



Comments on the Consultation Paper No. 07/2022-23 dated 05th August 2022 in the Matter of Determination of Aeronautical Tariff for Mangaluru (IXE) for the First Control Period (01.04.2021 - 31.03.2026)

**Submitted by
Mangaluru International Airport Limited
Dated: 05th September 2022**

Disclaimer

This document has been prepared by Mangaluru International Airport Limited (MIAL) in response to AERA's Consultation Paper (CP) No. 07/2022-23 dated 05th August 2022 in the Matter of Determination of Aeronautical Tariff for Mangaluru (IXE) for the First Control Period (FCP) (01.04.2021 - 31.03.2026)

The purpose of this document is to solely provide a response to the tentative decisions proposed by AERA in Consultation Paper and should not be referred to and relied upon by any person against MIAL. This document includes statements, which reflect various assumptions and assessments by MIAL and relevant references to various documents. Same do not purport to contain all the information to support our response.

This document may not be appropriate for all persons, and it is not possible for MIAL to consider particular needs of each party who reads or uses this document.

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The response set out below to the CP shall not be construed as an acceptance by MIAL of the various assumptions undertaken by the Authority in the CP.

We request the Authority to follow the previous orders passed in case of other airports by AERA, Hon'ble TDSAT and the Hon'ble Supreme Court of India, as well as orders concerning the points raised in the MYTP and this response. It is settled law that juridical discipline requires the Authority and/or courts of law to follow the previous orders to maintain certainty of things. At the same time, the Airport Operator is always entitled to raise / agitate the points which are not in consonance with the relevant guidelines and judicial pronouncements irrespective of previous orders in this regard.

The response is without prejudice to MIAL's rights, submissions, contentions available to it in accordance with applicable laws.

List of Abbreviations:

Abbreviation	Expansion
AAI	Airport Authority of India
ACI	Airport Council International
ADP / AVP	Airport Driving Permit / Airport Vehicle Permit
AERA or Authority	Airport Economic Regulatory Authority of India
AO	Airport Operator
AOCC	Airport Operator Control Centre
ATF	Aviation Turbine Fuel
ATM	Air Traffic Movement / Automated Teller Machine
AVSEC	Aviation Security
BoQ	Bill of Quantities
CA	Concession Agreement signed between AAI and AMIAL as on 14 th February 2020
CAPM	Capital Asset Pricing Model
COD	Commercial Operation Date
CoD	Cost of Debt
CoE	Cost of Equity
CP	Consultation Paper No. 07/2022-23 dated 05th August 2022
CPI	Consumer Price Index
CPWD	Central Public Works Department
CWIP	Capital Work in Progress
DGCA	Director General of Civil Aviation
DGM	Deputy General Manager
DIAL	Delhi International Airport Limited
ERP	Equity Risk Premium
EV	Electric Vehicle
FCP	First Control Period
FIDS	Flight Information Display System
FRoR	Fair Rate of Return
FTC	Fuel Throughput Charges
FY	Financial Year
GDP	Gross Domestic Product
GHA	Ground Handling Agency
GoI	Government of India
GoK	Government of Karnataka
HR	Human Resource

Abbreviation	Expansion
IATA	International Air Travelers Association
ICAO	International Civil Aviation Organization
IDC	Interest during Construction
IMG	Inter-Ministerial Group
KSPCB	Karnataka State Pollution Control Board
LOA	Letter of Award
LOI	Letter of Intent
MAG	Minimum Annual Guarantee
MIAL or AMIAL or IXE	Mangaluru International Airport Limited
MPPA	Million Passenger Per Annum
MYTP	Multi Year Tariff Proposal
NAR	Non-Aeronautical Revenue
NBFC	Non-Banking Financial Company
NCAP	National Civil Aviation Policy,2016
O&M	Operation & Maintenance
ORAT	Operational Readiness and Airport Transfer
PAX	Passengers
R&M	Repairs and Maintenance
RAB	Regulatory Asset Base
RCS	Regional Connectivity Scheme
RFPs/RFQs	Request for Proposals / Request for Quotes
RSCO	R. Subramanian & Co. LLP
RWH	Rainwater Harvesting
RWY	Runway
SCP	Second Control Period
TCP	Third Control Period
TDSAT or the Appellate Authority	Telecom Disputes Settlement and Appellate Tribunal
TWY	Taxiway
UDF	User Development Fees
VDGS	Visual Docking Guidance System
VFR	Visiting Friends and Relatives
WACC	Weighted Average Cost of Capital
WDV	Written Down Value

Airport Operator or AO or MIAL means same and as has been used interchangeably in this document

In this document, "Authority" where any clause from Concession Agreement is mentioned it refers to Airports Authority of India (AAI) and for rest of the document Authority refers to AERA.

In this document, "The AERA Act" refers to The Airports Economic Regulatory Authority of India Act, 2008 (as updated from time to time)

In this document, "The AERA Guidelines" refers to Airports Economic Regulatory Authority of India (Terms and Conditions for Determination of Tariff for Airport Operators) Guidelines, 2011



To,
The Director (P&S, Tariff),
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Sub: Comments on the Consultation Paper No. 07/2022-23 dated 05th August 2022 In The Matter of Determination of Aeronautical Tariff for Mangaluru (IXE) for the First Control Period (01.04.2021 - 31.03.2026)

Dear Sir,

This is in respect to the Consultation Paper No. 07/2022-23 dated 05th August 2022 in The Matter of Determination of Aeronautical Tariff for Mangaluru (IXE) for the First Control Period (01.04.2021 - 31.03.2026), we hereby submit our written comments. Since the submission is detailed, we have not used the tabular format as provided in the Annexure 5 of the Consultation Paper, though we have provided the comments chapter-wise.

We shall be pleased to provide any further information that Authority may require in this regard.

Thanking you

Yours truly,
For Mangaluru International Airport Limited,


Manoj Chanduka
Authorized Signatory

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Chapter 1 “Comments on Consultation Paper Chapter 5 - True Up of Airport Operator for the Period from COD Till March 31, 2021”

1.1 AERA proposal as per 5.3.1.2 page 52 of CP relating to True up of RAB

Based on the adjusted RAB of AAI for the Pre-COD period, the Authority has derived the adjusted RAB of the Airport Operator as on COD as ₹ 125.64 crores. Refer para 4.5.9 and Table 13 of the Study on Allocation of assets between Aeronautical and Non-aeronautical assets for Mangaluru International Airport.

Extract from Study on Allocation of assets

6.5.3. The Non-aeronautical area in the terminal building is considered as 8% as against 10% and 5% proposed by AAI and the Airport Operator respectively based on the IMG norms. The Terminal Building ratio considered for the purpose of the Study is 92:8 (Aeronautical: Non-aeronautical)

Comments by MIAL :-

- 1.1.1 The comments on the similar matter are provided at point 3.19 below. The same may be referred hereto.

1.2 AERA proposal as per 5.3.1.4 (ii) page 53 of CP relating to Intangible Assets (Pre-COD expenditure)

It is determined from Clause 5.1.1 of the Concession Agreement that the capitalization of Intangible asset and its allocation may not be a subject matter to be considered as part of this Consultation Paper. Accordingly, the Intangible asset have been excluded from the Adjusted RAB computed by the Study as of March 31, 2021. Further, the Authority noted that as per clause 6.5.3 of the Concession Agreement, the senior management staff of AAI of the rank of deputy General Manager and above (Senior Personnel) shall remain deputed at the Airport for a period not exceeding 3 months from the COD and that their costs will be borne by AAI. Hence, considering that Senior Personnel of AAI were deputed at the Airport for a period of 3 months from the COD, the Authority proposes not to consider the salary costs and consulting fees shown by the AO as Intangible assets.

Extract from Study on Allocation of Assets Between Aeronautical and Non-Aeronautical Assets 3.5.3. *The following clause in the Concession Agreement may be read with respect to the Intangible assets submitted by the Airport Operator as part of the RAB: Clause 5.1.1. of the Concession Agreement states that "Subject to and on the terms and conditions of this Agreement, the Concessionaire shall, at its own cost and expense, procure finance for and undertake the operations, management and development of the Airport, in accordance with the provisions of the Applicable Permits, Applicable Laws, this Agreement and observe, fulfil, comply with and perform all its obligations set out in this Agreement or arising hereunder." The aforesaid clause does not specifically provide for Intangible asset, or expenditure which constitutes salary and consulting costs incurred prior to COD, to be included in the RAB. Therefore, it is determined from the Concession Agreement that the capitalization of Intangible asset and its allocation may not be a subject matter to be considered as part of the Study report. Accordingly, the Intangible asset have been excluded from the Adjusted RAB computed by the Study as of March 31, 2021 (refer Annexure 1 - 'Analysis of Intangible Asset Capitalised by Airport Operator').*

Comments by MIAL:-

- 1.2.1. Adani Enterprises Limited (AEL) was announced the successful bidder for Mangaluru Airport in Feb-2019. As the Concession agreement was a part of the Bid, AEL was aware of its obligations and responsibilities under the Concession Agreement and activities that were required to be done to achieve the successful Commercial Operations Date (COD). This process was akin to Operational Readiness and Airport Transfer (ORAT) activity which is done when green field facility is commissioned at the Airport.
- 1.2.2. We had earlier submitted to the Authority that various clauses in the Concession agreement mandated certain activities/obligations to be performed by the Airport Operator prior to COD so that the transition from AAI to AO is smooth. These activities covered many areas like

operational readiness, familiarization & training, Trial programs, Airport facility assessment, Capability building & human resource management, observation period, financial closure etc. Being an operating Airport, these were important from the perspective of Airport users and passengers as well. It appears from the CP that the same has not been taken cognizance of by the Authority. Hence, we are reproducing the relevant provisions of the CA for your ready reference:-

Extract of relevant clauses from the Concession Agreement

Clause 16.5 Observation Period prior to COD:- There was a requirement to have 60 days of observation period before COD whereby Concessionaire's team was to work along with AAI's team to understand the Airport operations. In order to have a dedicated Airport team to be ready for participation in Observation period Concessionaire is required to hire personnel well before the time.

Further As per Clause 5.8 of the CA, Concessionaire is obligated to have trained personnel employed all the time. Before taking over the Airport, the AO is required to hire people who are trained to take care of safe operations of the Airport.

As per Clause 4.1.3 of the CA, as a condition precedent; Concessionaire needs to fulfill the following activities: -

Particular	Details
Submission of PBG within 120 days of signing of CA.	Submission of PBG requires engagement with various Banks, lenders and financial institution. This also requires dedicated finance team to work with various financial institutions.
Procure all the applicable permits	All the necessary applicable permits need to be obtained which encompass all the functions of the Airport: - Operational like CTO, Fire NOCs, Clearance of BoD Financial – GST / PAN / TAN Engineering & Maintenance – Travelators, Weights & Measures, Single Line, HR Compliances – Shops & Establishment / ESI / PSF / CLRA Security – Clearance of Aviation Security Program In order to process and obtain the necessary applicable permits adequate manpower had to be onboarded well before the CoD so that necessary applications are made timely, and approvals are obtained.
List of construction works to be undertaken in the first seven concession years	In order to provide list of construction works, Master planning needed to be undertaken which required engagement of master planner, designer, architects, town planners etc.

Particular	Details
	Further under clause 5.12 of the CA Obligations relating to aesthetic quality of the Airport it is stated that "The Concessionaire shall engage professional architects and town planners of repute for ensuring that the design of the Airport meets the aforesaid aesthetic standards"
Execution of the escrow agreement as per Schedule M	This requires engagement with banks, lenders, financial institutions to perform the necessary documentation.

Clause 6.4.5 Works In Progress: - Concessionaire is obligated to pay CWIP amounts to AAI. *"The Parties shall constitute a committee comprising representatives of the Concessionaire, Authority and each of the counterparties under such contracts, which committee shall be responsible for: (a) facilitating any discussions and/ or interactions amongst AAI, the Concessionaire and the counterparties under such contracts, including in respect of any modifications to the works, and (b) coordinating, facilitating, and monitoring the progress of such works-in-progress."* **In order to assess, the works in progress both physical and financials, necessary teams were engaged from master planning, designing, asset health check, vendor management and financial experts.**

Clause 10.2 Lease, Access, and Right of Way:- Concessionaire is allowed to take necessary surveys, investigations etc of the property prior to COD to assess various risks associated with the site. **This activity required engagement of various experts and agencies.**

Clause 10.3 Procurement of the Site:- Both AAI and Concessionaire need to undertake joint inspection of site, inventory of buildings, structures, roads works etc. **This required dedicated finance, operations and engineering & maintenance team in place to do the joint inspection and asset health check.**

Clause 15.1 / 26.1 Commercial Operation Date / Financial Close:- In order to achieve COD, financial close is a mandatory requirement. **To make financial projections necessary studies were required to be undertaken like traffic study, revenue potential study, capex planning based on master planning, estimation of capex, operating cost estimation, engagement of financial consultant, financial modelling etc. This required engagement of consultants and also in-house corporate finance team.**

Clause 18.17 Maintenance Programme :- On or before COD, Concessionaire needs to submit detailed Maintenance Programme which shall include: (a) preventive maintenance schedule; (b) arrangements and procedures for carrying out urgent repairs; (c) criteria to be adopted for deciding maintenance needs; (d) intervals and procedures for carrying out inspection of all elements of the Airport; (e) intervals at which the Concessionaire shall carry out periodic maintenance; (f) arrangements and

procedures for carrying out safety related measures; and (g) intervals for major maintenance works and the scope thereof.

In order to prepare the Maintenance Programme a dedicated Engineer's team involvement was required. Further this required investigation and detailed health study of the existing assets. The detailed study was conducted by engagement of both in-house team and expert consultants.

Clause 28.1 Collection of Fees by the Concessionaire:- On and from COD and till the Transfer Date, the Concessionaire has the sole and exclusive right to demand, collect and appropriate Fees from the Users for the provision of the Aeronautical Services and Non-Aeronautical Services, including the airlines and passengers, in accordance with the provisions of the Regulatory Framework.

In order to collect the fees from COD onwards necessary IT infrastructure was required to be set up which included SAP, AODB, AOCC, Billing Systems, Passenger Data Collection System. In addition, it required Engagement of Finance team, assessment of existing IT Infrastructure, engagement of IT experts and experts who understood the regulatory framework.

Clause 28.8 Display of Aeronautical Charges:- Website was required to be ready and necessary aeronautical charges needed to be provided on the website. This required creation of websites, domains, engaging IT experts, domain experts, experts from regulatory framework etc.

Clause 30.3 Insurances:- No later than 30 (thirty) days prior to commencement of the Concession Period, the Concessionaire shall by notice furnish to the Authority, in reasonable detail, information in respect of the insurances that it proposes to take. This required engagement of insurance agents, risk measurement, assessment of asset value, risk mitigation plan etc.

Various other requirements under the CA which entailed onboarding of personnel/consultants: -

- Operational SOPs
- Clause 23 - Readiness of Performance Measurement Plan
- Schedule H - to obtain ACI Membership
- Schedule 1 - Submission of Aerodrome Emergency Plan prior to COD
- 18.15.4 Establishing Airport Safety Management Unit (ASMU)
- Formation of various committees - JCC for CNS ATM, MoU, Capex, Right of Way
- Aeronautical Information Services
- Apron Management Unit

1.2.3. The reason mentioned by the Authority in the CP, that the senior management staff of AAI of the rank of deputy General Manager and above (Senior Personnel) shall remain deputed at the Airport for a period not exceeding **3 months from the COD** and that their costs will be borne by

AAI is not relevant to the current issue. The intangible assets are expenses which were incurred **before the COD** as a preparation for the successful transition from AAI to Private Airport Operator. It is not related to the manpower expenses after CoD, nor is any amount of AAI salary expenses included in this. Further, clause 5.1.1 of the CA provides that all the obligations mentioned in the Concession Agreement are to be performed by the Concessionaire. Hence, the activities listed above prior to COD could have been carried out by the AO only with the help of its own employees and services of the various professional experts and not by the senior personnel of AAI. Once again, we would like to reiterate that the activities performed prior to COD were similar to Operational Readiness and Airport Transfer (ORAT) activity which is done when any green field facility is commissioned.

- 1.2.4. With respect to the comments of the Authority that there is no provision in the CA which specifically permits these expenditures to be capitalized, we would humbly submit that the CA specifically provides for restrictions on some expenditure not to be considered as pass-through for example monthly concession fees. There is no clause in the CA which restrains the expenses incurred before COD to be sought as pass-through, as there is no ambiguity that these expenditures are part of the audited financial statements and are genuine, legitimate and were essential for smooth airport functioning on transition.
- 1.2.5. Though the Airport was operational before COD, the expenses incurred by MIAL before COD are pre-operative in nature and should be allowed as RAB either by way of it is capitalization and allocation to various assets or capitalized as separate asset as Intangible.
- 1.2.6. We would also like to submit that in the case of Delhi International Airport Ltd. (DIAL) the Authority allowed certain expenditure incurred by DIAL as expenses even though the same was capitalized as **Intangible Assets** by DIAL. Extract from DIAL Second Control Period order no. 40/2015-16 dated 10th December 2015 is given hereunder:

"6.26.8. Additionally, the Authority had noted that DIAL had capitalized VRS expenses in its books towards intangible assets. However, the Authority had decided to expense out the VRS payments made by DIAL to AAI, as these costs are more in the nature of costs associated with staff matters under the concession agreements and do not build any additional assets."

The Authority in case of Bengaluru International Airport Limited (BIAL) has approved cost of Rs. 46 Crs for **ORAT** during tariff determination of third control period (refer page no. 252 of Order No. 11/2021-22 for BIAL Third Control Period).

- 1.2.7. **From the foregoing submissions, the Authority would appreciate that without having proper manpower and professional support it would not have been possible to achieve transition of airport from AAI to AO as mandated under the CA. These activities were required to be performed prior to COD. Hence, the expenditure incurred by the AO to achieve successful COD**

are essential, genuine, and legitimate. Accordingly, we request the Authority to at least take into account the expenditure incurred by us under this head, post issue of LOA by AAI till COD i.e. Rs.15.51 crores against Rs. 17.23 Cr claimed by us. In case the Authority believes that the same cannot be allowed to be capitalized as intangibles for the purpose of arriving at RAB, we request the Authority to allow the same as expenses in the FY20-21 for calculation of ARR. Not considering this expenditure for calculation of ARR would be tantamount to penalizing the AO for a successful COD with smooth transition in an operating Airport.

1.3 AERA proposal as per 5.3.4.5 page 58 of CP relating to Rationalisation of O&M expenses

*The Authority notes that there were about 107 Select employees of AAI, who were already deployed at the Airport. As these employees are expected to continue serving the Airport until the Deemed Deputation Period (which is 3 years from COD), the deployment of 27 employees by the AO for the period from COD till March 31, 2021, over and above the AAI employees, **seems to be on the higher side**. The Authority has rationalized the Manpower expenses of AO on the following basis:*

- i. Salary costs of Legal department is excluded from the determination of Aeronautical charges as per Clause 28.3.8 of the CA. Hence, the same is considered as non-aeronautical costs.*
- ii. Headcount of departments such as Operations, HR have been rationalised (by reducing the Headcount by 2 employees each) based on the Select employees of AAI available and also considering the existing level of size, scale and related operations at the Airport*

b. Repairs & Maintenance

The Authority notes that the Repairs and maintenance expenses submitted by the Airport Operator (₹ 3.40 crores) is higher than 6% opening net block of RAB, as approved for other similar Airports such as Calicut International Airport. The Authority proposes to rationalize the Repairs and Maintenance expenses to the extent of 6% of the opening Net block as on COD.

Comments by MIAL:-

- 1.3.1 The reason mentioned by the Authority for rationalization of manpower is that 27 employees by the AO seems to be **on the higher side**. However, the Authority has not provided any basis on which it has arrived at this conclusion.
- 1.3.2 We would like to refer to the Study on Efficient Operation and Maintenance Costs provided as Appendix II to the CP, where no such reasoning or remark is provided. The study has no observation that employees of AO seem to be higher.
- 1.3.3 We would like to submit that the Hon'ble Supreme Court vide its judgement dated 11th July 2022 in respect to tariff appeals of First Control Period of DIAL and Mumbai International Airport Limited has recognized the importance of employees from both AAI and DIAL to work in tandem in the transition phase. Relevant extract of para 65 of the judgement is reproduced below:
"The principle of economic efficiency incorporated in SSA only means that there should be no extra cost included which does not affect the efficiency of the system. It can hardly be said that the system could have worked in the relevant year without the AAI manpower. No doubt it was a transition phase which required both sets of manpower to work in tandem towards the efficiency levels. The relevant aspect is that as and when AAI started pulling out their manpower, DIAL supplemented the manpower. That manpower supplemented may be less or more is not relevant. In the year in question, the presence of both sets of manpower was necessary for the efficient functioning and the manpower of DIAL was in the learning process.

This learning curve cannot be excluded on the ground of not being relatable to economic efficiency. It can hardly be called duplication of work even though it may in some sense add to the value of HRAB but that is a natural corollary. The parties to the contract were quite conscious of this ramification as they knew the methodology which would be adopted for the takeover of the airport."

1.3.4 **Regarding the Authority's proposal to treat legal employees as Non-Aero** in view of the CA's clause 28.3.8, we would like to place the following facts:

1.3.4.1 Clause 5.1.2 of the CA is reproduced below,

The Concessionaire shall comply with all Applicable Laws and Applicable Permits (including renewals as required) in the performance of its obligations under this Agreement.

1.3.4.2 In house legal team helps in vetting all the RFPs/RFQs issued by AO. They also help in complying all the laws, regulations, and guidelines etc. applicable to AO. Further, replying to various notices issued by statutory bodies, contractors etc. is done by employees of legal department. It is also to be noted that in house legal team is not eligible to appear on behalf of MIAL in any court of law as they are not members of the Bar Council of India.

1.3.4.3 It is to be noted that the Authority has treated cost of employees under Legal department as non-Aero which is not in line with the letter and spirit of the Concession Agreement. The work of in-house Legal department is mainly related to Aero. Till COD and thereafter also, legal department had to play a huge role in complying with the terms of the Concession Agreement and applicable laws for operational readiness of the Airport. Further, the Airport Operator has given the rights of Non-Aeronautical Services to a Master Service Provider and therefore, the majority work being carried out by the Legal department is only related to Aeronautical Services. It may also be noted that cost of Legal Employees cannot be treated as Legal Services.

1.3.4.4 There is a restriction on advocates from taking up other employments. It means that an advocate can be either a counsel or an employee. In-house legal department employee cannot provide legal services of arguing a case in court of law. They can merely check the legal side of the documents for the better understanding of the management who are not qualified in law.

1.3.4.5 It is also requested to take a note that as per CA "costs incurred by the Concessionaire with regards to legal services, shall not be considered by the Regulator for the purpose of determining the Aeronautical Charges". As is clear, CA does not restrict Regulator to allow pass through of costs incurred by the AO with respect to the employees of in-house legal department. The costs incurred with respect to legal services like litigation matters costs have been barred from perspective of pass-through in tariff.

We request the Authority to allow the cost of legal employees, the amount which has been actually incurred and paid, during the period from COD till 31st March 2021 without any adjustment.

1.3.5 **Regarding the Authority's proposal to reduce HR manpower from 3 to 1** we would like to place the following facts:

As per Clause 5.1.2 of the CA, AO is required to reimburse AAI Manpower salaries on monthly basis.

Also, as per clause 6.5, AO is required to make offer to AAI employees within 90 days of COD. In order to perform these mandatory activities, 2 Manpower are exclusively required for the following activity :-

- Reconciliation of monthly Salary statement
- Attendance of AAI manpower on manual basis
- Co-ordination for AAI employee joining formalities, Handling complaints, industrial relations, managing grievance procedures and facilitating counseling
- Engaging with AAI employees, Understanding the current skills
- Organizing town halls.
- Working out suitable compensation package
- Understanding the non-tangible benefits available to AAI employees, studying how the same can be factored in compensation package.
- Preparation of offer letters
- Rolling out joining offers for over 107 employees within time bound manner.

Further MIAL being a separate entity has to fulfill various statutory obligations relating to PF, ESI, TDS, labor laws etc.

It was necessary to hire 3 employees, as the tasks to be performed by them are either exclusive to Adani group or required to fulfill necessary compliances. We request the Authority to allow the employee cost, the amount which has been actually incurred and paid, during the period from COD till 31st March 2021 without any adjustment.

1.3.6 **Regarding the Authority's proposal to reduce Operation manpower from 4 to 2** we would like to place the following facts:

1.3.6.1 As per Clause 6.5.3 the senior management staff of AAI of the rank of DGM and above would not be available after 3 months from COD.

1.3.6.2 As per requirement of CA, MIAL made offer to AAI select employee. However, nobody accepted the offer.

1.3.6.3 It was necessary for MIAL to plan hiring and training for various roles. Operation being critical and sensitive function for overall functioning of the Airport in efficient and safe manner, MIAL hired one person each as Head of Operation, Terminal Duty Manager, Duty officer protocol and Facility Management.

We request the Authority to allow the employee cost, the amount which has been actually incurred and paid, during the period from COD till 31st March 2021 without any adjustment.

1.3.7 **In respect to R&M Expense:-**

1.3.7.1 AERA restricted R&M expenses to 6% of the opening RAB without any basis. R&M expenses depend on various factors like age of the existing assets, frequency of the use of assets (single/double/triple shift), local geographic and weather conditions.

1.3.7.2 RAB is a depreciating building block. RAB amount depreciates each year based on depreciation rate applied. In case R&M is computed as percentage of the RAB, it results in reduction of R&M amount. Whereas in actuals, as the asset gets older the R&M expenditure increases to maintain the efficiency of the operations. This was also explained by AAI during the stakeholder consultation in the presentation provided on 22nd August 2022.

1.3.7.3 We have submitted during our presentation at the stakeholders' consultation meeting that majority of fixed assets for Mangaluru Airport was created by AAI during year 2001-2010 (approx. Rs.270 Crore out of total gross fixed assets of around Rs.400 Crores) and balance during FY 2011-20. This clearly demonstrates that the Fixed Assets at the Airport are very old, which requires and justifies higher repairs & maintenance cost to achieve efficiency. Despite this, disallowing the repairs & maintenance cost, according to us, is not correct.

1.3.7.4 We request Authority to approve the actual R&M expenses as per the audited financials. The list of R&M expenditures for FY21 is appended here with as Annexure **1.1**.

1.3.7.5 Clause 28.1 of the CA is as follows:

On and from COD and till the Transfer Date, the Concessionaire has the sole and exclusive right to demand, collect and appropriate Fees from the Users for the provision of the Aeronautical Services and Non-Aeronautical Services, including the airlines and passengers, *in accordance with the provisions of the Regulatory Framework and this Agreement including the terms set out in Schedule R* (Memorandum of Understanding), provided that the Concessionaire may determine and collect Fees at such lower rates as may be agreed with the Users or any category of Users in accordance with the Applicable Laws and Applicable Permits.

"Regulatory Framework" means the framework adopted by the Regulator as per the Applicable Laws, including the AERA Act and Airports Economic Regulatory Authority (Terms and Conditions for Determination of Tariff for Airport Operators) Guidelines, 2011;

1.3.7.6 The approach considered by AERA is not as per AERA Guidelines 2011. AERA guideline does not provide any capping of R&M expenses at 6%. We would like to place before the Authority that restricting the R&M expenses may lead to compromises in the safe operations as AO will be constrained to incur expenses beyond what is allowed.

Further, it is observed that while AERA has considered 6% of Net Block in FY22 to FY24, and for FY25 and FY26 AERA has considered the expenses as per AO filing which were based on different assumptions and were lower than the amount arrived as per percentage of Net Block. Notwithstanding our comments given above on restricting the R&M expenses, we submit that if a principle is applied that should be adhered consistently irrespective whether the value is higher or lower, rather than cherry picking.

1.3.7.7 In the light of the foregoing, we request AERA that R&M expenses should be trued up based on actuals, without any capping.

In order to understand the issue highlighted in point 1.3.7.2 above, about ever-increasing Gap between the projected R&M vs notional R&M based on 6% of Opening Net RAB, the following example may be referred to

Particulars	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Opening Net Block	100	95	90	85	80	75	70	65	60	55
Dep Rate	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Dep on Gross Block	5	5	5	5	5	5	5	5	5	5
Closing Net Block	95	90	85	80	75	70	65	60	55	50
6% of R&M Exp on Opening Net RAB (as suggested by AERA) (A)	6.00	5.70	5.40	5.10	4.80	4.50	4.20	3.90	3.60	3.30
Projected R&M Cost based on age of asset (B)	6.00	6.00	7.00	7.00	8.00	8.00	9.00	9.00	10.00	10.00
Difference (A - B)	-	(0.30)	(1.60)	(1.90)	(3.20)	(3.50)	(4.80)	(5.10)	(6.40)	(6.70)

Chapter 2 “Comments on Consultation Paper Chapter 6 – Traffic Projections for the First Control Period”

2.1 AERA proposal as per 6.2.3 page 65 of CP relating to Exempted Traffic

The Authority notes that the Airport Operator has considered only billable ATM, after excluding ATM traffic covered under the RCS scheme. However, the Authority is of the view that RCS scheme is promoted by the Gol with the objective of making regional air connectivity affordable by supporting airline operators through concessions offered by Central Government, State Government, and the Airport Operators. As this scheme is promoted to encourage small aircrafts, the flights operating under this scheme are not eligible to be claimed as a passthrough/ exemption. Hence, the Authority has considered the total traffic projections (passenger and ATM) of MIAL, which is a consistent approach being followed in this regard in line with all Major Airports.

Similarly, Gol has allowed exemption of UDF to certain categories of passengers through Order No. AIC 14/ 2019 read with AIC 20/ 2019. The AO cannot claim any passthrough regarding UDF on such categories and this is followed by AERA across at all Major Airports.

Comments by MIAL:-

- 2.1.1 We would like to reproduce the relevant extract from the MYTP submission as follows
"4.8. Further it is to be noted that IXE, Mangaluru handles large volumes of ATM which are less than 80-seater capacity, some of which are under RCS category. Based on historical trend, less than 80-seater capacity and RCS category ATMs accounts for approx. 40% and 2% of domestic ATMs respectively.
- 4.9. AMIAL appreciate the RCS scheme initiated by government to boost the regional connectivity whereby no landing charges are charged to Airlines and also no UDF is charged to the departing passenger. Secondly ATMs having less than 80-seater capacity are also exempted from landing charges. Lastly, there are certain categories of passengers which are exempted from user charges being infant, transit etc.*
- 4.10. Therefore, while calculating the revised aeronautical charges, the ATM and Passenger traffic is suitably adjusted to account for only billable ATMs and billable Passengers."*
- 2.1.2 We would like to emphasis on point 4.8 of the MYTP submission where it is mentioned that only 2% of the domestic ATMs are in the category of RCS. However, there are approx. 40% domestic ATMs which are in the category of less than 80-seater which are exempted from landing charges.
- 2.1.3 Similarly, there are certain categories of passengers which are exempt from UDF charges.
- 2.1.4 It is to be noted that AO has done adjustment in ATMs to calculate only the billable ATMs. The adjustment is necessitated to project the correct Aeronautical revenues.

2.1.5 We would like to draw the attention of Authority on the Tariff order for Bangalore Airport for Third Control Period order no. 11/2021-22 dated para 4.5.9 onwards.

Transfer passengers at Bangalore Airport

4.5.9 The Authority noted BIAL's submission related to transit/ transfer passengers at Bengaluru airport. The Authority noted from the Second Control Period order for BIAL that the transit/transfer passengers transiting upto 24 hours are exempted from levy of UDF. The relevant extract is produced below:

"Transit/transfer passengers (this exemption may be granted to all the passengers transiting upto 24 hours "A passenger is treated in transit only if onward travel journey is within 24 hours 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").

4.5.10 The Authority noted that BIAL has revised its projections of the share of the transit/ transfer passenger in the total passenger based on the actual transit/ transfer passenger share of FY21. The same are produced below:

Table 67: Forecast of share of transit/ transfer passenger in total passenger as per BIAL's MYTP for the Third Control Period

% of Exempt passengers	FY2022	FY2023	FY2024	FY2025	FY2026
Domestic Pax	13%	13%	13%	13%	13%
International Pax	5%	5%	5%	5%	5%

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Table 68: Forecast of share of transit/ transfer passenger in total passenger as per BIAL's ATP for the Third Control Period

% of Exempt passengers	FY2022	FY2023	FY2024	FY2025	FY2026
Domestic Pax	25.75%	17.45%	17.45%	17.45%	17.45%
International Pax	16.07%	11.11%	11.11%	11.11%	11.11%

4.5.11 The Authority examined the submissions made by BIAL related to the transit passengers in its ATP. The Authority is of the view that the increase in the transit passengers during FY21 is on account of the COVID-19 pandemic and thus, it is a short term trend and not likely to sustain in the future. Further, the Authority will be truing up the aeronautical revenues for the TCP based on actuals which will take into the actual transit passengers at BIAL. Therefore, the Authority decides that the share of transit passengers proposed by BIAL as part of its MYTP seem reasonable for the Third Control Period.

4.6 Authority's decisions regarding traffic projections for the Third Control Period

Based on the material before it and based on its analysis, the Authority has decided the following with regards to traffic projections for the Third Control Period:

4.6.1 To consider the passenger traffic, ATM traffic and cargo traffic as per Table 66 respectively which shall be ~~trued up~~ based on actuals.

4.6.2 To consider the share of transit passengers as per Table 67 for the Third Control Period.

2.1.6 In the Bangalore Tariff order, AERA has accepted the contention that transit passengers are exempted from UDF and the percentage share of transit passenger assumed by Bangalore seems reasonable.

2.1.7 **We request Authority to take cognizance of the fact that at MIAL there is sizable quantum of ATMs of less than 80-seater which are exempted from landing charges. Accordingly, MIAL has prepared its ATP after considering only billable ATMs. If we account for ATMs which are not billable, the same will result in an under recovery of ARR and there will be mismatch between projected ARR and projected revenue.**

2.2 AERA proposal as per 6.2.18 on page 67 of CP relating to Cargo Terminal Building

The Authority reviewed the physical progress of the construction of Cargo Terminal through its independent Consultant and is of the view that the Cargo Terminal will become operational only in the FY 2023-24 (as also explained in Chapter 7). Accordingly, the Authority has shifted the cargo traffic projections of FY 2022-23 to FY 2023-24 and so on till FY 2025-26.

Comments by MIAL:-

- 2.2.1 In MYTP under Chapter 12, we had submitted that the Cargo facility will commence operation by October-2022. As acknowledged by Authority that EPC contract has been awarded. We would like to submit the construction program of the Cargo facility as agreed with EPC vendor. The construction is going on at full scale with the planned date of commissioning of the facility by December 2022. Please refer to the synopsis of construction schedule given below:

Activities	Start Date	End Date
Construction of RCC Super Structure	June 2022	Sep 2022
Construction of Masonry and Enclosure	Aug 2022	Nov 2022
Pre-Fab Structure civil works	Jun 2022	Aug 2022
Fabrication and Erection work for Pre-Fab Structure and Stru Planning	Jun 2022	Sep 2022
Finishes	Oct 2022	Nov 2022
MEP & IT Works	Sep 2022	Nov 2022
Testing & Commissioning – Final Handing Over	Oct 2022	Nov 2022

Progress photos of the construction of the Cargo facility



- 2.2.2 The Authority has considered the year of capitalization of Cargo facility in FY23-24 and has shifted all the projections (including Cargo volumes) submitted by AO by 1 year. It is to be noted that while submitting MYTP we have assumed 1st October 2022 as the tentative date of commissioning, and we have accordingly projected Cargo volume and other assumptions for 6

months for the financial year FY22-23. However, the Authority has shifted all the submissions on as is where is basis to next financial year FY23-24. In effect, the Authority has considered 1st Oct 2023 as the date of commissioning and 6 months of volume for FY23-24.

2.2.3 **We request Authority to consider capitalization of Cargo facility from 1st April 2023 and accordingly make necessary adjustment in all the assumptions including volumes.**

With respect to the above, revised cargo volumes and O&M expenses as per MIAL projections are as follows:-

Particulars	FY22	FY23	FY24	FY25	FY26
Volume in Tons	-	-	5,800	7,012	8,482
- Domestic	-	-	1,740	2,104	2,545
- International	-	-	4,060	4,908	5,938
Total O&M (Rs Crs)	-	-	3.68	4.48	5.52

Chapter 3 “Comments on Consultation Paper Chapter 7 -
Regulatory Asset Base (RAB) And Depreciation For The First
Control Period”

3.1 AERA proposal as per 7.3.5 on page 84 of CP relating to Financing Allowance on CWIP projects

However, the Authority is of the view that Mangaluru International Airport being one of the oldest Airports in India, would not be eligible for Financing allowance, as it is only a notional allowance and is different from the actual investment incurred by airport operators which includes interest during construction, amongst other things. Therefore, the provision of financing allowance on the average capital work in progress would lead to a difference between the projected capitalisation and actual cost incurred, especially when the airport operator funds the projects through a mix of equity and debt.

Further, the Authority notes that in case of greenfield developments, the Airport Operator would have to wait for a considerable length of time before getting the return on the large capital outlay incurred by it as these projects take longer durations to commission and operationalise. It was with this consideration that the Authority had earlier provided financing allowance in the initial stages to such Airports.

The Authority notes that Mangaluru International Airport is a brownfield Airport and has lower construction and traffic risk for new construction at the Airport and Financing Allowance has never been provided in case of other Airports such as DIAL, MIAL (Mumbai), and KIAL. Thus, the locked-up equity in the CWIP assets cannot be given the assured return of cost of debt.

Comments by MIAL:-

- 3.1.1 The AERA Act requires AERA to consider "timely investment in improvement of airport facilities" and "economic and viable operation of major airports".
- 3.1.2 Further Clause 5 of The AERA Guidelines (which entails the methodology of aeronautical tariff determination) allows Airport operators to be eligible for Financing Allowance as a return on the value invested in construction phase of an asset including the equity portion, before the asset is put to use. This is a legitimate expectation of investors.
- 3.1.3 Thus, Clause 5 provides an explicit, detailed elaboration of Financing Allowance. Manner and formulae of computation and addition of the "commissioned assets" into RAB including the financing allowance are elucidated in detail with examples. For your kind reference the relevant extracts from The AERA Guidelines are reproduced below :-

5.2.7. Work In Progress assets

- (a) Work in Progress Assets (WIPA) are such assets as have not been commissioned during a Tariff Year or Control period, as the case may be. Work in Progress assets shall be accounted for as:

$$\begin{aligned}
 WIPA_t = & WIPA_{t-1} \\
 & + \text{Capital Expenditure (Capex)} \\
 & + \text{Financing Allowance} \\
 & - \text{Capital Receipts of the nature of contributions from stakeholders (SC)}
 \end{aligned}$$



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–Commissioned Assets (CA)

Where:

WIPAt: Work in Progress Assets at the end of Tariff Year t

WIPAt-1: Work in Progress Assets at the end of Tariff Year t-1

Capital Expenditure: Expenditure on capital projects and capital items made during Tariff Year t.

The Financing Allowance shall be calculated as follows

$$\text{Financing Allowance} = R_d \times \left(WIPA_{t-1} + \frac{\text{Capex} - \text{SC} - \text{CA}}{2} \right)$$

Where R_d is the cost of debt determined by the Authority according to Clause 5.1.4.

SC are capital receipts of the nature of contribution from stakeholders (including capital grants and subsidies) pertaining to the capital expenditure incurred in Tariff year t.

CA are Commissioned Assets which pertain to the accumulated value of the WIPA attributable to all assets that have been put into effective operation during Tariff Year t.

Illustration 7: The following example illustrates this approach for calculation of Work in progress assets, financing allowance and commissioned assets. The numbers in the illustration have been rounded to the nearest integers.

		Forecast Work in Progress Assets					
		2010	Tariff	Tariff	Tariff	Tariff	Tariff
		-11	Year 1	Year 2	Year 3	Year 4	Year 5
Opening WIP: WIP_{t-1}	OW	-	-	-	558	638	-
Capital Expenditure	CE	-	833	521	-	-	-
Financing Allowance	$FA = R_d \times (OW + (CE - CA - SC) / 2)$	-	-	37	80	43	-
Capital Receipts	SC	-	200	-	-	-	-
Commissioned Assets	CA	-	633	-	-	681	-
Closing WIP: WIP_t	$CW = OW + CE + FA - SC - CA$	-	-	558	638	-	-

- The cost of debt, R_d , used for calculation of financing allowance, is the cost of debt determined by the Authority under Clause 5.1.4.
- The example illustrates that those assets, which have been acquired or commissioned within the same Tariff Year (i.e. Tariff Year 1), have been included both in Capital Expenditure and Commissioned Assets.
- The value of commissioned assets, as calculated, shall be used for forecasting RAB for the Control Period.

- 3.1.4 Financing allowance is computed on the Work in Progress balance based on capital expenditure incurred which is funded by equity/Internal accruals and is capitalized as part of commissioned assets for RAB computation. In the case of MIAL, financing allowance is computed on the equity portion and interest during construction (IDC) is computed on the debt portion of the capital spend.
- 3.1.5 The regulatory principles laid down by AERA by means of guidelines provide a fundamental foundation of the regulatory clarity to the stakeholders on the manner in which different components of costs and revenues are treated. AERA is requested to allow financing allowance on equity as per The AERA Guidelines.
- 3.1.6 AERA has recognized the notional concept at various places in the CP whereas, while discussing the financing allowance it has disallowed being *notional* in nature.
- 3.1.7 **We therefore request that financing allowance should be allowed which is as per existing guidelines issued by the Authority.**

3.2 AERA proposal as per 7.3.9 B1e on page 93 of CP relating to Miscellaneous Airside improvement works of Rs. 8.94 Crs

The Authority reviewed the detailed break-up of items provided by the Airport Operator and observed that some of the miscellaneous items mentioned in the list are forming part of Schedule U of the Concession Agreement amounting to approximately ₹4.53 crores and hence mandated to be carried out by the Airport Operator as part of the terms of the Concession Agreement. The balance CAPEX of approximately ₹4.41 Crores has been proposed towards certain new Capital items by the Airport Operator, such as Bomb cooling pit, other infrastructure for GHA – office, paved area, demolition of various existing structures and buildings, EV charging of airside vehicles, etc. In this respect, the Authority observed that, bomb cooling pit is already available at the airport as it is mandatory for obtaining DGCA license and certain other CAPEX such as demolition of existing structures, infra for GHA – office etc., are not required currently and also not properly justified. Hence the Authority proposes not to consider the same during the current Control Period.

Comments by MIAL:-

3.2.1 In respect to the specific assets highlighted by the Authority the need and justification is and those items which have not been approved is given below along with the status on even date:

S No	Airside Miscellaneous	Rs Crs	MIAL Submission	Status
1	Bomb Cooling Pit	1.93	Reference is invited to page no. 37 of AUCC presentation of 31st May 2021, where the need for the relocation of the Bomb Cooling Pit was explained. Current Bomb Cooling pit is located close to Commercial Apron of the Terminal and therefore needs to be relocated at safe distance from other airport facilities. Demolition of existing bomb cooling pit and new construction on the south side of the runway is proposed along with access, circulation, and site development of about 114 sq.m. As per regulations no object should be within 100m of Bomb cooling pit. This is a basic Requirement for relocation of existing bomb cooling pit. The facility is planned during FY23-24	Planning stage

S No	Airside Miscellaneous	Rs Crs	MIAL Submission	Status
			and it is under planning stage at the moment.	
2	Other Infrastructure for GHA - Office, paved area, canopy etc.	1.20	While the business for Ground Handling is outsourced to GH Agency, it is responsibility of Airport Operator to provide basic infrastructure at the Airport for example paved area, necessary soil correction. proper access to BMA area. The project is essential for operations of the Airports.	Planning Stage. Please refer Annexure 2.2 as enclosed
3	Demolition of various existing structures / building	0.91	In order to execute various activities as envisaged under the Master Plan demolition of many old structures which have completed their life and some structures which are in dangerous condition from safety perspective. e.g. old ARFF deteriorated structure. Old Terminal Building is essential.	Planning stage
4	EV charging for airside vehicles	0.20	To reduce the carbon emission, it was decided to convert Airside as well as landside diesel Vehicle to Electric Vehicles (EV). Under this initiative we have mobilized two EVs and also provided charging station.	Work is partially completed. Please refer Annexure 2.4 as enclosed

S No	Airside Miscellaneous	Rs Crs	MIAL Submission	Status
5	Extension of existing MT workshop	0.17	The covered portion of MT workshop is very small & limited. During monsoon it is very difficult to handle the CFT Repairs in MT Works shop. It is essential to undertake the extension of roof structure for MT works shop	Completed WO/PO are available. Please refer Annexure 2.5.1 and 2.5.2 as enclosed
	Total	4.41		

3.2.2 We hereby request Authority to allow true-up in the next control period on actual incurrence basis of these works listed above.

3.3 AERA proposal as per 7.3.9 B3 on page 94 of CP relating to Cargo Terminal Building and Equipment

Further, the Authority notes that the Airport Operator has undertaken competitive bidding for this project and issued the Letter of Intent (LOI) to the selected vendor for the total costs of 18.90 Crores. However, considering the delay in construction work, the project is expected to be completed only in FY 2023-24. Based on the above factors, the Authority proposes to consider the costs 18.90 Crores for capitalisation of this asset in the FY 2023-24.

b. Cargo Equipment 4.45 Crores has been projected by the Airport Operator for capitalization in FY 2022-23. The Authority notes that these equipments are integral to the development and operation of Cargo Terminal Building and hence proposes to capitalize the same along with the Cargo Terminal Building in FY 2023-24.

Comments by MIAL:-

3.3.1 **To avoid repetition of comments, please refer point 2.2 above**

3.4 AERA proposal as per 7.3.9 B4 on page 96 of CP relating to Fuel Farm facility

However, considering the delays in the progress of work due to COVID-19 pandemic and the fact that ATM traffic is expected to reach pre-COVID level only by FY 2023-24, the Authority proposes to consider capitalization of this project for 17.14 Crores in the FY 2023-24.

Comments by MIAL:-

3.4.1 Construction Milestone Status

The overall augmentation work is at advanced stage and details of same are appended in the given table: -

S.No.	Description of works	Percentage of Completion	Planned date of completion	Status
1	Under Ground Tank	100%	10-Jun-22	Completed
2	Above Ground Tanks (2 Nos - 250kl)			
2.1	Tank – 5	60%	15-Sep-22	In Progress
2.2	Tank – 4	75%	15-Oct-22	In Progress
3	Retaining Wall	90%	31-Aug-22	In Progress
4	Boundary Wall	80%	10-Sep-22	In Progress
5	Driver Amenity (Civil Work-Sub Structure & Support Structure)	15%	05-Oct-22	In Progress
6	Gantry (Loading & Unloading Area):-	30%	17-Sep-22	In Progress
7	Pump House:	15%	23-Sep-22	In Progress
8	Pipeline Fabrication And Erection	10%	03-Sep-22	In Progress
9	Testing & Commissioning Works	-	30-Nov-22	

3.4.2 As evident from the table above, the likely date of completion of whole project is November 2022. Subsequent to the completion of project work and till commencement of Open Access, following activities are to be completed: -

- Testing & commissioning of various equipment
- Necessary regulatory approvals
- MIAL has already placed purchase order for procurement of new bowzers and for the immediate commissioning of Fuel Farm. MIAL has also signed an agreement for taking bowzers from existing Oil Marketing Companies on short lease.

The above three activities will take approximate two months.

Therefore, MIAL is set to commission Open Access Fuel Farm in February 2023.

Progress photos of the construction of the Fuel Farm facility



- 3.4.3 The Authority has considered the year of capitalization of Fuel farm facility in FY23-24 and it has shifted all the projections (including throughput volumes) submitted by AO by 1 year. It is to be noted that while submitting MYTP we have assumed 1st July 2022 as the tentative date of commissioning, and we have accordingly projected fuel throughput volume for 9 months for the financial year FY22-23. However, the Authority has shifted all the submissions on as is where is basis to next financial year FY23-24. In effect, the Authority has considered 1st Jul 2023 as the date of commissioning and 9 months of volume for FY23-24.
- 3.4.4 **We request Authority to consider capitalization of Fuel Farm facility on 1st April 2023 and accordingly make necessary adjustments in all the assumptions including volumes. Also, we request Authority to provide the true-up for the fuel throughput volumes which is currently not mentioned in the CP.**

With respect to the above, revised fuel throughput volumes and O&M expenses as per our projections are as follows:

Particulars	FY22	FY23	FY24	FY25	FY26
Fuel throughput (KL)	-	-	55,817	66,743	77,638
Total O&M (Rs Crs)	-	-	4.79	5.48	6.34

3.5 AERA proposal as per 7.3.9 B6 on page 97 of CP relating to Electrical Substation equipment (airside)

Electrical Substation equipment (airside) for ₹ 4.63 Crores has been estimated by the Airport Operator for capitalization in FY 2025-26. The Airport Operator has submitted that currently the certified utilization is approx. 2,000 KVA as against the available capacity of 2,250 KVA from two connections, namely, HT 181 and HT 79. However, the Airport Operator has projected a Further, demand of approx. 1,000 KVA towards upgrading of CCR, AGL and Perimeter lighting and also for the upcoming New Cargo Terminal and hence there is a need for an additional Sub-station. The Authority reviewed the detailed justification provided by the Airport Operator but observed that the Airport Operator has not submitted any BOQ or Cost break-up, detailed plan etc., for the same. Hence, the Authority proposes to allow only 50% of the above estimated cost towards this capital expenditure in this Control Period.

Comments by MIAL:-

- 3.5.1 The existing terminal building has a substation of capacity of 1,450 KVA approved demand vs 1,250 KVA (HT 181 Connection 33 KV / 415 V) is the certified consumption which is @ 86% level of utilization. Further capacity creation is not possible due to its present condition of its neck-to-neck capacity, equipment's & space availability in substation building.
- 3.5.2 The terminal expansion will have a total load 800 KVA expected demand vs 700 KVA (HT Additional Demand on 33 KV / 415 V) expected certified consumption which is @ 87% level of utilization Even here further capacity creation is not possible due to its present condition of its neck-to-neck capacity, equipment's & space availability in substation building.
- 3.5.3 MIAL is upgrading the CCR, AGL and Perimeter lighting which will require additional connection of 500 KVA with recorded consumption of 383 KVA (HT 79 Connection 11 KV / 415 V). Further MIAL is planning to set up a New Cargo Terminal at west side Near NITB and the expected additional demand is of 452 KVA.
- 3.5.4 Overall, existing connections are at saturation (2250 KVA / 2000 KVA) – HT 181 and (500 KVA / 400 KVA) HT 79. Based on demand requirement we need an overall connection of 3,250 KVA. Hence, MIAL has proposed capex for 1,000 KVA / Expected Consumption of 875 KVA.
- 3.5.5 The cost proposed by AO of Rs. 4.63 Crs is for the total establishment. The Authority has approved the cost for 50% capacity which will not meet the demand/requirement. As explained above we need to build the capacity to cater to the required demand, otherwise it will hamper the safe & efficient operations at the Airport and utilization of assets in the airport to optimum capacity.
- 3.5.6 At the time of final submission of Capex in May 2022, the detailed BoQ was not available as the project was envisaged to be executed in later years of control period.**

Subsequently, MIAL has obtained detailed quotation from a reputed vendor as provided in Annexure 3.

3.5.7 In light of the above, we request the Authority to consider the full amount of the capex.

3.6 AERA proposal as per 7.3.9 B6 e on page 98 of CP relating to Water tank

The Authority has reviewed the detailed BOQ, Demand vs Requirement Statement and explanation provided by the Airport Operator for Water tanks and STP projects. The Airport Operator has submitted that, currently there are two water tanks at MIA and based on consumption pattern, the existing storage capacity of water tanks is close to 1 days' requirement.

However, considering the projected growth in passengers during the First Control period, the Airport Operator has planned for additional water tanks in order to increase the water storage capacity to 3 days' requirement.....

.....The Authority considers the same to be sufficient to handle the growth in passenger traffic. Based on the above, the Authority proposes to allow 50% of the estimated cost for the First Control period. Also, the Authority notes that the CAPEX has been allocated to Aeronautical services in the Terminal Building ratio of 95:5 which the Authority proposes to re-allocate in the revised Terminal Building ratio of 92:8 in line with the Asset Allocation Report (refer Appendix I of this Consultation Paper) and the Inter-Ministerial Group (IMG) norms and as approved for other similar Airports and hence the CAPEX allowed is revised to ₹ 2.64 Crores in FY 2025-26.

Comments by MIAL:-

3.6.1 Currently MIAL has two water tanks (one for Raw Water & one for Filter Water tank) each having capacity of approx. 1.0 Lac liters. As on date MIAL has overall per day consumption of approx. 1.5 Lacs to 2.0 lacs liters. Based on current consumption pattern the existing storage capacity of water tank is close to 1 day.

3.6.2 The traffic is going to increase from 2 mppa to 3 mppa as also endorsed by AERA in CP. The relevant extract from CP is reproduced below as follows.

6.2.13. Considering the positive outlook of the GDP growth predicted by the GoI and relatively better revival of the domestic aviation market, the Authority is of the view that domestic passenger traffic and ATM will revert to pre-Covid levels (of FY 2019-20) by FY 2022-23.

6.2.14. Further, considering the predictions done by the above agencies (as cited in para 6.2.9 and 6.2.10), the Authority is of the view that international passenger traffic and ATM will revert to pre COVID-19 levels (of FY 2019-20) by FY 2023-24.

6.2.15. The Authority notes that the traffic forecasts provided by the Airport Operator (based on CAPA India Study report) corresponds to the above views of the Authority that the domestic and international passenger traffic will reach pre-COVID levels of FY 2019-20 by FY 2022-23 and FY 2023-24, respectively.

- 3.6.3 In line with traffic, the demand for water will increase from 2 lacs litres per day to 3.5 lacs litres per day. The existing facilities are enough for 1 day storage requirement only and with the proposed 50% capex as per AERA the storage capacity with increased demand will remain 1 day only.
- 3.6.4 Authority would agree to the fact that as a business continuity plan, we need to have a minimum storage capacity for at least 3 to 5 days capacity. Hence, it was proposed in this control period. It is also reiterated that during summer months this airport depends on tankers to meet the demand. The project is essential to meet the requirements of the airport and its users.
- 3.6.5 Therefore, we request the Authority to allow the capex on actual incurrence basis and provide necessary true-up at the time of tariff determination of next control period.**

3.7 AERA proposal as per 7.3.9 B6 f. on page 98 of CP relating to Miscellaneous items of Plant and machinery of Rs. 12.39 Crs

Miscellaneous items of Plant and machinery have been proposed by the Airport Operator for an overall cost estimate of ₹ 12.39 Crores spread over 4 FYs, i.e., from FY 2022-23 to FY 2025-26. The Authority has reviewed the item wise list provided by the Airport Operator for the projected amount of ₹12.39 crores and observed that it includes various Plant and machinery items for police outpost, site development for STP, solid waste facility, landscaping and irrigation system, fuel station, grass cutting machine, repairs of existing electrical substation, chemical suit, PPE, washroom fittings, etc. The Authority is of the opinion that certain items appear to be Operational in nature (such as repairs of existing electrical substation) and there are redundancies in the capital items (such as site development for STP, solid waste facility which may be included under STP as well) proposed by the Airport Operator. Hence, the Authority proposes not to consider the same during this Control period.

