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)
							any of the airports or city side	qualify for a valid bid	
20.	Passenger Services	Terminal 2 – arrival hall near SFPG	2 sqm	Luggage Lockers	Kiosk	2	An applicant must have luggage locker operations at any of the airports or city side	Participant must bid for all locations of luggage lockers to qualify for a valid bid	

Notes:

(a) The Applicant may rely on the credentials of one or more of its Affiliates to fulfil the Eligibility requirements.

(b) "Affiliate" shall, with respect to an Applicant, mean any entity who directly or indirectly: (a) controls the Applicant; (b) is controlled by the Applicant; or (c) under direct or indirect control of an entity which also directly or indirectly controls the Applicant. As used in this definition, the expression "control" means, with respect to a person which is a company, corporation or limited liability partnership, the ownership, directly or indirectly, of at least 26% (twenty six percent) of equity share capital, partnership interest or equivalent of such person, and with respect to a person which is not a company, corporation or limited liability partnership, the power to direct the management and policies of such person, whether by operation of law or by contract or otherwise.

2. Accordingly, we submit herewith the Application Cost of **Rs. 1,00,000/- (Rupees One Lakh Only) per service category for the RFQP documents** as indicated above for the purchase of RFQP documents by way of direct transfer to MIAL account

from _____ (Bank name) on _____ (date) vide transfer advice no. _____. **[proof to be attached].**

3. Our other details are as follows:

Heading	Details
Address	
Nature of Applicant (Company / Partnership Firm / LLP etc.)	
PAN (PI enclose copy)	
GST Registration No. (PI enclose copy)	
Name and Email ID of the Contact Person	
Mobile No. of the Contract Person	

4. We understand that this Application Cost will be adjusted against the bid security amount, to be furnished along with the fully compliant bid, which is refundable (as provided in the RFQP document) in the event such bid is unsuccessful. Further, if we choose not to submit bid or a submit a non-compliant bid, we acknowledge that only 70% of the Application Cost shall be refunded by MIAL and 30% of the Application Cost shall not be refunded by MIAL.
5. We further acknowledge and confirm that MIAL at its sole discretion reserves the right to reject our application. In case of rejection, the Application Cost submitted by us shall be refunded by MIAL.

6. We confirm that we meet the minimum qualifying turnover, and are submitting the following documents along with this Application as applicable:
 - (a) an audited P&L statement or auditor's certificate as proof of the minimum qualifying turnover.
 - (b) a certificate from an independent practicing-chartered accountant / statutory auditor certifying that the entity is fulfilling the Eligibility requirements.
 - (c) if Eligibility requirement(s) is met through Affiliate(s), a certificate from an independent practicing-chartered accountant certifying that the entity fulfilling the Eligibility requirements is or are Affiliate of Applicant as per terms herein.
 - (d) certificate from the airport considered for the eligibility criteria.
7. We hereby confirm that all the information furnished in this Application is true and correct.
8. We request you to send us the Request for Proposal (RFQP) document(s) by email to the address specified in (3) above, upon realization of the Application Cost and upon evaluation of our qualification criteria as specified in (1) above.
9. We further acknowledge and confirm that MIAL, in its sole discretion, may amend / reconfigure / re-align any of the above-mentioned proposed outlets prior to issue of the RFQP to us. Further, we also acknowledge and confirm that MIAL may, at its sole discretion, decide to cancel the bidding process for any or all of the categories stated above, without assigning any reasons therefor.
10. **We hereby confirm that MIAL shall be entitled to reject our Application, if it is received by MIAL after the last date and time for submission.**
11. We represent and warrant that we are not Group Entity(ies), of MIAL or its shareholders (other than AAI). For this purpose,
 - (i) "Group Entity" with respect to a specified Entity, means any other Entity directly or indirectly controlling, controlled by or under common control with such specified Entity; provided however, that, for purposes of this definition, the terms "controlling", "controlled by" or "under common control with" mean the possession, directly or indirectly, of the power to direct or cause the direction of the management and policies of an Entity, whether through the ownership of voting securities, by contract or otherwise, or the power to elect or appoint at least 50% (fifty percent) of the directors, managers, partners or other individuals exercising similar authority with respect to such Entity; and
 - (ii) "Entity" means a company incorporated in India or a partnership firm or a limited liability partnership or an individual/ sole proprietor, a Hindu undivided family, an association of persons, a body of individuals, trusts and any other artificial juridical person based in India or abroad.