Comments by MIAL:-

3.7.1 In respect to the specific assets highlighted by the Authority the need and justification is reproduced herewith: -

S No	Project name	Rs Crs	MIAL Submission	Status
1	Police Outpost	2.50	<p>Mangaluru Airport is categorized as sensitive airport. This region has a history of communal disputes on various matters. MIAL has to rely on the Bajpe Police Station which is 7 KM away from Airport for any kind of the untoward incidents like fake passport cases, visa fraud, Immigration violations, human trafficking and smuggling cases and any Security threats.</p> <p>It is proposed to have a police outpost at the city side which will be in charge of controlling and monitoring the traffic inside and immediately outside the airport, bringing much needed relief to the flyers.</p> <p>Refer Annexure 4 the minutes of Aerodrome Committee Meeting dated 04/07/2019 (before COD)</p>	Planning stage
2	Landscaping & Irrigation systems	1.37	<p>As per Concession Agreement, Annex I Schedule B Development of the Airport, sustainable strategies should be integrated into the planning and architecture of the terminal. Renewable energy production, such as, solar panels should be explored.</p>	Planning stage

S No	Project name	Rs Crs	MIAL Submission	Status
			Landscaping along with green strategies, such as rainwater harvesting should be employed. It should have minimum GRIHA - 4 rating. The facility is planned during FY23-24 and it is under planning stage at the moment.	
3	Repair of existing electrical sub-station	1.00	Sub-station Electrical Panels are of old model. The manufacturer has stopped manufacturing these panels. Further no spares are available, and these panels have become obsolete. To avoid any accident or safety issue it very essential to change these Panels & equipment's in existing sub-station.	Some of the work is completed. <i>Please refer Annexure 5.3 as enclosed</i>
4	Power reticulation from existing sub-station to new infrastructures	1.00		
5	Ring main for Localizer and DVOR	1.00	DVOR & Localizer are vital equipment for airport operation and to avoid any stoppage in their function & to create redundancy it is essential to provide Ring Main (additional electrical supply cable).	Planning stage
6	Access & Circulation Area/ Site Development for STP, Solid waste facility & other utility structures	1.45	Existing STP is in very bad condition. As per KSPCB it is to be rectified immediately & also Solid waste facility to be created – This is a compliance requirement and essential.	Solid waste facility & refurbishment of STP Completed. Other utility structures are in planning stage. <i>Please refer Annexure 5.6.1 and 5.6.2 as enclosed</i>
7	Fuel Station.	0.74	Mangaluru Airport being away from the city, needs the facility of Fueling Station at landside for cars of all visitors & staff, as well as for taxis and buses. A Fuel Station dispensing petrol, diesel, gas shall be developed at a plot measuring 900 sqm located west of existing Terminal on main exit road.	Planning stage

S No	Project name	Rs Crs	MIAL Submission	Status
8	Grass Cutting Machine	0.71	At any point of time MIAL requires two machines to be operational to maintain the grass/vegetation as per the regulatory requirement. MIAL currently has two sets of equipment which are old (purchased in Sep-2016 and March-2017) and therefore another set of equipment is required as a back-up in case of any break down	Procurement planned in FY23-24
9	Security Cabin at landside	0.50	Due to adverse weather condition and topography of the airport and the splitting structure of the airport i.e. old and new airports, we need to provide security cabins for the men deployed at strategic security points of outer periphery of the airport. such as Entry, Exist, MSSR Radar Station, Outside ATC, Old Terminal Building. Currently we have only one security cabin which is also in a bad condition.	Planning stage. <i>Please refer photo of existing condition of security cabin as Annexure 5.9</i>
10	Chemical suit	0.30	Protection from Hazardous chemical during Chemical spills. It is necessary requirement for ARFF functioning.	Purchase requisition raised
11	Inflatable Tent	0.25	Shelters for carrying out Initial casualty stabilization after triage before transportation of casualties to higher medical facilities resulting from Aircraft accident. It is necessary requirement for ARFF functioning.	Purchase requisition raised
12	PPE	0.21	This is required for protection from heat and fire during firefighting operation for the ARFF personnel	Completed. <i>Please refer Annexure 5.12 as enclosed</i>
13	Various items from Rs 1 lacs to Rs 20 lacs	1.36	The list includes various requirement for ARFF functioning. Fire Extinguisher, Queue Managers, Reciprocating/oscillating saw, Novac spare cylinders, Smoke Extractor, Hose Binding Machine, Automated External Defibrillator, Distress Signal Unit, High jet washing unit, Prying Tools, Washing Machine for PPE wash, Full Faced Respirator, Helmet Mounted Torch with attachments, Fire Resisting Blankets	Partially Completed <i>Please refer Annexure 5.13.1, 5.13.2 and 5.13.3 as enclosed</i>

S No	Project name	Rs Crs	MIAL Submission	Status
	Total	12.39		

3.7.2 **Therefore, we request the Authority to allow the capex on actual incurrence basis and provide necessary true-up at the time of tariff determination of next control period.**

3.8 AERA proposal as per 7.3.9 B7 (b) and (c) on page 99 of CP relating to Vehicle access roadway and related works and Miscellaneous road works

Vehicle access roadway and related works for ₹ 20.95 Crores has been proposed by the Airport Operator for capitalization in FY 2025-26 in its revised CAPEX schedule (refer Table 54- B7) towards demolishing, grading, drainage, construction of at-grade roads and landscaping, as against ₹ 32.44 Crores proposed by it in its MYTP submission on December 10, 2021 (refer Annexure 4). The Authority examined the BOQ, drawings and explanation provided by the Airport Operator for this project. The AO has submitted that the present entry road is steep and on the uphill, coming from northeast corner whereas the exit road is on the western corner containing easier downward slopes. Also, currently the passengers going to 'Departure' area have to come through the entry road and travel down to the 'Arrival' area and car park before departing and this is causing some congestion in vehicular movement traffic. Therefore, in order to reduce vehicular congestion, the Airport Operator has planned to convert the existing exit road on the western side into two-way vehicular traffic road and utilize the present 'entry' road on north-eastern side exclusively for Cargo vehicle entry.

The Authority upon review of all the details and explanation provided by Airport Operator, understands that this project has been planned primarily to de-congest the vehicular traffic. However, in the current Pandemic scenario, the passenger traffic is less and expected to reach pre-COVID levels only by end of the First Control Period. Hence, considering the slow growth in passenger traffic, the Authority proposes not to consider this project for the First Control Period.

Miscellaneous Road works involving earth work, construction of temporary roads, retaining walls, temporary barricading, sign boards, light Pole, removal & relocation of Existing utilities, shifting of trees, etc., for ₹ 12.96 Crores has been proposed by the Airport Operator for capitalization in FY 2025-26. The Authority examined the BOQ, and explanation provided by the Airport Operator for this project and notes that this forms an integral part for completion of the Vehicular access roadway works project. Hence, the Authority proposes not to consider this CAPEX in the First Control Period in line with its proposal mentioned above for the Vehicular access roadway works.

Comments by MIAL:-

- 3.8.1 AERA's observation that traffic will reach pre-COVID level by end of First Control Period is not correct. In the traffic section clause 6.2.13 to 6.2.15, AERA has projected pre COVID traffic in case of domestic passengers will be achieved in FY23 and for that of international passengers will be achieved in FY24. With traffic expected to reach pre-COVID level by next year, it will be difficult to manage vehicular traffic causing inconvenience to passengers. For sake of convenience relevant extract from traffic section from CP is reproduced below:

6.2.13. Considering the positive outlook of the GDP growth predicted by the Gol and relatively better revival of the domestic aviation market, the Authority is of the view that domestic passenger traffic and ATM will revert to pre-Covid levels (of FY 2019-20) by FY 2022-23.

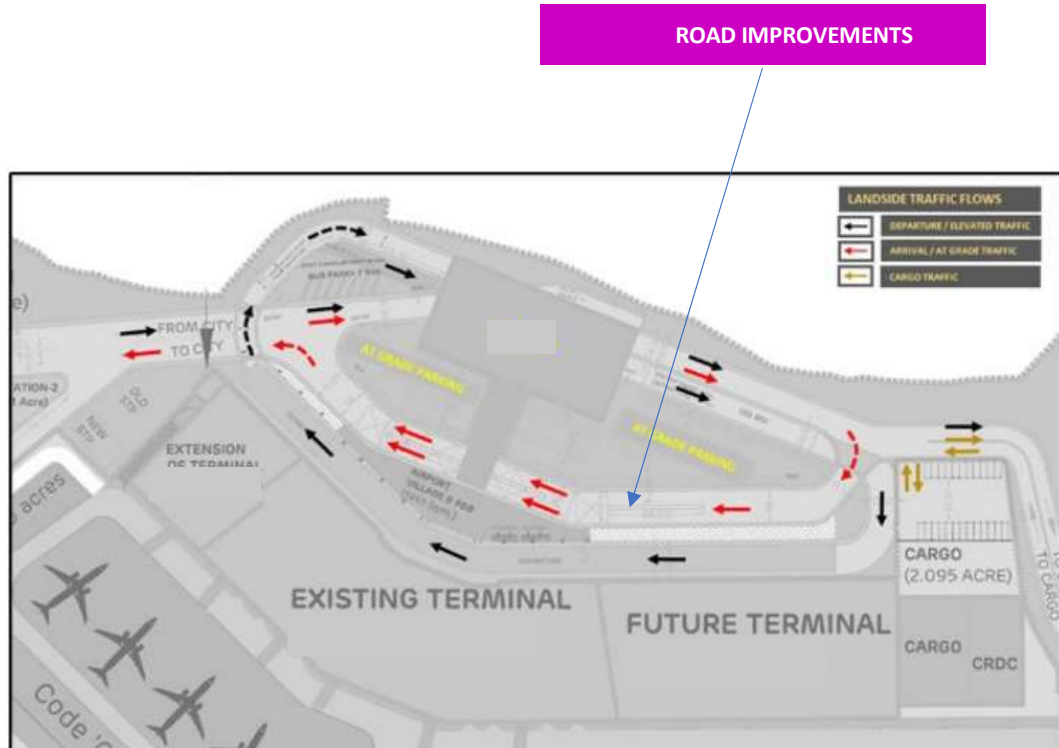
6.2.14. Further, considering the predictions done by the above agencies (as cited in para 6.2.9 and 6.2.10), the Authority is of the view that international passenger traffic and ATM will revert to pre COVID-19 levels (of FY 2019-20) by FY 2023-24.

6.2.15. The Authority notes that the traffic forecasts provided by the Airport Operator (based on CAPA India Study report) corresponds to the above views of the Authority that the domestic and international passenger traffic will reach pre-COVID levels of FY 2019-20 by FY 2022-23 and FY 2023-24, respectively.

3.8.2 Separately, we would like to submit that the project proposed is within the Airport boundary as depicted in the picture provided below.

3.8.3 The present circulation system on the arrival kerb and parking is 5 meters and 6 meters wide road in front of the terminal, which is causing huge congestion during the peak hours. With the increase in traffic there would be chaos on the kerb side and handling traffic would be a nightmare. To avoid the same, it has been proposed to revamp the entire circulation keeping in view of the development of the Airport

3.8.4 Further, without re-aligning the roadway system, **we would not be in a position to comply with some of the parameters of schedule H of the Concession Agreement.**



3.8.5 Since the traffic is expected to reach Pre-COVID by FY23 and FY24 for domestic and international respectively, the requirement of the project is immediate to cater to the

expected demand and to decongest vehicular movement, pedestrian safety, minimal traffic repetition and synergy between parking and terminal forecourt.

3.8.6 During the stakeholder consultation the representative from Kanara Chamber of Commerce and Industry (KCCI) has voiced its concern about the traffic congestion at the Airport and the urgent need to plan the traffic flow holistically.

3.8.7 We request the Authority to allow the capex for miscellaneous road works to avoid any serious situation at the entrance of the airport in case of any emergency.

3.9 AERA proposal as per 7.3.9 B9 on page 100 of CP relating to Information Technology works

IT Infrastructure, AOCC and various other items have been projected by the Airport Operator for total cost estimate of ₹ 9.10 Crores distributed over 3 FYs, namely, ₹ 3.43 Crores each in FY 2022-23 and FY 2023-24 apart from ₹ 2.23 Crores in FY 2024-25. The Authority has reviewed the detailed list provided by the AO for the projected amount of ₹ 9.10 crores and notes that the list includes:

IT Infra related items namely, SAP license, Laptops, CXO dashboard, PAX Wi-Fi system etc. and AOCC and Automation related items, namely, Installation & Commissioning of AOCC, Command Post, Voice Infra, Data Center, Printers, Scanners etc.

The Authority is of the view that this project may be taken up by the Airport Operator in a phased manner such that the essential CAPEX is implemented in this Control Period. The Authority, therefore, proposes to allow 50% of the amount claimed by the AO for the First Control Period to be capitalized over the 3 FYs such as FY 2022-23 to FY 2024-25.

Comments by MIAL:-

3.9.1. IT being an integral part of any operations, the redundancy of the IT systems and user devices are most important. It is not possible for any Airport operator to delay establishing IT infrastructure and associated activities. As a prudent operator, we have already awarded Purchase orders worth of Rs 5.97 Crs out of Rs 9.10 Crs.

3.9.2. While AERA has agreed with the essentiality of the project, however it has only allowed 50% of the amount. It is to be noted that MIAL has already issued POs / committed more than the 50% amount as on date (the listing of the same is provided below). As the projects proposed are for the entire control period and IT infrastructure being a backbone of the Aviation ecosystem the projects proposed by MIAL are essential in nature. Keeping in view the Vision of MOCA we may have to take up additional projects than what we have projected to keep the asset abreast with other airports.

3.9.3. Due to peculiar nature of the projects, these cannot be executed in a phased manner.

Therefore, we request AERA to allow true-up in the tariff determination of next control period, on actual incurrence basis.

3.9.4. Listing of all the PO's related to IT

PO Title	Amount (Rs Crs)	Description	Annexure reference
SAP License	0.22	This is used for SAP employee user standard software services, SAP professional user and SAP HANA license every year.	Annexure 6.1 - SAP License - 5700306802 - Rs 0.22 Cr
Laptop	0.19		Annexure 6.2.1 - Laptop - 4500337008 - Rs 0.17 Cr

PO Title	Amount (Rs Crs)	Description	Annexure reference
		End user device provided for employees who are on boarded into the roles of the company	Annexure 6.2.2 - Laptop - 4500337009 - Rs 0.01 Cr Annexure 6.2.3 - Laptop - 4500337010 - Rs 0.01 Cr
Meet & greet	0.15	It is a platform which helps in customer engagement and meters and greeters.	Annexure 6.3.1 - Meet and Greet - 5700301120 - Rs 0.06 Cr Annexure 6.3.2 - Meet and Greet - 5700302528 - Rs 0.09 Cr
CXO Dashboard	0.12	CXO dashboard is digital platform provides head of department with one touch information and MIS data. Provides insight to all areas of operation in the airports.	Annexure 6.4 - CXO Dashboard - 5700299058 - Rs 0.12 Cr
Hygiene switches	0.91	This is part of operational stability activity for IT to upgrade the switches.	Annexure 6.5 - Hygiene switches - 4500338924 - Rs 0.05 Cr
Pax Wi-fi	2.27	To provide PAX wi-fi services inside the terminal	Annexure 6.6.1 - Pax Wifi - 4500340482 - Rs 0.06 Cr Annexure 6.6.2 - Pax Wifi - 4500340272 - Rs 0.53 Cr Annexure 6.6.3 - Pax Wifi - 5700303837 - Rs 0.64 Cr Annexure 6.6.4 - Pax Wifi - 4500341051 - Rs 0.16 Cr Annexure 6.6.5 - Pax Wifi - 5700304701 - Rs 0.01 Cr Annexure 6.6.6 - Pax Wifi - 4500340074 - Rs 0.87 Cr
Discovery & Assessment	0.27	Assessment done on people, process and technology with service partners	Annexure 6.7 - Discovery & Assessment - 5700298177 - Rs 0.27 Cr
Installation & commissioning (AOCC)	0.40	Airport operation control center	Annexure 6.8.1 - Installation & commissioning (AOCC)- 4500340829 - Rs 0.29 Cr Annexure 6.8.2 - Installation & commissioning (AOCC) - 5700304464 - Rs 0.10 Cr
Command Post	0.31	Mobile command center at ARFF	Annexure 6.9 - Command Post - 4500340438 - Rs 0.31 Cr
Voice Infra (IP Phone) & Recording	1.06	VOIP infrastructure to be provided in the airport	Annexure 6.10 - Voice Infra (IP Phone) & Recording - 4900000515 - Rs 1.06 Cr

PO Title	Amount (Rs Crs)	Description	Annexure reference
ACFT Vehicle installation	0.06	Instrument installed on the Aircraft fire tender vehicle	Annexure 6.11.1 - ACFT Vehicle installation - 5700305234 - Rs 0.02 Cr
			Annexure 6.11.2 - ACFT Vehicle installation - 4500341374 - Rs 0.03 Cr
			Annexure 6.11.3 - ACFT Vehicle installation - 5700305238 - Rs 0.01 Cr
Total	5.97		

3.10 AERA proposal as per 7.3.9 B10 C on page 101 of CP relating to Airside Security Gates

Airside Security gate has been projected by the Airport Operator for ₹ 4.15 Crores in the FY 2025-26. The Authority examined the detailed BOQ and necessary explanation from the Airport Operator for this project and understands that the current Airside Gates come in the footprint of proposed airport development and therefore, the Airport Operator has planned to build these gates at a new location with required upgrades, as this is part of safety requirement. Upon such review, the Authority feels that the estimated cost of ₹ 4.15 Crores for this project is on the higher side and it proposes to allow ₹ 0.50 Crores for capitalization of this project in the FY 2025-26

Comments by MIAL:-

3.10.1. The Authority has accepted the need for the airside gates. However, the Authority has approved Rs. 0.5 Crs only as against the requirement of Rs 4.15 Crs requested by the AO. The Authority has not provided the details of the inclusions / exclusions considered while arriving at Rs. 0.5 Crs for 2 airside gates.

3.10.2. We would like to submit the following items which we have considered as part of the Airside Side Gate specification as was submitted as part of unit rate Analysis previously:

-

- RCC Framed structure Floor Ht of 3.5 (in m)
- Electrical Systems
- Fire Fighting Works like sprinklers
- Automatic Fire Alarm System
- VRV/VRF System including indoor /outdoor units, piping
- IP based CCTV System (for indoors)
- Motorized Steel Gate upto 5m width
- Mechanical Tyre killer
- RCC Work in M-30 Grade for footings and pedestals
- Tensile fabric roofing
- Structural Steel framework made out of rolled sections including base plates conforming to IS : 2062

3.10.3. The overall cost per airside gate for a structure after considering all the above items is computed to be approx. Rs. 2 Crs and we have planned 2 Airside Gates. The same was shared with the consultant appointed by AERA on 05th April 2022 as a part of Master Database folder.

3.10.4. **We hereby request Authority to consider the capex proposed by AO after considering all the above inclusions.**

3.11 AERA proposal as per 7.3.9 B10 d on page 101 of CP relating to Rainwater Harvesting (RWH)

The Authority appreciates the energy, efficiency and environmentally friendly projects and is also cognizant of the fact that the AO is mandated by the CA (Annex I to Schedule B) to integrate sustainable strategies into the planning and architecture of the Terminal Building (such as exploring renewable energy production like solar panels, landscaping with green strategies like RWH etc.). However, the Authority is of the view that this project may be implemented by the Airport Operator in a phased manner, such that one RWH pond is constructed in this Control Period. On the above considerations, the Authority proposes to consider only 50% of the amount claimed by the Airport Operator for this project in the FY 2025-26.

Comments by MIAL:-

- 3.11.1. In respect to the terminal modification, we had submitted a detailed response vide letter dated 07th May 2022 justifying the need for rainwater harvesting at the Airport. Ministry of Environment & Forests (MoEF) has recommended that rainwater harvesting structures to be provided at the Airport and necessary documents were submitted in response. In addition, Karnataka Ground Water Authority (KGWA) has also recommended that steps should be taken for recharging ground water and rain harvesting is a part of those steps. We would be under non-compliance with these authorities if the necessary structures as proposed are not constructed as the plans have already been shared with the local authorities.
- 3.11.2. During the stakeholder consultation, representative from KCCI also stressed upon the sustainability solutions.
- 3.11.3. **We are thankful to the Authority for appreciating the sustainable solutions being proposed by AO. However, we request the Authority to allow true-up on actual incurrence basis for the rainwater harvesting system.**

3.12 AERA proposal as per 7.3.9 B10 f on page 101 of CP relating to Miscellaneous works of Rs. 9.86 Crs

Miscellaneous works have been proposed by the Airport Operator for a total cost estimate of ₹ 9.86 Crores to be capitalized over 4 FYs, i.e., ₹ 0.24 Crores each in FY 2022-23 and FY 2023-24 apart from ₹ 0.16 Crores in FY 2024-25 and the major portion of ₹ 9.22 Crores in FY 2025-26.

The Authority has reviewed the detailed cost break-up provided by the Airport Operator for the above estimated amount of ₹ 9.86 Crores and notes that it includes items such as Nursery plot, into plane facility, laying of pipes, cables etc. for all utilities, hazardous waste storage, eating place, etc. The Authority is of the opinion that some of the Capital items included under this project are redundant, such as Into Plane facility may have been included under the project on Fuel Facility and hazardous waste storage under STP etc. Further, these capital items are also not sufficiently justified in terms of essentiality for this Control period. Hence the Authority proposes not to consider the same during this Control period.

Comments by MIAL:-

3.12.1 In respect to the specific assets highlighted by the Authority the need and justification is reproduced herewith: -

S No	Project name	Rs Crs	MIAL Submission	Status
1	Nursery Plot	2.94	<p>It is development of Old DVOR Plot outside airport boundary for Nursery and Solar Farm.</p> <p>As per CA we need to integrate the sustainability within the overall Development plan. The relevant clause is as follows: -</p> <p><i>Sustainable strategies should be integrated into the planning and architecture of the terminal. Renewable energy production, such as, solar panels should be explored. Landscaping along with green strategies, such as rainwater harvesting should be employed. It should have minimum GRIHA -4 rating.</i></p> <p>The facility is proposed during FY24-26 and it is under planning stage at the moment.</p>	Planning stage
2	Distribution network for All Utilities	2.90	<p>As per Master Plan and as explained in the AUCC held on 28th May 2021, there are various utilities planned during the control period like Water Tanks with</p>	Enabling cost for various

S No	Project name	Rs Crs	MIAL Submission	Status
	(laying of Pipes, Cable, Duct Bank etc)		pump house, sub-station building, Triturator etc. which are approved separately by the Authority. Distribution network is an enabling activity to connect these utilities to various usage area. The amount is calculated as 25% of the total utilities cost proposed.	approved projects
3	Into Plane Facility	1.59	<p>In-to Plane Facility building is a small 200 sq mtr building with parking space for dispensers / refuelers. The building is used by coordinator, drivers, operators, cleaners and officers who are operating the dispensers / refuelers. It is not convenient to park dispensers / refuelers at fuel farm facility which is at remote location. Parking at remote location will be inconvenient and will lead to higher carbon emission due to long distance movement. Currently this facility is not available at the Airport airside. Hence MIAL has planned to build the facility.</p> <p>This facility is not part of the Fuel Farm facility as assumed by the Authority.</p> <p>The facility is proposed during FY24-25 and it is under planning stage at the moment.</p>	Planning stage
4	Eating place	0.63	<p>There is no eating place at the Airside. During the lunch and dinner, people working at the Airside eat food in open which attract birds. A small eating room is planned so that people can eat in closed and safe environment.</p> <p>The project is essential to avoid bird menace.</p> <p>The facility is planned during FY24-25 and it is under planning stage at the moment.</p>	Planning stage
5	Hazardous Waste Storage	0.39	Hazardous waste storage facility has been envisaged in the master planning to provide safe storage and disposal facility for the hazardous wastes like bio medical waste such as used PPE kits, medical wastes etc; used oils of machines &	Planning stage

S No	Project name	Rs Crs	MIAL Submission	Status
			vehicles, batteries. The availability of such a facility become more significant in pandemic situation like COVID etc. & maintaining the compliance to the KSPCB requirements.	
6	Furniture, trolley canopy, tensa tops etc.	0.67	For passenger facilitation furniture, tensa tops, cooling fans, AED cabinets etc have been procured.	Completed. <i>Please refer Annexure 7.6.1 to 7.6.6 as enclosed</i>
7	Green initiatives & KSPCB requirement - enviro display and monitoring	0.30	It is a requirement from KSPCB to monitor and display the pollution level at the Airport site. Necessary display screens are installed.	Partially Completed. <i>Please refer Annexure 7.7 as enclosed</i>
	Total	9.42		
	Total cost after indexation	10.40		

3.12.2. As explained in the table above, all the projects are distinct in nature and cannot be clubbed with any other project. Therefore, these projects are not redundant.

3.12.3. **We request the Authority to allow true-up on actual incurrence basis.**

3.13 AERA proposal as per 7.3.10 on page 102 of CP relating to Cost claimed towards technical services, PMC, Preliminaries and Pre-operatives, Contingencies, Statutory approvals, Labour cess, Site-preparation, Insurance etc.

Apart from the above mandated costs, the Airport Operator has projected approximately 15% of the Aero CAPEX amount for new projects submitted by the AO as part of the revised CAPEX Schedule as on May 7, 2022, towards PMC & Design - 5%, Pre-operatives - 3.3%, Contingencies - 4%, Insurance/Statutory approvals/labor cess/site preparation etc., - 3% amounting to ₹ 64.07 Crores. In this respect, the Authority notes that for other PPP airports such as HIAL, BIAL, DIAL etc. the above-mentioned costs had been considered in the past in the range of 8% - 11% of the project costs. The Authority is of the view that 15% claimed by the Airport Operator is on the higher side, as compared to other PPP Airports and hence not justified. Accordingly, the Authority proposes to consider the aforementioned costs (inclusive of the Consultant's cost for Concept planning and Master planning as mentioned in S.no. (i) above) to the extent 8% of the Aero costs of the CAPEX allowed by the Authority in respect of new projects proposed by the AO for the current Control Period. The Authority has thus derived the amount proposed to be allowed towards the aforementioned costs as ₹ 19.24 Crores (i.e., 8% of the Aero costs of the CAPEX allowed for this Control Period).

Comments by MIAL:-

3.13.1. It is to be noted that Mangaluru airport is a tabletop, land constrained Airport with only 236.35 hectares of land available for airport development. Apart from the limited quantum of total land area of airport, due to non-contiguous nature of airport land and steep variations in topography of the airport site, execution of various capital works is more challenging and requires more manhours for finalization of various designs and estimates.

3.13.2. Further it is not correct to compare costs of Mangaluru airport having passenger handling capacity of 2-3 million where capital expenditure planned is only to the tune of Rs. 800 Crs, with much bigger PPP projects like DIAL, BIAL with passenger handling capacity of 30 mn to 70 mn as quantum of works in those projects are much larger ranging from Rs. 5,000 Crs to Rs 10,000 Crs. Large Airports enjoy economy of scale and their soft cost in terms of percentage tends to decrease as compared to airports of lower size.

3.13.3. Soft costs like PMC, Technical Services, Consultancies, pre-operative, contingency etc. are inelastic in nature for smaller projects. Substantial portion of cost tends to be fixed in nature. Some of the fixed cost which are committed or shall be incurred by MIAL are as follows :-

	Nature of Service	Rs Crs
Technical Consultancies	Master Planning, Consultancy services for Traffic Planning, Design Consultancy for Landside Facilities i.e. Drainage, Utility and Transport Infrastructure, Quantity Survey and Cost Consultancy Services, Design Management Consultancy	13.53

	Nature of Service	Rs Crs
	Services, Design Consultancy Services for Airside Improvement Works , Engineering Consultancy Service for ATF Fuel storage Farm and Hydrant Fuel System . Consultancy for Airport Signage and Wayfinding, Reconfiguration, Modification & Refurbishment of the Existing Terminal & Fore Court.t. , (PO copies for ~ Rs 11.5 Cr are attached as Annexure 8.1 to 8.9)	
Salaries for Project Team to be capitalized	Salaries of project team on rolls of Company. The avg cost per month is Rs. 18 lacs (annual cost of Rs. 2.16 Crs). Cost for 5 years with annual escalation of 10% is projected. Manpower composition includes Lead Projects, Lead Architects, Lead Interior, Lead Master Planner, Procurement & Contract Admin, Operational Health & Safety, and support staff Also, there is support from head office construction team which has allocation cost of approx. Rs. 10 lacs per quarter.	14.50
Total (A)		28.03
In the CP, the Authority has proposed the new projects (other than CWIP projects) worth Rs. 239.76 Cr (cost without considering Cost towards Proportionate Technical Services like PMC & Design, Preliminaries, Insurances / Statutory Approvals, Labour cess, Site preparation, Contingencies, Pre-Operatives, etc and Interest During Construction and Financing Allowance) (B)		239.76
Implied percentage of proposed projects (A/B*100)		~11.70%

3.13.4. As an example of the fixed costs, it would be observed that the cost for Independent Engineer (IE) for Ahmedabad Airport is Rs. 3.40 Crs p.a. which caters to traffic of more than 11 mppa as against the Mangaluru Airport IE cost of Rs. 1.58 Crs p.a. which serves traffic of 2 mppa only. The traffic for Ahmedabad Airport is more than 5 times as compared to Mangaluru Airport whereas the cost for IE for Ahmedabad is only 2 times than that of Mangaluru Airport.

3.13.5. Apart from above fixed costs (working to 11.70%), there are additional variable costs relating to PMC, Contingencies, Statutory Approvals, Labour cess, insurances, site preparation etc.

3.13.6. With the above additions of variable costs to the fixed costs as brought out above, the overall cost will be more than 20% on the base project costs of Rs. 239.76 Crs.

3.13.7. We would like to submit some examples from various AERA orders / consultation papers / other information etc :-

AERA Order / Consultation paper	Project cost	Inclusions	Remarks
Kolkata Airport third control period order no. NO. 43/2021-22 dated 15 March 2022 Page No. 295.	Overall Project cost project Rs. 123 Crs	Inclusions 12% costs of various cost including Consultancy, Operational Charge, Consultancy	PMC, Pre-Operatives are to be added separately
Lucknow Airport second control period order no. 37/2017-18 dated 16 th February 2018 page no. and AAI AAES for Lucknow Airport	Overall project cost of Rs. 1,383 inclusive of various items like PMC cost for 6.9%, Contingency 3%, escalation 6.5%	Overall cost of various items is Rs. 188 Crs on base cost of Rs. 1,195 (Rs. 1,383 Crs less Rs 188 Crs). Implied ratio of 15.8%	Pre-Operatives are to be added separately

3.13.8. **We therefore request the Authority to allow the cost of 16% as requested by the Airport Operator subject to true-up on actual incurrence basis in the next control period.**

3.14 AERA proposal as per 7.3.11 on page 103 of CP relating to re-adjustment in ARR in case any particular capital project is not completed/capitalised as per the approved capitalisation schedule.

The Authority proposes to reduce 1% of the project cost from the ARR / target revenue as re-adjustment in case any particular capital project is not completed/capitalised as per the approved capitalisation schedule. It is further proposed that if the delay in completion of the project is beyond the timeline given in the capitalisation schedule, due to any reason beyond the control of the Airport Operator or its contracting agency and is properly justified, the same would be considered by the Authority while truing up the actual cost at the time of determination of tariff for the Second Control Period. The re-adjustment in the ARR/ Target Revenue is to protect the interest of the stakeholders who are paying for services provided by the AO and is also encouragement for MIA to commission/ capitalize the proposed assets as per the approved CAPEX plan/ schedule.

Comments by MIAL:-

3.14.1. The Authority has proposed to disincentivize the AO by reducing 1% of the project cost in case of delay in implementation of the project. Such a proposal puts MIAL in double jeopardy because any delay in completion of project implies denial of return on such asset and depreciation and added to it will be this reduction in cost. It is abundantly clear that it is in the interest of MIAL to complete the project as per schedule, however there could be delays due to various un-certainties, especially in present situation. There may be shortage of manpower, funds, force majeure, and unforeseen event, for any reason including but not limited to the scarcity of raw material, finished goods and manpower due to after effect of Covid-19. One of the principles for tariff fixation stipulates, incentive for undertaking investment in timely manner. Instead of providing incentive for timely completion of project the Authority is proposing a disincentive due to delay.

3.14.2. **We request the Authority not to include this proposal in the Order.**

3.15 AERA proposal as per 7.3.12 on page 103 of CP relating to Financing Allowance and Interest During Construction

The Airport Operator had initially claimed Financing allowance of ₹ 26.00 Crores (for new CAPEX projects) in their MYTP dated December 10, 2021 which had been calculated on the average Capital Work in Progress (CWIP) of the entire project funds (funded out of debt and equity), at the rate of 12% (which is cost of debt). As against this, the Airport Operator in the revised CAPEX submission dated May 7, 2022 has claimed both Financing allowance and Interest During Construction (IDC) for an amount of ₹ 31.90 Crores, on the average Capital Work in Progress (CWIP). In this respect, the Authority notes that the Financing allowance has been calculated on 35% equity portion and IDC on 65% debt portion of the entire project funds, with the cost of debt being considered as 12% for both.

As already explained in para 7.3.5 the Authority proposes not to consider Financing allowance but allow IDC on the debt portion of the total value of proposed aeronautical capital expenditure (as shown in Table 58 below) based on the notional gearing considered (debt-equity ratio of 48:52) and cost of debt @ 9%, for the First Control Period. Considering the same, the Authority has arrived at an amount of ₹ 11.20 Crores and proposes to allow the same as against ₹ 31.90 Crores claimed by the Airport Operator for the First Control Period.

Comments by MIAL:-

- 3.15.1. To avoid repetition of comments on financing allowance and CoD, please refer comments provided on point **3.1** and point **4.2** respectively.
- 3.15.2. **We request authority to provide necessary true-up of IDC at the time of tariff determination of next control period.**

3.16 AERA proposal as per 7.3.13 on page 104 of CP relating to GST amount on RAB and CWIP invoices

The Authority further notes that, till date the Airport Operator has not paid any amount relating to GST to AAI. If in future, AAI is required to bear the GST, then based on indemnity bond, the same will be recovered by AAI from Airport Operator. As the GST amount has not been paid by the Airport Operator, the Authority has not considered the same as part of RAB for the First Control Period.

Comments by MIAL:-

- 3.16.1. As mentioned by the Authority, the GST payment has not been made till date. Hence, the same is not considered as part of the RAB for the first control period. It is to be noted that we have more than three years left in the FCP. It may be a possibility that a decision in this may come during the current CP and we may be required to make payment to AAI under the indemnity bond.
- 3.16.2. **Therefore, we request Authority to provide true-up of these statutory payments, during the tariff determination of the next control period, on actual incurrence basis.**

3.17 AERA proposal as per 7.3.14 on page 104 of CP relating to Stamp Duty and Registration Charges

In respect of stamp duty and registration charges on the CA, the Authority notes that as per the terms of the CA, the Airport operator is required to pay the applicable duty and charges and has applied to the State Authority for assessment of the stamp duty amount. However, the Authority notes that Airport Operator has not paid the amount, as the assessment order has not been received from State Authority.

Hence, the Authority has not considered the same as part of RAB for the First Control Period.

Comments by MIAL:-

3.17.1. As mentioned by the Authority, the payment has not been made till date. Hence, the same is not considered as part of the RAB for the first control period. It is to be noted that we have more than three years left in First Control Period. It is highly likely that payment of stamp duty will be made during this control period. Please refer Clause 44.17 of Concession Agreement stated as hereunder "Stamp duty and registration charges shall be payable by the Concessionaire on the execution or delivery of this Agreement. "

3.17.2. **Therefore, we request Authority to provide true-up of these statutory payments, during the tariff determination of the next control period, on actual incurrence basis.**

3.18 AERA proposal as per 7.3.15 on page 104 of CP relating to Capex

The Authority further notes that within a span of 6 months (between submission of revised MYTP by AO on Dec 10, 2021 and revised CAPEX schedule as on May 7, 2022), there has been several changes to the CAPEX projects, wherein some projects have been dropped and the value of some projects have increased. Many capital projects were shown as new capital expenditure, whereas major part of the same already exist at the Airport, including procurement. The trend of revisions to the capital projects and projecting factually incorrect capital projections, inconclusive design reports does not instill confidence in the Authority about the near-term and long-term project planning process.

Comments by MIAL:-

3.18.1. We are thankful to the Authority for accepting our revision as necessitated during the period.

3.18.2. The cost estimates made at the time of MYTP May-2021 was based on the situation at that point of time. The revision in Dec-2021 was necessitated due to recommendation from safety assessment report for Kozhikode Airport issued in August 2021 which was applicable to IXE too. In order to comply with safety requirements, we needed to include the project of runway recarpeting and center lighting. The project was discussed in the AUCC held in May-2021 but was not part of the immediate capex plan.

As inflation had increased significantly in last few quarters and there was unprecedented increase in rates of the raw material, for example bitumen prices increased by over 30%, steel prices increased by over 50% during the period (tabled below). This has led to actual award of contract significantly higher than estimates, for example Cargo and Fuel Farm facility. This has led to second revision of capex in May-2022.

Commodities and labour rate							
Sr.No.	Material	UOM	Feb'18	May-21	March'22	Percentage increase Mar 22 Vs May-21	Percentage increase Mar 22 Vs Feb-18
1	Cement	bag	250	238	297	25%	19%
2	TMT	MT	43,500	52,246	77,000	47%	77%
3	Structural Steel	MT	41,905	52,625	78,000	48%	86%
4	HSD	MT	64,220	81,730	84,260	3%	31%
5	Bitumen	MT	38,500	41,990	53,570	28%	39%
6	Copper	MT	448,500	737,255	788,282	7%	76%
7	Aluminum	MT	158,700	179,683	271,760	51%	71%
8	Labour	Day	448	539	553	3%	23%

Note :- Above rates are without GST.

3.18.3. Due to unavoidable and uncontrollable circumstances, MIAL felt the need to revise the Capex proposal during the review. It is pertinent to mention as provided on Table 46 of CP, the Capex amount proposed in the MYTP originally was Rs. 813 Crs and final version is Rs. 843 Crs. The overall difference is less than 4%. This reflects that MIAL has re-engineered and rationalized the capex program even after factoring the significant increase in rates of materials and labour, under the able guidance of the Authority.

3.19 AERA proposal as per 7.4.1 page 117 of CP relating to Capital Expenditure Project

To consider the revised Terminal Building ratio of 92:8 in line with the Study on allocation of assets between Aeronautical and Non-aeronautical assets for Mangaluru International Airport, IMG norms and as approved for other similar Airports.

Comments by MIAL:-

3.19.1 AERA has applied Terminal Ratio of 92:8 based on IMG Norms (Norms and Standards for Capacity of Airport Terminal) on the opening RAB which is carried forward from AAI to MIAL.

3.19.2 It is observed that as per The AERA Guidelines, 5.2.1 (vi) all the assets which are part of the terminal building shall be considered as part of RAB. Therefore, terminal building as a whole should be considered as RAB / Aeronautical asset and not required to be allocated into Aero and Non-Aero. For quick reference the relevant clause from the guidelines is reproduced as follows as *"Notwithstanding the principles mentioned under points (i) to (v) above, assets with fixed locations inside terminal buildings shall be considered within the scope of RAB"*

3.19.3 Notwithstanding the above, it is submitted that norms of IMG report are not applicable to PPP airports, as per clause no. G of IMG Report (page 241 of the said report). reproduced below:

"In case of airports developed through Public Private Partnerships the project authorities may adopt a case-by-case approach with respect to norms relating to unit area and unit costs. Based on the judicious consideration of international best practices and financial viability, the norms may be specified in each case prior to inviting bids for private participation."

3.19.4 No norms with respect to unit area and costs were mentioned in the bidding documents and Concession Agreement of Mangaluru Airport. Therefore, we request AERA not to apply IMG norms in case of Mangaluru Airport.

3.19.5 Under the Shared-Till model, 30% of Non-Aeronautical Revenues are accounted for cross subsidizing the ARR. Therefore, there is no need to apply the allocation ratio whereby, capital and operating expenditure is reduced. This act as a dual burden for the Airport Operator. Since the tariff guidelines do not provide for applying the allocation ratio, this anomaly is required to be corrected, failing which Airport Operator will be at disadvantage at all the times.

3.19.6 **In view of the foregoing, we request the Authority to apply the Terminal Building Ratio, wherever it is factored in CP, as 100% Aeronautical which is in line with the Guidelines of 2011.**

3.19.7 Without prejudice to the above, it is to be noted that terminal building is built with certain length, breadth and height considering the passenger throughput and service level requirements. The structure of terminal includes façade, ceiling, columns etc.

which have no relation with leasable floor area. The commercial activities like retail, food and beverage, etc. require limited works where the cost is much lower than the cost required to build the terminal building. For example, the height of the terminal building at MIAL ranges between 12 to 15 meters whereas the retail areas have height of around 2 to 3 meters only. Hence, it is not logical to allocate the terminal building cost based on floor area. MIAL is of the view that allocation should, at best, be based on cost of the floor plate instead of allocating entire terminal cost based on square meter area basis.

Chapter 4 “Comments on Consultation Paper Chapter 8 - Fair Rate Of Return (FRoR) For The First Control Period”

4.1. AERA proposal as 8.2 on page 120 of CP relating to Cost of Equity

8.2.1. The Authority had commissioned independent studies for the evaluation of cost of capital separately, in case of each PPP Airport, namely DIAL, MIAL (Mumbai), GHIAL, BIAL and CIAL through a premier institute, namely IIM Bangalore and proposes to use these study reports as a basis, to the extent applicable and relevant, to ascertain the Cost of equity of Mangaluru International Airport for the First Control Period.

8.2.2. The independent study reports have drawn from the international experience of airports and their conclusions have been evaluated to the extent comparable with Mangaluru Airport in terms of hybrid till, ownership structure, size, scale of operations and regulatory framework. The median and average Cost of equity arrived at by the independent study reports are 15.16% and 15.18%, respectively, as shown in the table below:

Particulars	CIAL	MIAL	BIAL	DIAL	GHIAL	Average
Risk-free rate (A)	7.56%	7.56%	7.56%	7.56%	7.56%	7.56%
Equity beta (B)	0.9427	0.9391	0.9732	0.9296	0.9442	0.94576
Equity risk premium (C)	8.06%	8.06%	8.06%	8.06%	8.06%	8.06%
Cost of equity $A + B * C$	15.16%	15.13%	15.40%	15.05%	15.17%	15.18%
Average Cost of equity						15.18%

8.2.3. The above independent study reports have used the Capital Asset Pricing Model (CAPM) and notional gearing (Debt: Equity) ratio of 48:52 to determine the levered Equity beta and accordingly, derive the Cost of equity.

8.2.4 Based on the above reports, the Authority proposes the Cost of equity of 15.18% for Mangaluru International Airport for the First Control Period.

Comments by MIAL:-

4.1.1. As per AERA Guidelines, AERA is expected to estimate cost by using CAPM of equity for each AO subject to consideration of such factor as the Authority may deem fit. However, in the instant CP, AERA has not estimated the cost of equity for MIAL. Rather it has applied the average cost of equity estimated for other Airports. This is not in line with the AERA Guidelines.

4.1.2. Extract from the AERA Guidelines

Cost of Equity • The Authority shall estimate cost of equity, for a Control Period, by using the Capital Asset Pricing Model (CAPM) for each Airport Operator, subject to the consideration of such factors as the Authority may deem fit.

4.1.3. Mangaluru Airport had engaged the services of Pricewaterhouse Coopers Services LLP (PwC) to carry out a study on evaluating the applicable Cost of equity. Based on this

study, the AO considered the Cost of equity (CoE) as 17.49%. Mangaluru, being a relatively small international airport is more susceptible to various risks and external shocks than larger airports, as given below:

- 4.1.3.1. **Construction Risk:** Delays in completion of expected capital expenditure (both CWIP and capex) may adversely impact revenues.
- 4.1.3.2. **Traffic Risk:** Volatility in traffic is expected to be higher than the pre-pandemic years. It is expected to take years for pre-pandemic trends in passenger traffic and ATM to return. This may also adversely impact revenues.
- 4.1.3.3. **Competition Risk:** There is a potential risk of loss of business to competing airports. In IXE case, the new Kannur Airport is just 168 kilometres away. Thus, there is a risk of diversion of traffic away from IXE, Mangaluru. This is likely to impact revenues.
- 4.1.3.4. **Event Risk:** Unforeseen events such as the Covid-19 pandemic severely impact the cash flows of IXE, Mangaluru. The Covid-19 pandemic is expected to be a continuous risk as discoveries and research regarding new strains of the virus have adversely impacted various economic forecasts as well as confidence levels in the market.
- 4.1.4. The methodology used to compute the Cost of Equity of Mangaluru Airport is the Capital Asset Pricing Model (CAPM). The three components to be estimated in the CAPM are (a) the beta of the Mangaluru Airport, (b) the risk-free rate and (c) the equity risk premium. Following assumptions related to above three components which appropriately capture the risks of Mangaluru Airport have been used to calculate the cost of equity:
- 4.1.5. Identification of comparable airports: Various airports were identified which are listed on stock exchanges across the globe or have regulated betas. A set of airports were removed from the list because of either lack of data for the required time period or unreliable data.
- 4.1.6. Determination of equity and asset beta for the selected airports: Beta is indicative of the systematic risk of the project. In order to calculate this, the analysis regresses the movement of the stock prices (of respective airports) on the movement of an index representing the market portfolio. The beta values pertaining to this regression are called the 'equity' betas. Once the equity beta is calculated, the analysis 'un-levers' the beta (i.e., purges off the effects of the capital structure) by using the Hamada equation. Unlevered beta is called the 'asset' beta for the respective airports.
- 4.1.7. Computing the proximity scores for each airport and asset beta of Mangaluru airport: Once the asset betas have been computed, quantifiable assessment has been undertaken for identified airports to determine the proximity/ relevance scores. All the airports have been compared with Mangaluru airport based on the following airport characteristics:

- Regulatory Environment
- Operational Structure
- Payment Structure
- Ownership Structure

4.1.8. Numeric values of 1 to 3 have been assigned to each factor wherein lower the score, more comparable is the airport to the Mangaluru Airport. Furthermore, an inverse of the proximity scores are used to calculate the 'asset' beta the Mangaluru Airport

4.1.8.1. **Re-lever the asset beta to obtain the equity beta:** The asset beta of the Mangaluru Airport is relevered using the Hamada equation to obtain the equity (re-levered) beta. As the re-levered beta is a function of D/E or gearing ratio, the beta value changes whenever the D/E or gearing ratio changes. A gearing ratio of 48:52 is considered. This has been derived from the gearing ratios set by the regulators at different comparable international airports.

4.1.8.2. **Risk Free Rate:** An average of daily yield for 10 years of the 10-year Government of India security has been considered as the risk-free rate.

4.1.8.3. **Equity Risk Premium:** To avoid any bias, an average of equity risk premiums computed by a list of studies and standard market indices are taken for the analysis. The list of the same is provided as follows:

- Prof Damodaran's estimate of ERP as of January 2021 based on ratings of sovereign bonds.
- Prof Damodaran's estimate of ERP as of January 2021 based on ratings of sovereign bonds.
- Forward looking ERP of India as estimated in a study conducted in April 2019 by Grant Thornton
- ERP published by Incwert Valuation Chronicles in June 2020
- ERP computed based on Nifty 50
- ERP computed based on Sensex.

4.1.9. As is clear from above, a well-defined systematic approach which appropriately captures the risks specific to Mangaluru Airport has been used for computing reasonable rate of CoE for Mangaluru airport.

4.1.10. Since a smaller airport is expected to get more impacted by risks than larger airports, it becomes all the more important to use scientific and rational approach to capture all the risk factors and award commensurate CoE to AO.

4.1.11. Further we would like to point that IIM B study considered 12 airports, out of which only two airports belong to developing countries. Airports in developing markets are exposed to each of these risks differently when compared to developed markets. Following are the risks which the airports in developing market have to face:

4.1.11.1. **Demand Risk** – Apart from the economic conditions which affect demand, demand for air travel is also highly elastic with respect to air fare in India and other developing economies. Any increase or decrease in air fare due to fuel prices or other input costs results in relatively higher traffic volatility.

4.1.11.2. **Counterparty Risk** – Airports in developing countries typically derive a major part of their revenue from aeronautical services, as against the developed markets where non-aeronautical revenue is higher.

4.1.11.3. **Regulatory Risk** – Regulations in developing countries are still evolving and are not stable.

4.1.12. Asset beta of airports in developing countries is consistently higher than the asset beta of airports in developed economies. This can be demonstrated by the data provided in the IIM B study in which the asset beta for Sydney airport is 0.40 whereas the asset beta for Airport of Thailand is 0.86. This shows the quantum of variation in risk perception between developed and developing countries.

4.1.13. Study done by PWC includes airports from both developed economies like France, Spain and Switzerland and developing economies like Mexico, Malaysia, Thailand. Following are the asset betas of various airports as per study:

S.No	Airport Operator	5-year asset beta on 5 year average DER	5-year asset beta on latest DER
1.	Sydney Airport Holdings Private Limited	0.692	0.719
2.	Auckland International Airport Limited	1.030	1.052
3.	Flughafen Zurich	0.865	0.838
4.	Groupe Aeroports De Paris	0.922	0.922
5.	Aena	0.102	0.121
6.	Asur (Aeroporte Del Sureste)	1.338	1.340
7.	Kebenhavns Lufthavne	0.423	0.416
8.	Grupo Aeroportuario Del Centro Norte S.A.B. De C.V. Adr	0.960	1.020
9.	Grupo Aeroportuario Del Pacifico, S.A.B. De C.V	1.430	1.428
10.	Aeroporto Guglielmo Marconi Di Bologna S.P.A	0.642	0.649
11.	Fraport Ag	0.686	0.669
12.	Airport Of Thailand Public Limited Company	0.984	1.002
13.	Malaysia Airport Holdings Berhad	0.848	0.893
14.	Flughafen Wien Ag	0.527	0.610
15.	Gruppo Toscana Aeroporti	0.457	0.455

4.1.14. As is evident from table above, asset betas of airports in Mexico like Grupo Aeroportuario Del Centro Norte, Grupo Aeroportuario Del Pacifico, in Thailand like Airport of Thailand have asset betas of more than 1.

4.1.15. Further, we would like to give reference to para 15.6.2 of the Cochin Airport's Second Control Period Tariff Order No.7/ 2017-18 wherein Authority has taken the stance that newer airports which have higher risks need to be **adequately compensated by higher cost of equity and one size does not fit all**. Contents of the order are reproduced below

15.6.2. Cost of Equity: – The Authority notes that DIAL and HIAL started operations recently as compared to CIAL and the Authority has taken a slightly higher cost of equity presuming that newly started companies have a greater risk. The Authority notes that Cochin is a well-established airport paying dividends and the risk profile is very low, investment are not heavy, cost is lower, traffic is stabilized and there is no volatility. The authority opines that “One size fits all” view for calculating CoE is not appropriate since each Airport is unique. The Authority also notes from a

4.1.16. The same point is again acknowledged by the Authority in Tariff Order No 08/2021-22 for CIAL for the Third Control Period. The relevant extract is provided as :-

4.6.20. The Authority has noted CIAL's comments regarding cost of equity for the Second Control Period. However, it would not be prudent to compare CIAL with other private airport operators like DIAL and HIAL which have started operations more recently as compared to CIAL. The Authority had noted at the time of determining tariffs for the Second Control Period that it is reasonable to presume that newer companies would have a greater risk when compared to a well-established, investment-light and dividend paying airport like Cochin International Airport. This is also evident from the high contribution

4.1.17. **We hereby request AERA to accept the Cost of Equity as submitted by MIAL in the MYTP supported by an in-depth study conducted by an independent consultant PwC as per CAPM methodology.**

4.2. AERA proposal as 8.2.5 to 8.2.9 on page 121 of CP relating to Cost of Debt

8.2.5. The Authority noted that Mangaluru International Airport has considered Cost of debt at 12% for the First Control Period based on its current borrowing rate from a related party and based on Adani Airport Holdings Limited's all-in borrowing cost of 12.10%.

8.2.6. Since the Airport and its holding company have not obtained any credit rating from an external rating agency, there is no direct comparable entity or market data for determining cost of debt for MIA.

8.2.7. However, the Authority recommends that the Airport bring in further efficiencies in its cost of borrowing by leveraging its parent entity's financial strength in order to reduce the interest rates. This suggestion is also in keeping with the spirit of privatization whereby it is expected that the financial strength of PPP airports is maintained at an optimal level and their cost of capital is within reasonably allowable limits.

8.2.8. Further the Authority has also noted that average bank lending rate of public sector banks and scheduled commercial banks as per the Reserve Bank of India's publication of March 2022 has been in the range of 8.22% to 8.74% p.a. The Authority has also noted the cost of debt of other five PPP airports viz., DIAL, MIAL (Mumbai), GHIAL, BIAL and CIAL, which ranges from 7.80% to 10.30% (the average cost of debt works out to 8.96%).

8.2.9. Accordingly, the Authority has considered the Cost of Debt of 9% for the computation of Fair Rate of Return. The Authority proposes to true up the cost of debt, based on the efficiency and reasonableness for the First Control Period.

Comments by MIAL:-

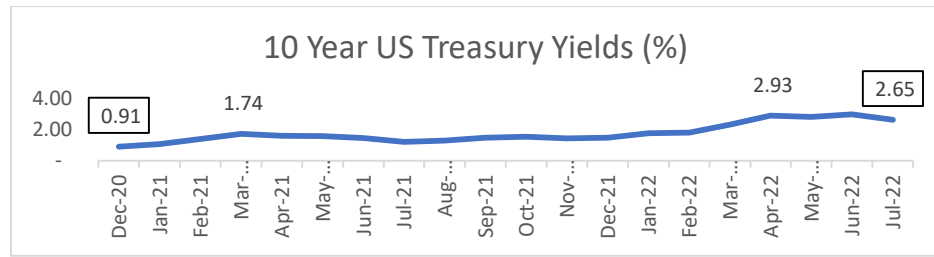
4.2.1. MIAL has considered CoD at 12% for the FCP based on its current borrowing rate from Adani Airport Holdings Limited (AAHL) which in turn has availed borrowing from global institutions like Standard Chartered Bank and Barclays Bank PLC.

4.2.2. However, the authority has proposed cost of borrowing to be considered at 9% p.a. being the average of other five PPP airports viz. DIAL, MIAL (Mumbai), GHIAL, BIAL and CIAL (ranges from 7.80% to 10.30%)

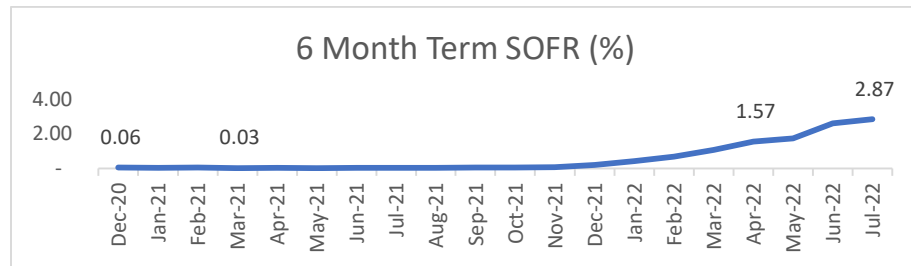
4.2.3. It is to be noted that tariff orders of above-mentioned PPP airports were issued during the period from December 2020 to August 2021. **The change in the global and domestic interest rates in the said period is provided in the following paragraphs.:**

4.2.3.1.1. Global Increase in Interest Rates:

Given the changing economic scenarios across the globe the central banks of the countries have been increasing their benchmark rates. Below chart details 10 years US Treasury movement, where it is evident that the benchmark rates have been increasing since December 2020 (~1.74%) leading to increase credit spreads and cost of the borrowing globally:

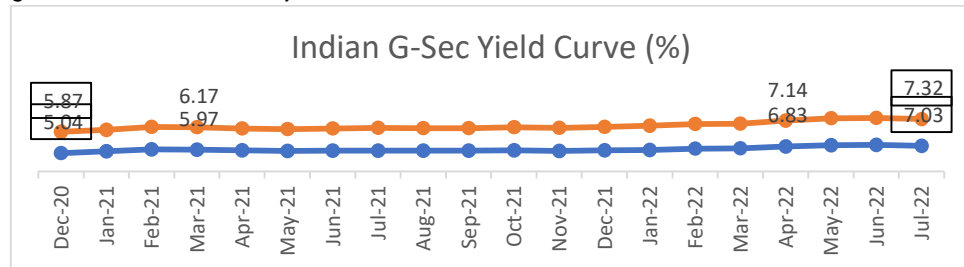


4.2.3.2. **Secured Overnight Financing Rate (SOFR)**, has also increased materially (~2.81%) in the said period:

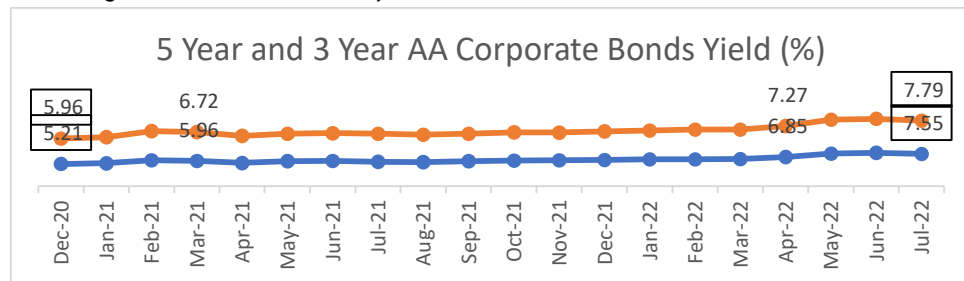


4.2.3.3. **Increase in Domestic Interest Rates in India:**

Since May-2022, the Reserve Bank of India has increased Repo Rate by 1.40% leading to cost of domestic borrowing becoming dearer in India. Following chart depicts increasing trend in 10 year (+1.45%) and 5 year (1.98%) Indian government securities yields:



4.2.3.4. Following chart depicts increasing trend in 5 year (+1.87%) and 3 year (2.34%) Indian government securities yields:



4.2.3.5. **Increase in MCLR of Indian Bank :-**

3 Year MCLR of both private sector banks and PSU Bank have increased in the range of 50 to 100 bps points from Oct-21 to July-22. Also, in past few quarters RBI Policy statement indicates that lower interest era is ended. All Bank Rupee Borrowing is linked to MCLR plus Spread based on Credit Rating and Internal Assessment of respective clients. Accordingly with increase in MCLR there is increase in overall Borrowing cost. Trend in MCLR Cost of SBI is as follows :-



<https://sbi.co.in/web/interest-rates/interest-rates/mclr-historical-data>

4.2.4. **Rationale of Cost of Debt (CoD) at MIAL:**

Considering the current profile of operation and outlook, rating of MIAL at maximum can be in BBB Category. Interest rate by lenders is fixed on the risk profile, cashflow generating capacity, other parameters including credit rating both internal (by lenders) and by rating agencies.

4.2.5. Option of raising funds at MIAL was not possible without Corporate Guarantee support from Adani Group. Borrowing with Corporate Guarantee of Adani Group in turn amounts to Borrowing at Holding Company level.

4.2.6. We would also like to highlight the fact that the borrowing costs for Government owned Entity and Private Sectors entity are different. Lenders are more comfortable in lending to Government entity since repayment is backed by sovereign guarantee (which carries highest Rating). Whereas in case of private sectors, lending comfort is driven by Industry outlook, cashflow generating capabilities, external and internal rating.

4.2.7. The linking of CoD with weighted average lending rate of public sector banks and commercial banks as given in the CP (the trend of which has also changed in June 2022 publication as per RBI website and it is now on increasing trend) is not appropriate because of the following reasons:-

- Weighted Average Rate means average rate across Rating grades (AAA to BB) and loan duration. It ignores basic premise of lending rate which is based on external rating and internal rating and duration of specific loan.

- Major portion of borrowings by PSU Bank is to State and Central Government Companies and Departments which carries lower interest considering that those are considered as Sovereign rating.
- The interest rate for lending for priority sectors (which constitutes Agriculture and other Areas) is a concessional rate under various scheme of State and Central Government.
- With inclusion of all the above, the average rates become lower. Comparing the said average with a private corporate borrowing rate will not be appropriate.

4.2.8. To have efficiencies in terms of quantum, maturities, and interest rates, borrowing at AAHL was availed in the form of External Commercial Borrowings for capex requirement of various Airports.

4.2.9. Further AAHL combining with Airport SPVs is domestically rated "A+/stable" by India Ratings, which at MIAL level will be BBB or below.

4.2.10. The transition of the Airport from AAI to MIAL happened during the COVID impacted period. This has negatively affected the revenue and cash flow of MIAL and its credit worthiness.

4.2.11. We believe that during the FCP, MIAL will be able to demonstrate competitive advantage of private sector in the operation of Airport which in turn will be reflected in the borrowing cost going forward. Keeping this in mind, at present we have locked up rates of borrowing for period of 3 years only to enable us to take advantage of reduced rate of interest going forward with synergy of operations.

4.2.12. **Hence, we request the Authority, to consider the CoD @12% based on actual borrowings from a third party as submitted by MIAL.**

4.3. AERA proposal as 8.2.10 page 121 of CP relating to Fair Rate of Return (FROR)

8.2.10. Based on the above, the Authority proposes to consider the following FROR for the First Control Period for Mangaluru Airport:

Table 72: Fair Rate of Return proposed by the Authority for the First Control Period

Parameter	Value
Cost of equity	15.18%
Cost of debt	9.00%
Weighted average gearing of equity	52.00%
Weighted average gearing of debt	48.00%
Fair Rate of Return	12.21%

Comments by MIAL:-

- 4.3.1. The Authority, based on reduced CoE, reduced CoD and notional debt to equity (gearing) ratio of 48:52 has proposed to consider FROR of 12.21%. Apart from our comments on CoE and CoD already provided here in above, we would like to submit the following:-
- 4.3.1.1. As per clause no 4.3.3 of the CP, the Authority has allowed FROR of 14% to AAI for true up purpose and also allowed FROR of 14% to AO for true up of 5 months from COD to March-2021, as no debt was raised by AAI or AO during the relevant period.
- 4.3.1.2. Normally any private operator expects a higher FROR than any Government Entity, as the CoD and expectation of return on equity is lower in case of Government Entity.
- 4.3.1.3. Because of the methodology proposed by AERA in the CP, the FROR for the FCP proposed by AERA is substantially lower at 12.21% as against 14.90% claimed by the AO.
- 4.3.2. **We would request the Authority to consider our comments on CoE and CoD. We would also request the Authority to clarify whether the notional debt:equity ratio of 48:52 will be trued-up during the tariff determination of the next control period, based on actual gearing ratio.**

Chapter 5 “Comments on Consultation Paper Chapter 9 -
Inflation For The First Control Period”

5.1. AERA proposal as 9.3.1 on page 122 of CP relating to Inflation for the FCP

To consider WPI inflation at 4.9% for the First Control Period based on average of the median WPI inflation forecasts of the 4th quarter of FY 2020-21 and of FY 2021-22 given in the 69th round of survey of professional forecasters on macroeconomic indicators of RBI

Comments by MIAL:-

- 5.1.1. While deciding the Tariff of Second Control period for Chandigarh Airport Order No. 07/2021-22 dated 20th August, 2021, at that time, AERA had applied latest available WPI inflation based on 69th round of survey of professional forecasters on macroeconomic indicators of RBI released in Apr-2021,
- 5.1.2. In the CP for Mangaluru Airport dated 05th August 2022, the Authority has still continued with inflation based on Round 69 of the forecaster survey which is over a year old.
- 5.1.3. **We request the Authority to consider the latest available forecaster survey for providing the necessary inflationary impact.**

Chapter 6 “Comments on Consultation Paper Chapter 10 -
Operation And Maintenance (O&M) Expenses For The First
Control Period”

6.1. AERA proposal as 10.2.11 i and ii on page 130 of CP relating to Manpower Expenses

Point 10.2.11 i. last bullet point on page no. 130 of the CP

"Further, the Authority proposes to revise the 15% Y-o-Y increase in Payroll costs claimed by the Airport Operator to 6% for all the five (5) tariff years of the First Control Period, as approved by the Authority for other similar airports."

Point 10.2.11 ii. First bullet last para provided on page no. 130 of the CP

"Considering all the above, the Authority proposes to accept the weighted average employee salary cost of ₹ 15.00 lacs per annum in FY 2021-22 as appropriate for Senior level employee. However, the Authority proposes to rationalise the growth rate by considering only 6% Y-o-Y for all the 4 FYs, starting from FY 2022-23 in line with what has been considered for Manpower Expenses of AAI employees".

Comments by MIAL:-

6.1.1. We would like to submit our analysis as follows :-

1. All India AAI Employees salary growth
2. Mangaluru Airport AAI Employees Salary Growth
3. Analysis of Select Employee Cost Paid by MIAL to AAI from COD

6.1.1.1. All India AAI Employees salary growth

Avg salary per employee of all India AAI employee is Rs. 25.8 lakhs in FY19-20 and the CAGR increase in avg cost per employee from FY13 to FY20 is 13.30%

	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	CAGR FY13 to FY20
No. of Employees	18,573	18,036	17,465	17,370	17,484	17,536	17,487	17,364	
Cost (Rs Crs)									
Pay & Allowances	1,192	1,696	1,777	1,936	2,011	2,131	2,249	2,731	12.57%
Other Staff Cost	469	581	894	625	631	1,375	1,732	1,462	17.64%
PF & Other Funds	338	134	143	152	162	185	1,228	329	-0.40%
Less Recovery of operational funds	-	(14)	(12)	(14)	(16)	(46)	(51)	(41)	
Total Cost (Rs Crs)	2,000	2,397	2,802	2,699	2,788	3,645	5,158	4,481	12.22%
Year on Year Growth in cost		20%	17%	-4%	3%	31%	42%	-13%	
Avg Cost per employee	1,076,568	1,328,787	1,604,352	1,553,592	1,594,366	2,078,496	2,949,740	2,580,627	13.30%
Year on Year Growth in avg cost cost		23%	21%	-3%	3%	30%	42%	-13%	

Source :- AAI Annual Reports

6.1.1.2. Mangaluru Airport AAI Employees Salary Growth

Avg salary per AAI employee at Mangaluru Airport is Rs. 20 lakhs in FY19-20 and the CAGR increase in avg cost per employee is 22% and annual growth of 14% each in FY19 and FY20

		FY16-17	FY17-18	FY18-19	FY19-20	CAGR
Employee Cost (Tab 17 of the Consultation paper)	Rs Crs	10.93	15.68	19.4	19.8	22%
No. of Aero Employees (Tab 82 of the Consultation paper)	No. of Employees	100	102	111	99	
Avg Cost per employee	Rs per employee p.a.	1,093,000	1,537,255	1,747,748	2,000,000	22%
Year on Year Growth in avg cost cost	%		41%	14%	14%	

6.1.1.3. Analysis of Select Employee Cost paid by MIAL to AAI

The Avg cost per employee from Nov-2021 onwards has increased by over 20% without adjusting the one-time costs and 10-12% after adjusting the one-time costs.

Period	Total Salary Cost	No. Of AAI Employees	One time adjustment likes Medical, Leave Encashment, Gratuity, Overtime , others	Employee Cost Net of Adjustment	Avg Annual Cost per employee Before Adjustment	Avg Annual cost Per Employee After Adjustment	Increment in Avg Annual Salary FY22 Vs corresponding month in previous year		Remarks
	Rs. Crs	Nos.	Rs. Crs	Rs. Crs	Rs. Lakhs per employee per annum	Rs. Lakhs per employee per annum	Before One time Adjustments	After one time Adjustments	
	A	B	C	D = A - C	E = A/B*100	F = D/B*100	%		
Nov-20	1.281	108	0.00	1.28	14.24	14.23			
Dec-20	1.242	108	0.01	1.23	13.80	13.68			
Jan-21	1.330	107	0.10	1.23	14.92	13.74			
Feb-21	1.311	107	0.09	1.22	14.70	13.71			
Mar-21	1.321	107	0.09	1.23	14.82	13.76			
Apr-21	1.493	107	0.22	1.27	16.74	14.25			
May-21	1.371	107	0.10	1.27	15.38	14.22			
Jun-21	1.409	106	0.17	1.24	15.95	14.00			
Jul-21	1.488	106	0.24	1.24	16.84	14.09			
Aug-21	1.323	106	0.02	1.30	14.98	14.71			
Sep-21	1.289	102	0.06	1.23	15.17	14.46			
Oct-21	1.518	104	0.26	1.26	17.51	14.49			
Nov-21	1.596	104	0.25	1.35	18.41	15.53	29%	9%	Nov-2021 vs Nov-2020
Dec-21	1.467	104	0.16	1.31	16.93	15.12	23%	11%	Dec-2021 vs Dec-2020
Jan-22	1.538	104	0.23	1.31	17.75	15.14	19%	10%	Jan-2022 vs Jan-2021
Feb-22	1.444	103	0.13	1.32	16.82	15.33	14%	12%	Feb-2022 vs Feb-2021
Mar-22	1.536	103	0.24	1.30	17.89	15.09	21%	10%	Mar-2022 vs Mar-2021

6.1.2. Further, we have analyzed 10 sample AAI select employee cost and found similar trend in the increase in cost from Nov-2021 onwards.

6.1.3. Summary of Analysis

	Cost per Employee	Increase in cost as %
All India AAI Employee	Cost per employee in FY20 is Rs. 25.80 lakhs	Increase in cost per employee from FY13 to FY20 is CAGR of 13.30%

	Cost per Employee	Increase in cost as %
Mangaluru Airport AAI Employee before COD	Cost per employee in FY20 is Rs. 20 lakhs	Increase in cost per employee from FY17 to FY20 is CAGR over 20%
AAI Select Employees payment made by MIAL after COD	Cost per employee in Mar-2022 is Rs. 17.89 lakhs without adjusting one-time costs and Rs. 15.09 lakhs after adjusting one-time costs	Increase in salary during the period from Nov-21 to Mar-2022 as compared to period from Nov-2020 to Mar-2021 is over 22% without adjusting one-time costs and 10-12% after adjusting one-time costs.
Sample 10 AAI Select Employees cost		Increase in salary during the period from Nov-21 to Mar-2022 as compared to period from Nov-2020 to Mar-2021 is 10-12%

6.1.4. **It is evident from the above analysis that avg annual cost per AAI employees has been increasing at a rate of 10-12%.**

6.1.5. MIAL is a new AO who needs to build its manpower to run the Airport operations. MIAL needs to hire all people from outside who come at 25%-30% higher salaries. According to a recent Michael Page report titled "Talent Trends 2021," better remuneration is the top reason for changing jobs. The report highlights that job seekers on an average expect around 20% salary hike at middle levels and 19% increase at director, Vice President and CXO levels from their current or last salary drawn. Even non-managerial level employees' expectations are an average of 20%."

6.1.6. MIAL would like to highlight the fact that Airport Operators face difficulties while hiring a new workforce. This is because the suitable personnel available for the aviation sector is very limited. While it is comparatively easier to get workforce for accounts, finance, administration etc., it is very difficult to get skilled workforce for airside and terminal operations, engineering and maintenance and safety. To obtain and retain competent employees, it is imperative to compensate them well.

6.1.7. Based on above analysis, we had requested for annual 15% increase in avg cost per employee. However, AERA has considered increase of 6% only.

6.1.8. **We request the Authority to provide at least 10-12% YoY increase in avg cost of salaries for all employees i.e. AAI and MIAL Manpower.**

6.2. AERA proposal as 10.2.11 ii on page 136 of CP relating to Manpower Expenses

"Based on the above, the Authority has analysed the Employee Headcount projected vis-à-vis the functions of each department mentioned in Table 81 and proposes the following revision in Aeronautical Employee Headcount projected by AO for the First Control Period:"

Comments by MIAL:-

6.2.1. The approved strength of AAI Select and Non-Select Employees as on COD was as follows.

(A) AAI Approved strength

	No.
Select Employees as per Schedule S, other than Fire Fighters (a)	79
Select Employees as per Schedule S, Fire Fighter* (b)	37
Non-Select Employees - DGM & Above (c)	5
Deficiency in ARFF People* (d)	30
Total approved strength of AAI for Mangaluru Airport (a to d)	151

- There is deficiency in ARFF of 30 people as per DGCA Task Resource Analysis (refer point 6.3.10 below)

There are other roles and responsibilities which are either not done by AAI at Airport or not mandated to AAI (refer information provided below table (B)). The private Airport Operator is charged with various additional responsibilities under the CA. It is the endeavor of the Private Airport Operator that necessary positions are filled to operate the Airport in safe and secure manner.

(B) New Roles and Responsibilities for Private Airport Operator

New Roles and Responsibilities	As submitted by AO for FY24-FY26	As proposed by AERA for FY24-FY26
Procurement Department	5	5
Corporate Communication	1	1
Corporate Affairs	1	1
In-house legal team	3	-
Safety	2	2
Quality	3	3
Customer Engagement	3	2
Regulatory	1	1
Total	19	15

(C) Roles which were not filled by AAI

New Roles and Responsibilities	As submitted by AO for FY24-FY26	As proposed by AERA for FY24-FY26
Security	14	5
Information technology	4	4
Airside Management*	30	11
Total	48	20

*Previously Airside operations were performed by ATC/ ANS team as an additional responsibility. In this regard, reference is invited to the DGCA observation on Airside Operation Manpower (point no 6.2.7 below).

Airport is undertaking Terminal Expansion from (~37,000 sq mtr to ~47,000 sq mtr) & Parallel Taxi Track work which were started by AAI in 2018 and 2017 respectively but will be commissioned in FY 23. With the completion of Terminal Expansion, the area of the terminal will increase by 27%. Once these facilities are commissioned, it will require additional manpower of 31 numbers.

6.2.2. Total Strength of Mangaluru Airport

	As submitted by AO for FY24-FY26
Approved strength (A)	151
New roles (B)	19
Roles which are deficient (C)	48
Increase in number for various department like Finance, HR, E&M, Commercial, Terminal Operation due to increase in passenger and new facilities	31
Total	249

After taking into account all the above, the total strength of MIAL could go up to 249 personnel. Based on AERA re-computation it could reach to 210 (151 approved manpower + 15 new roles + 20 Roles which are not filled by AAI and 24 (31*75%) due to expansion)

6.2.3. To understand the strength of the Airport of similar size and nature we have benchmarked the same with AAI Calicut Airport. Refer below the MYTP submission by AAI of Calicut Airport for Third Control Period.

Form F11 (a): Employee Strength					
Particulars - with detailed breakup	2nd Control Period				
	2016-2017	(2017-18)	(2018-19)	(2019-20)	(2020-21)
Department-wise Full-Time Employees					
Airport Director office	3	3	3	3	3
CSO	3	2	2	2	2
Terminal Management	16	16	17	16	14
M.T. Section	15	12	13	13	13
Fire Service	71	75	72	91	95
Hrm	11	13	11	12	14
House Keeping	Nil	Nil	Nil	Nil	Nil
Stores	1	1	1	1	1
Finance & Accounts	9	10	10	9	10
Cargo	Nil	Nil	Nil	Nil	Nil
Commercial	4	5	4	4	4
Civil Engineering	14	13	11	8	6
Electrical Engineering	27	28	26	27	25
CNS - Other than Airport Systems	24	23	25	24	22
CNS - Airport system	10	11	11	10	5
CNS - IT	4	1	1	1	1
Airport Systems	0	1	1	0	0
Land Management	2	2	2	2	2
ATC	22	27	27	27	26
Total	236	243	237	250	243
.....					
Total Airport Strength	190	193	185	199	195
Total ANS Strength	46	50	52	51	48
Total	236	243	237	250	243
Finance & HR	20	23	21	21	24
proportion of Finance & HR to ANS	4	5	5	4	5
Percentage of ANS for the common expenses	2.05	2.45	2.49	2.15	2.43
Redeployed Employees :					

- 6.2.4. **Total Strength of Calicut Airport is 219** (Airport Strength 195 + Finance & HR 24 in FY20-21). Since it is also an AAI Airport it does not include airside manpower, new role and responsibilities applied on Private Airport Operator.
- 6.2.5. **MIAL has requested 188 manpower after applying various factors including efficiency as against the likely requirement of 249, as per benchmarking. However, that has been reduced to 137 by Authority without any justification.**
- 6.2.6. **In view of the foregoing, we hereby request AERA to allow the Manpower deployment plan as has been requested by MIAL in MYTP**

6.2.7. **Documentary evidence relating to Airside Operations**

The Airside Operations were performed by ATC officers as an additional responsibility. It is to be noted that ATC officers are not part of Select Employees as defined in the Concession Agreement Schedule S. Refer below the relevant extract from DGCA Inspection Report in Feb 2022

Relevant Extract from DGCA Inspection Report in Feb 2022

I	AVAILABILITY & ADEQUACY OF TRAINED MANPOWER FOR AERODROME OPERATIONS :		
i	AERODROME OPERATIONS :	Doc 7192-AN/857,part E-2	<p>Carried out by ATC officers as additional responsibility</p> <p>Competency mapping of Manpower/TRA is required to be carried out as there is a change in the Airport Management Structure at the airport.</p> <p>Pending Observation No. 26/2020</p>

6.3. Manpower relating to various department, AERA has commented that :-

In relation to Security department, AERA has commented that :-

In respect of Security department, the Authority is of the view that barring few activities such as coordination with CISF, BCAS compliance etc. which are Aeronautical in nature, the remaining activities listed out by the AO in Table 81 are Non-aeronautical. Further, the Authority notes that the AO will be outsourcing certain activities pertaining to Security department. Hence, the Authority proposes to consider only 50% of the Aeronautical Employee Headcount projected by the Airport Operator for the first 2 tariff years and retain the same number of employees (Five) proposed by the Authority in the 2nd tariff year (FY 2022-23), till the end of the First Control Period

Comments by MIAL:

6.3.1. In respect to Security function, the relevant submission provided to the consultant during the review is reproduced below:

Currently there is no person deputed for carrying out Security function at the Airport. AAI was only performing pass section function with an outsourced support. However, there are various activities which need to be performed by MIAL like CISF Documentation, Airport Security Program, Kerb Side Management, Traffic Management, Airport Operator Security Control Room, Security System Maintenance, Encroachment prevention, perimeter area, Intelligence and Vigilance gathering, Avsec Training and Compliances, BCAS Compliance requirements.

MIAL will be carrying out functions with a combination of On roll and outsourced employees.

Sovereign agencies and security set up of the airport operator have clearly defined mandates. NACASP 2018 vide Para4.2.2(xxii) stipulates that the Airport Operator is responsible for implementation of security controls at the airports through the CSO. The Asset CSO is bestowed with all the powers to implement security controls at the airport level and overall coordination with other agencies at the airport (Para5.2.1(ii) of NCASP refers).

MIAL has assumed on roll 14 employees comprising of 1 CSO, 4 Pass Section, 2 Avsec Audit and Compliances, 2 Loss Prevention and Automation, 2 kerbside management and 3 others. Other activities like, Traffic Management, Encroachment Prevention, Security System Maintenance etc. are expected to be outsourced.

6.3.2. **However, AERA has considered only 5 personnel as AERO against our submission of 14 personnel.** As opined by AERA that activities relating to CISF and BCAS coordination are only Aeronautical and other Activities are non-Aeronautical. Hence as per AERA, activities relating to Airport Security Program, Kerb Side

Management, Traffic Management, Airport Operator Security Control Room, Tout Management, Security System Maintenance, Encroachment prevention and perimeter area, Intelligence and Vigilance Gathering, Avsec Training and Compliances. (emphasis) are all Non-Aeronautical.

In connection with the above, we have following comments

- 6.3.3. It is to be noted that it is responsibility of Airport Operator to implement necessary security controls at the Airport. It is responsibility of the Airport Operator that no unauthorized access is provided to the Airport premises. Under the Concession Agreement Clause 18.1.1 obligation includes (n) *“preventing, with the assistance of the concerned law enforcement agencies, any encroachments on, unauthorised entry to or unauthorised use of the Airport;”*
- 6.3.4. Under the Concession Agreement Clause 5.9 Obligations relating to Security Clearance it is mentioned that *“Notwithstanding anything to the contrary contained in this Agreement, the engagement of employees, staff and personnel of the Concessionaire and of its Contractors and subcontractors shall always be subject to security clearance by the Designated GOI Agency as may be required under Applicable Laws, and only persons having a valid security clearance shall be permitted on the Site.”* **In order to obtain security clearances for various personnel Avsec Security Training are mandatory. The pass section is to be manned with necessary manpower.**
- 6.3.5. Schedule J User Charter of Concession Agreement provides that : -
“Approach to the Airport
We will undertake all efforts to make your arrival within the Airport area smooth and comfortable. Our traffic plans will be oriented in such a manner that will enable easy entry into and exit from the Airport area.”
The activities mentioned by AERA as Non-Aeronautical are essential part of the Airport Operations and it should be categorized as Aeronautical activities.
- 6.3.6. **In relation to in-house legal department. AERA has commented that : -**
The Authority notes that the Legal Function is excluded in accordance with Clause 28.3.8 of the Concession agreement and hence proposes not to consider the Employee Headcount projected by AO for the Legal Function for Aeronautical Headcount.
Comments by MIAL:
- 6.3.6.1. **To avoid repetition of the discussion, please refer point 1.3.4**

6.3.7. **In relation to Terminal and Operation department, AERA has commented that** *The Authority notes that the number of Employee Headcount projected by the AO for Terminal Operations is on the higher side considering that there are existing employees of AAI (i.e., Select employees deputed to MIA) at the Airport till the deemed deputation period and hence, proposes to consider 75% of the Headcount projected by the AO, for all the five (5) tariff years.*

Comments by MIAL:

6.3.7.1. Airport is a 24x7 operations. The required manpower should be available in shifts to ensure efficient operations. The observation from AERA that headcount looks higher is generic and without any detailed working provided in the CP. We would like to submit to the AERA the roles and responsibilities of these manpower as below : -

	No. of people	Roles and responsibilities
Head Terminal Operations	1	Reports to Chief Airport Officer and is responsible for Terminal (Domestic & International) Operations, Passenger Service, Facilities.
Duty Terminal Manager (DTM)	12	Round the clock operations duty managers are placed at Departure and Arrivals. in 03 shifts. Major responsibility of DTM is to man the Terminal Manager office round the clock. Passengers reach out to Terminal Manager office for any issues related to airlines, generic queries about flights, airport facilities etc. DTM has also the responsibility of handling emergency situation in terminals.
Head Guest Relations	1	Responsible to facilitate the movement of VIPs with smooth Check-in, VIP Lounge services, Security Check and Boarding after proper coordination with airlines, CISF
Duty Officer Protocol	2	Round the clock operations (1= General Shift 01 = Night Shift. Report to Head Guest Relations and facilitate the movement of VIPs with smooth Check-in, VIP Lounge services, Security Check for both domestic and international terminals
Facilities Management-Terminal	2	Round the clock operations (1= General Shift 01 = Night Shift. Person is responsible to oversee and supervise the work performed by outsourced housekeeping staff. This will enhance customer experience at the airport
	18	

6.3.8. In relation to Engineering and Maintenance department, AERA has commented that

In respect of Engineering & Maintenance department, the Authority notes that the AO has submitted that they will be outsourcing certain activities relating to this department including availing hiring services of PMC and hence the Authority proposes to consider 50% of the Aeronautical Employee Headcount projected by the Airport Operator for all the five (5) tariff years of the First Control Period.

Comments by MIAL:

6.3.8.1. We would like to reproduce the exact submission made by us as follows:

*Currently AAI has approx. 10-15 people each in Civil, Technical and Engineering sections. MIAL is expected to outsource some of the non-core activities. Second there will be increase in Terminal Area by 27%, increase in Airside Facilities, increase in landside facilities, Utilities etc, and there will be requirement of more manpower in Engineering and Maintenance department to cater to these increased facilities. Considering all the above factor, MIAL is expected to consolidate the function and will have only **21 people on-rolls**.*

6.3.8.2. There are certain interpretation / assumptions made by AERA: -

- AERA has itself added PMC as additional hiring services. MIAL has not made any such statement in its submission for Operation & Maintenance expenses. PMC is part of Project Management and not relating to O&M.
- MIAL has submitted that AAI currently has approx. 35 employees in E&M section (10-15 people each in Civil, Technical and Engineering sections.)
- MIAL has clearly mentioned that it will consolidate the positions and it will have only 21 people on rolls as against the AAI current headcount of 35. The 21 on-rolls are after increased operations due to expansion and after considering the non-core activities which MIAL is planning to outsource.
- **It appears that the Authority has mis-read the submissions.**

6.3.9. In relation to Airside Management, AERA has commented that

In respect of Airside Management, the Authority notes that the Headcount projected by AO for all the tariff years is on the higher side considering the fact that, MIA is a small airport with lesser traffic volume and also that the work on ground handling (outsourced) and VDGS system is already in place. Further, the activity of bird chasing has been outsourced by the AO. Based on the above factors, the Authority proposes to consider 75% of the Aeronautical Employee Headcount projected by the Airport Operator for the first 2 tariff years and retain the same number of employees (Eleven), proposed by the Authority in the 2nd Tariff Year (FY 2022-23) for the last three (3) tariff years of the First Control Period as against 30 employees claimed by the AO.

Comments by MIAL:

6.3.9.1. Airport is a 24x7 operations. The required manpower should be available in shifts to ensure efficient operations. The observation from AERA that headcount looks higher is generic and without any detailed working provided in the CP. We would like to submit to AERA about the detailed roles and responsibilities of these manpower as tabled below.

	No. of people	Roles and responsibilities
Head Aero Operations	1	Lead the Airside Operations, Aviation Safety, ESG, Apron control and ARFF for Ahmedabad Airport
Compliance Officer	1	Updating of regulatory documents, compilation and closure of ATRs to DGCA observations, surveys etc.)
Duty Managers	4	For 24x7 shift duties. Round the clock operations. Inspects and patrols all airport facilities, grounds and properties to ensure regulatory compliance. Prepares detailed reports of daily operations, unusual incidents/accidents, hazardous conditions and inspections.
Executives	8	2 executives in each shift (for 24x7 shift duties) considering the projected traffic, infra enhancements, enforcement, airside works management, follow me services, Emergency handling
Lead AOCC	1	Responsible for allocation of resources such as parking bay or aerobridge, check-in counter and baggage belts, and also control the Flight Information Display System (FIDS) for the passengers.
AOCC Associates	8	8 - AOCC Executives (for 24x7 shift duties @ 2 in each shift)
Wildlife & Hazard Management	2	Responsible for monitoring and recording wildlife activities at the airport and mitigation plan. 1 Executive + 1 Supervisor
ADP/AVP	2	Responsible for vehicle movements at the airside and authorizing driving permits for airside vehicle movement
Aerodrome Safeguarding	2	1 Executive + 1 Surveyor. To ensure compliant Obstacle Limitation Surfaces as per DGCA CAR and allied works. Monitors immediate airport environs for safeguarding purposes, including temporary obstacles that might alter the approach and take off and circling procedures from each runway.

	No. of people	Roles and responsibilities
Airside Works and Planning	2	In FY22-23 and FY23-24, as a part of capex expansion plan, new airside facilities to come up. Major Airside projects – Parallel taxi Track, Runway recarpeting and Centerlighting, Fuel Farm, taxiways, cargo, RESA.
	31	

6.3.10. In relation to Fire Fighter, AERA has commented that

(viii) The Authority notes that AO has projected 7 employees for ARFF department for the last Three (3) tariff years of the First Control Period. The Authority is of the view that the AO has already projected 60 employees for Fire-fighting for the last Three (3) tariff years as per DGCA guidelines. Such employees are also involved in related activities. Hence, the Authority proposes to consider 3 employees for ARFF department for the last Three (3) tariff years as against 7 employees claimed by the AO."

Comments by MIAL:

6.3.10.1. As per Task Resource Analysis (TRA) carried out post COD, the required manpower for ARFF at Mangaluru International Airport is 83 to maintain the required Fire Category as per DGCA CAR.

Grade wise distribution of Manpower as per TRA:

Mangaluru International Airport CAT-7

Unit	Manager	Asst. Manager	Executive	Sr. Asst.	Asst.
Station In- Charge	01				
Fire Prevention		01			
Training Cell		01			
Shift In-Charge		01X04= 04			
Fire watch Tower			01X04= 04		
CFT-1			01X04= 04	01X04= 04	01X04= 04
CFT-2			01X04= 04	01X04= 04	02X04= 08
CFT-3			01X04= 04	01X04= 04	01X04= 04
Command Post				01X04= 04	
Ambulance-1				01X04= 04	01X04= 04
Ambulance-2				01X04= 04	01X04= 04

Unit	Manager	Asst. Manager	Executive	Sr. Asst.	Asst.
Emergency Medical Centre					01X04= 04
Terminal Fire Control Room				01X04= 04	01X04= 04
Grade wise Manpower	01	06	12	28	36
Overall	83				

6.3.10.2. Out of above 83 positions, 16 positions relating to Assistants in Ambulance, Emergency Medical Center and Terminal Fire Control Room are planned to be outsourced and balance 67 positions are required by MIAL for the safe operations of the Airport.

6.3.10.3. **AERA has allowed overall 63 people out of total requirement of 67. We request AERA to allow all 67 employees as per TRA.**

6.3.11. **In relation to Customer Engagement, AERA has commented that**

(iii) The Authority proposes to retain the Employee Headcount at 2 for the last three (3) tariff years for Customer Engagement department as against 3 employees claimed by the AO, as the Authority feels that this function relates to ASQ rating activity, which is performed only on a quarterly basis, that too through outsourced Consultancy Firms.

Comments by MIAL:

6.3.11.1. MIAL has planned to hire Customer Engagement based on increase in size of operations. MIAL has been cautious of the hiring plan. Accordingly, it has planned to increase count from 2 to 3 from FY24 onwards when the expanded terminal will be fully in operation leading to increase in terminal area by 27%

In view of the above details, in the interest of safety and security and unhindered operations of the Airport, we request the Authority to allow total 188 strength as requested by the Airport in its MYTP submission.

6.4. AERA proposal as 10.2.12 on page 138 of CP relating to Utilities Expenses

The Authority examined the expenses towards Utilities and noted the following: • Power expenses: Airport Operator has projected the Electricity costs, after netting off the recoveries made from the Concessionaires (which is assumed to be 4.06% of the total electricity cost). The Authority notes that the power recovery percentage is significantly lower than that of comparable airports. The Authority is of the view that with the gradual increase in the Non-aeronautical operations, the Airport Operator should increase the power recovery from the Concessionaires. Accordingly, the Authority proposes that the Airport Operator shall constitute a Committee to verify the bills relating to Power expenses and submit a report on the same to the Authority as part of Stakeholder comments / feedback. In case such report is not submitted by the Airport Operator, the Authority proposes to consider power recoveries at a notional rate of 25% while issuing the tariff order of the First Control Period.

Comments by MIAL

6.4.1. **Please find attached the report as directed by the Authority. Please refer Annexure 9.**

6.5. AERA proposal as 10.2.14 on page 139 of CP relating to Counter Drone Expenses

"However, the Authority notes that the above-mentioned Circular has been subsequently withdrawn by BCAS vide Order No. CAS-6(11)/2018/ Div-1/RPA/ (Part2)/ 180940 dated February 23, 2022 and hence the Authority proposes not to consider this expense during the First Control Period."

Comments by MIAL:-

- 6.5.1. With reference to AVSEC Circular No 02/2020 dated 11 Jan 2020 and subsequent Addendum issued on 09 Feb 2021 issued by BCAS, Ministry of Civil Aviation, wherein all airports were instructed to install the technically and operationally compliant Counter Drone System for Surveillance, Detection and Neutralization of drones within 6 / 12 months per the parameters mentioned by BCAS.
- 6.5.2. In order to comply with BCAS guidelines, MIAL tad taken necessary steps. MIAL floated the tender and post selection, issued LoA to the competent vendor in Nov 2021.
- 6.5.3. Subsequently, vendor completed the Site Visit, Solution Design discussion, Order placement and System Procurement to meet the installation timelines. Meanwhile, MIAL also completed the following activities.
- 6.5.3.1. Preparation of local Infrastructure requirement (Power, Cabling, Civil, etc) discussed and agreed with all stakeholders.
 - 6.5.3.2. Location for setting up Command and Control discussed with CISF
- 6.5.4. However, in Feb 2022, BCAS withdrew the orders till further notice. We wish to bring to the notice of the Authority that all our efforts to deploy the counter drone system and its critical sub-systems at the airports was based on the requirements mentioned in the AVSEC Circular No 02/2020. Since these requirements pertain to safety of the Airport Operations, we would pursue the same once BCAS restores the circular or issues fresh directions.
- 6.5.5. **We therefore request the Authority to allow us to incur the expenditure as and when BCAS restores the circular or issues fresh directions and true-up of this expenditure during the tariff determination of the next control period, on incurrence basis.**

6.6. AERA proposal as 10.2.15 (vi) on page 139 of CP relating to Corporate Cost Allocation

(vi) Based on the above, the Authority proposes not to consider an amount of ₹ 0.15 Crores claimed by Airport Operator towards such inhouse legal team and allow the remaining amount of ₹ 9.85 Crores towards Corporate Allocation Expense of the Airport Operator for FY 2021-22. Further the Authority observes that Salary cost constitutes the major portion of the Corporate Cost of ₹ 10.00 Crores and hence, proposes to rationalize the increase claimed by the Airport Operator to 6% Y-o-Y across all the five tariff years in the First Control Period, is in line with the increase proposed for Manpower expenses under Para 10.2.11 above.

Comments by MIAL:-

- 6.6.1. **To avoid repetition of comments on in-house legal team, please refer the comments provided in 1.3.4**
- 6.6.2. **Since the major portion the Corporate Cost Allocation is comprising of Salary, we request Authority to provide increase in average cost per employee by 10-12% YoY as requested in point 6.1**

6.7. AERA proposal as 10.2.18 on page 144 of CP relating to Repairs and Maintenance

The Authority is of the view that MIA is a brownfield airport, wherein Capital Additions have been newly proposed for the First Control Period. As the newly constructed/ installed assets are covered under warranty clauses, they may need only minimum repairs and maintenance. The Authority, therefore, proposes to restrict the total repairs and maintenance expenses claimed by the Airport Operator to 6% of the Opening Net block of Aeronautical Assets for the FYs 2021-22, 2022-23, 2023-24 and consider the amount claimed by the Airport Operator towards repairs and maintenance for the FY 2024-25 and FY 2025-26.

Comments by MIAL:-

- 6.7.1. To avoid repetition of discussion on Repair and Maintenance, please refer the comments provided above on **1.3.7**
- 6.7.2. In addition, we would like to submit that Repairs and Maintenance expenses for FY21-22 and FY22-23 are either incurred or committed. These are expenses which need to be incurred for maintaining safe operations at the Airport. Please find enclosed the list of expenses as **Annexure 1.2 to 1.3**).
- 6.7.3. **We hereby request Authority not to prescribe any cap at least for FY21-22 and FY22-23.**

6.8. AERA proposal as 10.2.21 on page 145 of CP relating to Boundary Wall Expenses

"In this respect, the Authority observes that there is an existing Boundary Wall at the airport which largely adheres to all the necessary specifications as per BCAS Guidelines and is in good condition. Hence, the Authority feels that the amount of ₹ 7.60 Crores claimed by the AO is on the higher side and proposes to consider an amount of ₹ 0.50 Crores towards Boundary wall repairs expenses in each FY for the last four tariff years of the First Control Period i.e., commencing from FY 2022-23. The Authority further proposes to consider the actual expenses incurred by AO at the time of true up of the First Control Period, while determining tariff for the Second Control Period."

Comments by MIAL:-

- 6.8.1. Being a tabletop Airport with extensive yearly rainfall, every year lot of landslides occur which lead to collapse of operational as well as property boundary wall. To control, repair & reconstruction of Boundary wall is a perineal issue at the Airport.
- 6.8.2. Recently, in the month of Jun-2022 a section of boundary fell due to heavy rainfall (please refer the photos provided below). In order to rectify the Boundary wall of 110 meter, MIAL is required to incur an expenditure of Rs. 0.67 Crs (refer below the cost of reconstruction).
- 6.8.3. Second, the work for parallel taxi track is underway. In order to facilitate the construction certain portion of the property wall is kept open. Whenever the construction of Parallel Taxi track is completed, MIAL is required to cover the property with a proper boundary wall.
- 6.8.4. The Authority has approved only Rs. 0.5 Crs p.a. which is very low considering the above requirements and actual cost incurred recently.
- 6.8.5. **We therefore request the Authority to approve the amount of Rs. 7.6 Crs as requested by the Airport Operator.**



On 16th June 2022 at 1730hrs, there was a report that approximately 90metres of perimeter wall had collapsed in two spots due to heavy rain near watch towers 4 and 5. A temporary metal sheet wall has been erected to protect the area, and the wall's reconstruction is currently underway.



On 25th June 2022, at around 03:45 a.m., approx 30mtr compound wall collapsed on the front side of the coast guard office adjacent to Unile road at OTB, caused due to heavy rain, reconstruction of the wall is currently underway.

6.8.6. **Details of expenditure being incurred on reconstruction of Boundary wall collapsed during heavy rain in June 22 is given hereunder:**

Schedule of Works:

S.No	Description	Qty	Unit	Rate	Amount
Works carried-out at 24 End:-(M/s. Sheela Construction)					
1	Various works carried out at 24 End by M/s. Sheela Constructions (Details attached)	1	Item	26,43,250	26,43,250
Works carried-out at Adyapady Side:- (M/s. PSV Project Pvt Ltd)					
1	Temporary Hard Barricade: Providing, fabricating and fixing of Hard barication around the construction plot area Min. 4mtr height / As per AAI norms with vertical & horizontal supports members (angles / Channel sections having yst.250Mpa) in required regular intervals, the frame shall be covered with 0.5mm PPGI sheet including necessary welding if required and all accessories (Screws, Clamps Etc.,) to fix the PPGI sheet. the scope also includes necessary excavation, concreting and backfilling to erect the vertical & supporting members all complete as per drawing, specifications and as directed by EIC	117	m	13,682	16,00,760
2	JCB Work at Airside compound damage repair				
	Day 1: JCB timings 7.00 pm to 5.00am	10	Hrs	1,500	15,000
	Day2: JCB timings 10.00 am to 12.00 am	14	Hrs	1,500	21,000
	Day3: JCB timings 10.00 am to 2.00 pm	4	Hrs	1,500	6,000
3	Construction of Compound wall works at Adyapady Side	1	Item	21,28,345	21,28,345
	Total Amount (INR)				64,14,355
				Contingency 5%	3,20,718
				Total Amount Excluding GST (INR)	67,35,073
				Say	67.36 Laes

6.9. AERA proposal as 10.2.22 (c) and (d) on page 146 of CP relating to Fuel Operating Expenses

c) The Authority further notes that Kannur International Airport has created a separate Joint Venture Company namely, BKFFPL to design, develop, construct, operate and handle the overall Fuel Facility operations and allied activities exclusively at the airport and in turn, BKFFPL has sub-contracted the Operation and Maintenance (O&M) of Fuel farm and Intoplane facilities to BPCL. Whereas, in Mangaluru International Airport, the Authority notes that, the Airport Operator has not formed any separate Joint Venture Company to operate and handle the Fuel facility but has submitted outsourcing the same directly, to a 3rd party vendor who will handle the operations and maintenance of the facility, similar to that of BPCL in Kannur International Airport. Therefore, the Authority proposes to consider the Operations and Maintenance Cost of BPCL, adopted by the Authority for FY 2022-23 as per Table 20 of Para 8.2.8 and Fuel throughput Volume as per Table 13 of Para 4.2.5 of Tariff Order No. 44 / 2021-22 for the purpose of benchmarking.

d) Based on the above, the Authority proposes to consider the rate of ₹ 615 per KL towards Operations and Maintenance cost of the Outsourced Contractor, and additionally 16% on such Costs as the Operator's margin in each FY in line with the rate adopted by the Authority for Kannur International Airport.

Comments by MIAL:-

6.9.1. Please find below the comparison of per KL cost approved for BPCL KIAL Fuel Farm Private Limited and as requested by the MIAL.

Kannur Airport overall cost of operating the BPCL KIAL Fuel Farm Private Limited as per order number 44/2021-22 dated 15th March 2022

	FY21-22	FY22-23
Total Cost of operations (refer table 25 of the Order No. 44/2021-22) (Rs Crs)	5.24	5.56
Throughput volume (KL) (refer table 13 of the Order No. 44/2021-22) (KL)	26,929	44,882
Rs Cost per KL	1,945	1,238

Cost requested by MIAL in the MYTP is as follows :-

	FY22-23	FY23-24	FY24-25	FY25-26
Overall cost projected by MIAL in MYTP (Rs Crs)	3.60	4.82	5.48	6.34
Overall volume projected by MIAL in MYTP (KL)	32,581	55,817	66,743	77,638
Rs Cost per KL	1,103	864	820	816

Cost proposed by AERA in the CP is as follows :-

	FY23-24	FY24-25	FY25-26
Overall cost proposed by AERA in CP (Rs Crs)	3.04	4.14	4.76
Overall volume proposed by AERA in CP (KL)	32,581	55,817	66,743
Rs Cost per KL	933	742	713

- 6.9.2. **The overall cost per KL approved for BPCL KIAL Fuel Farm Private Limited is much higher than the cost requested by the MIAL. We request the Authority to approve the cost as projected by MIAL and to allow the true-up of the actual cost during the tariff determination of next Control period.**

Chapter 7 “Comments on Consultation Paper Chapter 11 - Non-Aeronautical Revenue For The First Control Period”

7.1. AERA proposal as 11.2 from page 152 onwards of CP relating to Non-Aeronautical Revenues

11.2.2. The Authority notes that the AO undertook two-stage tendering process through e-tender mode vide Request for Proposal (RFP) dated March 1, 2021. Pursuant to the above RFP, three prospective bidders (domestic and global) had submitted their proposals to the AO. Based on technical qualification, financial parameters and evaluation criteria provided under the RFP, Adani Airport Holdings Limited was selected as the Service Provider, with whom the AO had entered into a Master Services Agreement. The Authority notes that the revenues projected by the Airport Operator are in line with the said Agreement.

11.2.4. The Authority is not convinced that the revenue from Master Services Agreement is remaining constant for the entire Control Period, while all the other costs are increasing substantially across the First Control Period. Further, the Terminal Building space will be increasing considerably adding more area for Non-aeronautical services.

11.2.11. The Authority is of the view that the NAR projected by the AO for the First Control Period is significantly lower as compared to that of other PPP airports (DIAL, MIAL, BIAL, GHIAL, CIAL), wherein the NAR projected by such PPP airports either equalize or higher or constitute at least 50% of the total O&M expenses projected by them for the respective Control Period. Whereas in the case of MIA, the Authority notes that the NAR projected by the AO for the First Control Period is ₹ 40.34 crores which is significantly lower as compared to the O&M expenses submitted by the AO which is ₹ 822.08 crores (refer Chapter 10). The Authority is of the view that the AO should take efforts to substantially increase NAR for the First Control Period for MIA, in line with the other PPP airports. Otherwise, AERA may propose for a notional increase in the NAR for the First Control Period, while determining tariff for the Second Control Period, in the interest of the Airport Users

Comments by MIAL:-

- 7.1.1. The AO invited bids through a global competitive bidding process for selection of a Master Service Provider for Non-Aeronautical services at Mangaluru Airport. The bids were invited through e-procurement. A third-party consultant was appointed to oversee the process adopted by the AO. Entire process was undertaken in a fair and transparent manner. The AO submits that the sanctity of open competitive bidding process should be maintained, and the Authority may not disapprove the price discovery undertaken through open competitive bidding.
- 7.1.2. Such a course of action would vitiate the very purpose of the open competitive bidding and undermine the well-established judicial principles in this regard. It is settled in law that the price discovered through open bidding has to be taken at face value and there is no reason to disbelieve such price. The Authority should not obliterate the entire bidding process on the premise that the price discovered could have been better.

- 7.1.3. During the COVID-19 period, the Non-Aeronautical revenues of the Airport were severely impacted. In order to protect its business interests MIAL entered into a Master Service Agreement whereby a minimum amount of Non-Aeronautical revenues are guaranteed to the AO. This has insulated the Airport Operator from any future unforeseen event which may negatively impact the Non-Aeronautical revenues. The necessary commercial arrangements are provided in the Master Service Agreement based on which revenues for MIAL are projected.
- 7.1.4. There is no provision in AERA Guidelines 2011 for notional increase in the Non-Aeronautical revenues while determining tariffs.
- 7.1.5. **In light of above, we request the Authority to accept the Non-Aeronautical Revenues as projected by the AO which is in line with the contract entered based on market discovery rate.**

Chapter 8 “Comments on Consultation Paper Chapter 12 - Taxation For The First Control Period”

8.1. AERA proposal as 12.2.2 from page 156 of CP relating to Taxation for the FCP Revenues

Therefore, the Authority is of the view that:-

•30% Non-Aeronautical revenues should not be treated as a subsidy for the airport operator as the airport operator has already earned it from Non-Aeronautical services and is meant as a cross subsidy to the airport user.

•The consideration of 30% Non-Aeronautical revenues as part of revenues from Aeronautical services would result in undeserved enrichment to the airport operator effectively reducing the cross-subsidy benefit to the airport user from the present 30% Non-Aeronautical income.

Comments by MIAL:

- 8.1.1. We refer to the direction of the TDSAT in the judgment dated 15th November 2018 in the matter of AERA appeal no 4 of 2013. The Judgment at Para 41(i) remands the matter of considering the S-Factor as part of revenue in calculation of tax, to AERA. MIAL is also of the view that the S Factor should be considered as part of the aeronautical revenue while calculation of tax. Our claim is supported by the following arguments.

Extract from TDSAT Judgment 15th November 2018

"41. To conclude, we find no good reason to interfere with the impugned tariff order, except to the extent indicated below – (i) In respect of decision XV.a, the question of 'S' as an element of revenue pertaining to aero services for the purpose of calculating 'T' is remanded back. Only to this limited extent, we direct AERA to consider the issue afresh through a consultative process in the next control period that may be falling for consideration."

- 8.1.2. As per AERA guidelines 5.5.1 as provided below, corporate tax paid on income from assets/ amenities/ facilities/ services (emphasis) taken into consideration for determination of Aggregate Revenue Requirement (ARR) will be considered for calculation of taxation component of ARR. Clause 5.5 of the AERA Guidelines is reproduced below:

5.5. Taxation (T)

5.5.1. Taxation represents payments by the Airport Operator in respect of corporate tax on income from assets/ amenities/ facilities/ services taken into consideration for determination of Aggregate Revenue Requirement.

5.5.2. The Authority shall review forecast for corporate tax calculation with a view to ascertain inter alia the appropriateness of the allocation and the calculations thereof.

Explanation: For avoidance of doubt, it is clarified that any interest payments, penalty, fines and other such penal levies associated with corporate tax, shall not be taken into consideration for calculation of Taxation.

8.1.3. Income from Non-Aeronautical services are used in calculating the overall ARR. Therefore in order to calculate the taxation under the regulatory framework, income from Non-Aeronautical services need to be considered. In case, the Authority does not consider income from Non-Aeronautical services for the purposes of taxation, it will be in contradiction to its guidelines.

8.1.4. **We hereby request the Authority to add the 30% of Non-Aeronautical revenues while determining the tax.**

8.2. AERA proposal as 12.3.2 from page 157 of CP relating to Taxation for the FCP Revenues

To true up the Aeronautical tax estimates based on the actual tax outflow at the end of the current Control Period.

Comments by MIAL:-

- 8.2.1. It is to be noted that computation of aeronautical tax is a hypothetical calculation which is done by AERA based on regulatory accounts of the Airport.

Supreme Court vide its judgment dated 11th July 2022 on tariff appeals of first control period of Delhi Airport and Mumbai Airport has opined that

"111. No doubt, it is a principle of taxation that it is the actual tax which is paid and which has to be taken into account. This is what the AERA and the TDSAT have done ostensibly on the premise that there should not be any undue enrichment of the Airport Operators. However, to our mind, the more important factor is to look at what the contract says and whether some other construction would be required to be given to the contract.

112. If we turn to the express language of 'T' in Schedule 1 of the SSA the wordings are clear and unequivocal. The determination has to be made of "corporate taxes on earnings pertaining to Aeronautical Services" (emphasis supplied). 'T' is part of a formula. No doubt it refers to taxation, but how it would apply to the formula has to be determined from the definition of 'T' and not from how generally 'tax' is understood. These are complex formulas settled by experts and various factors weigh in arriving at them.

113. In the overall scenario, it is the TR which is crucial where 'T' is only a component. No one is saying that a different methodology and not the common practice has to be followed for payment of tax. It is for the component 'T' to be calculated in the formula for TR that 'T' has been defined. 'T' has to be computed based solely on regulatory accounts prepared by AERA for the TR formula. If the Annual Fee is the component which is taken out of aeronautical services, the definition of 'T' would have to be read completely differently.