12. We represent and warrant that we, our directors, our key managerial personnel, our partner and our shareholders are not Related Party, of MIAL or its directors or its shareholders. For this purpose, Related Party shall have the same meaning as assigned to it under section 2(76) of the Companies Act, 2013 read with the Companies (Specification of definitions details) Rules, 2014.

13. **Confidentiality Undertaking:**

We hereby undertake and agree to keep the Information (as defined below) confidential. We acknowledge that the Information is confidential information of MIAL and is provided solely for the purpose of enabling us to participate in the competitive bidding process for non-aeronautical concession(s) indicated by us in the table above ("**Specified Purpose**"). We hereby undertake and agree that in consideration of receipt of such Information we shall abide and be bound by the following terms:

(A) "**Information**" means any and all documents and information, provided by or on behalf of MIAL to us or otherwise obtained by us pursuant hereto or negotiations and discussions with MIAL, including without limitation, any clarifications, amendments, tender documents or RFQP documents subsequently issued, drafts of definitive agreements, information obtained through interactions with MIAL and site visits (if any), all technical, commercial, financial, operational, legal or statistical information, all agreements, plans, layouts and documents in relation to CSMIA, in each case whether in writing, electronic form or other tangible form or disclosed by oral or visual presentation or other intangible method.

(B) We shall use the Information solely for the Specified Purpose. We shall maintain the confidentiality of the Information and shall not disclose the Information to any person, other than:

(i) our employees, professional advisors and consultants, who have a need to know in connection with the Specified Purpose; and

(ii) a party with the prior written consent of MIAL;

provided in each case that (a) we shall ensure that such party agrees to appropriate confidential treatment of such Information as per the terms hereof; and (b) we shall be solely responsible for any act by such parties which results in the Information not being treated in accordance with the confidentiality provisions hereof.

- (C) Confidentiality obligations hereunder shall not apply to any Information that (i) is or becomes available in the public domain, other than by breach of confidentiality obligations by us or any other party, (ii) is in our possession prior to its disclosure by MIAL and rightfully received without any breach of confidentiality by any party. If we are required to disclose any Information pursuant to any applicable laws or an order of any judicial or statutory authority, we shall give MIAL reasonable prior notice of the circumstances of such requirement prior to disclosing such information and shall co-operate with MIAL to minimize the extent of disclosure, including in any effort by MIAL to contest or obtain a protective order against such requirement.
 - (D) We shall return to MIAL all Information including without limitation all originals, copies, extracts and summaries thereof (including information on electronic media), and certify to MIAL that we have returned such Information within two days of such request by MIAL.
 - (E) We agree that the use or disclosure of the Information in breach of these confidentiality provisions will cause irreparable harm or injury to MIAL, which is incapable of recompense by way of damages. Accordingly, we agree that MIAL is entitled to seek injunctive or other appropriate relief to restrain any breach or threatened breach of these confidentiality provisions.
14. We acknowledge and agree that the payment of Application Cost, receipt of the RFQP document(s), participation in the RFQP process or submission of any bid(s) under or pursuant to the RFQP document(s) does not and would not be deemed to create any rights or expectations whatsoever in our favour. We agree and acknowledge that nothing contained herein or in the RFQP process shall constitute any offer by MIAL to enter into any contract with us. We acknowledge and agree that the acceptance, rejection or disqualification of our application, issue of the RFQP document(s) and award of the concession(s) at any stage is at MIAL's sole discretion and any decision taken by MIAL pursuant hereto is final and binding on us and we shall have no rights or claims in relation to any decision of MIAL pursuant to the RFQP process.

Thanking you,
Yours sincerely,

For _____

[insert name of the Applicant]