In view of the above Judgement, it is clearly implied that methodology as given in the CA's of Delhi and Mumbai Airport will have to be used by AERA to calculate the corporate tax and same may not have any linkage with the actual tax paid by Airport Operator.

- 8.2.2. As per the methodology adopted by AERA for calculation of corporate tax in AAI airports, it has been observed that AERA calculates the hypothetical/notional tax for each of the AAI airport based on the regulatory accounts of that particular Airport. It has no correlation with actual tax paid by AAI at consolidated level for managing all the airports under its one umbrella corporate entity. The same can be verified from publicly available AAI annual reports.

8.2.3. Refer below the extract from Chennai Airport's Third Control Period Tariff Order No. 38/2021-22 dated 04th Feb 2022, where AERA has calculated tax on regulated profits based on full rate of tax @34.944% for FY2016-17 and FY2017-18.

Table 72: Aeronautical taxes for true-up of the Second Control Period decided by the Authority

FY ending March 31 (in Rs. Cr.)	2017	2018	2019	2020	2021	Total
Aeronautical Revenue (A)	978.58	842.74	445.05	272.67	161.00	2,700.05
Operating Expense (B)	377.82	382.31	352.62	386.87	316.99	1,816.61
Total Interest and Finance Charges (C)	-	-	-	-	-	-
Depreciation as per IT Act (D)	172.10	171.28	164.30	167.75	163.14	838.56
Total Expenditure (E) = (B + C + D)	549.92	553.59	516.92	554.62	480.13	2,655.18
PBT (F) = (A – E)	428.66	289.15	(71.87)	(281.95)	(319.12)	44.87
Set-off of prior period tax losses (G)	-	-	-	-	-	-
PBT after set-off of prior period tax losses (H) = (F – G)	428.66	289.15	(71.87)	(281.95)	(319.12)	44.87
Tax 34.944% (FY19) & 25.17% w.e.f. FY20 (I)	149.79	101.04	-	-	-	250.83
PAT (J) = (H – I)	278.87	188.11	(71.87)	(281.95)	(319.12)	(205.96)

8.2.4. The above examples for Delhi & Mumbai Airport and also for AAI Airport, clearly provides that only the Tax amount calculated with reference to ARR (not actual tax payment) is to be added in the calculation of ARR. We request Authority to allow aeronautical tax based on regulatory accounts and same should not be linked to actual tax outflow.

Chapter 9 “Comments on Consultation Paper Chapter 14 -
Aggregate Revenue Requirement (ARR) For The First
Control Period”

9.1 AERA proposal as 14.2.1 and 14.2.3 from page 160 of CP relating to Aggregate Revenue Requirement (ARR) for the First Control Period
14.2.1. The observations and proposals of the Authority across the regulatory building blocks impact the computation of ARR and Yield. With respect to each element of the regulatory building blocks considered by AO in computation of ARR and Yield in the table above, the Authority proposes to consider the regulatory building blocks as discussed in the above chapters.

14.2.3 The Authority notes that the AO has estimated working capital requirements and interest thereon, based on projected Aeronautical revenues. As the AO has not submitted individual year-wise tariff rate card to determine Aeronautical revenue, the Authority proposes to consider interest on working capital, upon submission of the Tariff Rate card by the AO.

Comments by MIAL:-

9.1.1 We request the Authority to make suitable adjustments in the ARR after considering the impacts of the requests raised in this document.

9.1.2 The tariff card was submitted to the Authority on 12th August 2022 and subsequently published by the Authority vide Public Notice No. 10/2022-23 dated 16th August 2022.

9.1.3 We request authority to consider interest on working capital based on the assumptions for working capital requirements provided in the MYTP submission.

9.2 AERA proposal as 14.2.6 from page 161 of CP relating to Carry forward some portion of ARR

Based on the above considerations, the Authority has proposed to carry forward some portion of the ARR to the next Control Period in the harmonious interest of all the stakeholders chain including the Airport Operator.

Comments by MIAL:-

9.2.1 We request the Authority to take cognizance of the following facts :-

9.2.1.1 Mangaluru Airport has been incurring losses before privatization refer Table 21 from CP for True-up of AAI).

9.2.1.2 The losses have been continuing after privatization. MIAL has made Cash losses in FY21 and FY22 totaling to ~Rs.88 Crs. The losses are getting accumulated in FY23.

9.2.1.3 There are certain obligations under the Concession Agreement which are to be met like payment of Adjusted Deemed Initial RAB to AAI (refer 4.3.11.2 of CP), reimbursement of select employee salaries to AAI, monthly concession fees payments to AAI, maintenance of service standards for operation and development.

9.2.1.4 In the proposed CP, substantial amounts relating to justified projects and operational expenditure are already proposed on actual incurrence basis without taking its impact in current ARR.

9.2.1.5 The existing debt of the company is based on cash flow assumptions including full recovery of the ARR. In case it does not happen, the credit profile of the company will further erode, and it will have cascading impact leading to higher cost of debt. This will ultimately translate to higher FRoR.

9.2.1.6 MIAL has been prudent while proposing the tariff card. The increase in rate proposed is lower in initial years with gradual increase in future years.

9.2.1.7 As per AERA Act 2008 Clause 13 (a) (iv) Functions of Authority, the Authority need to consider the economic and viable operations of the Airport while determining the tariffs.

9.2.2 In light of above, we request the Authority not to carry forward any portion of the ARR which will jeopardize the efficient operations of the Airport and adversely impact the very purpose of privatization.

Chapter 10 “Other Points”

10.1 Please refer the point 7.8 as submitted in the MYTP. For easy reference the same is reproduced below: -

One of the major non-compliance issues in IXE airfield is inadequate clearance on southern side from centreline of runway 06/24. Due to the narrow landform of the airport site at this location, required separation of 200 m from the runway centreline to airside perimeter road / airport boundary wall is not available. To rectify this non-compliance, land needs to be made available through land acquisition, and large quantity of filling needs to be done from the valley below upto the airfield level which is supported by a retaining structure to create airfield platform to provide required separation distance.

Under the Perspective Plan provided in the Concession Agreement (refer Annex II (Schedule A) to Concession Agreement), it is mentioned that AAI had initiated discussion with local state authorities for the purchase of approx. 36 Acres of land. After privatization, AMIAL has actively carried forward those discussions with the state authorities (refer Annexure - L attached) for purchase of land.

AMIAL acknowledges that land acquisition is time consuming. It involves multiple stakeholders, various processes and procedures which have variability on the timing of the purchase of land. Considering these factors, AMIAL has not considered the land acquisition cost and necessary construction works as part of the capital expenditure in this MYTP. Therefore, AMIAL request the AERA to consider the necessary true-ups for the same in the next control period, to provide for eligible return on land acquisition cost and associated construction works, along with carrying cost, in case it gets fructified during the FCP. AMIAL will keep AERA informed on the developments of the matter from time to time.

We observed that there is no mention of the same in the CP. We request Authority to take cognizance of the facts submitted and to allow for necessary true-ups on the basis of actual incurrence in the next control period.

Chapter 11 “Annexures”

- i. Annexure 1 - List of R&M Expenditure for FY21, FY22 and committed for FY23
- ii. Annexure 2 - Work orders for Miscellaneous Airside improvement works
- iii. Annexure 3 - Quotation for Sub-Station
- iv. Annexure 4 - Minutes of the meeting of Aerodrome Committee Meeting 04.07.2019
- v. Annexure 5 - POs for Miscellaneous items of Plant and Machinery
- vi. Annexure 6 - POs for Miscellaneous IT Works
- vii. Annexure 7 - POs / Work orders for Miscellaneous works
- viii. Annexure 8 - POs for Consultancies
- ix. Annexure 9 - Certificate from Committee set up to verify the electricity charges

Mangaluru International Airport Limited
Index of Annexures

Annexure no	Particulars	File Name
1.1	FY21 - Actuals (Rs. 3.5 Crs)	Annexure 1.1 - RM FY22 - Rs 3.50 Cr
1.2	FY22 - Actuals (Rs. 10.6 Crs)	Annexure 1.2 - RM FY22 - Rs 10.60 Cr
1.3	FY23 - Actuals (Rs. 13.1 Crs) [Actuals + Budgeted]	Annexure 1.3 - RM FY23 - Rs 13.11 Cr
2.2	Other Infrastructure for GHA - Office, paved area, canopy etc.	Annexure 2.2 - GHA - Office, paved area, canopy etc - Rs 0.55 Cr
2.4	EV charging for airside vehicles	Annexure 2.4 - Electrical Work for EV
2.5	Extension of MT workshop	Annexure 2.5 - MT Workshop 1 - 5700305195 - Rs 0.11 Cr Annexure 2.5 - MT Workshop 2 - 5700307413 - Rs 0.02 Cr
3	Quotation for substation	Annexure 3 - Substation Quotation - Rs 4.45 Cr
4	Minutes of Aerodrome Committee Meeting dated 04/07/2019	Annexure 4 - MOM Aerodrome Committe Meeting 04.07.2019
5.3	Repair of existing electrical sub-station	Annexure 5.3 - Repair of existing electrical sub-station - 4500341275 - Rs 0.15 Cr
5.6.1	Access & Circulation Area/ Site Development for STP, Solid waste facility & other utility structures	Annexure 5.6.1 - Solid Waste GBELL POWER SYSTEMS - 5700303451 - Rs 0.06 Cr
5.6.2	Access & Circulation Area/ Site Development for STP, Solid waste facility & other utility structures	Annexure 5.6.2 - Solid Waste disposal - 5700305032 - Rs 0.55 Cr
5.9	Photo of existing security cabin	Annexure 5.9 - Security cabin landside
5.12	PPE	Annexure 5.12 - PPE for ARFF Team - 4500340387 - Rs 0.18 Cr
5.13.1		Annexure 5.13.1 - Fire Extinguisher - 4500338569 - Rs 0.03 Cr
5.13.2	Various Items	Annexure 5.13.2 - Fire Pump - 4500338478 - Rs 0.095 Cr
5.13.3		Annexure 5.13.3 - ARFF furniture - 4500339242 - Rs 0.08 Cr
6.1	SAP License	Annexure 6.1 - SAP License - 5700306802 - Rs 0.22 Cr
6.2.1	Laptop	Annexure 6.2.1 - Laptop - 4500337008 - Rs 0.17 Cr
6.2.2	Laptop	Annexure 6.2.2 - Laptop - 4500337009 - Rs 0.01 Cr
6.2.3	Laptop	Annexure 6.2.3 - Laptop - 4500337010 - Rs 0.01 Cr
6.3.1	Meet & greet	Annexure 6.3.1 - Meet and Greet - 5700301120 - Rs 0.06 Cr
6.3.2	Meet & greet	Annexure 6.3.2 - Meet and Greet - 5700302528 - Rs 0.09 Cr
6.4	CXO Dashboard	Annexure 6.4 - CXO Dashboard - 5700299058 - Rs 0.12 Cr
6.5	Hygiene switches	Annexure 6.5 - Hygiene switches - 4500338924 - Rs 0.05 Cr
6.6.1	Pax Wi-fi	Annexure 6.6.1 - Pax Wifi - 4500340482 - Rs 0.06 Cr
6.6.2	Pax Wi-fi	Annexure 6.6.2 - Pax Wifi - 4500340272 - Rs 0.53 Cr
6.6.3	Pax Wi-fi	Annexure 6.6.3 - Pax Wifi - 5700303837 - Rs 0.64 Cr
6.6.4	Pax Wi-fi	Annexure 6.6.4 - Pax Wifi - 4500341051 - Rs 0.16 Cr
6.6.5	Pax Wi-fi	Annexure 6.6.5 - Pax Wifi - 5700304701 - Rs 0.01 Cr
6.6.6	Pax Wi-fi	Annexure 6.6.6 - Pax Wifi - 4500340074 - Rs 0.87 Cr
6.7	Discovery & Assessment	Annexure 6.7 - Discovery & Assessment - 5700298177 - Rs 0.27 Cr
6.8.1	Installation & commissioning (AOCC)	Annexure 6.8.1 - Installation & commissioning (AOCC)- 4500340829 - Rs 0.29 Cr
6.8.2		Annexure 6.8.2 - Installation & commissioning (AOCC) - 5700304464 - Rs 0.10 Cr
6.9	Command Post	Annexure 6.9 - Command Post - 4500340438 - Rs 0.31 Cr
6.10	Voice Infra (IP Phone) & Recording	Annexure 6.10 - Voice Infra (IP Phone) & Recording - 4900000515 - Rs 1.06 Cr
6.11.1	ACFT Vehicle installation	Annexure 6.11.1 - ACFT Vehicle installation - 5700305234 - Rs 0.02 Cr
6.11.2		Annexure 6.11.2 - ACFT Vehicle installation - 4500341374 - Rs 0.03 Cr
6.11.3		Annexure 6.11.3 - ACFT Vehicle installation - 5700305238 - Rs 0.01 Cr
7.6.1	Furniture, trolley canopy, tensa tops etc.	Annexure 7.6.1 - Supply and Installation of Passenger Seating System - 4500337582 - Rs 0.55 Cr
7.6.2		Annexure 7.6.2 - Tensa tops - 4500339692 - Rs 0.04 Cr
7.6.3		Annexure 7.6.3 - Display Board - 4500340339 - Rs 0.04 Cr
7.6.4		Annexure 7.6.4 - 15 AED cabinets - 4500342270 - Rs 0.03 Cr
7.6.5		Annexure 7.6.5 - Office Furniture - 4500339712 - Rs 0.02 Cr
7.6.6		Annexure 7.6.6 - Cooling Fan - 4500337296 - Rs 0.01 Cr
7.7	Green initiatives & KSPCB reqmt - enviro display and monitoring	Annexure 7.7 - KSPCB Requirement as to various display boards - 4500339051 - Rs 0.07 Cr
8.1.1	Consultancies	Annexure 8.1.1 - NACO - 5700291887 - Rs 2.37 Cr
8.1.2		Annexure 8.1.2 - IXE MUNICH - 7809903570 - Rs 2.10 Cr
8.2		Annexure 8.2 - FP India - 5700296795 - Rs 1.07 Cr
8.3		Annexure 8.3 - STUP 1 - 5700296993 - Rs 0.26 Cr
8.4		Annexure 8.4 - STUP 2 - 5700298050 - Rs 2.07 Cr
8.5		Annexure 8.5 - AECOM - 5700302953 - Rs 1.32 Cr
8.6		Annexure 8.6 - KITCO - 5700302023 - Rs 0.39 Cr
8.7		Annexure 8.7 - SAGA - 5700298488 - Rs 0.40 Cr
8.8		Annexure 8.8 - TATA Elxsi - 5700301038 - Rs 0.34 Cr
8.9	Annexure 8.9 - SIKKA - 5700297167 - Rs 1.62 Cr	
9	Certificate	Annexure 9 - Electricity Consumption_MGIAL

Mangaluru International Airport Limited

FY21 R&M

		Rs. In Crs
Sr. No	Vendor Name	Total
1	A L PINTO AND BROTHERS	1.04
2	AIRON CORPORATION	0.42
3	Vasuki Power Systems	0.35
4	SRI SKANDA CONSULTANCY	0.27
5	Johnson Lifts (P) Ltd.	0.16
6	Energy Efficiency Services	0.15
7	ONYX Fire Protection Industries	0.13
8	Vasuki Power Systems Pvt.Ltd.	0.10
9	Gannon Dunkerly & Co. Ltd	0.10
10	Cool Star	0.09
11	Featherlite	0.08
12	Omega Elevators	0.07
13	AADIT EHS SOLUTIONS PVT LTD	0.06
14	KONE ELEVATOR INDIA PVT LTD	0.06
15	AIRPORTS AUTHORITY OF INDIA	0.05
16	Others	0.37
	Total	3.51

Mangaluru International Airport Limited
FY22 R&M

Sr. No	Vendor Name	Amount	Nature of Service
1	Sodexo India Services Pvt Ltd	2.93	SLA based Technical Services comprising of 16 Packages namely Electrical/ Mechanical/ Civil/ HVAC/ HNS/ RO System/ Water Fountains/ Chillers/ UPS/ DG's/ FAS/ PAS/ STP/ Sliding doors etc., of Mangaluru International Airport Limited ("MIAL")
2	A L Pinto and Brothers	1.83	Civil Maintenance Contract
3	Sri Skanda Consultancy	1.26	Electrical Maintenance NATS Contract
4	Gannon Dunkerley And Company Ltd	0.82	Operation and all-inclusive Comprehensive Maintenance of Efacec make PLC based Arrival & Departure Baggage Conveyor System installed at NITB, Mangaluru
5	Three D Integrated Solutions Ltd	0.77	CMC Passenger Boarding Bridge
6	Anlon Technology Solutions Pvt Ltd	0.66	AMC CFT Crash Fire Tender Contract
7	Airon Corporation	0.58	AMC for CENTRAL AC
8	Kone Elevator India Pvt Ltd	0.30	CMC LIFT Contract
9	Sri Vasuki Power Systems Pvt Ltd	0.30	AMC FOR ELECTRICAL-NITB WORK
10	Airtech Engineers	0.30	AMC FOR AC IN NATS BUILDING
11	Johnson Lifts Pvt Ltd	0.23	CMC Escalator Contract
12	Guru Electricals	0.13	One Time Electrical
13	Mynx Design	0.13	HIRE, DECORATION ITEMS, F/EVENT
14	Vardhman Airport Solutions Pvt Ltd	0.13	One Time-Electrical
15	Kataline Infra Products Pvt Ltf	0.12	One Time Material Cost
16	Pacard Power Pvt Ltd	0.11	One Time UPS Batteries
	Total	10.60	

Mangaluru International Airport Limited
FY23 R&M

Rs. In Crs

Sr. No	Vendor Name	Annualised Cost	Service Description
1	SODEXO INDIA SERVICES PVT LTD	7.19	SLA based Technical Services comprising of 16 Packages namely Electrical/ Mechanical/ Civil/ HVAC/ HNS/ RO System/ Water Fountains/ Chillers/ UPS/ DG's/ FAS/ PAS/ STP/ Sliding doors etc., of Mangaluru International Airport, Mangaluru ("MIAL") Contract period is for 3 years with 5% escalation each year
2	SODEXO INDIA SERVICES PVT LTD	2.16	30% additional considered for accomodating cost of maintenance services awarded to sodexo for the expansion of terminal
3	THREE D INTEGRATED SOLUTIONS LTD	0.83	Operation & CMC 2 Adelte make and 2 vukaka make PBBs (Passanger Boarding Bridge)
4	GANNON DUNKERLEY AND COMPANY L	0.63	Operation and All Inclusive Comprehensive Maintenance (AICMC) of Efacec make PLC based Arrival & Departure Baggage Conveyor System installed at NITB, Mangaluru
5	ANLON TECHNOLOGY SOLUTIONS PVT	0.53	Annual Maintenance Contract-ARFF-4 Nos CFT(Crash Fire Tender)
6	MILLENIUM	0.53	AMC for PBB - CIMC - 2 Nos
7	ASIAN PAINTS PPG PVT LTD	0.50	Runway paiting including material
8	KONE ELEVATOR INDIA PVT LTD	0.25	CMC_LIFT_Contract Live (7 lifts)
9	VANDERLANDE	0.18	AMC for BHS Works - 2 Nos_ NITB_ Expansion
10	JOHNSON LIFTS PVT LTD	0.12	CMC_Escalator_Contract Live
11	VIMTA LABS	0.11	Enviromental Monitoring for compliance of requirements of PCB
12	NASU SYSTEMS	0.09	AMC NASU make CCR's (Constant current regulator)
	Total Estimated Cost	13.12	

**BOQ Land levelling, concrete interlock
pavers flooring, DLC.**

BMA AREA

Sl.No	Description	Qty	Unit	Rate	Amount
1	Providing and laying 80mm thick factory made cement concrete interlocking paver block of M -30 grade made by block making machine with strong vibratory compaction, of approved size, design & shape, laid in required colour and pattern over and including 50mm thick compacted bed of 6mm down size aggregate, filling the joints with fine sand etc. all complete as per the direction of Engineer-in-charge	480.00	sqm	1350	648000
2	Earth work in surface excavation not exceeding 15 cm in depth, and trimming and levelling the ground, including disposal of excavated earth upto 50 m (Surface Dressing in soil)	4,800.00	sqm	100	480000
3	Providing a 100mm thick compacted layer of Dry Lean Concrete with 20mm downsize aggregates, in areas not accessible by dumpers	68.00	cum	6500	442000
4	Excavation of Hard Laterite using low vibration and low noise Electrical Breakers as necessary, including cost of all consumables and disposal of debris by manual/ mechanical means upto a distance of 200meters, including manual loading, average depth of 600mm, Electricity supplied free of	850.00	cum	2000	1700000
5	Carriage of excavated or dismantled materials from outside basement area, including loading and unloading and	1,000.00	cum	600	600000
6	Dismantling cattle trap at the basement entry, rectification of damages, replacing worn out/rusted parts with available MS materials, cleaning and desilting the drain below the cattle trap and refixing the cattle trap, using Cement Concrete etc as required, including rectification of Masonry/Concrete	2.00	nos	80000	160000
7	Supply of MS structural steel members as per site requirement in cut sizes	100.00	Kg	140	14000
8	Block works for raising the chamber to required height as AMIAL EIC and construction of drain system as per site	50	m3	8000	400000
9	Plastering works	1000	sqmt	400	400000
10	Supply and fixing of suitable Chamber cover 2'x2' or round as per site condition with materials of cast iron or cement	45	Nos	3800	171000
11	Supply and fixing of HDPE pipe from drainage to chamber with proper fitting and required materials for supports Dia of Pipe about 100mm	150	Mtr	700	105000
12	Manual Compact vibration machine operation to make level & compact the earth soil in slop level as per site condition	500	m3	500	250000
13	Plastering works	200	m4	520	104000
	TOTAL(EXCL GST)				5474000

Contractor's details MANGALORE LIGHTS NEW CENTRAL MARKET BULIDING,SHOP 6 MARKET ROAD,MANGALORE, DAKSHINA KANNADA DAKSHINA KANNADA,575001,10 KARNATAKA,INDIA PAN:ALDPK7740D GSTIN:29ALDPK7740D1Z4 Vendor Code:0000110480 Kind Attn: Phone: Mobile: Email:MANGALORELIGHTS@GMAIL.COM	SO No : 5700312225 SO Release Date : 16.07.2022
	Employer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name ASHWINI M Phone +919113599752 Email PURCHASE.IXE@ADANI.COM

Order Value Summary

	Currency	Amount
Basic Price	INR	256,008.00
Other Charges	INR	0.00
Taxes	INR	46,081.44
SO Price	INR	302,089.44
In words, RUPEES THREE LAKH TWO THOUSAND EIGHTY NINE AND PAISE FORTY FOUR ONLY		

SITC of Electrical work for EV charging station at Mangalore International Airport (IXE)

SPECIAL TERMS AND CONDITIONS (STC)

1.0 Scope of Work

Providing Electrical work at EV station at IXE (Detailed scope of work attached annexure)

2.0 Effective Date

Effective date from 15.07.2022

3.0 Site

Mangaluru International Airport.
Bajpe Main Road,Kenjar, Po- Bajpe.
Mangaluru - 574142, Karnataka, India.

4.0 Completion Schedule

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

30 days from date of PO/Confirmation

5.0 Price

INR 256008/-ONLY EXCLUDING GST

6.0 Taxes

Gst As per actuals

7.0 Payment Terms

100% Payment within 30`days after submission of Invoice upon completion of work & dully certified by Engineer in charge

8.0 Liquidated Damages

Not Applicable

9.0 Securities

Not Applicable

10.0 Defect Liability Period

12 months from date of completion of work

11.0 Invoicing Address

Mangaluru International Airport.
Bajpe Main Road,Kenjar, Po- Bajpe.
Mangaluru - 574142, Karnataka, India.

12.0 Specific Agreed Terms

Not Applicable

13.0 Notice and Communications

Pls for further information contact below
Arun Kumar-8655168045
ArunKumar.K1@adani.com

Enclosures:

GTC & Safety requirement
Priced BOQ
HR and Industrial Relations.

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

BOQ For 00010. SITC of Cabling for EV Charging Station.
Plant : 1142

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	150014478 CGST%: 9.00% CGST Amount: SGST%: 9.00% SGST Amount: SAC Code: 995461 CARRY OUT, ELECTRICAL WORK	LUMP SUM	1.000	256008.00/1	256008.00 23040.72 23040.72

No of Items : 1

Subtotal : 302,089.44

	Currency	Amount
Basic Price	INR	256,008.00
Other Charges	INR	0.00
Taxes	INR	46,081.44
SO Price	INR	302,089.44

in Words, RUPEES THREE LAKH TWO THOUSAND EIGHTY NINE AND PAISE FORTY FOUR ONLY

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

Contractor's details PROJECTILE SHREYAS CHAMBERS,1ST FLOOR 1 S 17 1141 12 KULUR FERRY ROAD CHILIMBI,CHILIMBI MANGALURU DAKSHINA KANNADA,575006,10 KARNATAKA,INDIA PAN:AJAPR6457K GSTIN:29AJAPR6457K1ZL Vendor Code:0000222057 Kind Attn: Phone: Mobile: Email:ANIRUDH@PROJECTILE.CO.IN	SO No : 5700305195 SO Release Date : 11.02.2022
	Employer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name HARSH SONI Phone +918980041964 Email Harsh.Soni1@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	946.871,00
Other Charges	INR	0,00
Taxes	INR	170.436,78
SO Price	INR	1.117.307,78
In words, RUPEES ELEVEN LAKH SEVENTEEN THOUSAND THREE HUNDRED SEVEN AND PAISE SEVENTY EIGHT ONLY		

Refurbishment works to MT Workshop, Mangaluru (IXE)

Amendment 01- PO is amended(Work delayed due to addition of new items)

The work order validity was till 28th March 2022

As per the user/vendor confirmation and approved by the lead and Finance dept. The work order is extended till 15th April 2022.

Approved EOT NFA is attached for the same

All other terms and conditions remains the same and their is no financial implication.

SPECIAL TERMS AND CONDITIONS (STC)

1,0 Scope of Work

Refurbishment works to MT Workshop, Mangaluru (IXE)

2,0 Effective Date

Not Applicable

3,0 Site

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

Not Applicable

4,0 Completion Schedule

Project completion will be 45 days after the confirmation of PO.

5,0 Price

Firm rate basis.

6,0 Taxes

As per actuals.

7,0 Payment Terms

100% payment will be done within 7 days of material receipt or work completion at site at IXE site

8,0 Liquidated Damages

1% per week up to 5% maximum

9,0 Securities

5% retention money will be there

10,0 Defect Liability Period

Not Applicable

11,0 Invoicing Address

Mangaluru International Airport.
Bajpe Main Road, Kenjar, Po- Bajpe.
Mangaluru - 574142, Karnataka, India.

12,0 Specific Agreed Terms

Not Applicable

13,0 Notice and Communications

Not Applicable

Enclosures:

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

BOQ For 00010. Refurbishment of MT workshop-Airside.

Plant : 1142

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	120021210 CGST%: 9.00% CGST Amount: SGST%: 9.00% SGST Amount: SAC Code: 995421 CONSTRUCT, BUILDING Refurbishment of MT Workshop including Roof Extension, Creation of Room for storing tires, Conversion of normal room into toilet cum bathroom, Office space for M/s. Anlon service pvt ltd as per SLA and Painting of Entire workshop Line text:Refurbishment of MT Workshop including Roof Extension, Creation of Room for storing tires, Conversion of normal room into toilet cum bathroom, Office space for M/s. Anlon service pvt ltd as per SLA and Painting of Entire workshop	LUMP SUM	1,000	946871.00/1	946871.00
					85218.39
					85218.39

No of Items : 1

Subtotal : 1.117.307,78

	Currency	Amount
Basic Price	INR	946.871,00
Other Charges	INR	0,00
Taxes	INR	170.436,78
SO Price	INR	1.117.307,78

in Words, RUPEES ELEVEN LAKH SEVENTEEN THOUSAND THREE HUNDRED SEVEN AND PAISE SEVENTY EIGHT ONLY

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

Contractor's details PROJECTILE SHREYAS CHAMBERS,1ST FLOOR 1 S 17 1141 12 KULUR FERRY ROAD CHILIMBI,CHILIMBI MANGALURU DAKSHINA KANNADA,575006,10 KARNATAKA,INDIA PAN:AJAPR6457K GSTIN:29AJAPR6457K1ZL Vendor Code:0000222057 Kind Attn: Phone: Mobile: Email:ANIRUDH@PROJECTILE.CO.IN	SO No : 5700307143 SO Release Date : 28.03.2022
	Employer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name HARSH SONI Phone +918980041964 Email Harsh.Soni1@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	160.000,00
Other Charges	INR	0,00
Taxes	INR	28.800,00
SO Price	INR	188.800,00
In words, RUPEES ONE LAKH EIGHTY EIGHT THOUSAND EIGHT HUNDRED ONLY		

Additional work for refurbishment of MT Workshop at IXE Mangaluru

SPECIAL TERMS AND CONDITIONS (STC)

1,0 Scope of Work

Additional work for refurbishment of MT Workshop at IXE Mangaluru

2,0 Effective Date

Not Applicable

3,0 Site

Not Applicable

4,0 Completion Schedule

Project completion will be 1week after the confirmation of PO.

5,0 Price

Firm rate basis.

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

6,0 Taxes

As per actuals.

7,0 Payment Terms

100% payment will be done within 7 days of material receipt or work completion at site at IXE site

8,0 Liquidated Damages

NA

9,0 Securities

Not Applicable

10,0 Defect Liability Period

Not Applicable

11,0 Invoicing Address

Mangaluru International Airport.
Bajpe Main Road, Kenjar, Po- Bajpe.
Mangaluru - 574142, Karnataka, India.

12,0 Specific Agreed Terms

Not Applicable

13,0 Notice and Communications

Not Applicable

Enclosures:

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

BOQ For 00010. Additional work for MT workshop refurbish.
Plant : 1142

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	120003794 CGST%: 9.00% CGST Amount: SGST%: 9.00% SGST Amount: SAC Code: 995432 CIVIL WORK	LUMP SUM	1,000	160000.00/1	160000.00 14400.00 14400.00

No of Items : 1

Subtotal : 188.800,00

	Currency	Amount
Basic Price	INR	160.000,00
Other Charges	INR	0,00
Taxes	INR	28.800,00
SO Price	INR	188.800,00

in Words, RUPEES ONE LAKH EIGHTY EIGHT THOUSAND EIGHT HUNDRED ONLY

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

OFFER REFERENCE: SW/T&D/MIA/22-23/001

Date: 14.06.2022

**To
Mangaluru International Airport Ltd.
Bajpe Main Road, Kenjar, PO: Bajpe,
Mangaluru - 574142.**

Subject: Offer for Design, Engineering, Supply, Erection, Testing and Commissioning including Civil Works of 1000kVA, 11/0.415 KV Substation at Mangaluru International Airport.

Dear Sir,

With reference to the above, we are pleased to submit our Offer for Design, Engineering, Supply, Erection, Testing and Commissioning including Civil Works of 1000kVA, 11/0.415 kV Substation at Mangaluru International Airport as per below details:

PART A: Price

S. No.	Description	Currency	Amount (Excluding GST)
1	Design, Engineering, Supply, Erection, Testing and Commissioning of 1000kVA, 11/0.415 kV Substation including Civil Works.	INR	4,45,00,000/- (Rupees Four Crore Forty Five Lakhs Only)

Note: GST shall be paid extra at actual.

Part B – Commercial Terms and Condition

1. SCOPE OF WORK

The scope of work for all the items considered has been clearly indicated as per Price Schedule and Unpriced BOQ given attached as a part of this offer. In case of quantity variation our basic prices / unit rates / delivery will be mutually agreed. Quantity supplied as per approved drawing, if becomes surplus at site and is not installed shall be purchaser's property and will not be taken back by us.

2. COMPLETION TIME:

- a. Completion Period shall be 8 Months from the date of receipt of your technically and commercially clear order including receipt of advance & handing over of hindrance free clear site. The delivery period may stand revised in case of changes in ordered specifications / change in site location etc. The delivery period will be mutually discussed and agreed upon.
- b. In case of delays in furnishing or change in specs/ drawings by you beyond the stipulated agreed time schedule, the prices as well as delivery period shall be subject to changes and shall be mutually discussed and agreed between us.
- c. Approval received on submission of drawings will be considered as final approval of drawings for the equipment which will then be strictly manufactured accordingly. However, please note that corrected drawings as above will not be resubmitted to you for approval again. No further changes shall be accepted by us without repercussions on the stated delivery and prices.
- d. The delivery indicated above has been in good faith, subject to force majeure conditions.

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3. PRICES & VALIDITY

Our offered prices are **FIRM** for all equipment except, Transformer, HT & LT Cables. Our offer is valid for **30 days from the date of submission of the offer**. The quoted price is FOR Mangaluru Airport Site basis and GST has been shown separately in Price Schedule.

For Transformer, HT & LT Cables, IEEMA Price variation clause shall be applicable.

Any statutory variation in Taxes and Duties shall be to Customer account.

4. TERMS OF PAYMENT

I] Supply:

(a) Interest free Advance of 10% of the Contract Price (including taxes and duties), immediately against submission of Advance Bank Guarantee (ABG) of equivalent amount valid till completion period.

(b) 90% including taxes and duties after delivery of material at site on pro-rata basis.

II] Civil & Installation:

(a) Interest free Advance of 10% of the Contract Price (including taxes and duties), immediately against submission of Advance Bank Guarantee (ABG) of equivalent amount valid till completion period.

(b) 80 % including taxes and duties on pro-rata basis against monthly RA bills.

(c) 10 % of Contract Price including taxes and duties on satisfactory completion of Testing & Commissioning. This payment shall not be kept on hold in case the testing & commissioning is delayed due to the reasons not attributable to SWPL account.

(d) SWPL shall submit Performance Bank Guarantee of amount equivalent to 10% of the Contract Price valid up to the defect liability period of 12 months.

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In case of default in payment or indefinite hold on project, from your side, unadjusted advance, if any, would be used to clear our outstanding payment.

5. WARRANTY

The equipment supplied by us is warranted for 12 months from the date of taking over. Should the equipment become defective under proper use due to faulty material or workmanship, the same shall be repaired by us free of cost. You shall inform us in writing of any defect in equipment noticed during guarantee period. On receipt of the written notice, we shall repair free of cost, equipment supplied by us. You shall not return the equipment to us before receiving our confirmation to this effect. The equipment in such cases shall be returned to the works informed by us on freight to pay basis. The warranty under this clause is subject to the condition that you shall not have subjected the equipment to alteration, addition or repair by anyone except us or our authorized representative and maintain the same as per the Manufacturer procedure mentioned in the O&M manual.

6. INSPECTION & TESTING

- 6.1 For witnessing the tests, we shall give you **14** days advance notice. You shall confirm the date within two days of receipt of our inspection call.
- 6.2 In case your representative does not come to witness the test on the day mutually agreed, it would be construed that you have accepted and approved the tests, and standard routine test report shall be furnished to you for your information/ records, wherever applicable.
- 6.3 The cost of deputation of your inspector/s i.e. lodging, boarding, allowance etc., shall be borne by you. We shall arrange for necessary set up in the shop floor for witnessing the tests by your inspector/s at our cost.
- 6.4 Only routine tests as per relevant IS standards shall be demonstrated for inspection, unless otherwise agreed. Discrepancies/ non-compliance observed, if any, shall be clarified/ resolved mutually. No type test charges have been envisaged. However, type test certificates of the similar equipment shall be submitted.

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6.5 Dispatch clearance certificate shall be given by you within 5 days of inspection /clearance / compliance.

7. Work Permit

All licenses/certificates from Government Authorities/Electricity Board/PWD/ other relevant authorities, authorizing the work to be executed /certified, shall be procured by M/s. Mangaluru International Airport Ltd.

8. Entry Permit

Necessary entry permit will have to be provided by M/s. Mangaluru International Airport Ltd. from the concerned authorities for our/local subcontractors' personnel for entering the work site.

9. Sub-letting of Contract

It is possible that consumables for certain components, accessories etc. will be procured from sub-suppliers and that part of the work will be sub-contracted. However, in such cases, the work will be executed under strict supervision of SWPL. However, Civil & Installation work shall be subcontracted to qualified Contractor selected by SWPL.

10. Tools & Tackles

Necessary tools & tackles required for carrying out erection, testing and calibration of the equipment installed will be brought by us to the site as and when they are required. Our tools and tackles will be brought in and taken out solely at our discretion.

11. Claim:

If the Contractor considers himself to be entitled to any extension of the Time for Completion and/or any additional payment, under any Clause of these conditions or otherwise in

connection with the Contract, the Contractor shall submit a notice to the project manager Employer, describing the event or circumstance giving rise to the claim. The notice shall be given as soon as practicable details/information, and shall be submitted not later than 28 days after the Contractor became aware, or should have become aware, of the event or circumstance. If the Contractor fails to give notice of a claim within such period of 28 days, the Contractor shall not be entitled to additional payment or any relief under this Clause, and the Employer shall be discharged from all liability in connection with the claim.

The Contractor shall also submit any other notices which are required by the Contract, and supporting particulars for the claim, all as relevant to such event or circumstance. The Contractor shall keep such contemporary records as may be necessary to substantiate any claim at Site. The Contractor shall permit the project manager/ Employer to inspect all these records, and shall (if instructed) submit copies of such record to the project manager / Employer. Within 14 days after the Employer being intimated the Claim (or should have become aware) of the event or circumstance giving rise to the claim, or within such other period as may be proposed by the Contractor, the Employer shall intimate his decision in writing or seek further clarification from the Contractor and upon satisfaction of the claim/details/records, the employer shall issue a variation order / new purchase order as contemplated in the Contract or issued instruction in writing.

12. ARBITRATION

All disputes / differences whatsoever, which shall arise between parties hereto during the continuance of this Agreement /Contract or afterwards, touching this Agreement / Contract or the construction or application thereof or any clauses contained on the rights, duties, liabilities of either party in connection therewith, shall be referred to a Sole Arbitrator to be appointed with the consent of both the parties. The place of arbitration shall be at Mumbai and the Arbitrator appointed shall have held the office of a judge of any Court of India. In the event of the parties not being able to agree to a Sole Arbitrator within a period of 15 days from being called upon to agree such appointment, then in that event Sterling & Wilson Pvt. Ltd. shall have the right to nominate such Sole Arbitrator with a similar qualification and his decision will be binding on the Parties. Such Arbitration proceedings will be held in the consonance with the provisions of Arbitration and Conciliation Act of 1996 or any statutory modification or re- enactment thereof for the time being in force.

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13. Limitation of liability

No Other Warranties / Guaranties:

We, Sterling & Wilson Pvt. Ltd., to the maximum extent permitted by applicable law, disclaim all warranties / guaranties, either express or implied, other than what is expressly stated in this Agreement / Offer / Order Confirmation.

No Liability for Damages:

We, Sterling & Wilson Pvt. Ltd., to the maximum extent permitted by applicable law, in no event shall be liable for any damages whatsoever, including without limitation, special, incidental, consequential, direct or indirect damages, for personal injury, loss of business profits, business interruptions, loss of business information, or any other pecuniary loss, arising out of the use of or inability to use the products / equipment / systems.

14. CHANGE ORDER

If the Purchaser desires any variations in any part of the Contract, notice in writing shall be given to the Contractor by the Purchaser so as to enable the Contractor to make necessary arrangements and/or procedures, and to enable the Purchaser and the Contractor to reach the mutual written consent, and in case the Equipment is already manufactured or in the course or manufacture, or any matter done or drawings or patterns made that require to be altered, a reasonable sum to be mutually agreed on in respect thereof shall be paid by the Purchaser.

In this case, the reasonable time extension of delivery shall be granted. All extra costs or reductions of costs due to variations shall be paid by either party as agreed upon.

15. FORCE MAJEURE

In the event of, stoppage of work in any establishment of ours/our suppliers during the delivery period owing to war hostilities, acts of the public enemy, civil commotion, riots, acts of terrorism, sabotage, fires, floods, power cuts, earthquake, tempests, explosions, epidemics or any acts of God, quarantine restrictions, strikes, lockouts, trade disputes,

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concerted action of workman, breakdowns, accidents, etc. as well as transport embargoes, failures or delays in transportation, Governmental decree and/or causes beyond our control, deliveries may be postponed or partially or wholly cancelled by us.

Neither party shall be liable for any failure or delay in performance of any obligation, other than for payment of money, under this agreement to the extent such failure or delay is due to Force Majeure Event.

The Parties hereby acknowledge the existence of Covid on the date of this Contract and understands the further wide spreading of the pandemic and which may affect the ability of the Parties to fulfil its obligations under this Contract. Accordingly, the parties herein agree that the provisions of this Clause will apply also to all events, conditions or circumstances and the effects thereof associated with the outbreak or continuation of Covid without any limitation and whether or not foreseeable at the date of execution of the Contract, which is beyond the reasonable control and without the fault or negligence of the Affected Party. Further, the Employer agrees to reimburse any additional cost incurred by the Contractor due to Covid and also agrees to give EOT without imposing LD. Further, the force majeure clause mentioned in the Contract will unconditionally apply to the present COVID.

16. INDEPENDENCE OF CONTRACT

In the event the Purchaser awarding contract(s) the execution of such awards contract(s) shall be treated to the bidder against this offer, the execution of such awarded contract/s shall be treated independently all other contract/s which the purchaser may place or may have placed with Bidder. In other words, there shall be no inter-connection technically and/or commercially, including deduction of any nature related to other contract/s between the contract/s already awarded and the contract now to be awarded against this offer.

17. Termination

1. Termination for Employer's Convenience

The Employer may at any time terminate the Contract for any reason by giving the Contractor a notice of termination. In the event of such termination of the Contract, the Employer shall pay to Contractor the reasonable amount which has been incurred by the

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Contractor in associating such Termination. If the contract is being terminated as stated above the Employer shall be liable to make the payment to the contractor for the works executed by the Contractor as of the date of termination, costs reasonably incurred by the Contractor in the removal of the Contractor's Equipment ; any amounts to be paid by the Contractor to its Subcontractors in connection with the termination of any subcontracts, including any cancellation charges; costs incurred by the Contractor in protecting the Facilities and other associated costs; reasonable compensation for all loss, except for loss of profit, or damage sustained by the Contractor arising out of, in connection with or in consequence of such termination

2. Termination for Contractor's Default

The Employer, without prejudice to any other rights or remedies it may possess, may terminate the Contract forthwith in the following circumstances by giving a notice of termination and its reasons therefore to the Contractor.

- a) if the Contractor becomes bankrupt or insolvent
- b) if the Contractor assigns or transfers the Contract
- c) material breach of the contract
- d) abandoned or repudiated the Contract
- e) has without valid reason failed to commence work on the Facilities promptly or has suspends the work
- f) persistently fails to execute the Contract in accordance with the Contract or neglects the execution of contract.

If the Contractor fails to remedy or to take steps to remedy the same within 14 days of its receipt of such notice, then the Employer may terminate the Contract and pay the Contract Price, properly attributable to the parts of the Facilities executed by the Contractor as of the date of termination and reasonably incurred in associating such Termination.

3. Termination by Contractor

If the Employer has failed to pay the Contractor any sum due under the Contract within the specified period, or commits a substantial breach of the Contract, or the Contractor is unable to carry out any of its obligations under the Contract for any reason attributable to

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the Employer, the Contractor may give a notice to the Employer that requires payment of such sum, with interest thereon, and if the Employer has failed to pay the outstanding sum, or if the Contractor is still unable to carry out any of its obligations under the Contract for any reason attributable to the Employer within 28 days of the said notice, the Contractor may by giving a further notice to the Employer, terminate the Contract. Then the Employer shall pay the Contract Price, properly attributable to the parts of the Facilities executed by the Contractor as of the date of termination and reasonably incurred in associating such Termination along with the proper compensation. If the contract is being terminated for the breach of Employer, the employer shall be liable to make the payment as mentioned in point No. 1 above.

Trust you will find our offer in line with your requirement. Should you require any further clarifications, please feel free to revert to us.

Yours Sincerely,

For Sterling and Wilson Pvt Ltd.



BAPPADITYA MUKHERJEE
HEAD, SALES – SS, TL, METROS & RAILWAYS

Sterling and Wilson Private Limited

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Sl. No.	Item Description	Qty	Unit
Part A-Electrical Portion:			
1.00	11 KV, 25 kA for 1 sec, 630A TP Aluminium Bus Bar Indoor Drawout Type VCB Switchgear Assembly - The switchgear shall include Local Control system, Protection & other Relays, annunciation equipment and other accessories comprising of -		
1.01	Outgoing Feeder	4	Nos.
1.02	Incoming Feeder	2	Nos.
1.03	Bus Coupler	1	Nos.
1.04	2 sets of 3 phase Bus PT	1	Lot
2.00	OUTDOOR EQUIPMENT & ACCESSORIES		
2.01	POWER TRANSFORMER - 500 KVA, 11/0.415 KV, 3 Phase, ONAN, Power Transformer with OLTC, RTCC & first filling of oil & all fittings & accessories	2	Nos
3.00	Diesel Generator		
3.01	1000 KVA SILENT D.G. SET coupled with 11KV, 3 Phase, 1000 KVA ALTERNATOR, mounted on a common base frame along with other standard accessories	1	Set
3.02	AMF synchronization Panel for DG	1	Set
4.00	415V Switch Boards and Distribution Boards		
4.01	AC Distribution Board	1	Nos
4.02	DC Distribution Board	1	Nos
4.03	Main Lighting Distribution Board	1	Nos
4.04	UPS Distribution Board	1	Nos
4.05	Indoor 6 Way Lighting Distribution Board	1	Nos
5.00	BATTERY (Set)		
5.01	110V 100AH VRLA Battery	1	Set
6.00	BATTERY CHARGER (Set)		
6.01	110 Volt, suitable for above Battery.	1	Set
7.00	UPS		
7.01	6KVA parallel redundant UPS with common 30 mins Battery back up	1	Set
8.00	SAS		
8.01	Substation Automation System with 1 No. PC and 1 No. Printer	1	LS
9.00	Supply, Erection, Testing and Commissioning of HV Power Cable		
9.01	3Cx185Sqmm 11kV HT XLPE AL. Armoured cable	1	Lot
10.00	Outdoor Type Termination/Jointing Kit		
10.01	Outdoor Termination Kit for 3C x185sq.mm 11kV XLPE insulated Al. armoured cable	1	Lot
10.02	11kV HT straight through jointing kits for 3Cx185 Sqmm Cable	1	Lot
11.00	LT Power & Control Cable (1.1 KV GRADE)	1	Lot
12.00	Cable Tray and Support	1	Lot
13.00	Illumination System Complete for Substation	1	Lot
14.00	FDA System	1	Lot
15.00	Ventilation System for Switchgear Room	1	Lot
16.00	Earthing & Lightening System	1	Lot
PART-B : CIVIL WORKS			
1.00	Design & construction work of Foundations for transformers and any ancillary types of equipment	1	Lot
2.00	Construction of Substation building works (Single storied building), Excavation, PCC(1:3:6) RCC(M25), Reinforcement(Fe 500), Structural works, foundations, interiors, and other associated finishing works are complete and handing over to the client. ARCHITECTURAL WORKS, STRUCTURAL WORKS, PLUMBING AND PHE WORK-Provision of water/sanitation lines, water tank, and a septic tank for Switchgear building	1	Lot



भारतीय विमानपत्तन प्राधिकरण
AIRPORTS AUTHORITY OF INDIA
विमानपत्तन निदेशक का कार्यालय
OFFICE OF THE AIRPORT DIRECTOR



ISO 9001-2015
ISO 14001-2015
OHSAS 18001-2007

No. AAI/ML/Sec/F-6/2019/

Dated 10.07.2019

MINUTES OF THE AERODROME COMMITTEE MEETING HELD ON 04/07/2019 AT 1600 IST IN THE AERODROME COMMITTEE CONTROL ROOM, NATSB, MANGALURU AIRPORT.

The following Members were present in the meeting

- | | |
|-----------------------------------------------------------|------------------|
| 1. Sh.Sandeep Patil, IPS, Commissioner of Police | Chairman |
| 2. Sh. V Venkateswara Rao, Airport Director | Convener |
| 3. Sh. Abraham Koshy, JGM(ATM), AAI | Member |
| 4. Sh. A.G. Sharan Kumar, DCIO, IB | Member |
| 5. Sh. R Srinivas Gowda, Assistant Commissioner of Police | Member |
| 6. Sh. Amit Kumar, DC, CISF | Member |
| 7. Sh. Neeraj Sigh, Commdt. Coast Guard | Alternate Member |
| 8. Sh. Sunil Bhatt, Airport Manager, Air India | Member |
| 9. Sh. Ashik Raj, Duty Officer, Spice jet | Alternate Member |
| 10. Smt. Archana Sachith, Station Manager, Indigo | Member |
| 11. Sh. Hanumantharaya, DCP (Law & Order) | |
| 12. Sh. Parashivamurthy, PI Bajpe | |
| 13. Sh. G Ramesh Kumar, JGM(CNS), AAI | |
| 14. Sh. Rajeev Kumar Gupta, JGM(Civil), AAI | |
| 15. Sh. K M Sanjeevan, JGM(ATM), AAI | |
| 16. Smt. Sophia Rajadurai, CSO, AAI | |

The Airport Director welcomed all the members and officials present. A brief power point presentation on the salient features of the approved Contingency Plan to Handle Aircraft Hijack Situation at Mangaluru International Airport was made by Sh. K M Sanjeevan, JGM (ATM). Thereafter, the committee took up the agenda points of the meeting which included Action Taken Report of minutes of last Aerodrome Committee meeting held on 28.01.2019.

The following points were discussed in the Meeting:-

- 1. Isolation Bay:** The location details of the Isolation parking position indicated in the Contingency Plan is amended in the Anti-Hijack Contingency Plan. (Point may be dropped).
- 2. BDDS Equipment:** - The Threat Containment vessel has been procured and after imparting training in the operation of TCV it was handed over to CISF. DC, CISF informed that BDDS equipments for handling threat is not available in the Airport now. Chairman replied that State BDDS team may be contacted (Point may be dropped).

Contd...2/-

मंगलुरु अंतराष्ट्रीय हवाई अड्डा, बजपे पि.ओ-574 142
MANGALURU INTERNATIONAL AIRPORT, PO BAJPE-574 142
www.airportsindia.org.in www.aai.aero

दूरभाषा } 2220400/2220425
Phone }
E.mail: apd_mangalore@aai.aero

फैक्स } 0824-2254175
Fax }

3. **Cooling Pit:** - The Airport Director informed the Committee that construction of new Bomb Cooling Pit near New Terminal Building in accordance with the BCAS guidelines is completed and ready for use. (Point may be dropped).
4. **Linguists & Negotiators:** -JGM (ATM) informed that five linguists had already been identified one for Arabic, two each for German and French. Chairman informed to add more linguists like Spanish and other languages from the nearby locality. Airport Director informed that already two names of Arabic linguists were forwarded to the Commissioner office for verification of their character antecedents. Chairman informed the Asst Commissioner to do the needful.
5. **Police Out post:** -The Airport Director highlighted the need for manning the police out post constructed in the city side of the Airport to handle a contingency or law and order situation at the Airport. The Airport Director informed the Chairman that Airport Entry Passes had been issued to three nominated police officials.
6. **Whatsapp Group:**-The Airport Director informed that the Whatsapp Group Admin changed to ATS-in-Charge for Airport Director and the members list updated. The Chairman informed that during any aircraft accidents/serious incidents, the information can be forwarded to the Group members through the Whatsapp.
7. **Drone Policy:** -Chairman informed that according to the Drone policy, the operation of drones in Red Zone is banned and for operation in the yellow zone, police clearance is required and this is to be followed strictly.
8. **False reports in the media:** - The Chairman directed Airport agencies to take immediate steps to identify sources through which media were receiving reports on unusual events at the Airport. The members agreed to the Chairman's suggestion of taking action against any media agency that reports false information that could adversely affect the Airport image or operations.
9. **Anti-Hijack mock Exercise:** - Airport Director informed that this year's Anti-Hijack mock exercise will be conducted on the 3rd week of November 2019.

New Points:-

1. As per request of DCIO, IB, Chairman informed to send the power Point presentation to all members & the updated list of Central Committee members to the Office of Commissioner of Police, Mangalore.

The meeting ended with vote of thanks by the Airport Director.



(V Venkateswara Rao)
Airport Director
Mangaluru International Airport
Convener of Aerodrome Committee.

Encl: Copy of Power Point Presentation made during Aerodrome Committee meeting held on 04.07.2019.

Seller's Detail ABB INDIA LTD STREET NO. 17,PLOT NO. 79 MIDC ESTATE, NASHIK,422007,13 MAHARASHTRA,INDIA PAN:AAACA3834B GSTIN:27AAACA3834B1Z8 Vendor Code:0000103874 Kind Attn: Phone: Mobile: Email:INGBS-COLLECTION@ABB.COM	PO No : 4500341275 PO Release Date : 14.02.2022
	Buyer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name HARSH SONI Phone +918980041964 Email Harsh.Soni1@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	1.292.000,00
Other Charges	INR	0,00
Taxes	INR	232.560,00
PO Price	INR	1.524.560,00
In words, RUPEES FIFTEEN LAKH TWENTY FOUR THOUSAND FIVE HUNDRED SIXTY ONLY		

SITC of additional VCB Panel for Newly Installed 33 KV station which will also serve existing substation (NITB)for IXE Mangalore Airport.

Amendment 01

PO is amended due to regularize the payment to vendor as per the NFA

SPECIAL TERMS AND CONDITIONS (STC)

1,0 Scope of Work

The scope works involved are as follows:

1. Supply Installation testing and commissioning of 1 No. additional outgoing VCB Panel Board (Pressure relief duct provision as rear side) in the newly installed (testing and commissioning pending) 33 KV VCB Panel at New Substation.

2,0 Effective Date

Not Applicable

3,0 Delivery Term

DAP - Delivered at Place

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

4,0 Delivery Point

Mangaluru International Airport.
Bajpe Main Road, Kenjar, Po- Bajpe.
Mangaluru - 574142, Karnataka, India.

Mangalore Airport as Freight & Transit Insurance is in ABB scope

5,0 Delivery Schedule

The equipment/s shall be ready for delivery within 14-16 weeks from the date of drawing approval.

6,0 Price

Firm rate basis.

7,0 Taxes

As per actuals.

8,0 Payment Terms

Supply # 20 % advance with order

Balance 80% shall be payable with all taxes and duties by e transfer by E transfer on readiness prior to dispatch.

9,0 Dispatch Documents

Delivery challan and tax invoice

10,0 Liquidated Damages

Not Applicable

11,0 Securities

Not Applicable

12,0 Defect Liability Period

Warranty shall be 12 month from the date of commissioning and 18 month from the date of supply whichever earlier.

13,0 Invoicing Address

Mangaluru International Airport.
Bajpe Main Road, Kenjar, Po- Bajpe.
Mangaluru - 574142, Karnataka, India.

14,0 Specific Agreed Terms

Freight & Transit Insurance is in ABB scope.

(Buyer's Authorised Signatory)**(Seller's Authorised Signatory)**

1. Consequential Losses:

Notwithstanding anything contained in any related document, ABB's liability does not extend to consequential damages, either direct or indirect or expenses for repair or replacements or otherwise paid or incurred without ABB authority. ABB accept no liability for defects or depreciation caused by damage due to lightning, rain, neglect, misuse or other abnormal conditions directly to circumstances beyond ABB's control. There shall be no liability for either party towards the other party for loss of production, loss of profit, loss of use, loss of contracts or for any other consequential or indirect loss whatsoever.

2. Force Majeure:

ABB shall be under no liability if performance of contract on our part is prevented or delayed further in whole or in part due to any of the causes beyond ABB's reasonable control such as but not limited to acts of God, acts of Government, acts of public enemy, war hostility, civil commotion, sabotage, fires, floods, explosions, epidemics, strike and lawful lock-out, then provided notice of happening of any such eventuality is given by the affected party to the other party within 15 days from the date of occurrence and cessation of the Force Majeure, the period of Force Majeure shall be excluded accordingly. ABB shall ask for extension of actual time also cost as may be incurred during such period.

If the Force Majeure event(s) continue beyond the period of three months, that parties shall hold consultation to chalk out the further course of action.

Neither party can claim any compensation from the other party on account of Force Majeure.

3. Statutory Variation:

Any statutory change in taxes during completion period shall be charged at actuals to client account and we also shall provide necessary documentary proof for the same.

4. Limitation of Liability:

Notwithstanding anything contained in any related document, ABB's maximum aggregate liability whether under and/or in connection with this Contract or the performance or non-performance thereof or as a result of any fundamental breach of Contract, warranty including termination of this Contract by Purchaser, shall in no event exceed 100% of the Contract Price.

5. Disputes and Applicable Law:

The Contract shall be governed by the substantive laws of India.

Any dispute arising out of or in connection with the Contract, including any question regarding its existence, validity or termination, shall be referred to and finally resolved by arbitration in accordance with the provisions of the Indian Arbitration and Conciliation Act, 1996 ("Act"), including any statutory modification thereof. The arbitration shall be conducted by three arbitrators, one each to be appointed by ABB and Purchaser and the third to be appointed by both the arbitrators in accordance with the Act. If either of the parties fails to appoint its arbitrator within thirty (30) days after receipt of a notice from the other party invoking the arbitration clause, the appointment of arbitrators shall be in accordance with the provisions of the Act. The decision of the majority of the arbitrators shall be final and binding upon the parties. The language of the arbitration proceedings and that of the documents and communications between the parties shall be English. The arbitration shall be held in Bangalore, India.

15.0 Notice and Communications

Not Applicable

Enclosures:

(Buyer's Authorised Signatory)**(Seller's Authorised Signatory)**

**ANNEXURE-I
PRICE SCHEDULE**

Sr. No.	Material Code/Description	UOM	Quantity		
10	6781430019 HSN No: 85372000 PANEL,INCOMER,33KV,800A Supply of Unigear ZS2 Additional panel rated 33KV,26.3KA/1sec,1250A Vaccum Breaker VD4 as per approved drawing of existing SO ref 4201989600 Item text:Supply of Unigear ZS2 Additional panel rated 33KV,26.3KA/1sec,1250A Vaccum Breaker VD4 as per approved drawing of existing SO ref 4201989600	each	1,000		
		Currency	Unit Rate	Total Amount	
	Item Basic Price	INR	1,292,000.00	1,292,000.00	
	IGST% 18.00 %			232,560.00	
	Item PO Price			1,524,560.00	
Delivery Schedule:					
	Date	Quantity	Plant		
Total No. Of Items :-					1
		Currency	Amount		
	Basic Price	INR	1,292,000.00		
	Other Charges	INR	0.00		
	Taxes	INR	232,560.00		
	PO Price	INR	1,524,560.00		

PURCHASE ORDER PRICE: RUPEES FIFTEEN LAKH TWENTY FOUR THOUSAND FIVE HUNDRED SIXTY ONLY

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Contractor's details GBELL POWER SYSTEMS ,37A KATEEL ROAD , DAKSHINA KANNADA,574142,10 KARNATAKA,INDIA PAN:BUUPK1425Q GSTIN:29BUUPK1425Q1ZR Vendor Code:0000189159 Kind Attn: Phone: Mobile: Email:GBELL.GPS@GMAIL.COM	SO No : 5700303451 SO Release Date : 22.12.2021
	Employer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name MANAS RANJAN DHIR Phone +917069085030 Email Manas.Dhir@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	533,094.00
Other Charges	INR	0.00
Taxes	INR	95,956.92
SO Price	INR	629,050.92
In words, RUPEES SIX LAKH TWENTY NINE THOUSAND FIFTY AND PAISE NINETY TWO ONLY		

Refurbishment of existing 150KLD STP at IXE Mangaluru

SPECIAL TERMS AND CONDITIONS (STC)

1.0 Scope of Work

Refurbishment of existing 150KLD STP at IXE Mangaluru

2.0 Effective Date

Not Applicable

3.0 Site

MIAL

4.0 Completion Schedule

Not Applicable

5.0 Price

Not Applicable

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

6.0 Taxes

As per actual tax

7.0 Payment Terms

Within 7 days from work completion

8.0 Liquidated Damages

Not Applicable

9.0 Securities

Not Applicable

10.0 Defect Liability Period

Not Applicable

11.0 Invoicing Address

Mangaluru International Airport.
Bajpe Main Road, Kenjar, Po- Bajpe.
Mangaluru- 574142, Karnataka, India.

12.0 Specific Agreed Terms

Not Applicable

13.0 Notice and Communications

Not Applicable

Enclosures:

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

**BOQ For 00010. SITC 1HP STP Pump.
Plant : 1142**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	220013341 CGST%: 9.00% CGST Amount: SGST%: 9.00% SGST Amount: SAC Code: 998732 SITC, PUMP, DOSING Supply and Installation of Kirloskar make & model no IE4, SP-OM1.02 1 HP Motor & SP coupled pump set, suitable for operation with 415 volt ac. pipe size 40x40. Total Head (in mtr) 6 - 15 Discharge(LPM) 4.6 - 0.8 (from Collection tank to erection tank) Line text:Supply and Installation of Kirloskar make & model no IE4, SP-OM1.02 1 HP Motor & SP coupled pump set, suitable for operation with 415 volt ac. pipe size 40x40. Total Head (in mtr) 6 - 15 Discharge(LPM) 4.6 - 0.8 (from Collection tank to erection tank)	SET	2.000	27715.00/1	55430.00 4988.70 4988.70

No. of Items : 1

Subtotal : 65,407.40

**BOQ For 00020. SITC 5HP STP Pump.
Plant : 1142**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	220013341 CGST%: 9.00% CGST Amount: SGST%: 9.00% SGST Amount: SAC Code: 998732 SITC, PUMP, DOSING Supply and Installation of Kirloskar make & model no SP-3A 5C2 5.0 HP Motor & SP Coupled pump set, suitable for operation with 415 volt ac, pipe size 80x80.. Total Head (in mtr) 20 - 32 Discharge(LPM) 10 - 1.9 (frompre filter tank to treated tank)	SET	2.000	47320.00/1	94640.00 8517.60 8517.60

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
	Line text:Supply and Installation of Kirloskar make & model no SP-3A 5C2 5.0 HP Motor & SP Coupled pump set, suitable for operation with 415 volt ac, pipe size 80x80.. Total Head (in mtr) 20 - 32 Discharge(LPM) 10 - 1.9 (frompre filter tank to treated tank)				
No. of Items :	1			Subtotal :	111,675.20

**BOQ For 00030. SITC 7.5HP STP Pump.
Plant : 1142**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	220013341 CGST%: 9.00% CGST Amount: SGST%: 9.00% SGST Amount: SAC Code: 998732 SITC, PUMP, DOSING Supply and Installation of Kirloskar make & model no KDS 852++ 7.5 HP monoblock type pump set, suitable for operation with 415 volt ac . pipe size 65x50. Total Head (in mtr) 32 - 52 Discharge(LPM) 8.6 - 4.5 (from treated tank to Gaurden area) Line text:Supply and Installation of Kirloskar make & model no KDS 852++ 7.5 HP monoblock type pump set, suitable for operation with 415 volt ac . pipe size 65x50. Total Head (in mtr) 32 - 52 Discharge(LPM) 8.6 - 4.5 (from treated tank to Gaurden area)	SET	2.000	40792.00/1	81584.00 7342.56 7342.56
No. of Items :	1			Subtotal :	96,269.12

**BOQ For 00040. Servicing of Airblower and motor.
Plant : 1142**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
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(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	220014316 CGST%: 9.00% CGST Amount: SGST%: 9.00% SGST Amount: SAC Code: 998719 REPAIR, AIR BLOWER Overall servicing of 415v AC 5 HP Air Blower and Motor, including bearing, belt, belt guard, pipeline, and painting etc, as required Line text:Overall servicing of 415v AC 5 HP Air Blower and Motor, including bearing, belt, belt guard, pipeline, and painting etc, as required	each	2.000	7500.00/1	15000.00 1350.00 1350.00

No. of Items : 1

Subtotal : 17,700.00

**BOQ For 00050. Cleaning of 150KLD tank with repairs.
Plant : 1142**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	220013857 CGST%: 9.00% CGST Amount: SGST%: 9.00% SGST Amount: SAC Code: 999411 REPAIR & REPLACE, SPARE, STP Cleaning of 150 KLD STP Septic tank and providing and fixing stainless steel frame mesh to control floating entry to the septic tank including plastering and painting as required. Line text:Cleaning of 150 KLD STP Septic tank and providing and fixing stainless steel frame mesh to control floating entry to the septic tank including plastering and painting as required.	LUMP SUM	1.000	149500.00/1	149500.00 13455.00 13455.00

No. of Items : 1

Subtotal : 176,410.00

**BOQ For 00060. Repair of damaged carbon filter.
Plant : 1142**

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	220012504 CGST%: 9.00% CGST Amount: SGST%: 9.00% SGST Amount: SAC Code: 995463 REPAIR, PUMP, SUMP Repairing of damaged carbon filter and sand filter tanks, pipe lines, values and 3 nos pump roof top etc as required. Line text:Repairing of damaged carbon filter and sand filter tanks, pipe lines, values and 3 nos pump roof top etc as required.	each	1.000	85890.00/1	85890.00 7730.10 7730.10

No. of Items : 1

Subtotal : 101,350.20

**BOQ For 00070. Supply&Install Digital Meter.
Plant : 1142**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	150013321 CGST%: 9.00% CGST Amount: SGST%: 9.00% SGST Amount: SAC Code: 995461 SITC, METER, ENERGY Supplying and installing ER300P 3Ph 4Wire Digital kW Meter (10-60A) Class 1 & 125 A 4 pole mcb and complet encloser with meter box. Line text:Supplying and installing ER300P 3Ph 4Wire Digital kW Meter (10-60A) Class 1 & 125 A 4 pole mcb and complet encloser with meter box.	each	1.000	9850.00/1	9850.00 886.50 886.50

No. of Items : 1

Subtotal : 11,623.00

**BOQ For 00080. Supply&Install MS Handrail for Catwalk.
Plant : 1142**

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	120021162 CGST%: 9.00% CGST Amount: SGST%: 9.00% SGST Amount: SAC Code: 995463 REPLACE, HANDRAIL Providing Railing with square MS tube size of 35mmx20mm on erection tank for catwalk protection and for chamber retrievable closing arrangement with steel checker plate including painting the same as required. Line text:Providing Railing with square MS tube size of 35mmx20mm on erection tank for catwalk protection and for chamber retrievable closing arrangement with steel checker plate including painting the same as required.	each	1.000	41200.00/1	41200.00 3708.00 3708.00

No of Items : 1

Subtotal : 48,616.00

	Currency	Amount
Basic Price	INR	533,094.00
Other Charges	INR	0.00
Taxes	INR	95,956.92
SO Price	INR	629,050.92

in Words, RUPEES SIX LAKH TWENTY NINE THOUSAND FIFTY AND PAISE NINETY TWO ONLY

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

Contractor's details SHREYAS CONSTRUCTION AND ENGINEERING WORKS NH 66,DOOR NO 1-70 OPP VRL,BANGRA KULUR DAKSHINA KANNADA,575013,10 KARNATAKA,INDIA PAN:AJWPM5940L GSTIN:29AJWPM5940L1Z8 Vendor Code:0000174388 Kind Attn: Phone: Mobile: Email:SHREYASCONSTRUCTIONS@HOTMAIL.COM	SO No : 5700305032 SO Release Date : 08.02.2022
	Employer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name HARSH SONI Phone +918980041964 Email Harsh.Soni1@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	4.638.045,00
Other Charges	INR	0,00
Taxes	INR	834.848,10
SO Price	INR	5.472.893,10
In words, RUPEES FIFTY FOUR LAKH SEVENTY TWO THOUSAND EIGHT HUNDRED NINETY THREE AND PAISE TEN ONLY		

Construction of Solid Waste Processing and Storage Unit with OWC at IXE Mangaluru, Mangaluru.
 Amendment 01- PO Amended

The work order validity was till 31st March 2022

As per the user/vendor confirmation and approved by the lead and Finance dept. The work order is extended till 31st July 2022.

Approved EOT NFA is attached for the same

All other terms and conditions remains the same and their is no financial implication.

SPECIAL TERMS AND CONDITIONS (STC)

1,0 Scope of Work

Construction of Solid Waste Processing and Storage Unit with OWC at IXE Mangaluru, Mangaluru.

2,0 Effective Date

Not Applicable

3,0 Site

Not Applicable

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

4,0 Completion Schedule

60 Days after confirmation of PO

5,0 Price

Firm rate basis.

6,0 Taxes

As per actuals.

7,0 Payment Terms

100% payment will be done within 7 days of running bills receipt

25% Payment will be release after complition of 40% Work, Again 25% of payment will be release after completion of 60% work and balance 40% payment will be release after 100% of work completion.

8,0 Liquidated Damages

1% LD per week of net order value which will go max by 5%, on delay of project

9,0 Securities

5% retention money to be released within 30 days of order completion.

10,0 Defect Liability Period

Not Applicable

11,0 Invoicing Address

Mangaluru International Airport.

Bajpe Main Road,Kenjar, Po- Bajpe.

Mangaluru - 574142, Karnataka, India.

12,0 Specific Agreed Terms

Not Applicable

13,0 Notice and Communications

Not Applicable

Enclosures:

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

**BOQ For 00010. Construct-Solid Waste Process unit.
Plant : 1142**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	120003794 CGST%: 9.00% CGST Amount: SGST%: 9.00% SGST Amount: SAC Code: 995432 CIVIL WORK	LUMP SUM	1,000	4638045.00/1	4638045.00
					417424.05
					417424.05
	Line text:S.No. Item Description Quantity Unit " Unit Rate (INR) " " Amount (INR) " Remarks				
	1 Removal of existing chain linking fencing including with foundations after proper rectification, replacement of damaged portion and complete painting as directed by Engineer-in-charge 126 sqm 450 56,700 Removal and refixing of of diesel tank				
	2 Earth work in excavation by means (Hydraulic excavator) / manual means in foundation trenches or drains (not exceeding 1.5m in width or 10 sqm on plan) including dressing of sides and ramming of bottoms, lift upto 1.5m, including getting out the excavated soil and disposal of surplus excavated soil as directed by the Engineer- in-Charge. All kinds of soil 25 cum 350 8,575 Excavation for foundations, footings, trenches etc.				
	3 "Filling in plinth: Excavating, supplying and filling of local earth (including royalty) by mechanical transport including ramming and watering of the earth in layers not exceeding 20 cm in trenches, plinth, sides of foundation etc. complete." 96 cum 380 36,480 Filling in Earth				
	4 "Masonry Block works: Laterite masonry with neatly dressed laterite stone of size 30x20x15cm or nearest size in cement mortar 1:6 for foundation and basement and for super structure above plinth level including all cost of materials, labour charges etc." 128 cum 6,800 8,71,733 Solid Waste Disposal Facility and partitions, New Compound Wall & Steps				
	5 Solid Block masonry using pre cast solid blocks (factory made) of size 30x20x15 cm or nearest size available confirming to IS 2185 part I of 1979 for super structure upto floor levels for 10cm thick wall in CM 1:6 (1 cement: 6 coarse sand) including cost of scaffolding complete. 2 cum 6,500 11,700 Internal Partition walls				
	6 "Plastering works 15mm cement plaster of mix 1:4 (1 cement : 4 fine sand) including cost and conveyance of all materials, labour charges, scaffolding, sundries etc complete as directed by the Engineer in charge at all levels." 855 sqm 350 2,99,124 Inside & outside 15mm thick plastering without ceiling				
	7 "Centring and shuttering including strutting etc. and removal of form for : foundations, footings, columns, walls, partitions, lintels, beams, slabs etc." 180 sqm 450 80,921 Foundation, Grade Beam, Lintel, Beam etc.				
	8 "Concrete works (PCC) Providing and laying cement concrete of specific grade properly mixed and consolidated with hand rammers, including cost and conveyance of all materials, labour, curing, lead lift , etc. complete for all work up to plinth levels as directed by Engineer- in-Charge.				

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
	1:4:8 (1 Cement : 4 coarse sand : 8 graded stone aggregate 40 mm nominal size)"		24	cum	7,000
	1,70,100 Foundation PCC, Compound Wall etc.				
9	"Grade slab 150mm Providing and laying in position machine batched, machine mixed and machine vibrated design mix M-25 grade cement concrete and surface to be finished with smooth finish works "		24	cum	7,500
	1,80,000 Grade Slab				
10	"Concrete works (RCC) Providing and laying in position machine batched, machine mixed and machine vibrated design mix M-25 grade cement concrete for reinforced cement concrete using cement content as per approved design mix including pumping of concrete to site of laying but, excluding the cost of centring, shuttering, finishing and reinforcement including admixtures in recommended proportion (as per IS 9103) to accelerate,retard setting of concrete to improve workability without impairing strength and durability as per direction of Engineer-in-Charge. Minimum cement content considered in this item is @ 330 kg/cum All work upto plinth & floor levels."		26	cum	7,500
	1,97,280 Foundation, Grade Beam, Lintel, Beam etc.				
11	"Reinforcement for R.C.C. work including straightening, cutting, bending, placing in position and binding with 16 gauge GI binding wire etc complete including cost, conveyance, lead, lift of all materials for all types of RCC works as per drawing/specification and as directed by Engineer-in-Charge at all levels. Thermo-Mechanically Treated bars"		85	kg	3,35,376
	Foundation, Grade Beam, Lintel, Beam etc.				
12	"Paver Block works: Providing and laying in position factory made chamfered edge cement concrete paver blocks in footpath, drive ways or light traffic parking etc. of required strength, thickness & size / shape made by table vibratory method using PU mould, laid in required colour & pattern over 50mm thick compacted bed of sand, compacting and proper embedding / laying of interlocking paver blocks into the sand bedding layer with polythene sheet through vibratory compaction by using plate vibrator, filling the joints with sand and cutting of paver blocks as per required size and pattern, finishing and sweeping extra sand, complete in all as per direction of Engineer in charge. - 80 mm thick C.C. paver block of M-30 grade with approved colour design and pattern."		176	sqm	1,011
	1,77,936 Infront & adjacent to Solid Waste Disposal Facility area including vehicle parking area.				
13	"Roof Covering works: Providing corrugated GI sheet roofing including vertical / curved surface fixed with polymer coated J or L hooks, bolts and nuts 8mm diameter with bitumen and GI limpet washers or with GI limpet washers including on overlapping of sheets complete"		180	sqm	960
	1,72,800 Solid Waste Disposal Facility Roofing				
14	The MS roof framing structure including purlins, rafters including cutting to size and shape whatever required including a coat of approved steel primer and two coats of approved paint		4500	Kg	145
	6,52,500 Roof MS framework				
15	"Providing & fixing steel door along with frames, hinges and fittings in line and level of required shape and size with perforations for ventilation. Size - 2.0m x 2.1m - Double leaf door"		1	nos	55,000
	55,000 2m x 2.1m - 1m each Two				

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
16	leaf swing door "Providing & fixing steel door along with frames, hinges and fittings in line and level of required shape and size with perforations for ventilation. Size - 1.5m x 2.1m - Single Leaf Door"	nos	1	41,250	41,250
17	leaf swing door "Providing & fixing steel window along with frames, hinges and fittings in line and level of required shape and size with perforations for ventilation. Size - 2.4m x 1.2 m - Four Leaf Window"	nos	3	24,650	73,950
18	"Painting works Finishing walls with smooth exterior paint of required shade and approved make. For new work, 2 coats applied at 1.67L/10sqm over and including priming coat of exterior primer applied at 2.20kg/10sqm."	sqm	401	225	90,297
19	Providing & fixing chain link fencing of mesh size 50x50mm made of GI wire of dia. 4mm, PVC coated to outer dia. 5mm, stretched and fixed to all round angle iron frame of 40x40x6 mm size and fixed with MS flat of 25x6mm using 8mm bolt and nut at 300mm c/c with angle iron frame to be welded to bottom throughout of required height and shape.	sqm	99	3,076	3,04,524
20	GI wire mesh fencing Providing & fixing Aluminium Composite Panel (4mm thick) sheets for covering up the roof edges and as fascia and of size, shape, profiles as required as per site conditions including all the fittings.	sqm	21	3,500	73,500
21	"Electrical Works Supply, Installation, Testing & Commissioning of Electrical works. "	LS	1	1,25,000	1,25,000
22	For basic illumination and simple power requirements. (7 HP / 6 KW) Supply, Installation and Commissioning of 500 Kg Organic Waste Converter (OWC) with curing racks and shredder.	LS	1	10,17,000	10,17,000
23	Existing services relocation (contingency amount allotted to relocate any existing / unknown services if found during the construction).	LS	1	1,50,000	1,50,000
Total Amount				51,81,746	

No of Items : 1

Subtotal : 5.472.893,10

	Currency	Amount
Basic Price	INR	4.638.045,00
Other Charges	INR	0,00
Taxes	INR	834.848,10
SO Price	INR	5.472.893,10

in Words, RUPEES FIFTY FOUR LAKH SEVENTY TWO THOUSAND EIGHT HUNDRED NINETY THREE AND PAISE TEN ONLY

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
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(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)



Annexure 5.9

Seller's Detail MODERN APPARELS SAROJINI NAIDU RD,220-21 SHANTI INDUSTRIAL ESTATE MULUND WEST, MUMBAI,400001,13 MAHARASHTRA,INDIA PAN:AAAFM2390P GSTIN:27AAAFM2390P1ZW Vendor Code:0000115182 Kind Attn: Phone: Mobile: Email:SALES@MODERNAPPARELS.COM	PO No : 4500340387 PO Release Date : 07.01.2022
	Buyer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name HARSH SONI Phone +918980041964 Email Harsh.Soni1@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	1.535.500,00
Other Charges	INR	0,00
Taxes	INR	212.010,00
PO Price	INR	1.747.510,00
In words, RUPEES SEVENTEEN LAKH FORTY SEVEN THOUSAND FIVE HUNDRED TEN ONLY		

Supply of Fire Fighting Suit at Mangaluru International Airport

SPECIAL TERMS AND CONDITIONS (STC)

1,0 Scope of Work

Supply of Fire Fighting Suit at Mangaluru International Airport, Mangaluru.

2,0 Effective Date

Not Applicable

3,0 Delivery Term

DAP - Delivered at Place

4,0 Delivery Point

Mangaluru International Airport.
Bajpe Main Road,Kenjar, Po- Bajpe.
Mangaluru - 574142, Karnataka, India.

5,0 Delivery Schedule

within 30 days of order receipt

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

6,0 Price

firm rate basis

7,0 Taxes

GST extra as actual

8,0 Payment Terms

within 15 days of material receipt

9,0 Dispatch Documents

Delivery challan and Tax Invoice

10,0 Liquidated Damages

not applicable

11,0 Securities

Not Applicable

12,0 Defect Liability Period

Not Applicable

13,0 Invoicing Address

Mangaluru International Airport.
Bajpe Main Road, Kenjar, Po- Bajpe.
Mangaluru - 574142, Karnataka, India.

14,0 Specific Agreed Terms

Not Applicable

15,0 Notice and Communications

Not Applicable

Enclosures:

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

**ANNEXURE-I
PRICE SCHEDULE**

Sr. No.	Material Code/Description	UOM	Quantity			
60	9922353263 HSN No: 64021990 FIRE SUIT Jacket & Touser EN 469 Balaclava Hood EN13911	each	37,000			
				Currency	Unit Rate	Total Amount
	Item Basic Price			INR	20.500,00	758.500,00
	IGST% 12.00 %					91.020,00
	Item PO Price					849.520,00
Delivery Schedule:						
	Date	Quantity	Plant			
70	9643200593 HSN No: 64021990 GLOVES,HEAT RESISTANT,HSN:40159030 Fire fighting Gloves EN659	Pair	37,000			
				Currency	Unit Rate	Total Amount
	Item Basic Price			INR	3.200,00	118.400,00
	IGST% 12.00 %					14.208,00
	Item PO Price					132.608,00
Delivery Schedule:						
	Date	Quantity	Plant			
80	9643300023 HSN No: 65061090 SAFETY HELMET Fireman Helmet EN443	each	37,000			
				Currency	Unit Rate	Total Amount
	Item Basic Price			INR	12.500,00	462.500,00
	IGST% 18.00 %					83.250,00
	Item PO Price					545.750,00
Delivery Schedule:						
	Date	Quantity	Plant			
90	9699907073 HSN No: 64021990 GUMBOOT WITH STEEL TOE	each	37,000			

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Sr. No.	Material Code/Description	UOM	Quantity	
	Fire Fighting Boots EN15090			
		Currency	Unit Rate	Total Amount
	Item Basic Price	INR	5.300,00	196.100,00
	IGST% 12.00 %			23.532,00
	Item PO Price			219.632,00

Delivery Schedule:

Date	Quantity	Plant
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Total No. Of Items :-

4

	Currency	Amount
Basic Price	INR	1.535.500,00
Other Charges	INR	0,00
Taxes	INR	212.010,00
PO Price	INR	1.747.510,00

PURCHASE ORDER PRICE: RUPEES SEVENTEEN LAKH FORTY SEVEN THOUSAND FIVE HUNDRED TEN ONLY**(Buyer's Authorised Signatory)****(Seller's Authorised Signatory)**

Seller's Detail KANADIA FYR FYTER PVT LTD PARAS INDUSTRIAL ESTATE,PLOT NO.7 NEAR GARIBSHA PIR, BHAVNAGAR,364240,06 GUJARAT,INDIA PAN:AACCK4417C GSTIN:24AACCK4417C1Z3 Vendor Code:0000117061 Kind Attn: Phone: Mobile: Email:TC.KANEXFIRE@KANEXFIRE.COM	PO No : 4500338569 PO Release Date : 25.10.2021
	Buyer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name HARSH SONI Phone +918980041964 Email Harsh.Soni1@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	228.431,70
Other Charges	INR	24.348,00
Taxes	INR	45.500,35
PO Price	INR	298.280,05
In words, RUPEES TWO LAKH NINETY EIGHT THOUSAND TWO HUNDRED EIGHTY AND PAISE FIVE ONLY		

SPECIAL TERMS AND CONDITIONS (STC)

1,0 Scope of Work

Not Applicable

2,0 Effective Date

Not Applicable

3,0 Delivery Term

DAP - Delivered at Place

4,0 Delivery Point

Not Applicable

5,0 Delivery Schedule

Not Applicable

6,0 Price

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Not Applicable

7,0 Taxes

Not Applicable

8,0 Payment Terms

Not Applicable

9,0 Dispatch Documents

Not Applicable

10,0 Liquidated Damages

Not Applicable

11,0 Securities

Not Applicable

12,0 Defect Liability Period

Not Applicable

13,0 Invoicing Address

Not Applicable

14,0 Specific Agreed Terms

Not Applicable

15,0 Notice and Communications

Not Applicable

Enclosures:

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

**ANNEXURE-I
PRICE SCHEDULE**

Sr. No.	Material Code/Description	UOM	Quantity
40	9602300133 HSN No: 84241000 FIRE EXTINGUISHER,DCP,9 KG FR EXTGUSR,DCP,9KG FIRE EXTINGUISHERS TYPE : DCP CAPACITY : 9 KG ADDITIONAL REQUIREMENT : DRY ADDITIONAL INFORMATION : EQUIPMENT PARTICULARS NAME#:#DCP FIRE EXTINGUISHER TYPE#:#PORTABLE, FIRST-AID FIRE FIGHTING CAPACITY#:#9 KG OF DRY CHEMICAL POWDER CARTRIDGE TYPE MINIMUM FIRE RATING#: 34B 9KG FIRE EXTINGUISHER WITH SBC POWDER CARTIDIGES OPERATED (200 GM IS 49 47 ISI MARK) WITH CONTROLLABLE DISCHARGE MECHANISM CLASS B RATING 34B WITH ISI MARK IS 15683 VENDOR SHOULD PROVIDE TEST CERTIFICATES	each	90,000

	Currency	Unit Rate	Total Amount
Item Basic Price	INR	2.538,13	228.431,70
IGST% 18.00 %			41.117,71
Other Charges	INR	24.348,00	24.348,00
IGST% 18.00 %			4.382,64
Item PO Price			298.280,05

Delivery Schedule:

Date	Quantity	Plant
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Total No. Of Items :-	1
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	Currency	Amount
Basic Price	INR	228.431,70
Other Charges	INR	24.348,00
Taxes	INR	45.500,35
PO Price	INR	298.280,05

PURCHASE ORDER PRICE: RUPEES TWO LAKH NINETY EIGHT THOUSAND TWO HUNDRED EIGHTY AND PAISE FIVE ONLY

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Seller's Detail NEWAGE FIRE PROTECTION INDUSTRIES PVT LTD NO 4,SION EAST CHAMPAKLAL INDUSTRIAL ESTATE, MUMBAI,400022,13 MAHARASHTRA,INDIA PAN:AADCN3668F GSTIN:27AADCN3668F1ZC Vendor Code:0000113721 Kind Attn: Phone: Mobile: Email:VIJAYA@NEWAGEFIREPROTECTION.COM	PO No : 4500338478 PO Release Date : 25.10.2021
	Buyer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name HARSH SONI Phone +918980041964 Email Harsh.Soni1@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	850.000,00
Other Charges	INR	0,00
Taxes	INR	102.000,00
PO Price	INR	952.000,00
In words, RUPEES NINE LAKH FIFTY TWO THOUSAND ONLY		

SPECIAL TERMS AND CONDITIONS (STC)

1,0 Scope of Work

Not Applicable

2,0 Effective Date

Not Applicable

3,0 Delivery Term

DAP - Delivered at Place

4,0 Delivery Point

Not Applicable

5,0 Delivery Schedule

Not Applicable

6,0 Price

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Not Applicable

7,0 Taxes

Not Applicable

8,0 Payment Terms

Not Applicable

9,0 Dispatch Documents

Not Applicable

10,0 Liquidated Damages

Not Applicable

11,0 Securities

Not Applicable

12,0 Defect Liability Period

Not Applicable

13,0 Invoicing Address

Not Applicable

14,0 Specific Agreed Terms

Not Applicable

15,0 Notice and Communications

Not Applicable

Enclosures:

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

**ANNEXURE-I
PRICE SCHEDULE**

Sr. No.	Material Code/Description	UOM	Quantity	
40	1994990231 HSN No: 84138190 FUEL INJECTION NOZZLE/F FIRE PUMP ENGINE Tohatsu Fire Pump Model : VE1500	SET	1,000	
		Currency	Unit Rate	Total Amount
	Item Basic Price	INR	850.000,00	850.000,00
	IGST% 12.00 %			102.000,00
	Item PO Price			952.000,00

Delivery Schedule:

Date	Quantity	Plant
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Total No. Of Items :-

1

	Currency	Amount
Basic Price	INR	850.000,00
Other Charges	INR	0,00
Taxes	INR	102.000,00
PO Price	INR	952.000,00

PURCHASE ORDER PRICE: RUPEES NINE LAKH FIFTY TWO THOUSAND ONLY**(Buyer's Authorised Signatory)****(Seller's Authorised Signatory)**

Seller's Detail MATHIAS ALUMINIUM SYSTEMS PVT LTD BALMATTA ROAD,SALDANHA PROVIDENCE DAKSHINA KANNADA,575001,10 KARNATAKA,INDIA PAN:AADCM0745Q GSTIN:29AADCM0745Q1ZY Vendor Code:0000113175 Kind Attn: Phone: Mobile: Email:MATHIASALUMINIUM@GMAIL.COM	PO No : 4500339242 PO Release Date : 25.11.2021
	Buyer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name HARSH SONI Phone +918980041964 Email Harsh.Soni1@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	689.500,00
Other Charges	INR	0,00
Taxes	INR	124.110,00
PO Price	INR	813.610,00
In words, RUPEES EIGHT LAKH THIRTEEN THOUSAND SIX HUNDRED TEN ONLY		

SPECIAL TERMS AND CONDITIONS (STC)

1,0 Scope of Work

Not Applicable

2,0 Effective Date

Not Applicable

3,0 Delivery Term

DAP - Delivered at Place

4,0 Delivery Point

Not Applicable

5,0 Delivery Schedule

Not Applicable

6,0 Price

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Not Applicable

7,0 Taxes

Not Applicable

8,0 Payment Terms

Not Applicable

9,0 Dispatch Documents

Not Applicable

10,0 Liquidated Damages

Not Applicable

11,0 Securities

Not Applicable

12,0 Defect Liability Period

Not Applicable

13,0 Invoicing Address

Not Applicable

14,0 Specific Agreed Terms

Not Applicable

15,0 Notice and Communications

Not Applicable

Enclosures:

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

**ANNEXURE-I
PRICE SCHEDULE**

Sr. No.	Material Code/Description	UOM	Quantity		
10	8053050153 HSN No: 94031010 CUPBOARD,HSN:94031010 CUPBOARD,STEEL,W/GLASS FITTED DOOR FURNITURES ADDITIONAL INFORMATION : CUPBOARD MATERIAL: STEEL SIZE: WD 36 X HT 78 X DP 19 IN WITH TRANSPARENT GLASS FITTED ON DOOR, ADJUSTABLE SHELVES	each	3,000		
				Currency	Unit Rate
	Item Basic Price	INR	8.000,00		Total Amount 24.000,00
	CGST% 9.00 %				2.160,00
	SGST% 9.00 %				2.160,00
	Item PO Price				28.320,00
Delivery Schedule:					
	Date	Quantity	Plant		
20	5150101813 HSN No: 87089900 EQUIPMENT RACK,DWG:CON/SK/T/14 EQUIPMENT RACK,DWG:CON/SK/T/14 RAILWAY MATERIALS ADDITIONAL INFO : EQUIPMENT RACK WITH 1IN THICK SAL WOOD SHELVES FOR FIX ING EQUIPMENT	each	5,000		
				Currency	Unit Rate
	Item Basic Price	INR	3.700,00		Total Amount 18.500,00
	CGST% 9.00 %				1.665,00
	SGST% 9.00 %				1.665,00
	Item PO Price				21.830,00
Delivery Schedule:					
	Date	Quantity	Plant		
30	9241100933 HSN No: 94013000 CHAIR,EXECUTIVE "CHAIR,EXECUTIVE FURNITURES"	each	1,000		

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Sr. No.	Material Code/Description	UOM	Quantity	Unit Rate	Total Amount
	Item Basic Price	Currency INR		7,500,00	7,500,00
	CGST% 9.00 %				675,00
	SGST% 9.00 %				675,00
	Item PO Price				8,850,00

Delivery Schedule:

Date	Quantity	Plant
40	5144050383	each
	HSN No: 94013000	
	CHAIR,HSN:94013000	
	CHAIR,HSN:94013000	
	FURNITURES	
	ADDITIONAL INFORMATION :	
	SUPPLY OF REVOLBING CHAIR WITH ARM REST & TUBULAR FOAMED CUSHIONED	

	Currency	Unit Rate	Total Amount
Item Basic Price	INR	4,500,00	31,500,00
CGST% 9.00 %			2,835,00
SGST% 9.00 %			2,835,00
Item PO Price			37,170,00

Delivery Schedule:

Date	Quantity	Plant
50	5144050383	each
	HSN No: 94013000	
	CHAIR,HSN:94013000	
	CHAIR,HSN:94013000	
	FURNITURES	
	ADDITIONAL INFORMATION :	
	SUPPLY OF REVOLBING CHAIR WITH ARM REST & TUBULAR FOAMED CUSHIONED	

	Currency	Unit Rate	Total Amount
Item Basic Price	INR	3,200,00	128,000,00
CGST% 9.00 %			11,520,00
SGST% 9.00 %			11,520,00
Item PO Price			151,040,00

Delivery Schedule:

Date	Quantity	Plant
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(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Sr. No.	Material Code/Description	UOM	Quantity		
70	6401380353 HSN No: 94032090 INDUSTRIAL LOCKER INDUSTRIAL LOCKER GENERAL MECHANICAL ITEMS	each	20,000		
				Currency	Unit Rate
	Item Basic Price	INR	7.500,00		Total Amount
	CGST% 9.00 %				13.500,00
	SGST% 9.00 %				13.500,00
	Item PO Price				177.000,00
Delivery Schedule:					
	Date	Quantity	Plant		
80	5144050383 HSN No: 94013000 CHAIR,HSN:94013000 CHAIR,HSN:94013000 FURNITURES ADDITIONAL INFORMATION : SUPPLY OF REVOLBING CHAIR WITH ARM REST & TUBULAR FOAMED CUSHIONED	each	25,000		
				Currency	Unit Rate
	Item Basic Price	INR	1.000,00		Total Amount
	CGST% 9.00 %				2.250,00
	SGST% 9.00 %				2.250,00
	Item PO Price				29.500,00
Delivery Schedule:					
	Date	Quantity	Plant		
100	9257011073 HSN No: 40169510 MATTRESS,2020X1590X125MM MATTRESS,2020X1590X125MM HORTICULTURE ITEMS	each	12,000		
				Currency	Unit Rate
	Item Basic Price	INR	11.000,00		Total Amount
	CGST% 9.00 %				11.880,00
	SGST% 9.00 %				11.880,00
	Item PO Price				155.760,00

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Sr. No.	Material Code/Description	UOM	Quantity		
	Delivery Schedule:				
	Date		Quantity	Plant	
110	9211011203 HSN No: 94032090 FOLDING BED,STEEL,72X35IN FOLDING BED,STEEL,72X35IN FURNITURES ADDITIONAL INFO : WITH PLY TOP	each	6,000		
		Currency	Unit Rate	Total Amount	
	Item Basic Price	INR	6.000,00	36.000,00	
	CGST% 9.00 %			3.240,00	
	SGST% 9.00 %			3.240,00	
	Item PO Price			42.480,00	
	Delivery Schedule:				
	Date		Quantity	Plant	
120	9254016983 HSN No: 85167100 TEA MAKER ELECTRIC TEA MAKER HOUSEHOLD REQUIRMENTS	each	1,000		
		Currency	Unit Rate	Total Amount	
	Item Basic Price	INR	20.000,00	20.000,00	
	CGST% 9.00 %			1.800,00	
	SGST% 9.00 %			1.800,00	
	Item PO Price			23.600,00	
	Delivery Schedule:				
	Date		Quantity	Plant	
140	9253081043 HSN No: 94036000 MEETING TABLE "MEETING TABLE"	each	2,000		
		Currency	Unit Rate	Total Amount	
	Item Basic Price	INR	16.500,00	33.000,00	
	CGST% 9.00 %			2.970,00	
	SGST% 9.00 %			2.970,00	
	Item PO Price			38.940,00	

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Sr. No.	Material Code/Description	UOM	Quantity		
	Delivery Schedule:				
	Date		Quantity	Plant	
150	9253081043 HSN No: 94036000 MEETING TABLE "MEETING TABLE"	each	3,000		
		Currency	Unit Rate	Total Amount	
	Item Basic Price	INR	13.000,00	39.000,00	
	CGST% 9.00 %			3.510,00	
	SGST% 9.00 %			3.510,00	
	Item PO Price			46.020,00	
	Delivery Schedule:				
	Date		Quantity	Plant	
160	5144050383 HSN No: 94013000 CHAIR,HSN:94013000 CHAIR,HSN:94013000 FURNITURES ADDITIONAL INFORMATION : SUPPLY OF REVOLBING CHAIR WITH ARM REST & TUBULAR FOAMED CUSHIONED	each	10,000		
		Currency	Unit Rate	Total Amount	
	Item Basic Price	INR	4.500,00	45.000,00	
	CGST% 9.00 %			4.050,00	
	SGST% 9.00 %			4.050,00	
	Item PO Price			53.100,00	
	Delivery Schedule:				
	Date		Quantity	Plant	
Total No. Of Items :-					13
		Currency	Amount		
	Basic Price	INR	689.500,00		
	Other Charges	INR	0,00		
	Taxes	INR	124.110,00		
	PO Price	INR	813.610,00		
PURCHASE ORDER PRICE: RUPEES EIGHT LAKH THIRTEEN THOUSAND SIX HUNDRED TEN ONLY					

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Contractor's details SAP INDIA PVT LTD SAHARANPUR ROAD,50 MOHABEWALA INDUSTRIAL AREA , DEHRADUN,248002,35 UTTARANCHAL,INDIA PAN:AACCS7483E GSTIN:05AACCS7483E1ZB Vendor Code:0000205310 Kind Attn: Phone: Mobile: Email:SAPMAINTENANCE@SAP.COM	SO No : 5700306802 SO Release Date : 21.03.2022
	Employer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name NISHANT KHIRASARIYA Phone +917925557531 Email nishant.khirsariya@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	1.900.500,00
Other Charges	INR	0,00
Taxes	INR	342.090,00
SO Price	INR	2.242.590,00
In words, RUPEES TWENTY TWO LAKH FORTY TWO THOUSAND FIVE HUNDRED NINETY ONLY		

Service Order For SAP Licenses For Managloru International Airport Ltd

SPECIAL TERMS AND CONDITIONS (STC)

1,0 Scope of Work

Not Applicable

2,0 Effective Date

Not Applicable

3,0 Site

Not Applicable

4,0 Completion Schedule

Not Applicable

5,0 Price

1,900,500.00 INR (GST extra at actual,if applicable).

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

6,0 Taxes

GST extra at actual.

7,0 Payment Terms

30 Days From The Date Of Invoice.

8,0 Liquidated Damages

Not Applicable

9,0 Securities

Not Applicable

10,0 Defect Liability Period

Not Applicable

11,0 Invoicing Address

STC (Special Terms & Conditions) and specially mentioned other clauses shall be read in conjunction with GTC (General Terms & Conditions) and will be considered as final & superceding GTC in case of any contradiction / conflict.

1.Send your Order Confirmation Within 2 days by Mail/Fax/Courier.

2. Your Invoice should be in favour of below Said Name & Address (DO NOT USE ANY ABBREVIATION AND/OR SHORT NAME)

Billing & Delivery Address

STC (Special Terms & Conditions) and specially mentioned other clauses shall be read in conjunction with GTC (General Terms & Conditions) and will be considered as final & superceding GTC in case of any contradiction / conflict.

1.Send your Order Confirmation Within 2 days by Mail/Fax/Courier.

2. Your Invoice should be in favour of below Said Name & Address (DO NOT USE ANY ABBREVIATION AND/OR SHORT NAME)

Billing & Delivery Address

Mangaluru International Airport Ltd
Bajpe Main Road,Kenjar, Po- Bajpe.
Mangaluru- 574142, Karnataka, India.

Contact : Mr.Jitu Bhati

Mob : +91 8488828206

Note : Order copy has been electronically generated; hence, manual signature is not necessary

Note : Order copy has been electronically generated; hence, manual signature is not necessary

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

12,0 Specific Agreed Terms

Not Applicable

13,0 Notice and Communications

Not Applicable

Enclosures:

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

BOQ For 00020. SAP Licenses.

Plant : 1142

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	180001504 IGST%: 18.00% IGST Amount:	each	9,000	9500.00/1	85500.00 15390.00
	SAC Code: 998713 SUPPORT, SOFTWARE				
	Partner Premium Support for ZoneFlex 2741 (3 years) PN: 908-2741-1002				
20.	180001504 IGST%: 18.00% IGST Amount:	each	28,000	60500.00/1	1694000.00 304920.00
	SAC Code: 998713 SUPPORT, SOFTWARE				
	Partner Premium Support for ZoneFlex 2741 (3 years) PN: 908-2741-1002				
30.	180001504 IGST%: 18.00% IGST Amount:	each	2,000	60500.00/1	121000.00 21780.00
	SAC Code: 998713 SUPPORT, SOFTWARE				
	Partner Premium Support for ZoneFlex 2741 (3 years) PN: 908-2741-1002				

No of Items : 3

Subtotal : 2.242.590,00

	Currency	Amount
Basic Price	INR	1.900.500,00
Other Charges	INR	0,00
Taxes	INR	342.090,00
SO Price	INR	2.242.590,00

in Words, RUPEES TWENTY TWO LAKH FORTY TWO THOUSAND FIVE HUNDRED NINETY ONLY

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

Seller's Detail DELL INTERNATIONAL SERVICES INDIA PVT LTD NO 12 1 12 2A 13 1A,DIVYASHREE GREENS VARTHUR HOBLI,CHALLAGHATTA VILLAGE BANGALORE,560071,10 KARNATAKA,INDIA PAN:AAACH1925Q GSTIN:29AAACH1925Q1Z6 Vendor Code:0000122756 Kind Attn: Phone:+91 Mobile:+91 Email:INDIA_REMITS@DELL.COM	PO No : 4500337008 PO Release Date : 12.08.2021
	Buyer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name HARSH SONI Phone +918980041964 Email Harsh.Soni1@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	1.433.450,00
Other Charges	INR	0,00
Taxes	INR	258.021,00
PO Price	INR	1.691.471,00
In words, RUPEES SIXTEEN LAKH NINETY ONE THOUSAND FOUR HUNDRED SEVENTY ONE ONLY		

SPECIAL TERMS AND CONDITIONS (STC)

1,0 Scope of Work

Not Applicable

2,0 Effective Date

Not Applicable

3,0 Delivery Term

DAP - Delivered at Place

4,0 Delivery Point

Not Applicable

5,0 Delivery Schedule

Not Applicable

6,0 Price

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Not Applicable

7,0 Taxes

Not Applicable

8,0 Payment Terms

Not Applicable

9,0 Dispatch Documents

Not Applicable

10,0 Liquidated Damages

Not Applicable

11,0 Securities

Not Applicable

12,0 Defect Liability Period

Not Applicable

13,0 Invoicing Address

Not Applicable

14,0 Specific Agreed Terms

Not Applicable

15,0 Notice and Communications

Not Applicable

Enclosures:

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

**ANNEXURE-I
PRICE SCHEDULE**

Sr. No.	Material Code/Description	UOM	Quantity		
10	7221010943 HSN No: 84713010 LAPTOP,HIGH CONFIG Material: Laptop Model 3420 + Additional 8GB Ram Item text:Material: Laptop Model 3420 + Additional 8GB Ram	each	15,000		
				Currency	Unit Rate
	Item Basic Price	INR	61.950,00		Total Amount 929.250,00
	CGST% 9.00 %				83.632,50
	SGST% 9.00 %				83.632,50
	Item PO Price				1.096.515,00
Delivery Schedule:					
	Date	Quantity	Plant		
20	7221010943 HSN No: 84713010 LAPTOP,HIGH CONFIG Material: Laptop Model 7320 + Additional 8GB Ram Item text:Material: Laptop Model 7320 + Additional 8GB Ram	each	2,000		
				Currency	Unit Rate
	Item Basic Price	INR	87.100,00		Total Amount 174.200,00
	CGST% 9.00 %				15.678,00
	SGST% 9.00 %				15.678,00
	Item PO Price				205.556,00
Delivery Schedule:					
	Date	Quantity	Plant		
30	7221010943 HSN No: 84713010 LAPTOP,HIGH CONFIG	each	3,000		

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Sr. No.	Material Code/Description	UOM	Quantity	
	Material: Laptop Model 5320 + Additional 8GB Ram Item text:Material: Laptop Model 5320 + Additional 8GB Ram			
		Currency	Unit Rate	Total Amount
	Item Basic Price	INR	77.500,00	232.500,00
	CGST% 9.00 %			20.925,00
	SGST% 9.00 %			20.925,00
	Item PO Price			274.350,00

Delivery Schedule:

Date	Quantity	Plant		
40	7221010943		each	1,000
	HSN No: 84713010 LAPTOP,HIGH CONFIG Laptop Latitude 7320 2-in 1 - with 13" FHD touch- convertible; with Aluminum Item text:Laptop Latitude 7320 2-in 1 - with 13" FHD touch- convertible; with Aluminum			
		Currency	Unit Rate	Total Amount
	Item Basic Price	INR	97.500,00	97.500,00
	CGST% 9.00 %			8.775,00
	SGST% 9.00 %			8.775,00
	Item PO Price			115.050,00

Delivery Schedule:

Date	Quantity	Plant		
Total No. Of Items :-				4
			Currency	Amount
	Basic Price		INR	1.433.450,00
	Other Charges		INR	0,00
	Taxes		INR	258.021,00
	PO Price		INR	1.691.471,00

PURCHASE ORDER PRICE: RUPEES SIXTEEN LAKH NINETY ONE THOUSAND FOUR HUNDRED SEVENTY ONE ONLY

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Seller's Detail DELL INTERNATIONAL SERVICES INDIA PVT LTD INDOSPACE SKCL INDUSTRIAL PARK BUILDING,C O YCH LOGISTICS IN B1A PANRUTI B VILLAGE VANDALUR WALAJABAD,SRIPERUMPUDAR TALUK KANCHIPURAM,631604,22 TAMIL NADU,INDIA PAN:AAACH1925Q GSTIN:33AAACH1925Q1ZH Vendor Code:0000171696 Kind Attn: Phone:	PO No : 4500337009 PO Release Date : 11.08.2021
	Buyer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name HARSH SONI Phone +918980041964 Email Harsh.Soni1@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	88.048,00
Other Charges	INR	0,00
Taxes	INR	15.848,64
PO Price	INR	103.896,64
In words, RUPEES ONE LAKH THREE THOUSAND EIGHT HUNDRED NINETY SIX AND PAISE SIXTY FOUR ONLY		

SPECIAL TERMS AND CONDITIONS (STC)

1,0 Scope of Work

Not Applicable

2,0 Effective Date

Not Applicable

3,0 Delivery Term

DAP - Delivered at Place

4,0 Delivery Point

Not Applicable

5,0 Delivery Schedule

Not Applicable

6,0 Price

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Not Applicable

7,0 Taxes

Not Applicable

8,0 Payment Terms

Not Applicable

9,0 Dispatch Documents

Not Applicable

10,0 Liquidated Damages

Not Applicable

11,0 Securities

Not Applicable

12,0 Defect Liability Period

Not Applicable

13,0 Invoicing Address

Not Applicable

14,0 Specific Agreed Terms

Not Applicable

15,0 Notice and Communications

Not Applicable

Enclosures:

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

**ANNEXURE-I
PRICE SCHEDULE**

Sr. No.	Material Code/Description	UOM	Quantity			
50	7231600663 HSN No: 84714900 DESKTOP,HSN:84715000 19 Inch Dell monitors Code: E1920H Item text:19 Inch Dell monitors Code: E1920H	each	3,000			
				Currency	Unit Rate	Total Amount
	Item Basic Price	INR			7.600,00	22.800,00
	IGST% 18.00 %					4.104,00
	Item PO Price					26.904,00
Delivery Schedule:						
	Date	Quantity	Plant			
60	7231600663 HSN No: 84714900 DESKTOP,HSN:84715000 Monitors: 24 Inch Dell monitor Code: P2421 Item text:Monitors: 24 Inch Dell monitor Code: P2421	each	4,000			
				Currency	Unit Rate	Total Amount
	Item Basic Price	INR			14.000,00	56.000,00
	IGST% 18.00 %					10.080,00
	Item PO Price					66.080,00
Delivery Schedule:						
	Date	Quantity	Plant			
80	7265491403 HSN No: 84716060 WIRELESS MOUSE Laptop Mouse (WIFI) Model: WM126 Item text:Laptop Mouse (WIFI) Model: WM126	each	16,000			
				Currency	Unit Rate	Total Amount
	Item Basic Price	INR			578,00	9.248,00

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Sr. No.	Material Code/Description	UOM	Quantity
	IGST% 18.00 %		1.664,64
	Item PO Price		10.912,64

Delivery Schedule:

Date	Quantity	Plant
Total No. Of Items :-		
		3

	Currency	Amount
Basic Price	INR	88.048,00
Other Charges	INR	0,00
Taxes	INR	15.848,64
PO Price	INR	103.896,64

PURCHASE ORDER PRICE: RUPEES ONE LAKH THREE THOUSAND EIGHT HUNDRED NINETY SIX AND PAISE SIXTY FOUR ONLY

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Seller's Detail DELL INTERNATIONAL SERVICES INDIA PVT LTD SUNGUVARCHATRAM POST,M 4 SIPCOT INDUSTRIAL PARK SRIPERUMBUDUR, KANCHIPURAM,602106,22 TAMIL NADU,INDIA PAN:AAACH1925Q GSTIN:33AAACH1925Q2ZG Vendor Code:0000132319 Kind Attn: Phone: Mobile:	PO No : 4500337010 PO Release Date : 12.08.2021
	Buyer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name HARSH SONI Phone +918980041964 Email Harsh.Soni1@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	81.600,00
Other Charges	INR	0,00
Taxes	INR	14.688,00
PO Price	INR	96.288,00
In words, RUPEES NINETY SIX THOUSAND TWO HUNDRED EIGHTY EIGHT ONLY		

SPECIAL TERMS AND CONDITIONS (STC)

1,0 Scope of Work

Not Applicable

2,0 Effective Date

Not Applicable

3,0 Delivery Term

DAP - Delivered at Place

4,0 Delivery Point

Not Applicable

5,0 Delivery Schedule

Not Applicable

6,0 Price

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Not Applicable

7,0 Taxes

Not Applicable

8,0 Payment Terms

Not Applicable

9,0 Dispatch Documents

Not Applicable

10,0 Liquidated Damages

Not Applicable

11,0 Securities

Not Applicable

12,0 Defect Liability Period

Not Applicable

13,0 Invoicing Address

Not Applicable

14,0 Specific Agreed Terms

Not Applicable

15,0 Notice and Communications

Not Applicable

Enclosures:

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

**ANNEXURE-I
PRICE SCHEDULE**

Sr. No.	Material Code/Description	UOM	Quantity		
70	7231600663 HSN No: 84714900 DESKTOP,HSN:84715000 Desktop Model: OptiPlex 3080 SFF Item text:Desktop Model: OptiPlex 3080 SFF	each	2,000		
				Currency	Unit Rate
	Item Basic Price			INR	40.800,00
	IGST% 18.00 %				
	Item PO Price				81.600,00
					14.688,00
					96.288,00
	Delivery Schedule:				
	Date	Quantity	Plant		
Total No. Of Items :-					1
				Currency	Amount
	Basic Price			INR	81.600,00
	Other Charges			INR	0,00
	Taxes			INR	14.688,00
	PO Price			INR	96.288,00

PURCHASE ORDER PRICE: RUPEES NINETY SIX THOUSAND TWO HUNDRED EIGHTY EIGHT ONLY

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Contractor's details RANOSYS TECHNOLOGIES PVT LTD ,5-C-7 DUPLEX COLONY BIKANER,334004,20 RAJASTHAN,INDIA PAN:AAECR2633P GSTIN:08AAECR2633P1ZZ Vendor Code:0000184369 Kind Attn: Phone: Mobile: Email:INFO@RANOSYS.COM	SO No : 5700301120 SO Release Date : 05.10.2021
	Employer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name HARSH SONI Phone +918980041964 Email Harsh.Soni1@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	500.000,00
Other Charges	INR	0,00
Taxes	INR	90.000,00
SO Price	INR	590.000,00
In words, RUPEES FIVE LAKH NINETY THOUSAND ONLY		

SPECIAL TERMS AND CONDITIONS (STC)

1,0 Scope of Work

Not Applicable

2,0 Effective Date

Not Applicable

3,0 Site

Not Applicable

4,0 Completion Schedule

Not Applicable

5,0 Price

Not Applicable

6,0 Taxes

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

Not Applicable

7,0 Payment Terms

Not Applicable

8,0 Liquidated Damages

Not Applicable

9,0 Securities

Not Applicable

10,0 Defect Liability Period

Not Applicable

11,0 Invoicing Address

Not Applicable

12,0 Specific Agreed Terms

Not Applicable

13,0 Notice and Communications

Not Applicable

Enclosures:

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

BOQ For 00010. Meet&Greet_Antivirus_Integration.
Plant : 1142

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	180002217 IGST%: 18.00% IGST Amount:	LUMP SUM	1,000	500000.00/1	500000.00 90000.00
	SAC Code: 998714 DEVELOP, SOFTWARE				

No of Items : 1

Subtotal : 590.000,00

	Currency	Amount
Basic Price	INR	500.000,00
Other Charges	INR	0,00
Taxes	INR	90.000,00
SO Price	INR	590.000,00

in Words, RUPEES FIVE LAKH NINETY THOUSAND ONLY

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

Contractor's details IBM INDIA PVT LTD PRAHALAD NAGAR CORPORATE ROAD,UNIT 1 GRND FLOOR TITANIUM VEJALPUR SATELLITE, AHMEDABAD,380015,06 GUJARAT,INDIA PAN:AAACI4403L GSTIN:24AAACI4403L1ZU Vendor Code:0000104257 Kind Attn: Phone: Mobile: Email:ARGUJARA@IN.IBM.COM	SO No : 5700302528 SO Release Date : 22.11.2021
	Employer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name NISHANT KHIRASARIYA Phone +917925557531 Email nishant.khirsariya@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	794.942,56
Other Charges	INR	0,00
Taxes	INR	143.089,66
SO Price	INR	938.032,22
In words, RUPEES NINE LAKH THIRTY EIGHT THOUSAND THIRTY TWO AND PAISE TWENTY TWO ONLY		

Service Order For Meet & Greet application Integration with SAP For Adani Group.

SPECIAL TERMS AND CONDITIONS (STC)

1,0 Scope of Work

Not Applicable

2,0 Effective Date

Not Applicable

3,0 Site

Not Applicable

4,0 Completion Schedule

Not Applicable

5,0 Price

794,942.56 INR (GST extra at actual,if applicable).

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

6,0 Taxes

GST extra at actual.

7,0 Payment Terms

30 Days From The Date Of Invoice

8,0 Liquidated Damages

Not Applicable

9,0 Securities

Not Applicable

10,0 Defect Liability Period

Not Applicable

11,0 Invoicing Address

STC (Special Terms & Conditions) and specially mentioned other clauses shall be read in conjunction with GTC (General Terms & Conditions) and will be considered as final & superceding GTC in case of any contradiction / conflict.

1.SEND YOUR ORDER CONFIRMATION WITH IN 2 WORKING DAYS BY MAIL/FAX/COURIER.

2. YOUR INVOICE SHOULD BE IN FAVOUR OF BELOW SAID NAME & ADDRESS (DO NOT USE ANY ABBREVIATION AND/OR SHORT NAME)

Billing & Delivery Address:

Adani Mangaluru International Airport Ltd
Mangalore International Airport Bajpe Main Rd,
Kenjar HC, Karnataka 574142

3. FOR DELIVERY ADDRESS, REFER DELIVERY DESTINATION AS MENTIONED IN THIS PO.

This Order copy is electronically generated; hence, manual signature is not necessary.

12,0 Specific Agreed Terms

Not Applicable

13,0 Notice and Communications

Not Applicable

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

Enclosures:

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

**BOQ For 00010. Meet & Greet application Integration wit.
 Plant : 1142**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	180002356 IGST%: 18.00% IGST Amount:	LUMP SUM	1,000	794942.56/1	794942.56 143089.66
	SAC Code: 998314 IMPLEMENT, SOFTWARE				

No of Items : 1

Subtotal : 938.032,22

	Currency	Amount
Basic Price	INR	794.942,56
Other Charges	INR	0,00
Taxes	INR	143.089,66
SO Price	INR	938.032,22

in Words, RUPEES NINE LAKH THIRTY EIGHT THOUSAND THIRTY TWO AND PAISE TWENTY TWO ONLY

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

Contractor's details GRAYMATTER SOFTWARE SERVICES PVT LTD WEST WING RMZ ECO WORLD,4TH FLOOR BUILDING 1 DEVERABIASANAHALLI,,BELLANDHUR POST BANGALORE,560103,10 KARNATAKA,INDIA PAN:AACCG6385M GSTIN:29AACCG6385M1ZX Vendor Code:0000194444 Kind Attn: Phone: Mobile:	SO No : 5700299058 SO Release Date : 19.07.2021
	Employer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name HARSH SONI Phone +918980041964 Email Harsh.Soni1@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	1,000,000.00
Other Charges	INR	0.00
Taxes	INR	180,000.00
SO Price	INR	1,180,000.00
In words, RUPEES ELEVEN LAKH EIGHTY THOUSAND ONLY		

SPECIAL TERMS AND CONDITIONS (STC)

1.0 Scope of Work

Not Applicable

2.0 Effective Date

Not Applicable

3.0 Site

Not Applicable

4.0 Completion Schedule

Not Applicable

5.0 Price

Not Applicable

6.0 Taxes

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

GST extra as actual

7.0 Payment Terms

100% of monthly invoice value shall be paid within thirty (30) days from the date of receipt of Invoice duly certified by respective Airport representative / CAO. Invoicing to be done on quarterly basis
Invoicing to be done on monthly basis

8.0 Liquidated Damages

Not Applicable

9.0 Securities

Not Applicable

10.0 Defect Liability Period

Not Applicable

11.0 Invoicing Address

Not Applicable

12.0 Specific Agreed Terms

Not Applicable

13.0 Notice and Communications

Not Applicable

Enclosures:

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

**BOQ For 00010. Implementation of CXO Dashboard (Digital.
 Plant : 1142**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	180002356 IGST%: 18.00% IGST Amount:	LUMP SUM	1.000	1000000.00/1	1000000.00 180000.00
	SAC Code: 998314 IMPLEMENT, SOFTWARE				

No of Items : 1

Subtotal : 1,180,000.00

	Currency	Amount
Basic Price	INR	1,000,000.00
Other Charges	INR	0.00
Taxes	INR	180,000.00
SO Price	INR	1,180,000.00

in Words, RUPEES ELEVEN LAKH EIGHTY THOUSAND ONLY

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

Seller's Detail MERIDIAN INFOTECH LTD 15 PUNIT NAGAR,201-202 VICE REGAL VADODARA,390001,06 GUJARAT,INDIA PAN:AABCM3420E GSTIN:24AABCM3420E1Z5 Vendor Code:0000103950 Kind Attn: Phone: Mobile: Email:DEVANG@MERIDIAN.CO.IN	PO No : 4500338924 PO Release Date : 07.01.2022
	Buyer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name HARSH SONI Phone +918980041964 Email Harsh.Soni1@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	381,731.00
Other Charges	INR	0.00
Taxes	INR	68,711.58
PO Price	INR	450,442.58
In words, RUPEES FOUR LAKH FIFTY THOUSAND FOUR HUNDRED FORTY TWO AND PAISE FIFTY EIGHT ONLY		

Supply of switches components for IXE airport

SPECIAL TERMS AND CONDITIONS (STC)

1.0 Scope of Work

Supply of switches components for IXE airport

2.0 Effective Date

Not Applicable

3.0 Delivery Term

DAP - Delivered at Place

4.0 Delivery Point

Adani Mangaluru International Airport.
Bajpe Main Road,Kenjar, Po- Bajpe.
Mangaluru - 574142, Karnataka, India.

5.0 Delivery Schedule

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Not Applicable

6.0 Price

as per the ARC prices

7.0 Taxes

GST extra as actual

8.0 Payment Terms

within 30 days of material receipt

9.0 Dispatch Documents

Not Applicable

10.0 Liquidated Damages

not applicable

11.0 Securities

Not Applicable

12.0 Defect Liability Period

as per the manufacturing warranty

13.0 Invoicing Address

Adani Mangaluru International Airport.
Bajpe Main Road, Kenjar, Po- Bajpe.
Mangaluru - 574142, Karnataka, India.

14.0 Specific Agreed Terms

as per the ARC

15.0 Notice and Communications

Not Applicable

Enclosures:

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

**ANNEXURE-I
PRICE SCHEDULE**

Sr. No.	Material Code/Description	UOM	Quantity		
30	7153100493 HSN No: 85176290 SFP MODULE,SFP-10G-SR,CISCO SFP-10G-LR-S= 10GBASE-LR SFP Module, Enterprise-Class Item text:SFP-10G-LR-S= 10GBASE-LR SFP Module, Enterprise-Class	each	3.000		
				Currency	Unit Rate
	Item Basic Price			INR	39,444.00
	IGST% 18.00 %				21,299.76
	Item PO Price				139,631.76
	Delivery Schedule:				
	Date	Quantity	Plant		
40	7265620773 HSN No: 85176990 SWITCH,NETWORK,MM:C9200-24P-E,CISCO C9500-NM-8X= Cisco Catalyst 9500 8 x 10GE Network Module Item text:C9500-NM-8X= Cisco Catalyst 9500 8 x 10GE Network Module	each	2.000		
				Currency	Unit Rate
	Item Basic Price			INR	77,782.00
	IGST% 18.00 %				28,001.52
	Item PO Price				183,565.52
	Delivery Schedule:				
	Date	Quantity	Plant		
50	6048968283 HSN No: 85176290 POWER SUPPLY ,PWR-C1-1100WAC/2,CISCO GLC-TE= 1000BASE-T SFP transceiver module for Category 5 copper wire Item text:GLC-TE= 1000BASE-T SFP transceiver module for Category 5 copper wire	each	13.000		
				Currency	Unit Rate
	Item Basic Price			INR	8,295.00
	IGST% 18.00 %				19,410.30
	Item PO Price				127,245.30

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Sr. No.	Material Code/Description	UOM	Quantity
Delivery Schedule:			
	Date	Quantity	Plant
Total No. Of Items :-			3
		Currency	Amount
	Basic Price	INR	381,731.00
	Other Charges	INR	0.00
	Taxes	INR	68,711.58
	PO Price	INR	450,442.58
PURCHASE ORDER PRICE: RUPEES FOUR LAKH FIFTY THOUSAND FOUR HUNDRED FORTY TWO AND PAISE FIFTY EIGHT ONLY			

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Seller's Detail MERIDIAN INFOTECH LTD 15 PUNIT NAGAR,201-202 VICE REGAL VADODARA,390001,06 GUJARAT,INDIA PAN:AABCM3420E GSTIN:24AABCM3420E1Z5 Vendor Code:0000103950 Kind Attn: Phone: Mobile: Email:DEVANG@MERIDIAN.CO.IN	PO No : 4500340482 PO Release Date : 12.01.2022
	Buyer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name HARSH SONI Phone +918980041964 Email Harsh.Soni1@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	501,394.00
Other Charges	INR	0.00
Taxes	INR	90,250.92
PO Price	INR	591,644.92
In words, RUPEES FIVE LAKH NINETY ONE THOUSAND SIX HUNDRED FORTY FOUR AND PAISE NINETY TWO ONLY		

Passive materials considered for PAX Wi-Fi at Mangalore.
Project manager : Ranjit singh

SPECIAL TERMS AND CONDITIONS (STC)

1.0 Scope of Work

Supply of Passive materials considered for PAX Wi-Fi at Mangalore.

2.0 Effective Date

to be delivered within 2-4 weeks of order issuance

3.0 Delivery Term

DAP - Delivered at Place

4.0 Delivery Point

Mangaluru International Airport.
Bajpe Main Road,Kenjar, Po- Bajpe.
Mangaluru - 574142, Karnataka, India.

5.0 Delivery Schedule

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Not Applicable

6.0 Price

as per the ARC rates of passive cabling materials

7.0 Taxes

GST as per actual

8.0 Payment Terms

Payment will be processed within 30 days of service completion.

9.0 Dispatch Documents

Delivery challan and Tax Invoice

10.0 Liquidated Damages

not applicable

11.0 Securities

Not Applicable

12.0 Defect Liability Period

Not Applicable

13.0 Invoicing Address

Mangaluru International Airport.
Bajpe Main Road, Kenjar, Po- Bajpe.
Mangaluru - 574142, Karnataka, India.

14.0 Specific Agreed Terms

Not Applicable

15.0 Notice and Communications

Not Applicable

Enclosures:

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

**ANNEXURE-I
PRICE SCHEDULE**

Sr. No.	Material Code/Description	UOM	Quantity		
10	7153020113 HSN No: 85447090 24-CORE OUTSIDE PLANT CABLE,PN:2120124-4 CommScope 24-core Outside Plant Cable - Corrugated Steel tape Armored, Loose-tube, Gel-filled, 9/125 SM OS2	Meter	2,000.000		
				Currency	Unit Rate
	Item Basic Price	INR	122.00		Total Amount
	IGST% 18.00 %				244,000.00
	Item PO Price				43,920.00
					287,920.00
Delivery Schedule:					
	Date	Quantity	Plant		
20	7153121243 HSN No: 85447090 LC PIGTAILS,PN:91.L0.832.00B00-6,MOLEX CommScope FMS,48F(SM)OS2 Loaded with Splice Tray/LC-Pigtals/adapters/splice Protectors	each	2.000		
				Currency	Unit Rate
	Item Basic Price	INR	27,500.00		Total Amount
	IGST% 18.00 %				55,000.00
	Item PO Price				9,900.00
					64,900.00
Delivery Schedule:					
	Date	Quantity	Plant		
30	7153121243 HSN No: 85447090 LC PIGTAILS,PN:91.L0.832.00B00-6,MOLEX CommScope FMS,12F(SM)OS2 Loaded with Splice Tray/LC-Pigtals/adapters/splice Protectors	each	8.000		
				Currency	Unit Rate
	Item Basic Price	INR	9,936.00		Total Amount
	IGST% 18.00 %				79,488.00
	Item PO Price				14,307.84
					93,795.84

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Sr. No.	Material Code/Description	UOM	Quantity		
Delivery Schedule:					
	Date	Quantity	Plant		
40	7265493013 HSN No: 85447090 LC-LC, DUPLEX, 50/125, OM3 MULTIMODE, 3 CommScope LC-LC SM Duplex Patch Cord,3 Mtr	each	32.000		
				Currency	Unit Rate Total Amount
	Item Basic Price			INR	1,183.00 37,856.00
	IGST% 18.00 %				6,814.08
	Item PO Price				44,670.08
Delivery Schedule:					
	Date	Quantity	Plant		
50	6795304293 HSN No: 85369090 CABLE TIE 400 MM Cable Tie (200mm)	Pack	8.000		
				Currency	Unit Rate Total Amount
	Item Basic Price			INR	300.00 2,400.00
	IGST% 18.00 %				432.00
	Item PO Price				2,832.00
Delivery Schedule:					
	Date	Quantity	Plant		
60	5999975343 HSN No: 39174000 SUPPLY OF 32 MM HDPE PIPE WITH ACCESSORI 32mm HDPE Pipe	Meter	2,000.000		
				Currency	Unit Rate Total Amount
	Item Basic Price			INR	39.00 78,000.00
	IGST% 18.00 %				14,040.00
	Item PO Price				92,040.00
Delivery Schedule:					
	Date	Quantity	Plant		
70	2065620233 HSN No: 85447090 HDPE PIPES WITH COUPLER	Meter	30.000		

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(Seller's Authorised Signatory)

Sr. No.	Material Code/Description	UOM	Quantity		
	PLATE Coupler for HDPE Pipe				
		Currency	Unit Rate	Total Amount	
	Item Basic Price	INR	30.00	900.00	
	IGST% 18.00 %			162.00	
	Item PO Price			1,062.00	

Delivery Schedule:

Date	Quantity	Plant		
80	7265494443		each	5.000
	HSN No: 84733091			
	CABLE MANAGER,LAN,1U			
	1U Cable Manager			

	Currency	Unit Rate	Total Amount
Item Basic Price	INR	750.00	3,750.00
IGST% 18.00 %			675.00
Item PO Price			4,425.00

Delivery Schedule:

Date	Quantity	Plant	
Total No. Of Items :-			8

	Currency	Amount
Basic Price	INR	501,394.00
Other Charges	INR	0.00
Taxes	INR	90,250.92
PO Price	INR	591,644.92

PURCHASE ORDER PRICE: RUPEES FIVE LAKH NINETY ONE THOUSAND SIX HUNDRED FORTY FOUR AND PAISE NINETY TWO ONLY

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Seller's Detail NIPUN NET SOLUTIONS PVT LTD PLOT NO 802 AND 803,FLAT NO 501 AND 502 AYYAPPA CENTRAL,SRI SWAMY AYYAPPA SOCIETY MADHAPUR HYDERABAD,500081,36 TELANGANA,INDIA PAN:AABCN5037G GSTIN:36AABCN5037G1ZM Vendor Code:0000179308 Kind Attn: Phone: Mobile: Email:RAMESHK@NIPUN.NET	PO No : 4500340272 PO Release Date : 06.01.2022
	Buyer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name HARSH SONI Phone +918980041964 Email Harsh.Soni1@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	4,490,318.00
Other Charges	INR	0.00
Taxes	INR	802,185.12
PO Price	INR	5,292,503.12
In words, RUPEES FIFTY TWO LAKH NINETY TWO THOUSAND FIVE HUNDRED THREE AND PAISE TWELVE ONLY		

Subject: Supply of WLAN solution for IT team at MIAL Airport, Mangaluru.

SPECIAL TERMS AND CONDITIONS (STC)

1.0 Scope of Work

1.1 Scope of work under this contract broadly covers but not limited to Supply of WLAN solution for IT team at MIAL Airport, Mangaluru as per Technical Specifications, attached BOQ and direction of the Owner's Engineer In-Charge and as per attached price schedule at Mangaluru Airport, Mangaluru as per Technical Specifications, attached BOQ and direction of the Owner's Engineer In-Charge.

2.0 Effective Date

2.1 Effective date shall the Contract release date.

3.0 Delivery Term

FOB - Free on board

4.0 Delivery Point

Mangaluru International Airport.
Bajpe Main Road,Kenjar, Po- Bajpe.

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Mangaluru - 574142, Karnataka, India.

5.0 Delivery Schedule

Complete project delivery & Implementation at MIAL Airport, Mangaluru shall be done in 24 Weeks from the effective date of Contract.

6.0 Price

Not Applicable

7.0 Taxes

6.1 The Contract Price is inclusive of all taxes and duties except Goods & Services Tax (GST).

6.2 GST shall be payable extra as per prevailing rate.

6.3 Any other tax leviable on the date of Contract, whether considered or not by the Contractor in their final Offer, shall be to account of the Contractor. Any new Tax or variation in applicable Taxes after the award of the Contract up to the Scheduled Completion of the entire Services shall be to the account of the Employer. Contractor shall inform the applicability of Taxes & Duties to Employer and take prior approval before raising such invoice.

6.4 The Contractor shall:

- (i) Deposit applicable GST with the relevant government authority.
- (ii) File returns and such other analogous statutory filings in respect thereto with the relevant government authorities, in accordance with manner and timelines stipulated under applicable laws.
- (iii) Submit to Employer all relevant documentation evidencing such compliance and deposit of GST within three (3) days of filings and/or deposit.

6.5 Employer shall be entitled to withhold payments due to Contractor under this Service Order, to the extent GST amounts are not deposited by Contractor with the government authorities, along with any interest, fine and/ or penalty that may be levied under applicable laws, if Contractor fails to comply with this Clause. Contractor shall comply with all requirements stipulated under applicable laws in respect of deposit of taxes, duties, cess, surcharge or similar levies with relevant government authority. Any expenses suffered by Employer on account of Contractor's non-compliance with such applicable laws shall be to Contractor's account.

8.0 Payment Terms

100% of the material cost should be against delivery of the material at respective airports within 30 days from the date of submission of clear invoice duly certified by CAO/ respective LIAL representative

9.0 Dispatch Documents

Not Applicable

10.0 Liquidated Damages

In the event of delay in delivery/ completion of the works as specified under the scope of the Contract due to the reasons attributable to the Contractor, the Contractor shall be liable to pay Liquidated

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Damages (LD) @ 1% of the Contract value for each completed week of delay or part thereof subject to a maximum of 10% of the Contract value.

11.0 Securities

Not Applicable

12.0 Defect Liability Period

1. One year hardware warranty for all the access points and Controller from the date of supply
2. Three years hardware warranty for DNAC appliance, ISE appliance and Servers

13.0 Invoicing Address

Mangaluru International Airport.
Bajpe Main Road, Kenjar, Po- Bajpe.
Mangaluru - 574142, Karnataka, India.

14.0 Specific Agreed Terms

1. All the other terms and conditions shall be applicable as per the scope of works mutually agreed via email dated 3rd December 2021
2. The following mutually agreed list of documents shall become part of contract
 - a. Technical Scope of Works
 - b. Service Level Agreements
 - c. Information/Cyber Security Compliances
3. The Contract price is proposed for 36 months (3years) operations.
4. In cases where NNSL requires the defective parts to be returned to its office, replacement of parts will be supplied only after the defective parts are received at NNSL office.
5. NNSL shall undertake to repair or replace any defective part that needs replacement or repair by the reason of defective workmanship or defects to our notice during the warranty period. Such repairs, if need to be done on bench at our site, the transport costs need to be borne by MIAL.
6. Applicable for NNSL:
Any complaints in respect of products supplied must be reported within 4 working days from the date of delivery of goods, with proper reason assigned. NNSL may repair or replace the said defective parts.

15.0 Notice and Communications

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Enclosures:

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

**ANNEXURE-I
PRICE SCHEDULE**

Sr. No.	Material Code/Description	UOM	Quantity			
10	7153013463 HSN No: 85176290 WIRELESS CONTROL,C9800-40-K9,CISCO C9800-L-F-K9 Cisco Catalyst 9800-L Wireless Controller_Fiber Uplink Item text:C9800-L-F-K9 Cisco Catalyst 9800-L Wireless Controller_Fiber Uplink	each	2.000			
				Currency	Unit Rate	Total Amount
	Item Basic Price			INR	172,130.00	344,260.00
	IGST% 18.00 %					61,966.80
	Item PO Price					406,226.80
	Delivery Schedule:					
	Date	Quantity	Plant			
	28.02.2022	2.000	1142			
20	7153013443 HSN No: 85176290 WIRELESS CONTROL,C9800-PWR- BLANK,CISCO C9800L-RMNT C9800 Wireless Controller Rack Mount Tray Item text:C9800L-RMNT C9800 Wireless Controller Rack Mount Tray	each	2.000			
				Currency	Unit Rate	Total Amount
	Item Basic Price			INR	3,058.00	6,116.00
	IGST% 18.00 %					1,100.88
	Item PO Price					7,216.88
	Delivery Schedule:					
	Date	Quantity	Plant			
	28.02.2022	2.000	1142			
30	7153013463 HSN No: 85176290 WIRELESS CONTROL,C9800-40-K9,CISCO C9800-L-F-K9 Cisco Catalyst 9800-L Wireless Controller_Fiber Uplink Item text:C9800-L-F-K9 Cisco Catalyst 9800-L Wireless Controller_Fiber Uplink	each	2.000			
				Currency	Unit Rate	Total Amount
	Item Basic Price			INR	172,130.00	344,260.00

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Sr. No.	Material Code/Description	UOM	Quantity	
	IGST% 18.00 %			61,966.80
	Item PO Price			406,226.80
Delivery Schedule:				
	Date	Quantity	Plant	
	28.02.2022	2.000	1142	
40	7153013443 HSN No: 85176290 WIRELESS CONTROL,C9800-PWR- BLANK,CISCO C9800L-RMNT C9800 Wireless Controller Rack Mount Tray	each	2.000	
	Item text:C9800L-RMNT C9800 Wireless Controller Rack Mount Tray			
		Currency	Unit Rate	Total Amount
	Item Basic Price	INR	3,058.00	6,116.00
	IGST% 18.00 %			1,100.88
	Item PO Price			7,216.88
Delivery Schedule:				
	Date	Quantity	Plant	
	28.02.2022	2.000	1142	
50	7241011513 HSN No: 85176990 SFP-10G-LR= SFP-10G-LR= 10GBASE-LR SFP Module	each	4.000	
	Item text:SFP-10G-LR= 10GBASE-LR SFP Module			
		Currency	Unit Rate	Total Amount
	Item Basic Price	INR	64,170.00	256,680.00
	IGST% 18.00 %			46,202.40
	Item PO Price			302,882.40
Delivery Schedule:				
	Date	Quantity	Plant	
	28.02.2022	4.000	1142	
60	7241011513 HSN No: 85176990 SFP-10G-LR= GLC-BX-U= 1000BASE-BX SFP, 1310NM	each	4.000	
	Item text:GLC-BX-U= 1000BASE-BX SFP, 1310NM			

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Sr. No.	Material Code/Description	UOM	Quantity	
		Currency	Unit Rate	Total Amount
	Item Basic Price	INR	20,882.00	83,528.00
	IGST% 18.00 %			15,035.04
	Item PO Price			98,563.04
Delivery Schedule:				
	Date	Quantity	Plant	
70	7241011513 HSN No: 85176990 SFP-10G-LR= GLC-BX-U= 1000BASE-BX SFP, 1310NM	each	4.000	
	Item text:GLC-BX-U= 1000BASE-BX SFP, 1310NM			
	Item Basic Price	INR	20,882.00	83,528.00
	IGST% 18.00 %			15,035.04
	Item PO Price			98,563.04
Delivery Schedule:				
	Date	Quantity	Plant	
80	7153010007 HSN No: 85176290 CATALYST,PN:C9115AXI-D,CISCO C9120AXI-D C9120AX Internal 802.11ax 4x4:4 MIMO;IOT;BT5;mGig;USB;RHL Item text:C9120AXI-D C9120AX Internal 802.11ax 4x4:4 MIMO;IOT;BT5;mGig;USB;RHL	each	78.000	
	Item Basic Price	INR	31,354.00	2,445,612.00
	IGST% 18.00 %			440,210.16
	Item PO Price			2,885,822.16
Delivery Schedule:				
	Date	Quantity	Plant	
	28.02.2022	78.000	1142	
100	7231600663 HSN No: 84714900 DESKTOP,HSN:84715000 UCSC-C220-M5SX UCS C220 M5 SFF 10 HD w/o CPU, mem, HD, PCIe, PSU Item text:UCSC-C220-M5SX UCS C220 M5 SFF 10 HD w/o CPU, mem, HD, PCIe, PSU	each	2.000	
	Item Basic Price	INR	31,354.00	2,445,612.00
	IGST% 18.00 %			440,210.16
	Item PO Price			2,885,822.16
Delivery Schedule:				
	Date	Quantity	Plant	
	28.02.2022	78.000	1142	
	Item Basic Price	INR	31,354.00	2,445,612.00
	IGST% 18.00 %			440,210.16
	Item PO Price			2,885,822.16

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Sr. No.	Material Code/Description	UOM	Quantity	
	Item Basic Price	INR	64,583.00	129,166.00
	IGST% 18.00 %			23,249.88
	Item PO Price			152,415.88

Delivery Schedule:

Date	Quantity	Plant		
110	7153013483		each	2.000
	HSN No: 85176100 RAM,DDR4,16GB,MM:UCS-MR- X16G1RS-H,CISCO UCS-MR-X16G1RT-H 16GB DDR4-2933-MHz RDIMM/1Rx4/1.2v Item text:UCS-MR-X16G1RT-H 16GB DDR4-2933-MHz RDIMM/1Rx4/1.2v			

	Currency	Unit Rate	Total Amount
Item Basic Price	INR	20,350.00	40,700.00
IGST% 18.00 %			7,326.00
Item PO Price			48,026.00

Delivery Schedule:

Date	Quantity	Plant		
120	6542044783		each	2.000
	HSN No: 85312000 CONTROLLER CARD,PN:280152,PEPL UCSC-MLOM-IRJ45 Intel i350 quad-port MLOM NIC Item text:UCSC-MLOM-IRJ45 Intel i350 quad-port MLOM NIC			

	Currency	Unit Rate	Total Amount
Item Basic Price	INR	15,442.00	30,884.00
IGST% 18.00 %			5,559.12
Item PO Price			36,443.12

Delivery Schedule:

Date	Quantity	Plant		
130	7153013433		each	4.000
	HSN No: 85044090 POWER SUPPLY,AC,PN:C9800-AC-750W- R,CISCO			

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Sr. No.	Material Code/Description	UOM	Quantity	
	UCSC-PSU1-770W Cisco UCS 770W AC Power Supply for Rack Server			
	Item text:UCSC-PSU1-770W Cisco UCS 770W AC Power Supply for Rack Server			
	Item Basic Price	Currency INR	Unit Rate 10,687.00	Total Amount 42,748.00
	IGST% 18.00 %			7,694.64
	Item PO Price			50,442.64
Delivery Schedule:				
	Date	Quantity	Plant	
140	5150101813	each	2.000	
	HSN No: 87089900 EQUIPMENT RACK,DWG:CON/SK/T/14 UCSC-RAILB-M4 Ball Bearing Rail Kit for C220 & C240 M4 & M5 rack servers			
	Item text:UCSC-RAILB-M4 Ball Bearing Rail Kit for C220 & C240 M4 & M5 rack servers			
	Item Basic Price	Currency INR	Unit Rate 3,364.00	Total Amount 6,728.00
	IGST% 18.00 %			1,211.04
	Item PO Price			7,939.04
Delivery Schedule:				
	Date	Quantity	Plant	
150	7285550353	each	2.000	
	HSN No: 85176290 LICENSE,HSN:85243111			
	Item Basic Price	Currency INR	Unit Rate 54,935.00	Total Amount 109,870.00
	IGST% 18.00 %			19,776.60
	Item PO Price			129,646.60
Delivery Schedule:				
	Date	Quantity	Plant	
160	7285550353	each	2.000	
	HSN No: 85176290 LICENSE,HSN:85243111			
	Item Basic Price	Currency INR	Unit Rate 69,658.00	Total Amount 139,316.00

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Sr. No.	Material Code/Description	UOM	Quantity	
	IGST% 18.00 %			25,076.88
	Item PO Price			164,392.88
Delivery Schedule:				
	Date	Quantity	Plant	
170	7153013483 HSN No: 85176100 RAM,DDR4,16GB,MM:UCS-MR- X16G1RS-H,CISCO	each	2.000	
		Currency	Unit Rate	Total Amount
	Item Basic Price	INR	23,393.00	46,786.00
	IGST% 18.00 %			8,421.48
	Item PO Price			55,207.48
Delivery Schedule:				
	Date	Quantity	Plant	
180	7153012013 HSN No: 85177090 ADAPTER MODULE,CVR-QSFP- SFP10G,CISCO UCSC-SAS-M5 Cisco 12G Modular SAS HBA (max 16 drives) UCS-SD120GM1X-EV 120 GB 2.5 inch Enterprise Value 6G SATA SSD Item text:UCSC-SAS-M5 Cisco 12G Modular SAS HBA (max 16 drives) UCS-SD120GM1X-EV 120 GB 2.5 inch Enterprise Value 6G SATA SSD	each	2.000	
		Currency	Unit Rate	Total Amount
	Item Basic Price	INR	16,867.00	33,734.00
	Item PO Price			33,734.00
Delivery Schedule:				
	Date	Quantity	Plant	
190	7153013253 HSN No: 85176990 EXPANSION MODULE,CP-8800-A-KEM,CISCO UCS-SD120GM1X-EV 120 GB 2.5 inch Enterprise Value 6G SATA SSD Item text:UCS-SD120GM1X-EV 120 GB 2.5 inch Enterprise Value 6G SATA SSD	each	4.000	
		Currency	Unit Rate	Total Amount
	Item Basic Price	INR	14,525.00	58,100.00
	IGST% 18.00 %			10,458.00

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Sr. No.	Material Code/Description	UOM	Quantity
	Item PO Price		68,558.00

Delivery Schedule:

Date	Quantity	Plant
200	7285330523	each
	HSN No: 85176290	
	SERVER,HSN:84715000	
	SNS-3615-K9 Small Secure Network Server for ISE Applications	

Item text:SNS-3615-K9 Small Secure Network Server for ISE Applications

	Currency	Unit Rate	Total Amount
Item Basic Price	INR	282,186.00	282,186.00
IGST% 18.00 %			50,793.48
Item PO Price			332,979.48

Delivery Schedule:

Date	Quantity	Plant
Total No. Of Items :-		
		19

	Currency	Amount
Basic Price	INR	4,490,318.00
Other Charges	INR	0.00
Taxes	INR	802,185.12
PO Price	INR	5,292,503.12

PURCHASE ORDER PRICE: RUPEES FIFTY TWO LAKH NINETY TWO THOUSAND FIVE HUNDRED THREE AND PAISE TWELVE ONLY

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Contractor's details NIPUN NET SOLUTIONS PVT LTD PLOT NO 802 AND 803,FLAT NO 501 AND 502 AYYAPPA CENTRAL,SRI SWAMY AYYAPPA SOCIETY MADHAPUR HYDERABAD,500081,36 TELANGANA,INDIA PAN:AABCN5037G GSTIN:36AABCN5037G1ZM Vendor Code:0000179308 Kind Attn: Phone: Mobile: Email:RAMESHK@NIPUN.NET	SO No : 5700303837 SO Release Date : 06.01.2022
	Employer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name HARSH SONI Phone +918980041964 Email Harsh.Soni1@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	5,452,722.00
Other Charges	INR	0.00
Taxes	INR	981,489.96
SO Price	INR	6,434,211.96
In words, RUPEES SIXTY FOUR LAKH THIRTY FOUR THOUSAND TWO HUNDRED ELEVEN AND PAISE NINETY SIX ONLY		

Subject: ITC of State-of-Art Wi-Fi (WLAN) Solution Infrastructure at MIAL, Mangaluru.

SPECIAL TERMS AND CONDITIONS (STC)

1.0 Scope of Work

1.1 Scope of work under this contract broadly covers but not limited to ITC of State-of-Art Wi-Fi (WLAN) Solution Infrastructure at MIAL, Mangaluru as per attached price schedule at MIAL Airport, Mangaluru as per Technical specifications, attached BOQ and direction of the Owner's Engineer In-Charge and as per attached price schedule at MIAL Airport, Mangaluru as per Technical Specifications, attached BOQ and direction of the Owner's Engineer In-Charge.

2.0 Effective Date

2.1 Effective date shall the Contract release date.

3.0 Site

Mangaluru International Airport.
Bajpe Main Road,Kenjar, Po- Bajpe.
Mangaluru - 574142, Karnataka, India.

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

4.0 Completion Schedule

Complete project delivery & Implementation at MIAL Airport, Mangaluru shall be done in 24 Weeks from the effective date of Contract.

5.0 Price

Not Applicable

6.0 Taxes

6.1 The Contract Price is inclusive of all taxes and duties except Goods & Services Tax (GST).

6.2 GST shall be payable extra as per prevailing rate (Present rate: 28%)

6.3 Any other tax leviable on the date of Contract, whether considered or not by the Contractor in their final Offer, shall be to account of the Contractor. Any new Tax or variation in applicable Taxes after the award of the Contract up to the Scheduled Completion of the entire Services shall be to the account of the Employer. Contractor shall inform the applicability of Taxes & Duties to Employer and take prior approval before raising such invoice.

6.4 The Contractor shall:

- (i) Deposit applicable GST with the relevant government authority.
- (ii) File returns and such other analogous statutory filings in respect thereto with the relevant government authorities, in accordance with manner and timelines stipulated under applicable laws.
- (iii) Submit to Employer all relevant documentation evidencing such compliance and deposit of GST within three (3) days of filings and/or deposit.

6.5 Employer shall be entitled to withhold payments due to Contractor under this Service Order, to the extent GST amounts are not deposited by Contractor with the government authorities, along with any interest, fine and/ or penalty that may be levied under applicable laws, if Contractor fails to comply with this Clause. Contractor shall comply with all requirements stipulated under applicable laws in respect of deposit of taxes, duties, cess, surcharge or similar levies with relevant government authority. Any expenses suffered by Employer on account of Contractor's non-compliance with such applicable laws shall be to Contractor's account.

7.0 Payment Terms

Applicable for both vendors (NNSL & MIL)

1. 100% of the material cost should be against delivery of the material at respective airports within 30days.
 2. 100% services payment against submission of successful work completion from respective airports
- All payments shall be released within thirty (30) days from the date of submission of clear invoice duly certified by CAO/ respective MIAL representative

8.0 Liquidated Damages

In the event of delay in delivery/ completion of the works as specified under the scope of the Contract due to the reasons attributable to the Contractor, the Contractor shall be liable to pay Liquidated Damages (LD) @ 1% of the Contract value for each completed week of delay or part thereof subject to a maximum of 10% of the Contract value.

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

9.0 Securities

Not Applicable

10.0 Defect Liability Period

In the event of delay in delivery/ completion of the works as specified under the scope of the Contract due to the reasons attributable to the Contractor, the Contractor shall be liable to pay Liquidated Damages (LD) @ 1% of the Contract value for each completed week of delay or part thereof subject to a maximum of 10% of the Contract value.

11.0 Invoicing Address

Mangaluru International Airport.
Bajpe Main Road, Kenjar, Po- Bajpe.
Mangaluru - 574142, Karnataka, India.

12.0 Specific Agreed Terms

1. All the other terms and conditions shall be applicable as per the scope of works mutually agreed via email dated 3rd December 2021
2. The following mutually agreed list of documents shall become part of contract
 - a. Technical Scope of Works
 - b. Service Level Agreements
 - c. Information/Cyber Security Compliances
3. The Contract price is proposed for 36 months (3years) operations.
4. In cases where NNSL requires the defective parts to be returned to its office, replacement of parts will be supplied only after the defective parts are received at NNSL office.
5. NNSL shall undertake to repair or replace any defective part that needs replacement or repair by the reason of defective workmanship or defects to our notice during the warranty period. Such repairs, if need to be done on bench at our site, the transport costs need to be borne by MIAL.

13.0 Notice and Communications

Not Applicable

Enclosures:

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

BOQ For 00010. Wifi Devices Service.

Plant : 1142

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	180002344 IGST%: 18.00% IGST Amount:	each	2.000	95652.00/1	191304.00 34434.72
	SAC Code: 998739 SITC, ACCESS CONTROL SYSTEM				
20.	180002344 IGST%: 18.00% IGST Amount:	each	2.000	95652.00/1	191304.00 34434.72
	SAC Code: 998739 SITC, ACCESS CONTROL SYSTEM				
30.	180002344 IGST%: 18.00% IGST Amount:	each	78.000	4765.00/1	371670.00 66900.60
	SAC Code: 998739 SITC, ACCESS CONTROL SYSTEM				
40.	180001504 IGST%: 18.00% IGST Amount:	each	78.000	7543.00/1	588354.00 105903.72
	SAC Code: 998713 SUPPORT, SOFTWARE				
	Partner Premium Support for ZoneFlex 2741 (3 years) PN: 908-2741-1002				
50.	180001504 IGST%: 18.00% IGST Amount:	each	78.000	6116.00/1	477048.00 85868.64
	SAC Code: 998713 SUPPORT, SOFTWARE				
	Partner Premium Support for ZoneFlex 2741 (3 years) PN: 908-2741-1002				
60.	180002344	each	1.000	145405.00/1	145405.00

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
	IGST%: 18.00%				26172.90
	IGST Amount:				
	SAC Code: 998739				
	SITC, ACCESS CONTROL SYSTEM				
70.	180001504	each	1.000	135903.00/1	135903.00
	IGST%: 18.00%				24462.54
	IGST Amount:				
	SAC Code: 998713				
	SUPPORT, SOFTWARE				
	Partner Premium Support for ZoneFlex 2741 (3 years) PN: 908-2741-1002				
80.	180001504	each	78.000	8256.00/1	643968.00
	IGST%: 18.00%				115914.24
	IGST Amount:				
	SAC Code: 998713				
	SUPPORT, SOFTWARE				
	Partner Premium Support for ZoneFlex 2741 (3 years) PN: 908-2741-1002				
90.	180002344	each	2.000	21443.00/1	42886.00
	IGST%: 18.00%				7719.48
	IGST Amount:				
	SAC Code: 998739				
	SITC, ACCESS CONTROL SYSTEM				
100.	180001504	each	2.000	40340.00/1	80680.00
	IGST%: 18.00%				14522.40
	IGST Amount:				
	SAC Code: 998713				
	SUPPORT, SOFTWARE				
	Partner Premium Support for ZoneFlex 2741 (3 years) PN: 908-2741-1002				

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
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No. of Items : 10

Subtotal : 3,384,855.96

**BOQ For 00020. Wifi Devices Service.
Plant : 1142**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
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10.	180001504 IGST%: 18.00% IGST Amount:	each	200.000	421.00/1	84200.00 15156.00
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SAC Code: 998713
SUPPORT, SOFTWARE

Partner Premium Support for ZoneFlex 2741 (3 years) PN: 908-2741-1002

No. of Items : 1

Subtotal : 99,356.00

**BOQ For 00030. Wifi Material Services.
Plant : 1142**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
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10.	220013088 IGST%: 18.00% IGST Amount:	Number	1.000	1500000.00/1	1500000.00 270000.00
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SAC Code: 998729
INSTALLATION CHARGES

20.	220013088 IGST%: 18.00% IGST Amount:	Number	1.000	1000000.00/1	1000000.00 180000.00
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SAC Code: 998729

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
INSTALLATION CHARGES					
No of Items : 2					Subtotal : 2,950,000.00
				Currency	Amount
	Basic Price			INR	5,452,722.00
	Other Charges			INR	0.00
	Taxes			INR	981,489.96
	SO Price			INR	6,434,211.96
in Words, RUPEES SIXTY FOUR LAKH THIRTY FOUR THOUSAND TWO HUNDRED ELEVEN AND PAISE NINETY SIX ONLY					

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(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

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Seller's Detail ASHTECH INFOTECH INDIA PVT LTD BEHIND GURUDWARA,GROUND FLOOR INFOTECH CENTRE S G HIGHWAY,THALTEJ AHMEDABAD,380059,06 GUJARAT,INDIA PAN:AAACA3604M GSTIN:24AAACA3604M1ZZ Vendor Code:0000173028 Kind Attn: Phone: Mobile: Email:ASHTECH_AHD@ASHINFO.COM	PO No : 4500341051 PO Release Date : 08.02.2022
	Buyer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name HARSH SONI Phone +918980041964 Email Harsh.Soni1@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	1,376,472.40
Other Charges	INR	0.00
Taxes	INR	247,765.03
PO Price	INR	1,624,237.43

In words, RUPEES SIXTEEN LAKH TWENTY FOUR THOUSAND TWO HUNDRED THIRTY SEVEN AND PAISE FORTY THREE ONLY

Supply and Installation of Fortinet Firewall Proposal at IXE Mangaluru.

SPECIAL TERMS AND CONDITIONS (STC)

1.0 Scope of Work

Supply and Installation of Fortinet Firewall Proposal at IXE Mangaluru.

2.0 Effective Date

Not Applicable

3.0 Delivery Term

DAP - Delivered at Place

4.0 Delivery Point

Mangaluru International Airport.
 Bajpe Main Road,Kenjar, Po- Bajpe.
 Mangaluru - 574142, Karnataka, India.

5.0 Delivery Schedule

Not Applicable

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

6.0 Price

As per ARC Terms

7.0 Taxes

GST extra as actual

8.0 Payment Terms

as per the ARC terms

9.0 Dispatch Documents

Delivery challand and Tax invoice with relvant documents.

10.0 Liquidated Damages

NA

11.0 Securities

as per the group ARC

12.0 Defect Liability Period

Not Applicable

13.0 Invoicing Address

Mangaluru International Airport.
Bajpe Main Road,Kenjar, Po- Bajpe.
Mangaluru - 574142, Karnataka, India.

14.0 Specific Agreed Terms

Not Applicable

15.0 Notice and Communications

Not Applicable

Enclosures:

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

**ANNEXURE-I
PRICE SCHEDULE**

Sr. No.	Material Code/Description	UOM	Quantity		
10	7244100213 HSN No: 998874 FIREWALL,FORTIGATE,MM:FG-61E,FORTINET FG-200F 18 x GE RJ45 (including 1 x MGMT port, 1 X HA port, 16 x switch ports), 8 x GE SFP slots, 4 x 10GE SFP+ slots, NP6XLite and CP9 hardware accelerated. Item text:FG-200F 18 x GE RJ45 (including 1 x MGMT port, 1 X HA port, 16 x switch ports), 8 x GE SFP slots, 4 x 10GE SFP+ slots, NP6XLite and CP9 hardware accelerated.	each	2.000		
		Currency	Unit Rate	Total Amount	
	Item Basic Price	INR	210,110.55	420,221.10	
	IGST% 18.00 %			75,639.80	
	Item PO Price			495,860.90	

Delivery Schedule:

Date	Quantity	Plant
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20	7285550353 HSN No: 85176290 LICENSE,HSN:85243111 998713 FC-10-F200F-811-02-36 Enterprise Protection (IPS, Advanced Malware Protection, Application Control, Web & Video Filtering, Antispam, Security Rating, IoT Detection, Industrial Security, FortiConverter Svc, and 24x7 FortiCare) Item text:998713 FC-10-F200F-811-02-36 Enterprise Protection (IPS, Advanced Malware Protection, Application Control, Web & Video Filtering, Antispam, Security Rating, IoT Detection, Industrial Security, FortiConverter Svc, and 24x7 FortiCare)	each	2.000		
		Currency	Unit Rate	Total Amount	
	Item Basic Price	INR	478,125.65	956,251.30	
	IGST% 18.00 %			172,125.23	
	Item PO Price			1,128,376.53	

Delivery Schedule:

Date	Quantity	Plant
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Total No. Of Items :-	2
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	Currency	Amount
Basic Price	INR	1,376,472.40
Other Charges	INR	0.00
Taxes	INR	247,765.03
PO Price	INR	1,624,237.43

PURCHASE ORDER PRICE: RUPEES SIXTEEN LAKH TWENTY FOUR THOUSAND TWO HUNDRED THIRTY SEVEN AND PAISE FORTY THREE ONLY

(Buyer's Authorised Signatory)**(Seller's Authorised Signatory)**

Contractor's details ASHTECH INFOTECH INDIA PVT LTD BEHIND GURUDWARA,GROUND FLOOR INFOTECH CENTRE S G HIGHWAY,THALTEJ AHMEDABAD,380059,06 GUJARAT,INDIA PAN:AAACA3604M GSTIN:24AAACA3604M1ZZ Vendor Code:0000173028 Kind Attn: Phone: Mobile: Email:ASHTECH_AHD@ASHINFO.COM	SO No : 5700304701 SO Release Date : 02.02.2022
	Employer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name HARSH SONI Phone +918980041964 Email Harsh.Soni1@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	95,000.00
Other Charges	INR	0.00
Taxes	INR	17,100.00
SO Price	INR	112,100.00
In words, RUPEES ONE LAKH TWELVE THOUSAND ONE HUNDRED ONLY		

Supply and Installation of Fortinet Firewall Proposal at IXE Mangaluru.

SPECIAL TERMS AND CONDITIONS (STC)

1.0 Scope of Work

Supply and Installation of Fortinet Firewall Proposal at IXE Mangaluru.

-Part Code: INS-COMPLETE

Ashtech one time configuration services + Basic LLD, HLD, Documentation and Knowledge transfer- 2 Qty

-Astech 24x7 Remote / Onsite support service for 3 Year - 2 Qty

2.0 Effective Date

Not Applicable

3.0 Site

Mangaluru International Airport.
 Bajpe Main Road,Kenjar, Po- Bajpe.
 Mangaluru - 574142, Karnataka, India.

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

4.0 Completion Schedule

Not Applicable

5.0 Price

As per ARC Terms

6.0 Taxes

GST extra as actual

7.0 Payment Terms

as per the ARC terms

8.0 Liquidated Damages

NA

9.0 Securities

as per the group ARC

10.0 Defect Liability Period

Not Applicable

11.0 Invoicing Address

Mangaluru International Airport.
Bajpe Main Road, Kenjar, Po- Bajpe.
Mangaluru - 574142, Karnataka, India.

12.0 Specific Agreed Terms

Not Applicable

13.0 Notice and Communications

Not Applicable

Enclosures:

(Employer's Authorised Signatory)**(Contractor's Authorised Signatory)**

**ANNEXURE I
PRICE SCHEDULE**

BOQ For 00010. Fortinet Firewall Service.
Plant : 1142

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	180001504 IGST%: 18.00% IGST Amount:	each	2.000	25000.00/1	50000.00 9000.00
	SAC Code: 998713 SUPPORT, SOFTWARE				
	Partner Premium Support for ZoneFlex 2741 (3 years) PN: 908-2741-1002				
20.	180001504 IGST%: 18.00% IGST Amount:	each	2.000	22500.00/1	45000.00 8100.00
	SAC Code: 998713 SUPPORT, SOFTWARE				
	Partner Premium Support for ZoneFlex 2741 (3 years) PN: 908-2741-1002				

No of Items : 2

Subtotal : 112,100.00

	Currency	Amount
Basic Price	INR	95,000.00
Other Charges	INR	0.00
Taxes	INR	17,100.00
SO Price	INR	112,100.00

in Words, RUPEES ONE LAKH TWELVE THOUSAND ONE HUNDRED ONLY

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

Seller's Detail MERIDIAN INFOTECH LTD 15 PUNIT NAGAR,201-202 VICE REGAL , VADODARA,390001,06 GUJARAT,INDIA PAN:AABCM3420E GSTIN:24AABCM3420E1Z5 Vendor Code:0000103950 Kind Attn: Phone: Mobile: Email:DEVANG@MERIDIAN.CO.IN	PO No : 4500340074 PO Release Date : 29.12.2021
	Buyer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name HARSH SONI Phone +918980041964 Email Harsh.Soni1@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	7,350,500.00
Other Charges	INR	0.00
Taxes	INR	1,323,090.00
PO Price	INR	8,673,590.00
In words, RUPEES EIGHTY SIX LAKH SEVENTY THREE THOUSAND FIVE HUNDRED NINETY ONLY		

Supply of CISCO Network Switches (PoE) & Supply, Installation, Testing, Commissioning & Implementation of Wi-Fi Solution

SPECIAL TERMS AND CONDITIONS (STC)

1.0 Scope of Work

Supply of CISCO Network Switches (PoE) & Supply, Installation, Testing, Commissioning & Implementation of Wi-Fi Solution

2.0 Effective Date

Not Applicable

3.0 Delivery Term

DAP - Delivered at Place

4.0 Delivery Point

Mangaluru International Airport.
Bajpe Main Road,Kenjar, Po- Bajpe.
Mangaluru - 574142, Karnataka, India.

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

5.0 Delivery Schedule

Supply within 6~8 Weeks from the date of release of order.

6.0 Price

Firm rate basis

7.0 Taxes

Currently GST is 18%. In case of any changes in GST during the contractual period, the payment towards GST shall be as per actuals.

8.0 Payment Terms

1. 100% of the material cost should be against delivery of the material at respective airports within 30days.
 2. 100% services payment against submission of successful work completion from respective airports
- All payments shall be released within thirty (30) days from the date of submission of clear invoice duly certified by CAO/ respective MIAL representative.

9.0 Dispatch Documents

Not Applicable

10.0 Liquidated Damages

In the event of delay in delivery/ completion of the works as specified under the scope of the Contract due to the reasons attributable to the Contractor, the Contractor shall be liable to pay Liquidated Damages (LD) @ 1% of the Contract value for each completed week of delay or part thereof subject to a maximum of 10% of the Contract value.

11.0 Securities

Not Applicable

12.0 Defect Liability Period

The defects liability period for the works submitted/executed shall be 36 months from the date of Go-Live.

13.0 Invoicing Address

Mangaluru International Airport.
Bajpe Main Road, Kenjar, Po- Bajpe.
Mangaluru - 574142, Karnataka, India.

14.0 Specific Agreed Terms

All the other terms and conditions shall be applicable as per the scope of works mutually agreed via email dated 3rd December 2021

15.0 Notice and Communications

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Not Applicable

Enclosures:

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

**ANNEXURE-I
PRICE SCHEDULE**

Sr. No.	Material Code/Description	UOM	Quantity			
10	7153012083 HSN No: 85176290 SWITCH,NETWORK,N9300-48P-1/10G-T,CISCO C9300L-24P-4X-A Catalyst 9300L 24p PoE, Network Advantage ,4x10G Uplink C9300L-NW-A-24 C9300L Network Advantage, 24-port license C9300L-STACK-BLANK Catalyst 9300L Blank Stack Module TE-C9K-SW TE agent for IOSXE on C9K FAN-T2 Cisco Type 2 Fan Module S9300LUK9-173 Cisco Catalyst 9300L XE 17.3 UNIVERSAL PWR-C1-715WAC-P 715W AC 80+ platinum Config 1 Power Supply PWR-C1-715WAC-P/2 715W AC 80+ platinum Config 1 SecondaryPower Supply CAB-TA-IN India AC Type A Power Cable C9300L-SSD-NONE No SSD Card Selected C9300L-DNA-A-24 C9300L Cisco DNA Advantage, 24-port Term Licenses C9300L-DNA-A-24-3Y C9300L Cisco DNA Advantage, 24-port, 3 Year Term license TE-EMBEDDED-T Cisco ThousandEyes Enterprise Agent IBN Embedded TE-EMBEDDED-T-3Y ThousandEyes - Enterprise Agents PI-LFAS-T Prime Infrastructure Lifecycle & Assurance Term - Smart Lic PI-LFAS-AP-T-3Y PI Dev Lic for Lifecycle & Assurance Term 3Y D-DNAS-EXT-S-T Cisco DNA Spaces Extend Term License for Catalyst Switches D-DNAS-EXT-S-3Y Cisco DNA Spaces Extend for Catalyst Switching - 3Year NETWORK-PNP-NONE Network Plug-n-Play Opt Out SKU Item text:C9300L-24P-4X-A Catalyst 9300L 24p PoE, Network Advantage ,4x10G Uplink C9300L-NW-A-24 C9300L Network Advantage, 24-port license C9300L-STACK-BLANK Catalyst 9300L Blank Stack Module TE-C9K-SW TE agent for IOSXE on C9K FAN-T2 Cisco Type 2 Fan Module S9300LUK9-173 Cisco Catalyst 9300L XE 17.3 UNIVERSAL PWR-C1-715WAC-P 715W AC 80+ platinum Config 1 Power Supply PWR-C1-715WAC-P/2 715W AC 80+ platinum Config 1 SecondaryPower Supply CAB-TA-IN India AC Type A Power Cable C9300L-SSD-NONE No SSD Card Selected C9300L-DNA-A-24 C9300L Cisco DNA Advantage, 24-port Term Licenses C9300L-DNA-A-24-3Y C9300L Cisco DNA Advantage, 24-port, 3 Year Term license TE-EMBEDDED-T Cisco ThousandEyes Enterprise Agent IBN Embedded TE-EMBEDDED-T-3Y ThousandEyes - Enterprise Agents PI-LFAS-T Prime Infrastructure Lifecycle & Assurance Term - Smart Lic PI-LFAS-AP-T-3Y PI Dev Lic for Lifecycle & Assurance Term 3Y D-DNAS-EXT-S-T Cisco DNA Spaces Extend Term License for Catalyst Switches D-DNAS-EXT-S-3Y Cisco DNA Spaces Extend for Catalyst Switching - 3Year NETWORK-PNP-NONE Network Plug-n-Play Opt Out SKU	each	13.000			
		Currency	Unit Rate	Total Amount		
	Item Basic Price	INR	171,415.00	2,228,395.00		
	IGST% 18.00 %			401,111.10		

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Sr. No.	Material Code/Description	UOM	Quantity	
	Item PO Price			2,629,506.10
Delivery Schedule:				
	Date	Quantity	Plant	
20	7153100493 HSN No: 85176290 SFP MODULE,SFP-10G-SR,CISCO SFP-10G-LR-S= 10GBASE-LR SFP Module, Enterprise-Class Item text:SFP-10G-LR-S= 10GBASE-LR SFP Module, Enterprise-Class	each	9.000	
		Currency	Unit Rate	Total Amount
	Item Basic Price	INR	36,864.00	331,776.00
	IGST% 18.00 %			59,719.68
	Item PO Price			391,495.68
Delivery Schedule:				
	Date	Quantity	Plant	
40	7153012083 HSN No: 85176290 SWITCH,NETWORK,N9300-48P-1/10G-T,CISCO C9300L-24P-4X-A Catalyst 9300L 24p PoE, Network Advantage ,4x10G Uplink C9300L-NW-A-24 C9300L Network Advantage, 24-port license C9300L-STACK-BLANK Catalyst 9300L Blank Stack Module TE-C9K-SW TE agent for IOSXE on C9K FAN-T2 Cisco Type 2 Fan Module S9300LUK9-173 Cisco Catalyst 9300L XE 17.3 UNIVERSAL PWR-C1-715WAC-P 715W AC 80+ platinum Config 1 Power Supply PWR-C1-715WAC-P/2 715W AC 80+ platinum Config 1 SecondaryPower Supply CAB-TA-IN India AC Type A Power Cable C9300L-SSD-NONE No SSD Card Selected C9300L-DNA-A-24 C9300L Cisco DNA Advantage, 24-port Term Licenses C9300L-DNA-A-24-3Y C9300L Cisco DNA Advantage, 24-port, 3 Year Term license TE-EMBEDDED-T Cisco ThousandEyes Enterprise Agent IBN Embedded TE-EMBEDDED-T-3Y ThousandEyes - Enterprise Agents PI-LFAS-T Prime Infrastructure Lifecycle & Assurance Term - Smart Lic PI-LFAS-AP-T-3Y PI Dev Lic for Lifecycle & Assurance Term 3Y D-DNAS-EXT-S-T Cisco DNA Spaces Extend Term License for Catalyst Switches D-DNAS-EXT-S-3Y Cisco DNA Spaces Extend for Catalyst Switching - 3Year NETWORK-PNP-NONE Network Plug-n-Play Opt Out SKU	each	7.000	
		Currency	Unit Rate	Total Amount
	Item Basic Price	INR	171,415.00	1,199,905.00
	IGST% 18.00 %			215,982.90
	Item PO Price			1,415,887.90
Delivery Schedule:				
	Date	Quantity	Plant	

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Sr. No.	Material Code/Description	UOM	Quantity		
50	7153100493 HSN No: 85176290 SFP MODULE,SFP-10G-SR,CISCO SFP-10G-LR-S= 10GBASE-LR SFP Module, Enterprise-Class	each	11.000		
	Item Basic Price	Currency INR	Unit Rate 36,864.00		Total Amount 405,504.00
	IGST% 18.00 %				72,990.72
	Item PO Price				478,494.72

Delivery Schedule:

Date	Quantity	Plant			
70	7153012083		each	5.000	
	HSN No: 85176290 SWITCH,NETWORK,N9300-48P-1/10G-T,CISCO C9300L-24P-4X-A Catalyst 9300L 24p PoE, Network Advantage ,4x10G Uplink C9300L-NW-A-24 C9300L Network Advantage, 24-port license C9300L-STACK-BLANK Catalyst 9300L Blank Stack Module TE-C9K-SW TE agent for IOSXE on C9K FAN-T2 Cisco Type 2 Fan Module S9300LUK9-173 Cisco Catalyst 9300L XE 17.3 UNIVERSAL PWR-C1-715WAC-P 715W AC 80+ platinum Config 1 Power Supply PWR-C1-715WAC-P/2 715W AC 80+ platinum Config 1 SecondaryPower Supply CAB-TA-IN India AC Type A Power Cable C9300L-SSD-NONE No SSD Card Selected C9300L-DNA-A-24 C9300L Cisco DNA Advantage, 24-port Term Licenses C9300L-DNA-A-24-3Y C9300L Cisco DNA Advantage, 24-port, 3 Year Term license TE-EMBEDDED-T Cisco ThousandEyes Enterprise Agent IBN Embedded TE-EMBEDDED-T-3Y ThousandEyes - Enterprise Agents PI-LFAS-T Prime Infrastructure Lifecycle & Assurance Term - Smart Lic PI-LFAS-AP-T-3Y PI Dev Lic for Lifecycle & Assurance Term 3Y D-DNAS-EXT-S-T Cisco DNA Spaces Extend Term License for Catalyst Switches D-DNAS-EXT-S-3Y Cisco DNA Spaces Extend for Catalyst Switching - 3Year NETWORK-PNP-NONE Network Plug-n-Play Opt Out SKU				
	Item Basic Price	Currency INR	Unit Rate 171,415.00		Total Amount 857,075.00
	IGST% 18.00 %				154,273.50
	Item PO Price				1,011,348.50

Delivery Schedule:

Date	Quantity	Plant			
80	7153100493		each	30.000	
	HSN No: 85176290 SFP MODULE,SFP-10G-SR,CISCO SFP-10G-LR-S= 10GBASE-LR SFP Module, Enterprise-Class				
	Item Basic Price	Currency INR	Unit Rate 36,864.00		Total Amount 1,105,920.00
	IGST% 18.00 %				199,065.60
	Item PO Price				1,304,985.60

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Sr. No.	Material Code/Description	UOM	Quantity	
	Item Basic Price	INR	36,864.00	1,105,920.00
	IGST% 18.00 %			199,065.60
	Item PO Price			1,304,985.60

Delivery Schedule:

Date	Quantity	Plant		
120	7285550353		each	13.000
	HSN No: 85176290 LICENSE,HSN:85243111 CON-SNT-C93024PX SNTC-8X5XNBD Catalyst 9300L 24p P			

Item text:CON-SNT-C93024PX SNTC-8X5XNBD Catalyst 9300L 24p P

	Currency	Unit Rate	Total Amount
Item Basic Price	INR	48,877.00	635,401.00
IGST% 18.00 %			114,372.18
Item PO Price			749,773.18

Delivery Schedule:

Date	Quantity	Plant		
150	7285550353		each	7.000
	HSN No: 85176290 LICENSE,HSN:85243111 CON-SNT-C93024PX SNTC-8X5XNBD Catalyst 9300L 24p P			

	Currency	Unit Rate	Total Amount
Item Basic Price	INR	48,877.00	342,139.00
IGST% 18.00 %			61,585.02
Item PO Price			403,724.02

Delivery Schedule:

Date	Quantity	Plant		
180	7285550353		each	5.000
	HSN No: 85176290 LICENSE,HSN:85243111 CON-SNT-C93024PX SNTC-8X5XNBD Catalyst 9300L 24p P			

	Currency	Unit Rate	Total Amount
Item Basic Price	INR	48,877.00	244,385.00

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Sr. No.	Material Code/Description	UOM	Quantity
	IGST% 18.00 %		43,989.30
	Item PO Price		288,374.30

Delivery Schedule:

Date	Quantity	Plant	
Total No. Of Items :-			9

	Currency	Amount
Basic Price	INR	7,350,500.00
Other Charges	INR	0.00
Taxes	INR	1,323,090.00
PO Price	INR	8,673,590.00

PURCHASE ORDER PRICE: RUPEES EIGHTY SIX LAKH SEVENTY THREE THOUSAND FIVE HUNDRED NINETY ONLY

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Contractor's details WIPRO LTD 807 808 VENUS ATLANTIS,WIPRO INFOTECH A DIVISION OF WIPRO LT 100 FT RING ROAD,PRAHLADNAGAR AHMEDABAD,380015,06 GUJARAT,INDIA PAN:AAACW0387R GSTIN:24AAACW0387R1ZT Vendor Code:0000101352 Kind Attn: Phone: Mobile: Email:EDEBTORS-INFOTECH@WIPRO.COM	SO No : 5700298177 SO Release Date : 21.06.2021
	Employer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name FARZANA SAIYED Phone Email SAIYED.FARZANA@ADANI.COM

Order Value Summary

	Currency	Amount
Basic Price	INR	2,291,330.00
Other Charges	INR	0.00
Taxes	INR	412,439.40
SO Price	INR	2,703,769.40
In words, RUPEES TWENTY SEVEN LAKH THREE THOUSAND SEVEN HUNDRED SIXTY NINE AND PAISE FORTY ONLY		

SPECIAL TERMS AND CONDITIONS (STC)

1.0 Scope of Work

Not Applicable

2.0 Effective Date

Not Applicable

3.0 Site

Not Applicable

4.0 Completion Schedule

Not Applicable

5.0 Price

Not Applicable

6.0 Taxes

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

Not Applicable

7.0 Payment Terms

Not Applicable

8.0 Liquidated Damages

Not Applicable

9.0 Securities

Not Applicable

10.0 Defect Liability Period

Not Applicable

11.0 Invoicing Address

Not Applicable

12.0 Specific Agreed Terms

Not Applicable

13.0 Notice and Communications

Not Applicable

Enclosures:

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

**BOQ For 00010. Wipro #Assessment and Transition.
 Plant : 1142**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	180002357 IGST%: 18.00% IGST Amount:	LUMP SUM	1.000	2291330.00/1	2291330.00 412439.40
	SAC Code: 998319 IT OUTSOURCING SERVICES				

No of Items : 1

Subtotal : 2,703,769.40

	Currency	Amount
Basic Price	INR	2,291,330.00
Other Charges	INR	0.00
Taxes	INR	412,439.40
SO Price	INR	2,703,769.40

in Words, RUPEES TWENTY SEVEN LAKH THREE THOUSAND SEVEN HUNDRED SIXTY NINE AND PAISE FORTY ONLY

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

Seller's Detail INFOSOFT DIGITAL DESIGN AND SERVICES PVT LTD DISTRICT CENTRE JANAK PURI,104 105 SUNEJA TOWER 1 WEST DELHI, NEW DELHI,110058,30 DELHI,INDIA PAN:AABCI1558D GSTIN:07AABCI1558D1ZW Vendor Code:0000187605 Kind Attn: Phone: Mobile:	PO No : 4500340829 PO Release Date : 10.02.2022
	Buyer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name HARSH SONI Phone +918980041964 Email Harsh.Soni1@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	2,392,375.00
Other Charges	INR	0.00
Taxes	INR	549,377.50
PO Price	INR	2,941,752.50
In words, RUPEES TWENTY NINE LAKH FORTY ONE THOUSAND SEVEN HUNDRED FIFTY TWO AND PAISE FIFTY ONLY		

supply and Installation of Multiple Display & Controller @ AOCC, Mangalore Airport (MIAL)

SPECIAL TERMS AND CONDITIONS (STC)

1.0 Scope of Work

supply and Installation of Multiple Display & Controller @ AOCC, Mangalore Airport (MIAL)

2.0 Effective Date

Not Applicable

3.0 Delivery Term

DAP - Delivered at Place

4.0 Delivery Point

Mangaluru International Airport.
 Bajpe Main Road,Kenjar, Po- Bajpe.
 Mangaluru - 574142, Karnataka, India.

5.0 Delivery Schedule

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

25-30 Days from the date of confirmed order

6.0 Price

Firm Rate Basis

7.0 Taxes

as per actual

8.0 Payment Terms

15 Days on material supply at site

9.0 Dispatch Documents

Delivery challan and Tax Invoice

10.0 Liquidated Damages

Not Applicable

11.0 Securities

Not Applicable

12.0 Defect Liability Period

Not Applicable

13.0 Invoicing Address

Mangaluru International Airport.
Bajpe Main Road,Kenjar, Po- Bajpe.
Mangaluru - 574142, Karnataka, India.

14.0 Specific Agreed Terms

- 1.The order price including all transportation and installation charges.
- 2.Power & Data will not be in Vendor scope.
3. Civil work will not be in vendor scope.
4. If any framing or Cladding ACP/ Corian will be Extra applicable charge as per actual.

15.0 Notice and Communications

Not Applicable

Enclosures:

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

**ANNEXURE-I
PRICE SCHEDULE**

Sr. No.	Material Code/Description	UOM	Quantity		
10	7146911753 HSN No: 85285900 DISPLAY,LED,55 IN Supply of samsung 55 inch slim bezel display B2B 1.8mm bezel to bezel 500 nits VM55T-E Item text:Supply of samsung 55 inch slim bezel display B2B 1.8mm bezel to bezel 500 nits VM55T-E	each	8.000		
				Currency	Unit Rate
	Item Basic Price	INR		148,437.50	1,187,500.00
	IGST% 28.00 %				332,500.00
	Item PO Price				1,520,000.00
Delivery Schedule:					
	Date	Quantity	Plant		
20	6542044783 HSN No: 85312000 CONTROLLER CARD,PN:280152,PEPL Data wall controller software 4 In & 8 Output Item text:Data wall controller software 4 In & 8 Output	each	1.000		
				Currency	Unit Rate
	Item Basic Price	INR		1,009,375.00	1,009,375.00
	IGST% 18.00 %				181,687.50
	Item PO Price				1,191,062.50
Delivery Schedule:					
	Date	Quantity	Plant		
30	9696503863 HSN No: 85258090 ADAPTER,POLE MOUNT,LARGE,MM:NDA-U-PMAL Push Pull Mounts Item text:Push Pull Mounts	each	8.000		
				Currency	Unit Rate
	Item Basic Price	INR		8,500.00	68,000.00
	IGST% 18.00 %				12,240.00
	Item PO Price				80,240.00
Delivery Schedule:					
	Date	Quantity	Plant		

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Sr. No.	Material Code/Description	UOM	Quantity		
40	7153100563 HSN No: 85367000 CABLES Display cables & interface - 5m/10m - HDMI/DP cables,Fixing Accessories lot with connectors/splitters, etc. Item text:Display cables & interface - 5m/10m - HDMI/DP cables,Fixing Accessories lot with connectors/splitters, etc.	SET	10.000		
				Currency	Unit Rate Total Amount
	Item Basic Price	INR		3,125.00	31,250.00
	IGST% 18.00 %				5,625.00
	Item PO Price				36,875.00
Delivery Schedule:					
	Date	Quantity	Plant		
50	6572120063 HSN No: 85044090 UPS SYSTEM,6KVA UPS 6KVA inbuilt battery Item text:UPS 6KVA inbuilt battery	each	1.000		
				Currency	Unit Rate Total Amount
	Item Basic Price	INR		85,000.00	85,000.00
	IGST% 18.00 %				15,300.00
	Item PO Price				100,300.00
Delivery Schedule:					
	Date	Quantity	Plant		
60	7153103523 HSN No: 85176290 RACK,WALL MOUNT ,6U server rack 15U with accessories 500 depth Item text:server rack 15U with accessories 500 depth	each	1.000		
				Currency	Unit Rate Total Amount
	Item Basic Price	INR		11,250.00	11,250.00
	IGST% 18.00 %				2,025.00
	Item PO Price				13,275.00
Delivery Schedule:					
	Date	Quantity	Plant		
Total No. Of Items :-					6
				Currency	Amount
	Basic Price			INR	2,392,375.00
	Other Charges			INR	0.00
	Taxes			INR	549,377.50
	PO Price			INR	2,941,752.50

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

PURCHASE ORDER PRICE: RUPEES TWENTY NINE LAKH FORTY ONE THOUSAND SEVEN HUNDRED FIFTY TWO AND PAISE FIFTY ONLY

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Contractor's details INFOSOFT DIGITAL DESIGN AND SERVICES PVT LTD DISTRICT CENTRE JANAK PURI,104 105 SUNEJA TOWER 1 WEST DELHI, NEW DELHI,110058,30 DELHI,INDIA PAN:AABCI1558D GSTIN:07AABCI1558D1ZW Vendor Code:0000187605 Kind Attn: Phone: Mobile:	SO No : 5700304464 SO Release Date : 10.02.2022
	Employer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name HARSH SONI Phone +918980041964 Email Harsh.Soni1@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	866,875.00
Other Charges	INR	0.00
Taxes	INR	156,037.50
SO Price	INR	1,022,912.50
In words, RUPEES TEN LAKH TWENTY TWO THOUSAND NINE HUNDRED TWELVE AND PAISE FIFTY ONLY		

supply and Installation of Multiple Display & Controller @ AOCC, Mangalore Airport (MIAL)

SPECIAL TERMS AND CONDITIONS (STC)

1.0 Scope of Work

supply and Installation of Multiple Display & Controller @ AOCC, Mangalore Airport (MIAL)

2.0 Effective Date

Not Applicable

3.0 Site

Mangaluru International Airport.
 Bajpe Main Road,Kenjar, Po- Bajpe.
 Mangaluru - 574142, Karnataka, India.

4.0 Completion Schedule

25-30 Days from the date of confirmed order

5.0 Price

Firm Rate Basis

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

6.0 Taxes

As per actuals.

7.0 Payment Terms

15 Days on material supply at site

8.0 Liquidated Damages

Not Applicable

9.0 Securities

Not Applicable

10.0 Defect Liability Period

Not Applicable

11.0 Invoicing Address

Mangaluru International Airport.
Bajpe Main Road, Kenjar, Po- Bajpe.
Mangaluru - 574142, Karnataka, India.

12.0 Specific Agreed Terms

1. The order price including all transportation and installation charges.
2. Power & Data will not be in Vendor scope.
3. Civil work will not be in vendor scope.
4. If any framing or Cladding ACP/ Corian will be Extra applicable charge as per actual.

13.0 Notice and Communications

Not Applicable

Enclosures:

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

BOQ For 00050. Installation & Commissioning of Displays.
Plant : 1142

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	180000221 IGST%: 18.00% IGST Amount:	each	1.000	162500.00/1	162500.00 29250.00
	SAC Code: 998413 INSTALL, CONNECTIVITY, ONE TIME				

No. of Items : 1

Subtotal : 191,750.00

BOQ For 00060. Warranty of Videowall.
Plant : 1142

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	180001890 IGST%: 18.00% IGST Amount:	Number	8.000	17812.50/1	142500.00 25650.00
	SAC Code: 998313 WARRANTY, EXTENDED 5 YEARS HARDWARE WARRANTY & SUPPORT				

No. of Items : 1

Subtotal : 168,150.00

BOQ For 00070. Warranty of Controller.
Plant : 1142

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
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(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	180001890 IGST%: 18.00% IGST Amount:	Number	1.000	201875.00/1	201875.00 36337.50
	SAC Code: 998313 WARRANTY, EXTENDED 5 YEARS HARDWARE WARRANTY & SUPPORT				

No. of Items : 1

Subtotal : 238,212.50

**BOQ For 00080. AMC for 1 Year.
Plant : 1142**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	180001890 IGST%: 18.00% IGST Amount:	Number	1.000	360000.00/1	360000.00 64800.00
	SAC Code: 998313 WARRANTY, EXTENDED 5 YEARS HARDWARE WARRANTY & SUPPORT				

No of Items : 1

Subtotal : 424,800.00

	Currency	Amount
Basic Price	INR	866,875.00
Other Charges	INR	0.00
Taxes	INR	156,037.50
SO Price	INR	1,022,912.50

in Words, RUPEES TEN LAKH TWENTY TWO THOUSAND NINE HUNDRED TWELVE AND PAISE FIFTY ONLY

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

Seller's Detail INFOSOFT DIGITAL DESIGN AND SERVICES PVT LTD DISTRICT CENTRE JANAK PURI,104 105 SUNEJA TOWER 1 WEST DELHI, NEW DELHI,110058,30 DELHI,INDIA PAN:AABCI1558D GSTIN:07AABCI1558D1ZW Vendor Code:0000187605 Kind Attn: Phone: Mobile:	PO No : 4500340438 PO Release Date : 10.01.2022
	Buyer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name HARSH SONI Phone +918980041964 Email Harsh.Soni1@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	2,601,054.55
Other Charges	INR	0.00
Taxes	INR	468,189.82
PO Price	INR	3,069,244.37

In words, RUPEES THIRTY LAKH SIXTY NINE THOUSAND TWO HUNDRED FORTY FOUR AND PAISE THIRTY SEVEN ONLY

Establishment of RF connectivity in ATC tower, Moving Vehicle, Apron office, Adani DC building for CCTV installed on Mobile Command post at Mangaluru Airport.

SPECIAL TERMS AND CONDITIONS (STC)

1.0 Scope of Work

Supply of mobile command post items for establishment of RF connectivity in ATC tower, Moving Vehicle, Apron office, Adani DC building for CCTV installed on Mobile Command post at Mangaluru Airport.

2.0 Effective Date

Command post to be completed before 31st Jan 2022.

3.0 Delivery Term

DAP - Delivered at Place

4.0 Delivery Point

Mangaluru International Airport.
 Bajpe Main Road, Kenjar, Po- Bajpe.
 Mangaluru - 574142, Karnataka, India.

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

5.0 Delivery Schedule

Completion of this project will be before 31st Jan 2022.

6.0 Price

as per the LOA.

7.0 Taxes

As per LOA

8.0 Payment Terms

Payment will be processed within 30 days of service completion.

9.0 Dispatch Documents

Delivery challan and Tax Invoice

10.0 Liquidated Damages

not applicable

11.0 Securities

Not Applicable

12.0 Defect Liability Period

1 Year of warranty for the items.

13.0 Invoicing Address

Mangaluru International Airport.
Bajpe Main Road, Kenjar, Po- Bajpe.
Mangaluru - 574142, Karnataka, India.

14.0 Specific Agreed Terms

Any scope change should not be executed by supplier without prior approval of Techno Commercial department of MIAL

Termination in case of any non-conformance in any of below points at POC stage there will be termination of the contact:

- We will go with option 2 (PTP 450i) from suggested two methods by vendor and vendor will need the antennae to be properly mounted on the mobile van to compensate for movements and jerks during driving and eliminate blind spots while relaying the video feeds seamless to all pre-destined location (Antihijacking room, Emergency room and Apron building)
- Frequency distortion should be fine-tuned in such a way that there is no interference with ATC frequency.
- Security layers encryption should be available and nobody else should catch on to the network.
- All couplers, antennas, receivers, broadcasters should be implemented with proper earthing at the site.

(Buyer's Authorised Signatory)**(Seller's Authorised Signatory)**

15.0 Notice and Communications

Not Applicable

Enclosures:

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

**ANNEXURE-I
PRICE SCHEDULE**

Sr. No.	Material Code/Description	UOM	Quantity			
10	7265493873 HSN No: 85176290 INDOOR WIRELESS ACCESS POINT PMP 450i AP Connectorized - 3 No. Item text:PMP 450i AP Connectorized - 3 No.	each	3.000			
	Item Basic Price	Currency INR	Unit Rate 335,541.19		Total Amount 1,006,623.57	
	IGST% 18.00 %				181,192.24	
	Item PO Price				1,187,815.81	
Delivery Schedule:						
	Date	Quantity	Plant			
20	6002405931 HSN No: 84733099 INTERFACE MODULE PMP 450i SM Connectorized - 3 No. Item text:PMP 450i SM Connectorized - 3 No.	each	3.000			
	Item Basic Price	Currency INR	Unit Rate 74,478.31		Total Amount 223,434.93	
	IGST% 18.00 %				40,218.29	
	Item PO Price				263,653.22	
Delivery Schedule:						
	Date	Quantity	Plant			
30	7256010033 HSN No: 84716060 WIRELESS PRESENTER PTP 450i Integarted - 4 No. Item text:PTP 450i Integarted - 4 No.	each	4.000			
	Item Basic Price	Currency INR	Unit Rate 101,170.21		Total Amount 404,680.84	
	IGST% 18.00 %				72,842.55	
	Item PO Price				477,523.39	
Delivery Schedule:						
	Date	Quantity	Plant			
40	6002405931	each	1.000			

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Sr. No.	Material Code/Description	UOM	Quantity		
	HSN No: 84733099 INTERFACE MODULE CMM5 - 1 No.				
	Item text:CMM5 - 1 No.				
	Item Basic Price	Currency INR	Unit Rate 99,220.03	Total Amount 99,220.03	
	IGST% 18.00 %			17,859.61	
	Item PO Price			117,079.64	
Delivery Schedule:					
	Date	Quantity	Plant		
50	7132801423 HSN No: 85269190 GPS TRACKER cnPulse - 2 No. Item text:cnPulse - 2 No.	SET	2.000		
	Item Basic Price	Currency INR	Unit Rate 29,980.22	Total Amount 59,960.44	
	IGST% 18.00 %			10,792.88	
	Item PO Price			70,753.32	
Delivery Schedule:					
	Date	Quantity	Plant		
60	6004980005 HSN No: 85291029 ANTENNA,GPS,MM:ANTENNA449 O,HOPF 120 Degree Sector Antenna - 6 No. Item text:120 Degree Sector Antenna - 6 No.	each	6.000		
	Item Basic Price	Currency INR	Unit Rate 54,296.29	Total Amount 325,777.74	
	IGST% 18.00 %			58,639.99	
	Item PO Price			384,417.73	
Delivery Schedule:					
	Date	Quantity	Plant		
70	7153100563 HSN No: 85367000 CABLE,RE,F/VHF ANTENNA 16" NM-NM RF Cable - 12 No. Item text:16" NM-NM RF Cable - 12 No.	SET	12.000		
		Currency	Unit Rate	Total Amount	

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Sr. No.	Material Code/Description	UOM	Quantity	
	Item Basic Price	INR	2,578.91	30,946.92
	IGST% 18.00 %			5,570.45
	Item PO Price			36,517.37
Delivery Schedule:				
	Date	Quantity	Plant	
80	6843900040 HSN No: 85367000 ADAPTER CABLE,PN:848304,ANLON AC Power Injector 56 V - 7 No. Item text:AC Power Injector 56 V - 7 No.	each	7.000	
		Currency	Unit Rate	Total Amount
	Item Basic Price	INR	2,623.43	18,364.01
	IGST% 18.00 %			3,305.52
	Item PO Price			21,669.53
Delivery Schedule:				
	Date	Quantity	Plant	
90	6524911563 HSN No: 98010030 SURGE PROTECTION DEVICE Gigabit SS - 19 no. Item text:Gigabit SS - 19 no.	each	19.000	
		Currency	Unit Rate	Total Amount
	Item Basic Price	INR	4,796.17	91,127.23
	IGST% 18.00 %			16,402.90
	Item PO Price			107,530.13
Delivery Schedule:				
	Date	Quantity	Plant	
100	6795060005 HSN No: 98010030 CARD,EARTH FAULT,CCR,PN:PCB3008,YOUYA NG Grounding Kit - 30 No. Item text:Grounding Kit - 30 No.	each	30.000	
		Currency	Unit Rate	Total Amount
	Item Basic Price	INR	2,624.82	78,744.60
	IGST% 18.00 %			14,174.03
	Item PO Price			92,918.63

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Sr. No.	Material Code/Description	UOM	Quantity		
Delivery Schedule:					
	Date	Quantity	Plant		
110	7153100563 HSN No: 85367000 CABLES STP Cable Connectors - 76 No. Item text:STP Cable Connectors - 76 No.	SET	76.000		
		Currency	Unit Rate	Total Amount	
	Item Basic Price	INR	219.78	16,703.28	
	IGST% 18.00 %			3,006.59	
	Item PO Price			19,709.87	
Delivery Schedule:					
	Date	Quantity	Plant		
120	7231600893 HSN No: 85444999 CAT6E SHIELD NETWORK CABLE Armourred Outdoor Shielded CAT 5 Cable (mts) - 730 m Item text:Armourred Outdoor Shielded CAT 5 Cable (mts) - 730 m	Meter	730.000		
		Currency	Unit Rate	Total Amount	
	Item Basic Price	INR	108.50	79,205.00	
	IGST% 18.00 %			14,256.90	
	Item PO Price			93,461.90	
Delivery Schedule:					
	Date	Quantity	Plant		
130	6843900040 HSN No: 85367000 ADAPTER CABLE,PN:848304,ANLON DC Power Injector for moving Vehicle CPE - 3 No. Item text:DC Power Injector for moving Vehicle CPE - 3 No.	each	3.000		
		Currency	Unit Rate	Total Amount	
	Item Basic Price	INR	16,669.74	50,009.22	
	IGST% 18.00 %			9,001.66	
	Item PO Price			59,010.88	
Delivery Schedule:					
	Date	Quantity	Plant		
140	9696503873 HSN No: 85258090 BRACKET,WALL	each	10.000		
					MOUNT

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Sr. No.	Material Code/Description	UOM	Quantity		
	PLATE,MM:NDA-U-WMP PTP and PMP450i Tilt bracket assembly - 10 No. Item text:PTP and PMP450i Tilt bracket assembly - 10 No.				
	Item Basic Price	Currency INR	Unit Rate 3,154.79	Total Amount 31,547.90	
	IGST% 18.00 %			5,678.62	
	Item PO Price			37,226.52	
Delivery Schedule:					
	Date	Quantity	Plant		
150	9696503873 HSN No: 85258090 BRACKET,WALL MOUNT PLATE,MM:NDA-U-WMP Antenna mounting C Section - 6 No. Item text:Antenna mounting C Section - 6 No.	each	6.000		
	Item Basic Price	Currency INR	Unit Rate 3,718.14	Total Amount 22,308.84	
	IGST% 18.00 %			4,015.59	
	Item PO Price			26,324.43	
Delivery Schedule:					
	Date	Quantity	Plant		
160	9696503243 HSN No: 85176290 CISCO CATALYST SWITCH 2960-CX 8 PORT Network Switch (8 Ports)- 2 Item text:Network Switch (8 Ports)- 2	each	2.000		
	Item Basic Price	Currency INR	Unit Rate 10,400.00	Total Amount 20,800.00	
	IGST% 18.00 %			3,744.00	
	Item PO Price			24,544.00	
Delivery Schedule:					
	Date	Quantity	Plant		
170	7253010183 HSN No: 85176290 SWITCH,ETHERNET,24 PORT,10/100 MBPS Network Switch (24 Ports)- 2 Item text:Network Switch (24 Ports)- 2	each	2.000		

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Sr. No.	Material Code/Description	UOM	Quantity	
			Unit Rate	Total Amount
	Item Basic Price	INR	20,800.00	41,600.00
	IGST% 18.00 %			7,488.00
	Item PO Price			49,088.00

Delivery Schedule:

Date	Quantity	Plant
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Total No. Of Items :-

17

	Currency	Amount
Basic Price	INR	2,601,054.55
Other Charges	INR	0.00
Taxes	INR	468,189.82
PO Price	INR	3,069,244.37

PURCHASE ORDER PRICE: RUPEES THIRTY LAKH SIXTY NINE THOUSAND TWO HUNDRED FORTY FOUR AND PAISE THIRTY SEVEN ONLY

(Buyer's Authorised Signatory)**(Seller's Authorised Signatory)**

Seller's/Contractor's Detail VIS NETWORKS PVT LTD 4TH CROSS 2ND BLOCK,NO 94 VISNETWORKS PVT LTD KORAMANGALA URBAN, BANGALORE,560034,10 KARNATAKA,INDIA PAN:AADCV6305M GSTIN:29AADCV6305M1ZX Vendor Code:0000223744 Kind Attn: Phone: Mobile: Email:RAVINDRA.THOMBRE@VISNET.IN	PO No : 4900000515 PO Release Date : 24.05.2022
	Buyer's/Employer's Detail MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name HARSH SONI Phone +918980041964 Email Harsh.Soni1@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	9,020,553.00
Other Charges	INR	0.00
Taxes	INR	1,623,699.54
PO Price	INR	10,644,252.54
In words, RUPEES ONE CRORE SIX LAKH FORTY FOUR THOUSAND TWO HUNDRED FIFTY TWO AND PAISE FIFTY FOUR ONLY		

SITC of Voice Infrastructure work

SPECIAL TERMS AND CONDITIONS (STC)

1.0 Scope of Work

SITC of Voice Infrastructure work

2.0 Effective Date

Effective date from 24.05.2022

3.0 Delivery Term

DPU - Delivered at Place Unloaded

4.0 Delivery Point / Site

Mangaluru International Airport.
 Bajpe Main Road,Kenjar, Po- Bajpe.
 Mangaluru - 574142, Karnataka, India.

5.0 Delivery Schedule / Completion Schedule

Supply of all components within 6 months from date 23 May 2022.

(Buyer's/Employer's Authorised Signatory)

(Seller's/Contractor's Authorised Signatory)

Installation & Handingover of system - Within 8 months from 23 May 2022.

6.0 Price

Supply INR 4,152,252/- excluding GST

Service INR 4,86,8301/- excluding GST

The service part consist of on site support during installation of equipments and 5 Year consicutive remort support.

7.0 Taxes

GST shall be paid extra as applicable.

8.0 Payment Terms

a- 100% Payment within 30 days from date of Supply of Cisco components.

b- 100% Payment within 30 days from date of Installation & commissioning of Cisco components including 5 year on call support.

9.0 Dispatch Documents

Material receipt and tax invoice with relavnt other documents.

10.0 Liquidated Damages

0.5% of the SO Price (along with applicable GST), for each completed week of delay or part thereof, subject to a maximum of 5% of the SO Price

11.0 Securities

Not applicable

12.0 Defect Liability Period

Not applicable

13.0 Invoicing Address

Mangaluru International Airport.

Bajpe Main Road,Kenjar, Po- Bajpe.

Mangaluru - 574142, Karnataka, India.

14.0 Specific Agreed Terms

Not applicable

15.0 Notice and Communications

Not Applicable

(Buyer's/Employer's Authorised Signatory)

(Seller's/Contractor's Authorised Signatory)

Enclosures:

GTC
Safety requirements.
Human Resource and Industrial relations.
Final Payment document

(Buyer's/Employer's Authorised Signatory)

(Seller's/Contractor's Authorised Signatory)

**ANNEXURE-I(A)
PRICE SCHEDULE**

Sr. No.	Material Code/Description	UOM	Quantity			
10	7153013153 HSN No: 85176990 IP PHONE 8851,PN:CP-8851-K9=CISCO Cisco IP Phone 8865 - 8 Numbers Item text: Cisco IP Phone 8865 - 8 Numbers	each	8.000			
				Currency	Unit Rate	Total Amount
	Item Basic Price			INR	21,191.00	169,528.00
	CGST% 9.00 %					15,257.52
	SGST% 9.00 %					15,257.52
	Item PO Price					200,043.04
Delivery Schedule:						
	Date	Quantity	Plant			
	24.01.2023	8.000	1142			
20	7153013303 HSN No: 85176290 VOIP PHONE,PN:CP-7861-K9=CISCO Cisco UC Phone 7811 - 207 Numbers Item text: Cisco UC Phone 7811 - 207 Numbers	each	207.000			
				Currency	Unit Rate	Total Amount
	Item Basic Price			INR	4,390.00	908,730.00
	CGST% 9.00 %					81,785.70
	SGST% 9.00 %					81,785.70
	Item PO Price					1,072,301.40
Delivery Schedule:						
	Date	Quantity	Plant			
	24.01.2023	207.000	1142			
30	7153113163 HSN No: 85176930 ROUTER,ISR4331-SEC/K9,CISCO Cisco ISR 4351 (3GE,3NIM,2SM,4G FLASH,4G DRAM,IPB)- 2 Numbers IP Base License for Cisco ISR 4350 Series- 2 Numbers Item text: Cisco ISR 4351 (3GE,3NIM,2SM,4G FLASH,4G DRAM,IPB)- 2 Numbers IP Base License for Cisco ISR 4350 Series- 2 Numbers	each	2.000			
				Currency	Unit Rate	Total Amount

(Buyer's/Employer's Authorised Signatory)

(Seller's/Contractor's Authorised Signatory)

Sr. No.	Material Code/Description	UOM	Quantity	
	Item Basic Price	INR	172,135.00	344,270.00
	CGST% 9.00 %			30,984.30
	SGST% 9.00 %			30,984.30
	Item PO Price			406,238.60

Delivery Schedule:

Date	Quantity	Plant
24.01.2023	2.000	1142

40	7153013483 HSN No: 85176100 RAM,DDR4,16GB,MM:UCS-MR- X16G1RS-H,CISCO 4G to 16G DRAM Upgrade (8G+8G) for Cisco ISR 4330, 4350- 2 Numbers Item text:4G to 16G DRAM Upgrade (8G+8G) for Cisco ISR 4330, 4350- 2 Numbers	each	2.000	
		Currency	Unit Rate	Total Amount
	Item Basic Price	INR	34,398.00	68,796.00
	CGST% 9.00 %			6,191.64
	SGST% 9.00 %			6,191.64
	Item PO Price			81,179.28

Delivery Schedule:

Date	Quantity	Plant
24.01.2023	2.000	1142

50	7153013483 HSN No: 85176100 RAM,DDR4,16GB,MM:UCS-MR- X16G1RS-H,CISCO 4G to 16G eUSB Flash Memory Upgrade for Cisco ISR 4350, 4330- 2 Numbers AC Power Supply for Cisco ISR 4450 and ISR4350- 2 Numbers AC Power Cord (India)- 2 Numbers Cover for empty POE slot on Cisco ISR 4450- 2 Numbers Blank faceplate for NIM slot on Cisco ISR 4400- 6 Numbers Removable faceplate for SM slot on Cisco 2900,3900,4400 ISR- 4 Numbers Cisco ISR 4300 Series IOS XE Universal- 2 Numbers Item text:4G to 16G eUSB Flash Memory Upgrade for Cisco ISR 4350, 4330- 2 Numbers AC Power Supply for Cisco ISR 4450 and ISR4350- 2 Numbers AC Power Cord (India)- 2 Numbers Cover for empty POE slot on Cisco ISR 4450- 2 Numbers Blank faceplate for NIM slot on Cisco ISR 4400- 6 Numbers Removable faceplate for SM slot on Cisco 2900,3900,4400 ISR- 4 Numbers Cisco ISR 4300 Series IOS XE Universal- 2 Numbers	each	2.000	
		Currency	Unit Rate	Total Amount

(Buyer's/Employer's Authorised Signatory)

(Seller's/Contractor's Authorised Signatory)

Sr. No.	Material Code/Description	UOM	Quantity	
	Item Basic Price	INR	25,799.00	51,598.00
	CGST% 9.00 %			4,643.82
	SGST% 9.00 %			4,643.82
	Item PO Price			60,885.64

Delivery Schedule:

Date	Quantity	Plant
24.01.2023	2.000	1142

60	7153010060	each	2.000
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HSN No: 85176290

SWITCH,MM:C1000-8P-2G-L,CISCO

Cisco Business Edition 7000H (M5) Appliance, Export Restr SW- 2 Numbers

Cisco UCS 1050W AC Power Supply for Rack Server - 4 Numbers

Intel i350 Quad Port 1Gb Adapter - 4 Numbers

Riser 1B incl 3 PCIe slots (x8, x8, x8); all slots from CPU1-2 Numbers

Cisco 12G Modular RAID controller with 4GB cache - 2 Numbers

300GB 12G SAS 10K RPM SFF HDD - 48 Numbers

Enable RAID 5 Setting - 2 Numbers

16GB DDR4-2933-MHz RDIMM/1Rx4/1.2v - 24 Numbers

2.6 GHz 6132/140W 14C/19.25MB Cache/DDR4 2666MHz - 4 Numbers

AC Power Cord - 250V, 10A , India - 4 Numbers

Item text:Cisco Business Edition 7000H (M5) Appliance, Export Restr SW- 2 Numbers

Cisco UCS 1050W AC Power Supply for Rack Server - 4 Numbers

Intel i350 Quad Port 1Gb Adapter - 4 Numbers

Riser 1B incl 3 PCIe slots (x8, x8, x8); all slots from CPU1-2 Numbers

Cisco 12G Modular RAID controller with 4GB cache - 2 Numbers

300GB 12G SAS 10K RPM SFF HDD - 48 Numbers

Enable RAID 5 Setting - 2 Numbers

16GB DDR4-2933-MHz RDIMM/1Rx4/1.2v - 24 Numbers

2.6 GHz 6132/140W 14C/19.25MB Cache/DDR4 2666MHz - 4 Numbers

AC Power Cord - 250V, 10A , India - 4 Numbers

	Currency	Unit Rate	Total Amount
Item Basic Price	INR	1,250,632.00	2,501,264.00
CGST% 9.00 %			225,113.76
SGST% 9.00 %			225,113.76
Item PO Price			2,951,491.52

Delivery Schedule:

Date	Quantity	Plant
24.01.2023	2.000	1142

70	7153010007	each	2.000
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(Buyer's/Employer's Authorised Signatory)

(Seller's/Contractor's Authorised Signatory)

Sr. No.	Material Code/Description	UOM	Quantity	
	HSN No: 85176290 CATALYST,PN:C9115AXI-D,CISCO Cisco BE Embedded Virt. Basic Plus 7x, BE6K/7K only - 2 Numbers Item text: Cisco BE Embedded Virt. Basic Plus 7x, BE6K/7K only - 2 Numbers			
		Currency	Unit Rate	Total Amount
	Item Basic Price	INR	54,033.00	108,066.00
	CGST% 9.00 %			9,725.94
	SGST% 9.00 %			9,725.94
	Item PO Price			127,517.88
Delivery Schedule:				
	Date	Quantity	Plant	
	24.01.2023	2.000	1142	

Total No. Of Items :-

7

	Currency	Amount
Basic Price	INR	4,152,252.00
Other Charges	INR	0.00
Taxes	INR	747,405.36
PO Price	INR	4,899,657.36

PURCHASE ORDER PRICE: RUPEES FORTY EIGHT LAKH NINETY NINE THOUSAND SIX HUNDRED FIFTY SEVEN AND PAISE THIRTY SIX ONLY

(Buyer's/Employer's Authorised Signatory)

(Seller's/Contractor's Authorised Signatory)

**ANNEXURE-I(B)
PRICE SCHEDULE**

BOQ For 00080. Cisco Software Licenses Subscription.
Plant : 1142

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	130003371 CGST%: 9.00% CGST Amount: SGST%: 9.00% SGST Amount: SAC Code: 999512 FEES, LICENCE	Years	8.000	15782.00/1	126256.00 11363.04 11363.04
20.	130003371 CGST%: 9.00% CGST Amount: SGST%: 9.00% SGST Amount: SAC Code: 999512 FEES, LICENCE	Years	60.000	8229.00/1	493740.00 44436.60 44436.60
30.	130003371 CGST%: 9.00% CGST Amount: SGST%: 9.00% SGST Amount: SAC Code: 999512 FEES, LICENCE	Years	207.000	5637.00/1	1166859.00 105017.31 105017.31
40.	130003371 CGST%: 9.00% CGST Amount: SGST%: 9.00% SGST Amount: SAC Code: 999512 FEES, LICENCE	Years	30.000	20011.00/1	600330.00 54029.70 54029.70

No. of Items : 4

Subtotal : 2,816,878.30

BOQ For 00090. CDR Call Billing Software & Support.
Plant : 1142

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
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(Buyer's/Employer's Authorised Signatory)

(Seller's/Contractor's Authorised Signatory)

**ANNEXURE-I(B)
PRICE SCHEDULE**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	130003371 CGST%: 9.00% CGST Amount: SGST%: 9.00% SGST Amount: SAC Code: 999512 FEES, LICENCE	Years	1.000	937251.00/1	937251.00 84352.59 84352.59

No. of Items : 1

Subtotal : 1,105,956.18

**BOQ For 00100. Cisco & Partner Services.
Plant : 1142**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	180001504 CGST%: 9.00% CGST Amount: SGST%: 9.00% SGST Amount: SAC Code: 998713 SUPPORT, SOFTWARE	each	8.000	3588.00/1	28704.00 2583.36 2583.36
20.	Partner Premium Support for ZoneFlex 2741 (3 years) PN: 908-2741-1002 180001504 CGST%: 9.00% CGST Amount: SGST%: 9.00% SGST Amount: SAC Code: 998713 SUPPORT, SOFTWARE	each	207.000	1437.00/1	297459.00 26771.31 26771.31
30.	Partner Premium Support for ZoneFlex 2741 (3 years) PN: 908-2741-1002 180001504 CGST%: 9.00% CGST Amount: SGST%: 9.00% SGST Amount: SAC Code: 998713	each	2.000	188726.00/1	377452.00 33970.68 33970.68

(Buyer's/Employer's Authorised Signatory)

(Seller's/Contractor's Authorised Signatory)

**ANNEXURE-I(B)
PRICE SCHEDULE**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
	SUPPORT, SOFTWARE				
	Partner Premium Support for ZoneFlex 2741 (3 years) PN: 908-2741-1002				
40.	180001504	each	2.000	71615.00/1	143230.00
	CGST%: 9.00%				12890.70
	CGST Amount:				12890.70
	SGST%: 9.00%				
	SGST Amount:				
	SAC Code: 998713				
	SUPPORT, SOFTWARE				
	Partner Premium Support for ZoneFlex 2741 (3 years) PN: 908-2741-1002				
50.	180001504	each	2.000	36010.00/1	72020.00
	CGST%: 9.00%				6481.80
	CGST Amount:				6481.80
	SGST%: 9.00%				
	SGST Amount:				
	SAC Code: 998713				
	SUPPORT, SOFTWARE				
	Partner Premium Support for ZoneFlex 2741 (3 years) PN: 908-2741-1002				

No. of Items : 5

Subtotal : 1,084,260.70

**BOQ For 00110. VIS Professional Services.
Plant : 1142**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	180000221	each	1.000	275000.00/1	275000.00
	CGST%: 9.00%				24750.00
	CGST Amount:				24750.00
	SGST%: 9.00%				
	SGST Amount:				
	SAC Code: 998413				
	INSTALL, CONNECTIVITY, ONE TIME				
20.	180001504	each	1.000	350000.00/1	350000.00
	CGST%: 9.00%				31500.00
	CGST Amount:				

(Buyer's/Employer's Authorised Signatory)

(Seller's/Contractor's Authorised Signatory)

**ANNEXURE-I(B)
PRICE SCHEDULE**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
	SGST%: 9.00%				
	SGST Amount:				31500.00
	SAC Code: 998713				
	SUPPORT, SOFTWARE				
	Partner Premium Support for ZoneFlex 2741 (3 years) PN: 908-2741-1002				

No of Items : 2

Subtotal : 737,500.00

	Currency	Amount
Basic Price	INR	4,868,301.00
Other Charges	INR	0.00
Taxes	INR	876,294.18
PO Price	INR	5,744,595.18

in Words, RUPEES FIFTY SEVEN LAKH FORTY FOUR THOUSAND FIVE HUNDRED NINETY FIVE AND PAISE EIGHTEEN ONLY

(Buyer's/Employer's Authorised Signatory)

(Seller's/Contractor's Authorised Signatory)

Contractor's details ANLON TECHNOLOGY SOLUTIONS PVT LTD SAHAKAR INDUSTRIAL ESTATE CHS,GALA NO 12 13 PLOT NO 165/166 VASAI ROAD EAST,VASAI PALGHAR,401202,13 MAHARASHTRA,INDIA PAN:AANCA6500B GSTIN:27AANCA6500B1Z2 Vendor Code:0000190201 Kind Attn: Phone: Mobile: Email:UNNI.KRISHNAN@ANLON.CO.IN	SO No : 5700305234 SO Release Date : 19.02.2022
	Employer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name HARSH SONI Phone +918980041964 Email Harsh.Soni1@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	168,502.00
Other Charges	INR	0.00
Taxes	INR	30,330.36
SO Price	INR	198,832.36
In words, RUPEES ONE LAKH NINETY EIGHT THOUSAND EIGHT HUNDRED THIRTY TWO AND PAISE THIRTY SIX ONLY		

Service OEM charges for fixing of CCTV camera for CFT's at IXE Mangaluru.
(ANLON ROSHENBURGER AUTHORISED DEALER IN INDIA)

SPECIAL TERMS AND CONDITIONS (STC)

1.0 Scope of Work

Service OEM charges for fixing of CCTV camera for CFT's at IXE Mangaluru.

2.0 Effective Date

Not Applicable

3.0 Site

Not Applicable

4.0 Completion Schedule

2 weeks for service to be undertaken upon receipt of confirmed PO.

5.0 Price

Firm rate basis.

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

6.0 Taxes

As per actuals.

7.0 Payment Terms

100% payment will be done within 7 days of work completion at site at IXE Mangaluru.

8.0 Liquidated Damages

NA

9.0 Securities

NA

10.0 Defect Liability Period

Not Applicable

11.0 Invoicing Address

Mangaluru International Airport.
Bajpe Main Road, Kenjar, Po- Bajpe.
Mangaluru - 574142, Karnataka, India.

12.0 Specific Agreed Terms

Not Applicable

13.0 Notice and Communications

Not Applicable

Enclosures:

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

BOQ For 00010. Bracket for mounting camera.

Plant : 1142

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	320018513 IGST%: 18.00% IGST Amount:	each	2.000	5000.00/1	10000.00 1800.00

SAC Code: 995461

ERECT, BRACKET ASSEMBLY

ERECTION OF SINGLE BRACKET ASSEMBLY WITH COMPOSITE INSULATOR(POLLUTED ZONE)

No. of Items : 1

Subtotal : 11,800.00

BOQ For 00020. 24/12V converter 12 Amps.

Plant : 1142

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	150013210 IGST%: 18.00% IGST Amount:	each	2.000	45000.00/1	90000.00 16200.00

SAC Code: 995429

REPAIR, DC CONVERTER

No. of Items : 1

Subtotal : 106,200.00

BOQ For 00030. Service Visit by one technician.

Plant : 1142

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
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(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	130003270 IGST%: 18.00% IGST Amount:	MAN DAYS	3.000	22834.00/1	68502.00 12330.36
	SAC Code: 998717 VISIT & SERVICE CHARGES				

No of Items : 1

Subtotal : 80,832.36

	Currency	Amount
Basic Price	INR	168,502.00
Other Charges	INR	0.00
Taxes	INR	30,330.36
SO Price	INR	198,832.36

in Words, RUPEES ONE LAKH NINETY EIGHT THOUSAND EIGHT HUNDRED THIRTY TWO AND PAISE THIRTY SIX ONLY

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

Seller's Detail INFOSOFT DIGITAL DESIGN AND SERVICES PVT LTD DISTRICT CENTRE JANAK PURI,104 105 SUNEJA TOWER 1 WEST DELHI, NEW DELHI,110058,30 DELHI,INDIA PAN:AABCI1558D GSTIN:07AABCI1558D1ZW Vendor Code:0000187605 Kind Attn: Phone: Mobile:	PO No : 4500341374 PO Release Date : 19.02.2022
	Buyer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name HARSH SONI Phone +918980041964 Email Harsh.Soni1@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	247,610.00
Other Charges	INR	0.00
Taxes	INR	44,569.80
PO Price	INR	292,179.80
In words, RUPEES TWO LAKH NINETY TWO THOUSAND ONE HUNDRED SEVENTY NINE AND PAISE EIGHTY ONLY		

Provision of video recording facility on AFCT vechiles (2 nos) for Mangaluru airport

SPECIAL TERMS AND CONDITIONS (STC)

1.0 Scope of Work

PRovision of video recording facility on AFCT vechiles (2 nos) for Mangaluru airport

2.0 Effective Date

Not Applicable

3.0 Delivery Term

DAP - Delivered at Place

4.0 Delivery Point

Mangaluru International Airport.
 Bajpe Main Road,Kenjar, Po- Bajpe.
 Mangaluru - 574142, Karnataka, India.

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

5.0 Delivery Schedule

25-30 Days from the date of confirmed order

6.0 Price

Firm rate basis.

7.0 Taxes

As per actuals

8.0 Payment Terms

7 Days on material supply at site

9.0 Dispatch Documents

Delivery challan and Tax Invoice

10.0 Liquidated Damages

NA

11.0 Securities

NA

12.0 Defect Liability Period

Not Applicable

13.0 Invoicing Address

Mangaluru International Airport.
Bajpe Main Road,Kenjar, Po- Bajpe.
Mangaluru - 574142, Karnataka, India.

14.0 Specific Agreed Terms

Not Applicable

15.0 Notice and Communications

Not Applicable

Enclosures:

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

**ANNEXURE-I
PRICE SCHEDULE**

Sr. No.	Material Code/Description	UOM	Quantity		
10	7132801423 HSN No: 85269190 GPS TRACKER 4 Channel Mobile Standalone NVR with GPS & 4G CP-UVR-404T1-MW2(DIN version)	SET	2.000		
				Currency	Unit Rate
	Item Basic Price			INR	57,200.00
	IGST% 18.00 %				114,400.00
	Item PO Price				20,592.00
					134,992.00
	Delivery Schedule:				
	Date	Quantity	Plant		
	31.03.2022	2.000	1142		
20	7146080953 HSN No: 85258090 CAMERA,WEB,HSN:85251090 4MP Fixed Camera CP-UNC-WD41L2C-MD(DIN version)	each	2.000		
				Currency	Unit Rate
	Item Basic Price			INR	15,600.00
	IGST% 18.00 %				31,200.00
	Item PO Price				5,616.00
					36,816.00
	Delivery Schedule:				
	Date	Quantity	Plant		
	31.03.2022	2.000	1142		
30	7146952833 HSN No: 83025000 CAMERA,SURFACE MOUNT,MM:NEZA4SMB,BOSCH Camera Mount Any reputed	each	2.000		
				Currency	Unit Rate
	Item Basic Price			INR	7,800.00
	IGST% 18.00 %				15,600.00
	Item PO Price				2,808.00
					18,408.00

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Sr. No.	Material Code/Description	UOM	Quantity		
Delivery Schedule:					
	Date	Quantity	Plant		
	31.03.2022	2.000	1142		
50	7153100563 HSN No: 85367000 CABLES 4pin DIN type-A cable (5mtr) DIN type-A	SET	2.000		
		Currency	Unit Rate	Total Amount	
	Item Basic Price	INR	780.00	1,560.00	
	IGST% 18.00 %			280.80	
	Item PO Price			1,840.80	
Delivery Schedule:					
	Date	Quantity	Plant		
	31.03.2022	2.000	1142		
60	7153100563 HSN No: 85367000 CABLES 2 core power cable Any reputed	SET	50.000		
		Currency	Unit Rate	Total Amount	
	Item Basic Price	INR	137.00	6,850.00	
	IGST% 18.00 %			1,233.00	
	Item PO Price			8,083.00	
Delivery Schedule:					
	Date	Quantity	Plant		
	31.03.2022	50.000	1142		
70	9699902803 HSN No: 83100010 DISPLAY BOARD Display Any reputed	each	2.000		
		Currency	Unit Rate	Total Amount	
	Item Basic Price	INR	15,600.00	31,200.00	
	IGST% 18.00 %			5,616.00	
	Item PO Price			36,816.00	

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Sr. No.	Material Code/Description	UOM	Quantity
	Delivery Schedule:		
	Date	Quantity	Plant
	31.03.2022	2.000	1142

110	7146080313 HSN No: 84717020 HDD,4 TB 2.5## HDD/SSD- 2TB Any reputed	each	2.000
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	Currency	Unit Rate	Total Amount
Item Basic Price	INR	23,400.00	46,800.00
IGST% 18.00 %			8,424.00
Item PO Price			55,224.00

Delivery Schedule:		
Date	Quantity	Plant
31.03.2022	2.000	1142

Total No. Of Items :- 7

	Currency	Amount
Basic Price	INR	247,610.00
Other Charges	INR	0.00
Taxes	INR	44,569.80
PO Price	INR	292,179.80

PURCHASE ORDER PRICE: RUPEES TWO LAKH NINETY TWO THOUSAND ONE HUNDRED SEVENTY NINE AND PAISE EIGHTY ONLY

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Contractor's details INFOSOFT DIGITAL DESIGN AND SERVICES PVT LTD DISTRICT CENTRE JANAK PURI,104 105 SUNEJA TOWER 1 WEST DELHI, NEW DELHI,110058,30 DELHI,INDIA PAN:AABCI1558D GSTIN:07AABCI1558D1ZW Vendor Code:0000187605 Kind Attn: Phone: Mobile:	SO No : 5700305238 SO Release Date : 19.02.2022
	Employer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name HARSH SONI Phone +918980041964 Email Harsh.Soni1@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	84,500.00
Other Charges	INR	0.00
Taxes	INR	15,210.00
SO Price	INR	99,710.00
In words, RUPEES NINETY NINE THOUSAND SEVEN HUNDRED TEN ONLY		

PRovision of video recording facility on AFCT vechiles (2 nos) for Mangaluru airport

SPECIAL TERMS AND CONDITIONS (STC)

1.0 Scope of Work

PRovision of video recording facility on AFCT vechiles (2 nos) for Mangaluru airport

2.0 Effective Date

Not Applicable

3.0 Site

Not Applicable

4.0 Completion Schedule

25-30 Days from the date of confirmed order

5.0 Price

Firm Rate basis.

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

6.0 Taxes

As per actuals.

7.0 Payment Terms

100% payment will be done within 7 days of work completion at site at IXE Mangaluru.

8.0 Liquidated Damages

NA

9.0 Securities

NA

10.0 Defect Liability Period

Not Applicable

11.0 Invoicing Address

Mangaluru International Airport.
Bajpe Main Road, Kenjar, Po- Bajpe.
Mangaluru - 574142, Karnataka, India.

12.0 Specific Agreed Terms

Not Applicable

13.0 Notice and Communications

Not Applicable

Enclosures:

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

BOQ For 00010. Miscellaneous items.

Plant : 1142

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	180002223 IGST%: 18.00% IGST Amount:	SET	1.000	32500.00/1	32500.00 5850.00
	SAC Code: 998346 TEST, CABLE, FIBER OPTIC, OTDR				

No. of Items : 1

Subtotal : 38,350.00

BOQ For 00020. Installation charges.

Plant : 1142

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	180002384 IGST%: 18.00% IGST Amount:	SET	1.000	52000.00/1	52000.00 9360.00
	SAC Code: 998319 INSTALL, SOFTWARE				

No of Items : 1

Subtotal : 61,360.00

	Currency	Amount
Basic Price	INR	84,500.00
Other Charges	INR	0.00
Taxes	INR	15,210.00
SO Price	INR	99,710.00

in Words, RUPEES NINETY NINE THOUSAND SEVEN HUNDRED TEN ONLY

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

Seller's Detail ADANI ENTERPRISES LTD SHANTIGRAM,ADANI CORPORATE HOUSE S G HIGHWAY, AHMEDABAD,380001,06 GUJARAT,INDIA PAN:AABCA2804L GSTIN:24AABCA2804L1Z0 Vendor Code:0000101453 Kind Attn: Phone:+91 Mobile:+91 Email:COLLECTIONS@ADANI.COM	PO No : 4500337582 PO Release Date : 09.09.2021
	Buyer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name HARSH SONI Phone +918980041964 Email Harsh.Soni1@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	4.619.396,25
Other Charges	INR	0,00
Taxes	INR	831.491,33
PO Price	INR	5.450.887,58
In words, RUPEES FIFTY FOUR LAKH FIFTY THOUSAND EIGHT HUNDRED EIGHTY SEVEN AND PAISE FIFTY EIGHT ONLY		

Supply and Installation of Passenger Seating System at Mangaluru Airport,
LOA Attached

SPECIAL TERMS AND CONDITIONS (STC)

1,0 Scope of Work

Supply of Passenger Seating System at Adani Mangaluru International Airport.

#Supply of Passenger Seating,PHP REAL make, Model: Fly II 2D at Adani Mangaluru International Airport'

2,0 Effective Date

Not Applicable

3,0 Delivery Term

DAP - Delivered at Place

4,0 Delivery Point

STC (Special Terms & Conditions) and specially mentioned other clauses shall be read in conjunction with GTC (General Terms & Conditions) and will be considered as final & superceding GTC in case of any contradiction /

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

conflict.

1.SEND YOUR ORDER CONFIRMATION WITH IN 2 WORKING DAYS BY MAIL/FAX/COURIER.

2. YOUR INVOICE SHOULD BE IN FAVOUR OF BELOW SAID NAME & ADDRESS (DO NOT USE ANY ABBREVIATION AND/OR SHORT NAME)

Billing Address

Delivery Address

CIF Nava Sheva sea port

Delivert Distination

CIF Nava Sheva sea port

5,0 Delivery Schedule

Production time # 5 weeks from date of this LOA and additional 5 weeks for transportation on CIF Nava Sheva sea port basis.

6,0 Price

Not Applicable

7,0 Taxes

Not Applicable

8,0 Payment Terms

Terms of Payment:

100% payment as per invoice on immediate basis

9,0 Dispatch Documents

Not Applicable

10,0 Liquidated Damages

Not applicable

11,0 Securities

Not Applicable

12,0 Defect Liability Period

Product Guarantee : 10 year from installation at site

13,0 Invoicing Address

Not Applicable

14,0 Specific Agreed Terms

warranty - Product Guarantee : 10 year from installation at site

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Reason for Delay - It will be applicable at 0.5% per week delay and part thereof maximum up to 5% of the total basic contract value after agreed completion schedule.

Insurance - If any, in vendor scope

disptach Delivery - Contractor will submit all original documents at Mangaluru Airport for further payment process.

General Terms & Conditions -

This LOA is subject to the terms and conditions contained herein, in the tender documents, General Conditions of Contract (GCC) and such other conditions that have been agreed to by the parties by the way of the addenda issued to the tender and tender deviations # agreed between the parties as referred above.

Transpotation - For supplies: Production time # 5 weeks from date of this LOA and additional 5 weeks for transportation on CIF Nava Sheva sea port basis.

15,0 Notice and Communications

Not Applicable

Enclosures:

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

**ANNEXURE-I
PRICE SCHEDULE**

Sr. No.	Material Code/Description	UOM	Quantity		
10	6158911023 HSN No: 94036000 ARM CHAIR 3 seater with Armrest & table.	each	50,000		
		Currency	Unit Rate	Total Amount	
	Item Basic Price	INR	55.433,00	2.771.650,00	
	IGST% 18.00 %			498.897,00	
	Item PO Price			3.270.547,00	
Delivery Schedule:					
	Date	Quantity	Plant		
20	8041102223 HSN No: 94013000 CHAIR,VISITORS,MM:SVA- 101,MFR:HOF 4 seater with Armrest & table.	each	5,000		
		Currency	Unit Rate	Total Amount	
	Item Basic Price	INR	9.239,25	46.196,25	
	IGST% 18.00 %			8.315,33	
	Item PO Price			54.511,58	
Delivery Schedule:					
	Date	Quantity	Plant		
30	5155050453 HSN No: 94032090 VISITR CHAIR WITH ARM REST & RUBBER FOAM PRM seat (each seat)	each	25,000		
		Currency	Unit Rate	Total Amount	
	Item Basic Price	INR	72.062,00	1.801.550,00	
	IGST% 18.00 %			324.279,00	
	Item PO Price			2.125.829,00	
Delivery Schedule:					
	Date	Quantity	Plant		
Total No. Of Items :-				3	
		Currency	Amount		
	Basic Price	INR	4.619.396,25		
	Other Charges	INR	0,00		
	Taxes	INR	831.491,33		

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

PO Price

INR

5.450.887,58

PURCHASE ORDER PRICE: RUPEES FIFTY FOUR LAKH FIFTY THOUSAND EIGHT HUNDRED EIGHTY SEVEN AND PAISE FIFTY EIGHT ONLY

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Seller's Detail MAVERICK AIRPORT SERVICES PVT LTD HALEHALLI VILLAGE,NO 67-446 1ST FLOOR NEAR DIAMOND COLLEGE, BANGALORE,560036,10 KARNATAKA,INDIA PAN:AANCM0612L GSTIN:29AANCM0612L1Z8 Vendor Code:0000198287 Kind Attn: Phone: Mobile: Email:RKPRIME05@GMAIL.COM	PO No : 4500339692 PO Release Date : 13.12.2021
	Buyer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name HARSH SONI Phone +918980041964 Email Harsh.Soni1@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	315.000,00
Other Charges	INR	0,00
Taxes	INR	56.700,00
PO Price	INR	371.700,00
In words, RUPEES THREE LAKH SEVENTY ONE THOUSAND SEVEN HUNDRED ONLY		

Supply of Tensa tops at Mangaluru International Airport, Mangaluru

SPECIAL TERMS AND CONDITIONS (STC)

1,0 Scope of Work

Supply of Tensa tops at Mangaluru International Airport, Mangaluru

2,0 Effective Date

within 30 days of order receipt

3,0 Delivery Term

DAP - Delivered at Place

4,0 Delivery Point

Mangaluru International Airport.
Bajpe Main Road,Kenjar, PO- Bajpe.
Mangaluru - 574142, Karnataka, India.

5,0 Delivery Schedule

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

within 30 days of order receipt

6,0 Price

firm rate basis:

A3 price: 1175 / unit

A4 price: 925 / unit

Average price: 1050 / unit

7,0 Taxes

GST as per actual

8,0 Payment Terms

within 30 days of material receipt

9,0 Dispatch Documents

Not Applicable

10,0 Liquidated Damages

not applicable

11,0 Securities

not applicable

12,0 Defect Liability Period

1 year warranty

13,0 Invoicing Address

Mangaluru International Airport.

Bajpe Main Road, Kenjar, PO- Bajpe.

Mangaluru - 574142, Karnataka, India.

14,0 Specific Agreed Terms

not any

15,0 Notice and Communications

Not Applicable

Enclosures:

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

**ANNEXURE-I
PRICE SCHEDULE**

Sr. No.	Material Code/Description	UOM	Quantity		
10	6098660521 HSN No: 84123100 BARRIER,MM:7789P+,MFR:MTL Tensa Tops (Qty: 300) in which size and layout are as: A3 Portrait : 75 No. A3 Landscape: 75 No. A4 Portrait : 75 No. A4 Landscape: 75 No.	each	300,000		
				Currency	Unit Rate
	Item Basic Price			INR	1.050,00
	CGST% 9.00 %				315.000,00
	SGST% 9.00 %				28.350,00
	Item PO Price				28.350,00
					371.700,00
	Delivery Schedule:				
	Date	Quantity	Plant		
Total No. Of Items :-					1
				Currency	Amount
	Basic Price			INR	315.000,00
	Other Charges			INR	0,00
	Taxes			INR	56.700,00
	PO Price			INR	371.700,00

PURCHASE ORDER PRICE: RUPEES THREE LAKH SEVENTY ONE THOUSAND SEVEN HUNDRED ONLY

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Seller's Detail MAVERICK AIRPORT SERVICES PVT LTD HALEHALLI VILLAGE,NO 67-446 1ST FLOOR NEAR DIAMOND COLLEGE, BANGALORE,560036,10 KARNATAKA,INDIA PAN:AANCM0612L GSTIN:29AANCM0612L1Z8 Vendor Code:0000198287 Kind Attn: Phone: Mobile: Email:RKPRIME05@GMAIL.COM	PO No : 4500340339 PO Release Date : 06.01.2022
	Buyer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name HARSH SONI Phone +918980041964 Email Harsh.Soni1@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	300.000,00
Other Charges	INR	0,00
Taxes	INR	54.000,00
PO Price	INR	354.000,00
In words, RUPEES THREE LAKH FIFTY FOUR THOUSAND ONLY		

Supply of Display Board For Terminal at Mangaluru International Airport, Mangaluru.

SPECIAL TERMS AND CONDITIONS (STC)

1,0 Scope of Work

Supply of Display Board For Terminal at Mangaluru International Airport, Mangaluru.

2,0 Effective Date

From the issuance of PO

3,0 Delivery Term

DAP - Delivered at Place

4,0 Delivery Point

Mangaluru International Airport.
Bajpe Main Road,Kenjar, Po- Bajpe.
Mangaluru - 574142, Karnataka, India.

5,0 Delivery Schedule

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

within 20 days form receipt of order

6,0 Price

firm rate basis

7,0 Taxes

GST as per actual

8,0 Payment Terms

within 30 days of material receipt

9,0 Dispatch Documents

Tax invoice and delivery challan

10,0 Liquidated Damages

not applicable

11,0 Securities

Not applicable

12,0 Defect Liability Period

Not Applicable

13,0 Invoicing Address

Mangaluru International Airport.
Bajpe Main Road,Kenjar, Po- Bajpe.
Mangaluru - 574142, Karnataka, India.

14,0 Specific Agreed Terms

Not Any

15,0 Notice and Communications

Not Applicable

Enclosures:

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

**ANNEXURE-I
PRICE SCHEDULE**

Sr. No.	Material Code/Description	UOM	Quantity		
20	9699902803 HSN No: 83100010 DISPLAY BOARD CUSTOMISED DISPLAY BOARD FOR TERMINAL OPERATION	each	15,000		
				Currency	Unit Rate
	Item Basic Price			INR	20.000,00
	CGST% 9.00 %				300.000,00
	SGST% 9.00 %				27.000,00
	Item PO Price				27.000,00
					354.000,00
	Delivery Schedule:				
	Date	Quantity	Plant		
	20.01.2022	15,000	1142		
Total No. Of Items :-					1
				Currency	Amount
	Basic Price			INR	300.000,00
	Other Charges			INR	0,00
	Taxes			INR	54.000,00
	PO Price			INR	354.000,00

PURCHASE ORDER PRICE: RUPEES THREE LAKH FIFTY FOUR THOUSAND ONLY

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Seller's Detail CRITICAM MEDICAL SYSTEM LLP ANDHERI LINK ROAD,C/308 3RD FL MORYA HOUSE ANDHERI WEST, MUMBAI,400053,13 MAHARASHTRA,INDIA PAN:AAJFC3726E GSTIN:27AAJFC3726E1ZM Vendor Code:0000197831 Kind Attn: Phone: Mobile: Email:SALES@CRITICAM.COM	PO No : 4500342270 PO Release Date : 15.03.2022
	Buyer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name HARSH SONI Phone +918980041964 Email Harsh.Soni1@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	225.000,00
Other Charges	INR	0,00
Taxes	INR	40.500,00
PO Price	INR	265.500,00
In words, RUPEES TWO LAKH SIXTY FIVE THOUSAND FIVE HUNDRED ONLY		

Supply of 15 AED cabinets for Mangaluru International Airport Limited.

SPECIAL TERMS AND CONDITIONS (STC)

1,0 Scope of Work

Supply of 15 AED cabinets for Mangaluru International Airport Limited.

2,0 Effective Date

Not Applicable

3,0 Delivery Term

DAP - Delivered at Place

4,0 Delivery Point

Mangaluru International Airport.
Bajpe Main Road,Kenjar, Po- Bajpe.
Mangaluru - 574142, Karnataka, India.

5,0 Delivery Schedule

Delivery time of supply will be 6-8 weeks as per the vendor quote.

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

6,0 Price

Firm rate Basis.

7,0 Taxes

As per actuals.

8,0 Payment Terms

100% payment will be done within 07 days of material receipt at IXE site.

9,0 Dispatch Documents

Delivery challan and tax invoice.

10,0 Liquidated Damages

NA

11,0 Securities

Not Applicable

12,0 Defect Liability Period

Not Applicable

13,0 Invoicing Address

Mangaluru International Airport.
Bajpe Main Road, Kenjar, Po- Bajpe.
Mangaluru - 574142, Karnataka, India.

14,0 Specific Agreed Terms

Not Applicable

15,0 Notice and Communications

Not Applicable

Enclosures:

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

**ANNEXURE-I
PRICE SCHEDULE**

Sr. No.	Material Code/Description	UOM	Quantity		
20	9922095363 HSN No: 39249010 EQUIPMENTS & ACCESSORIES EQUIPMENTS & ACCESSORIES PROJECT MATERIALS	LOT	7,000		
		Currency	Unit Rate	Total Amount	
	Item Basic Price	INR	15.000,00	105.000,00	
	IGST% 18.00 %			18.900,00	
	Item PO Price			123.900,00	

Delivery Schedule:

Date	Quantity	Plant
31.03.2022	7,000	1142

30	9922095363 HSN No: 39249010 EQUIPMENTS & ACCESSORIES 15 AED cabinets Only	LOT	8,000		
		Currency	Unit Rate	Total Amount	
	Item Basic Price	INR	15.000,00	120.000,00	
	IGST% 18.00 %			21.600,00	
	Item PO Price			141.600,00	

Delivery Schedule:

Date	Quantity	Plant
------	----------	-------

Total No. Of Items :-

2

	Currency	Amount
Basic Price	INR	225.000,00
Other Charges	INR	0,00
Taxes	INR	40.500,00
PO Price	INR	265.500,00

PURCHASE ORDER PRICE: RUPEES TWO LAKH SIXTY FIVE THOUSAND FIVE HUNDRED ONLY**(Buyer's Authorised Signatory)****(Seller's Authorised Signatory)**

Seller's Detail MATHIAS ALUMINIUM SYSTEMS PVT LTD BALMATTA ROAD,SALDANHA PROVIDENCE DAKSHINA KANNADA,575001,10 KARNATAKA,INDIA PAN:AADCM0745Q GSTIN:29AADCM0745Q1ZY Vendor Code:0000113175 Kind Attn: Phone: Mobile: Email:MATHIASALUMINIUM@GMAIL.COM	PO No : 4500339712 PO Release Date : 14.12.2021
	Buyer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name MANAS RANJAN DHIR Phone +917069085030 Email Manas.Dhir@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	170.031,00
Other Charges	INR	0,00
Taxes	INR	30.605,58
PO Price	INR	200.636,58
In words, RUPEES TWO LAKH SIX HUNDRED THIRTY SIX AND PAISE FIFTY EIGHT ONLY		

Purchase Requisition for Office Furniture

SPECIAL TERMS AND CONDITIONS (STC)

1,0 Scope of Work

Purchase Requisition for Office Furniture - Terminal

2,0 Effective Date

Not Applicable

3,0 Delivery Term

DAP - Delivered at Place

4,0 Delivery Point

Mangaluru International Airport.
Bajpe Main Road,Kenjar, Po- Bajpe.
Mangaluru- 574142, Karnataka, India.

5,0 Delivery Schedule

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

3-4 weeks from the the date of PO confirmation

6,0 Price

Not Applicable

7,0 Taxes

As per actual Tax

8,0 Payment Terms

Within 15 Dyas from date of material supply.

9,0 Dispatch Documents

Tax Invoice

10,0 Liquidated Damages

NA

11,0 Securities

NA

12,0 Defect Liability Period

Not Applicable

13,0 Invoicing Address

Mangaluru International Airport.
Bajpe Main Road,Kenjar, Po- Bajpe.
Mangaluru- 574142, Karnataka, India.

14,0 Specific Agreed Terms

Not Applicable

15,0 Notice and Communications

Not Applicable

Enclosures:

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

**ANNEXURE-I
PRICE SCHEDULE**

Sr. No.	Material Code/Description	UOM	Quantity		
10	9211018183 HSN No: 94033090 OFFICE FURNITURE OFFICE FURNITURE FURNITURES	each	9,000		
				Currency	Unit Rate
	Item Basic Price	INR	13.559,00		Total Amount
	CGST% 9.00 %				122.031,00
	SGST% 9.00 %				10.982,79
	Item PO Price				10.982,79
					143.996,58

Delivery Schedule:

Date	Quantity	Plant
------	----------	-------

20	9211018183 HSN No: 94033090 ALMIRA OFFICE FURNITURE FURNITURES	each	6,000		
				Currency	Unit Rate
	Item Basic Price	INR	8.000,00		Total Amount
	CGST% 9.00 %				48.000,00
	SGST% 9.00 %				4.320,00
	Item PO Price				4.320,00
					56.640,00

Delivery Schedule:

Date	Quantity	Plant
------	----------	-------

Total No. Of Items :-	2
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	Currency	Amount
Basic Price	INR	170.031,00
Other Charges	INR	0,00
Taxes	INR	30.605,58
PO Price	INR	200.636,58

PURCHASE ORDER PRICE: RUPEES TWO LAKH SIX HUNDRED THIRTY SIX AND PAISE FIFTY EIGHT ONLY

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Seller's Detail GURU ELECTRICALS KENJAR POST MARAVOOR MANGALORE,M A BUILDING SHOP NO 313 DAKSHINA KANNADA,574142,10 KARNATAKA,INDIA PAN:ANHPB1066F GSTIN:29ANHPB1066F1ZA Vendor Code:0000189181 Kind Attn: Phone: Mobile: Email:GURUELECTRICALS.BAJPE@GMAIL.COM	PO No : 4500337296 PO Release Date : 23.08.2021
	Buyer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name HARSH SONI Phone +918980041964 Email Harsh.Soni1@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	76.000,00
Other Charges	INR	0,00
Taxes	INR	13.680,00
PO Price	INR	89.680,00
In words, RUPEES EIGHTY NINE THOUSAND SIX HUNDRED EIGHTY ONLY		

SPECIAL TERMS AND CONDITIONS (STC)

1,0 Scope of Work

Not Applicable

2,0 Effective Date

Not Applicable

3,0 Delivery Term

DAP - Delivered at Place

4,0 Delivery Point

Not Applicable

5,0 Delivery Schedule

Not Applicable

6,0 Price

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Not Applicable

7,0 Taxes

Not Applicable

8,0 Payment Terms

Not Applicable

9,0 Dispatch Documents

Not Applicable

10,0 Liquidated Damages

Not Applicable

11,0 Securities

Not Applicable

12,0 Defect Liability Period

Not Applicable

13,0 Invoicing Address

Not Applicable

14,0 Specific Agreed Terms

Not Applicable

15,0 Notice and Communications

Not Applicable

Enclosures:

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

**ANNEXURE-I
PRICE SCHEDULE**

Sr. No.	Material Code/Description	UOM	Quantity		
10	9922057333 HSN No: 85049010 COOLING FANS F/TRF COOLING FANS F/TRF PROJECT MATERIALS	each	10,000		
				Currency	Unit Rate
	Item Basic Price	INR	7.600,00		Total Amount 76.000,00
	CGST% 9.00 %				6.840,00
	SGST% 9.00 %				6.840,00
	Item PO Price				89.680,00
Delivery Schedule:					
	Date	Quantity	Plant		
Total No. Of Items :-					1
				Currency	Amount
	Basic Price			INR	76.000,00
	Other Charges			INR	0,00
	Taxes			INR	13.680,00
	PO Price			INR	89.680,00
PURCHASE ORDER PRICE: RUPEES EIGHTY NINE THOUSAND SIX HUNDRED EIGHTY ONLY					

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Seller's Detail NAVRANG DIGITALS 1ST FLOOR BADRIA JUNCTION,BAWA TRADE CENTRE OLD PORT ROAD BUNDER,KASBA BAZAR VILLAGE MANGALURU DAKSHINA KANNADA,575001,10 KARNATAKA,INDIA PAN:AAJFN1931G GSTIN:29AAJFN1931G1Z8 Vendor Code:0000193063 Kind Attn: Phone: Mobile:	PO No : 4500339051 PO Release Date : 18.11.2021
	Buyer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name HARSH SONI Phone +918980041964 Email Harsh.Soni1@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	620.000,00
Other Charges	INR	0,00
Taxes	INR	111.600,00
PO Price	INR	731.600,00
In words, RUPEES SEVEN LAKH THIRTY ONE THOUSAND SIX HUNDRED ONLY		

SPECIAL TERMS AND CONDITIONS (STC)

1,0 Scope of Work

Not Applicable

2,0 Effective Date

Not Applicable

3,0 Delivery Term

DPU - Delivered at Place Unloaded

4,0 Delivery Point

Not Applicable

5,0 Delivery Schedule

Not Applicable

6,0 Price

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

Not Applicable

7,0 Taxes

Not Applicable

8,0 Payment Terms

Not Applicable

9,0 Dispatch Documents

Not Applicable

10,0 Liquidated Damages

Not Applicable

11,0 Securities

Not Applicable

12,0 Defect Liability Period

Not Applicable

13,0 Invoicing Address

Not Applicable

14,0 Specific Agreed Terms

Not Applicable

15,0 Notice and Communications

Not Applicable

Enclosures:

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

**ANNEXURE-I
PRICE SCHEDULE**

Sr. No.	Material Code/Description	UOM	Quantity	
10	7146080153 HSN No: 85312000 DISPLAY,LED,64 IN Environmental Parameters Display System (P6 Display Module with Stainless Steel Frame Casing) with All in One Weather Sensor Item text:Environmental Parameters Display System (P6 Display Module with Stainless Steel Frame Casing) with All in One Weather Sensor	each	1,000	
		Currency	Unit Rate	Total Amount
	Item Basic Price	INR	620.000,00	620.000,00
	CGST% 9.00 %			55.800,00
	SGST% 9.00 %			55.800,00
	Item PO Price			731.600,00
Delivery Schedule:				
	Date	Quantity	Plant	
Total No. Of Items :-				1
		Currency	Amount	
	Basic Price	INR	620.000,00	
	Other Charges	INR	0,00	
	Taxes	INR	111.600,00	
	PO Price	INR	731.600,00	

PURCHASE ORDER PRICE: RUPEES SEVEN LAKH THIRTY ONE THOUSAND SIX HUNDRED ONLY

(Buyer's Authorised Signatory)

(Seller's Authorised Signatory)

This SO is Amended

Service Order

MANGALURU INTERNATIONAL AIRPORT LIMITED

Annexure 8.1.1

Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka

Mangalore 575011 KARNATAKA

Phone: Fax:

E-Mail:

To, HASKONINGDHV CONSULTING PVT LTD 502 505 5TH FLOOR ,PLATINUM TECHNO PARK PLOT NO 17 18 SECTOR 30A,VASHI NAVI MUMBAI,o -MUMBAI-400001 MAHARASHTRA,INDIA, Phone : Mobile: Fax : Email :ASLAM.BIJAPUR@RHDHV.COM Vendor Code : 180284 Kind Attn:	SO No 5700291887 SO Date 14.10.2020 Proj/CC Code & Name D-1142 MANGALURU AIRPORT SITE PROJECT
	Our GSTIN & Tax Registration Details PAN No AASCA7638K Import Export Code 0806009870 Company GSTIN No 29AASCA7638K1ZT
Vendor GSTIN Reg. Details Pan No. AAACM8966G Import Export Code Vendor GSTIN No 27AAACM8966G1Z3 (In case of any change please intimate)	Our Contact Details Buyer: FARZANA SAIYED Phone: E-Mail: SAIYED.FARZANA@ADANI.COM

Dear Sir,
We are pleased to issue this Service Order for the scope of work mentioned below, subject to the terms and conditions contained herein and in the annexure/s to this SO. Any annexure to this Service Order shall form integral part of the SO and in case there is any contradiction in the different documents with regard to any provision, the order of precedence shall be as mentioned in General terms & conditions.

Scope of Work

All other terms and condition as SO 5700286103

Service Order Currency RUPEE

Price & Conditions (Priced BOQ attached for breakup)

For MANGALURU INTERNATIONAL AIRPORT LIMITED

For HASKONINGDHV CONSULTING PVT LTD,

Authorised Signatory

Reg.Office: ADANI CORPORATE HOUSE, SHANTIGRAM, S G HIGHWAY, AHMEDABAD Phone: +91 79 2555 5094 Fax: +91 79 2555 5627

Admin.Office: Phone: Fax:

Date:19.05.2022 Time :16:35:32

Page 1-of- 3

	Currency	Amount
SERVICE ORDER PRICE INCLUDING DISCOUNT	INR	20075852.40
Total GST Amount		3,613,653.43

Total Service Order Price :

23,689,505.83

In Words, RUPEE TWO CRORE THIRTY SIX LAKH EIGHTY NINE THOUSAND FIVE HUNDRED FIVE AND PAISE EIGHTY THREE ONLY

Commencement Date 12.05.2020 Completion Date 30.06.2021

Terms & Conditions:

Payment Terms: (Z998) Refer payment terms

Ref. SO # 5700286103

DNU-Delivery destination

Billing Address:

ADANI MANGALURU INTERNATIONAL AIRPORT LIMITED
Baikampady Industrial Area,
Mangalore,
Dakshina Kannada,
Karnataka, 575011

DNU-Liquidated Damages

Not Applicable.

DNU-Insurance

As Per Agreement.

DNU-Retention Clause

Not Applicable.

DNU-Bank Guarantee/Securities

Not Applicable.

DNU-GST/Taxes

GST Applicable At Actual.

DNU-Security Deposit

Not Applicable.

DNU-Annexures

All other terms and condition as SO 5700286103

**ANNEXURE I
Bill of Quantity (BOQ)****BOQ For 00010. Consultancy Charges - IXE.**

Serial No.	Service Code/Description	UOM	Quantity	Rate	Amount
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(Buyer's Authorised Signatory)

**(Vendor's/ Service Provider's
Authorised Signatory & Stamp)**

10.	130003411	each	13,730,150.400	1.00	13730150.40
	SAC Code: 998313				
	IGST%: 18.00				2471427.07
	IGST Amount:				

CONSULTANCY CHARGES

20.	130003411	each	2,921,702.000	1.00	2921702.00
	SAC Code: 998313				
	IGST%: 18.00				525906.36
	IGST Amount:				

CONSULTANCY CHARGES

30.	130003411	each	3,424,000.000	1.00	3424000.00
	SAC Code: 998313				
	IGST%: 18.00				616320.00
	IGST Amount:				

CONSULTANCY CHARGES

Subtotal : 23,689,505.83

Total Amount 23,689,505.83

in Words, RUPEE TWO CRORE THIRTY SIX LAKH EIGHTY NINE THOUSAND FIVE HUNDRED FIVE AND PAISE EIGHTY THREE ONLY

**ANNEXURE I(A)
Detailed Service Item Descriptions**

10. 130003411

20. 130003411

30. 130003411

Special Terms and Conditions:

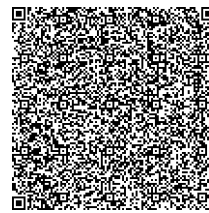
All other terms and condition as SO 5700286103

This SO is Amended

**ANNEXURE II
General Terms & Conditions**

(Buyer's Authorised Signatory)

**(Vendor's/ Service Provider's
Authorised Signatory & Stamp)**

ADANI ENTERPRISES LTD**Annexure 8.1.2**ADANI CORPORATE HOUSE, SHANTIGRAM,,S G HIGHWAY
AHMEDABAD-382421PAN No. :
CIN No. : L51100GJ1993PLC019067
GSTIN : 24AABCA2804L1Z0
Place of Supply : GUJARAT**Tax Invoice**

Consignee : ADANI MANGALURU INTERNATIONAL AIRPORT LTD BAIKAMPADY INDUSTRIAL AREA, DAKSHINA KANNADA-575011, KARNATAKA,INDIA PAN No. : AASCA7638K GSTIN : 29AASCA7638K1ZT	No : 192400011178 Date: 24.09.2021 PO No. : FY 2021/22 Date: 24.09.2021 Buyer: ADANI MANGALURU INTERNATIONAL BAIKAMPADY INDUSTRIAL AREA, DAKSHINA KANNADA-575011, KARNATAKA,INDIA GSTIN:29AASCA7638K1ZT
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IRN NO.: b04268be4cf408bbe5a2829f8bd4d7466833f61b20ee3ba7d5d9b4dc64a9e30c			
Version	1.1	Supply Type Code	B2B
Document Type Code	INV	Sub Supply Type	Supply
Preceding Invoice Number		Preceding Invoice Date	
Transaction Mode	Regular	Tax Scheme	GST

Whether the Tax is payable on Reverse Charge Basis: N
Whether supply is Service or not: Y

SNo	Item Description	Quantity	UoM	Rate	Per	Amount (INR)
1	Project Cost for setup HSN/SAC No:998599	1.000	EA	37,935,978.00	1	37,935,978.00
	TAXABLE VALUE			37935978.00/		37,935,978.00
	IN: Integrated GST			18 %		6,828,476.04
	Rounding Diff.					0.04-

Note: Project Cost for setup for Airport Business (Munich Airport Service) **Total Value : 44,764,454.00**

Amount in words : Rupee Four Crore Forty Seven Lakh Sixty Four Thousand Four Hundred Fifty Four Only

For ADANI ENTERPRISES LTD
 Authorised Signatory

Project Cost for setup for Airport Business (Munich Airport Service)

Registered Office : "Adani House", Near Mithakhali Circle, Navrangpura, Ahmedabad - 380009(India)
 Tel : +91 79 26565555, 25555555, Fax : +91 79 26565555, 25555555
 Please refer to other correspondences for the particulars of Payee Name, Payee Financial Account Number, Mode of Payment, Financial Institution Branch, if not available on this Invoice

Contractor's details FP INDIA PROJECT MANAGEMENT CONSULTANCY SERVICES PVT LTD NEW PRABHADEVI ROAD,315 BALGOVIND WADI , MUMBAI,400025,13 MAHARASHTRA,INDIA PAN:AAACF2859H GSTIN:27AAACF2859H1ZK Vendor Code:0000109228 Kind Attn: Phone: Mobile: Email:PSAREEN@FPINDIA.COM	SO No : 5700296795 SO Release Date : 26.05.2021
	Employer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name MANAS RANJAN DHIR Phone Email Manas.Dhir@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	9,043,000.00
Other Charges	INR	0.00
Taxes	INR	1,627,740.00
SO Price	INR	10,670,740.00
In words, RUPEES ONE CRORE SIX LAKH SEVENTY THOUSAND SEVEN HUNDRED FORTY ONLY		

SPECIAL TERMS AND CONDITIONS (STC)

1.0 Scope of Work

Not Applicable

2.0 Effective Date

Not Applicable

3.0 Site

Not Applicable

4.0 Completion Schedule

Not Applicable

5.0 Price

Not Applicable

6.0 Taxes

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

Not Applicable

7.0 Payment Terms

Payment Terms

Running Account Bill

Billing Cycle: On completion of defined milestones.

Payment Shall done as follows:

100% of stagewise payment shall be released

Stage 1 Ninety Five percent (95%) of the Basic Price (along with applicable GST payable) shall be paid on a pro rata basis within thirty (30) days upon submission of the Invoice (in a manner and form as specified herein) approved by Employer and the following documents:

a) tax invoice, including details such as item number, Consultant's GST identification number and

b) permanent account number: one (1) set of original and two (2) sets of copies;

c) copy of insurance policies to be procured by the Consultant; and

copy of statutory registrations as required for performance of the Services under the SO Documents.

Stage 2 Five percent (5%) of the Basic Price shall be paid within thirty (30) days after Completion and on submission of the following documents:

a) Final Invoice: one (1) set of original and two (2) sets of copies; and

b) Invoice for reimbursable amounts (if any): one (1) set of original and two (2) sets of copies

Final Bill:

Payment shall be released within 30 days from submission of correct Final Bill as mentioned in the Payment terms.

8.0 Liquidated Damages

Not Applicable

9.0 Securities

Not Applicable

10.0 Defect Liability Period

Not Applicable

11.0 Invoicing Address

Adani Mangaluru International Airport.

Bajpe Main Road, Kenjar, Po- Bajpe.

Mangaluru- 574142, Karnataka, India

12.0 Specific Agreed Terms

Not Applicable

13.0 Notice and Communications

Not Applicable

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

Enclosures:

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

**BOQ For 00010. Consultncy-Traffic&Transprtn master plan.
 Plant : 1142**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	130000001 IGST%: 18.00% IGST Amount:	Number	1.000	5425800.00/1	5425800.00 976644.00
	SAC Code: 998311 CONSULTANCY CHARGES Consultancy Service for Designing work.				
20.	130000000 IGST%: 18.00% IGST Amount:	each	1.000	3617200.00/1	3617200.00 651096.00
	SAC Code: 998331 CONSULTANCY CHARGES CONSULTANCY CHARGES				

No of Items : 2

Subtotal : 10,670,740.00

	Currency	Amount
Basic Price	INR	9,043,000.00
Other Charges	INR	0.00
Taxes	INR	1,627,740.00
SO Price	INR	10,670,740.00

in Words, RUPEES ONE CRORE SIX LAKH SEVENTY THOUSAND SEVEN HUNDRED FORTY ONLY

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

Contractor's details STUP CONSULTANTS PVT LTD FREE PRESS JOURNAL ROAD,1004-5 RAHEJA CHAMBERS NARIMAN POINT, MUMBAI,400021,13 MAHARASHTRA,INDIA PAN:AABCS1945E GSTIN:27AABCS1945E1ZJ Vendor Code:0000100608 Kind Attn: Phone: Mobile: Email:HIMANSHU.JHA@STUPMAIL.COM	SO No : 5700296993 SO Release Date : 14.05.2021
	Employer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name MANAS RANJAN DHIR Phone Email Manas.Dhir@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	2,202,456.00
Other Charges	INR	0.00
Taxes	INR	396,442.08
SO Price	INR	2,598,898.08
In words, RUPEES TWENTY FIVE LAKH NINETY EIGHT THOUSAND EIGHT HUNDRED NINETY EIGHT AND PAISE EIGHT ONLY		

SPECIAL TERMS AND CONDITIONS (STC)

1.0 Scope of Work

Not Applicable

2.0 Effective Date

Not Applicable

3.0 Site

Not Applicable

4.0 Completion Schedule

4 Months from the Date of Commencement

5.0 Price

Not Applicable

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

6.0 Taxes

Not Applicable

7.0 Payment Terms

Not Applicable

8.0 Liquidated Damages

Not Applicable

9.0 Securities

Not Applicable

10.0 Defect Liability Period

Not Applicable

11.0 Invoicing Address

Adani Mangaluru International Airport.
Bajpe Main Road, Kenjar, Po- Bajpe.
Mangaluru- 574142, Karnataka, India.

12.0 Specific Agreed Terms

Not Applicable

13.0 Notice and Communications

Not Applicable

Enclosures:

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

BOQ For 00030. Quantity Surveying & Cost Consultancy.
Plant : 1142

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	130000000 IGST%: 18.00% IGST Amount:	each	1.000	180420.00/1	180420.00 32475.60
	SAC Code: 998331 CONSULTANCY CHARGES CONSULTANCY CHARGES				
20.	130003416 IGST%: 18.00% IGST Amount:	LUMP SUM	1.000	1317706.00/1	1317706.00 237187.08
	SAC Code: 995461 PREPARE, REPORT				
30.	130003271 IGST%: 18.00% IGST Amount:	LUMP SUM	1.000	160471.00/1	160471.00 28884.78
	SAC Code: 998391 FEES, PREPARE PRESENTATION				
40.	320041024 IGST%: 18.00% IGST Amount:	LUMP SUM	1.000	343636.00/1	343636.00 61854.48
	SAC Code: 998349 SPECIAL ATTENDANCE CHARGES				
50.	170002646 IGST%: 18.00% IGST Amount:	LUMP SUM	1.000	200223.00/1	200223.00 36040.14
	SAC Code: 999799 REIMBURSEMENT CHARGES				

No of Items : 5

Subtotal : 2,598,898.08

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
				Currency	Amount
	Basic Price			INR	2,202,456.00
	Other Charges			INR	0.00
	Taxes			INR	396,442.08
	SO Price			INR	2,598,898.08

in Words, RUPEES TWENTY FIVE LAKH NINETY EIGHT THOUSAND EIGHT HUNDRED NINETY EIGHT AND PAISE EIGHT ONLY

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

Contractor's details STUP CONSULTANTS PVT LTD FREE PRESS JOURNAL ROAD,1004-5 RAHEJA CHAMBERS NARIMAN POINT, MUMBAI,400021,13 MAHARASHTRA,INDIA PAN:AABCS1945E GSTIN:27AABCS1945E1ZJ Vendor Code:0000100608 Kind Attn: Phone: Mobile: Email:HIMANSHU.JHA@STUPMAIL.COM	SO No : 5700298050 SO Release Date : 16.06.2021
	Employer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name MANAS RANJAN DHIR Phone Email Manas.Dhir@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	17,500,324.00
Other Charges	INR	0.00
Taxes	INR	3,150,058.32
SO Price	INR	20,650,382.32
In words, RUPEES TWO CRORE SIX LAKH FIFTY THOUSAND THREE HUNDRED EIGHTY TWO AND PAISE THIRTY TWO ONLY		

SPECIAL TERMS AND CONDITIONS (STC)

1.0 Scope of Work

Not Applicable

2.0 Effective Date

Not Applicable

3.0 Site

Not Applicable

4.0 Completion Schedule

Not Applicable

5.0 Price

Not Applicable

6.0 Taxes

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

Not Applicable

7.0 Payment Terms

Not Applicable

8.0 Liquidated Damages

Not Applicable

9.0 Securities

Not Applicable

10.0 Defect Liability Period

Not Applicable

11.0 Invoicing Address

Not Applicable

12.0 Specific Agreed Terms

Not Applicable

13.0 Notice and Communications

Not Applicable

Enclosures:

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

BOQ For 00010. Storm water drainage system.

Plant : 1142

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	130001791 IGST%: 18.00% IGST Amount:	LUMP SUM	1.000	7500030.00/1	7500030.00 1350005.40
	SAC Code: 998338 FEES, DESIGN, ENGINEERING LOCATION PLANT EFFECTIVE OPERATION & MAINTENANCE MANUAL. CHIMNEY AND ITS FOUNDATION BOLTS, CIVIL LOAD DATA, G.A. DRAWINGS & DUCT SUPPORT DESIGN, DETAILED DESIGN & ENGG. OF 30 MTR DESIGN, ENGINEERING OF THE ENTIRE SYSTEM INCLUDING SUCTION HOODS, DUCT				

No. of Items : 1

Subtotal : 8,850,035.40

BOQ For 00020. Integrated Utilities.

Plant : 1142

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	130001791 IGST%: 18.00% IGST Amount:	LUMP SUM	1.000	5000014.00/1	5000014.00 900002.52
	SAC Code: 998338 FEES, DESIGN, ENGINEERING LOCATION PLANT EFFECTIVE OPERATION & MAINTENANCE MANUAL. CHIMNEY AND ITS FOUNDATION BOLTS, CIVIL LOAD DATA, G.A. DRAWINGS & DUCT SUPPORT DESIGN, DETAILED DESIGN & ENGG. OF 30 MTR DESIGN, ENGINEERING OF THE ENTIRE SYSTEM INCLUDING SUCTION HOODS, DUCT				

No. of Items : 1

Subtotal : 5,900,016.52

BOQ For 00030. Transport Infrastructure.

Plant : 1142

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
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Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	130001791 IGST%: 18.00% IGST Amount:	LUMP SUM	1.000	5000280.00/1	5000280.00 900050.40

SAC Code: 998338

FEES, DESIGN, ENGINEERING

LOCATION PLANT EFFECTIVE OPERATION & MAINTENANCE MANUAL, CHIMNEY AND ITS FOUNDATION BOLTS, CIVIL LOAD DATA, G.A. DRAWINGS & DUCT SUPPORT DESIGN, DETAILED DESIGN & ENGG. OF 30 MTR DESIGN, ENGINEERING OF THE ENTIRE SYSTEM INCLUDING SUCTION HOODS, DUCT

No of Items : 1**Subtotal : 5,900,330.40**

	Currency	Amount
Basic Price	INR	17,500,324.00
Other Charges	INR	0.00
Taxes	INR	3,150,058.32
SO Price	INR	20,650,382.32

in Words, RUPEES TWO CRORE SIX LAKH FIFTY THOUSAND THREE HUNDRED EIGHTY TWO AND PAISE THIRTY TWO ONLY

(Employer's Authorised Signatory)**(Contractor's Authorised Signatory)**

Contractor's details AECOM INDIA PVT LTD 9TH FLOOR,DLF CYBER CITY, DLF PHASE II , GURGAON,122002,07 HARYANA,INDIA PAN:AAHCA1976H GSTIN:06AAHCA1976H1ZM Vendor Code:0000132944 Kind Attn: Phone: Mobile: Email:ATUL.KUMAR@AECOM.COM	SO No : 5700302953 SO Release Date : 08.12.2021
	Employer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name MANAS RANJAN DHIR Phone +917069085030 Email Manas.Dhir@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	11,205,948.00
Other Charges	INR	0.00
Taxes	INR	2,017,070.64
SO Price	INR	13,223,018.64
In words, RUPEES ONE CRORE THIRTY TWO LAKH TWENTY THREE THOUSAND EIGHTEEN AND PAISE SIXTY FOUR ONLY		

Design Management Consultancy Services for Mangaluru International Airport Limited, Mangaluru

SPECIAL TERMS AND CONDITIONS (STC)

1.0 Scope of Work

Design Management Consultancy Services for Mangaluru International Airport Limited, Mangaluru

Airports Authority of India had entered into a Concession Agreement with Adani Airports and accordingly an exclusive rights and authority to carry out the design, development, financing, construction, upgradation, and expansion of Mangalore airport including development and operation of the cityside area in a phased manner, for 50 years has been established. ADANI has invited this TOR to appoint a Consultant for Design management who will be responsible for design & engineering verification, co-ordination with the engineering consultants and client.

The broad scope of services would be Design management of the Engineering works related to various onsite infrastructure projects of the mentioned airports, like airside facilities, landside facility, utilities, road works, parking facilities, drainage system etc.

The scope includes the following and is not limited to these:

1. Consultant will deploy the design coordinator who will coordinate with client and head office to manage and ensure the timely approval of GFC design submitted by the contractor/other consultants.
2. Design Management consultant will manage scheme design which is produced by the client and his consultant and check the correctness of GFC design produced by the contractor/other consultants w.r.t the approved scheme designs.

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

3. Such design verification shall be carried out by the design consultant from his home office.
4. The Design Coordinator deployed at site will be for full duration of the contract i.e.12 Months.
5. Coordinate design progress review meeting
6. Consultant considered following engineering disciplines, as a minimum:
 - o Architectural
 - o Civil and Structural Works
 - o MEP (Mechanical, Electrical, Instrumentation and Control and Plumbing) Works
 - o Airport system engineer
7. As communicated by Adani, QS currently not deployed at site however same can be deployed on prior notice of 2 months by Adani team. The Man-Month rate of QS expert is provided with financial proposal.

2.0 Effective Date

From 01 Jan 2022

3.0 Site

Mangaluru International Airport.
Bajpe Main Road, Kenjar, Po- Bajpe.
Mangaluru- 574142, Karnataka, India.

4.0 Completion Schedule

12 months from the date of confirmation.

Detailed resource deployment schedule for both back office and Mangaluru Airport site shall be as per AECOM final technical offer attached with this NFA.

Effect from 01 Jan 2022.

5.0 Price

As per agreed and submitted proposal

6.0 Taxes

Actual Tax

7.0 Payment Terms

The price is on fixed & firm lumpsum basis and no escalation of cost can be claimed during the course of execution

Payment shall be done on monthly basis

8.0 Liquidated Damages

NA

9.0 Securities

NA

10.0 Defect Liability Period

Not Applicable

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

11.0 Invoicing Address

As per below:-

Mangaluru International Airport.

Bajpe Main Road, Kenjar, Po- Bajpe.

Mangaluru- 574142, Karnataka, India.

12.0 Specific Agreed Terms

Not Applicable

13.0 Notice and Communications

Not Applicable

Enclosures:

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

BOQ For 00030. Site Team-Project Coordinator.

Plant : 1142

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	130003353 IGST%: 18.00% IGST Amount:	LUMP SUM	1.000	3311000.00/1	3311000.00 595980.00
	SAC Code: 998333 CONSULTANCY CHARGES				

No. of Items : 1

Subtotal : 3,906,980.00

BOQ For 00040. Back office support.

Plant : 1142

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	130003353 IGST%: 18.00% IGST Amount:	LUMP SUM	1.000	7894948.00/1	7894948.00 1421090.64
	SAC Code: 998333 CONSULTANCY CHARGES				

No of Items : 1

Subtotal : 9,316,038.64

	Currency	Amount
Basic Price	INR	11,205,948.00
Other Charges	INR	0.00
Taxes	INR	2,017,070.64
SO Price	INR	13,223,018.64

in Words, RUPEES ONE CRORE THIRTY TWO LAKH TWENTY THREE THOUSAND EIGHTEEN AND PAISE SIXTY FOUR ONLY

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

Contractor's details KITCO LTD PUTHIYA ROAD CHAKKARAPARAMBU,FEMITH'S VENNALA,ERNAKULAM ERNAKULAM,682028,11 KERALA,INDIA PAN:AAACK9991P GSTIN:32AAACK9991P1ZS Vendor Code:0000139794 Kind Attn: Phone: Mobile: Email:SINDHUNT@KITCO.IN	SO No : 5700302023 SO Release Date : 08.11.2021
	Employer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name MANAS RANJAN DHIR Phone +917069085030 Email Manas.Dhir@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	3,276,887.50
Other Charges	INR	0.00
Taxes	INR	589,839.75
SO Price	INR	3,866,727.25
In words, RUPEES THIRTY EIGHT LAKH SIXTY SIX THOUSAND SEVEN HUNDRED TWENTY SEVEN AND PAISE TWENTY FIVE ONLY		

SPECIAL TERMS AND CONDITIONS (STC)

1.0 Scope of Work

Not Applicable

2.0 Effective Date

Not Applicable

3.0 Site

Not Applicable

4.0 Completion Schedule

Not Applicable

5.0 Price

Not Applicable

6.0 Taxes

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

Not Applicable

7.0 Payment Terms

Not Applicable

8.0 Liquidated Damages

Not Applicable

9.0 Securities

Not Applicable

10.0 Defect Liability Period

Not Applicable

11.0 Invoicing Address

Not Applicable

12.0 Specific Agreed Terms

Not Applicable

13.0 Notice and Communications

Not Applicable

Enclosures:

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

BOQ For 00010. Runway Improvement Works; Taxiway Improv.
Plant : 1142

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	130003328 IGST%: 18.00% IGST Amount:	LUMP SUM	1.000	693900.00/1	693900.00 124902.00
	SAC Code: 998322 FEES, DESIGN, CONCEPTUAL Line text:Stage 1 : Concept Design				
20.	130001777 IGST%: 18.00% IGST Amount:	LUMP SUM	1.000	1278125.00/1	1278125.00 230062.50
	SAC Code: 998332 FEES, DESIGN, DETAILED Line text:Stage 2: Scheme Design, Tender Documentation and preparation of detailed BOQ (Bill of Quantity without rate)				
30.	130001777 IGST%: 18.00% IGST Amount:	LUMP SUM	1.000	477750.00/1	477750.00 85995.00
	SAC Code: 998332 FEES, DESIGN, DETAILED Line text:Stage 3: Detail Design with Good for Construction drawings				
40.	170002649 IGST%: 18.00% IGST Amount:	LUMP SUM	1.000	160000.00/1	160000.00 28800.00
	SAC Code: 999799 TRAVELLING EXPENSES Line text:Out of Pocket Expenses				

No. of Items : 4

Subtotal : 3,079,534.50

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
BOQ For 00020. Apron Expansion- West Side. Plant : 1142					
10.	130003328 IGST%: 18.00% IGST Amount:	LUMP SUM	1.000	240937.50/1	240937.50 43368.75
	SAC Code: 998322 FEES, DESIGN, CONCEPTUAL Line text:Stage 1 : Concept Design				
20.	130001777 IGST%: 18.00% IGST Amount:	LUMP SUM	1.000	255625.00/1	255625.00 46012.50
	SAC Code: 998332 FEES, DESIGN, DETAILED Line text:Stage 2: Scheme Design, Tender Documentation and preparation of detailed BOQ (Bill of Quantity without rate)				
30.	130001777 IGST%: 18.00% IGST Amount:	LUMP SUM	1.000	95550.00/1	95550.00 17199.00
	SAC Code: 998332 FEES, DESIGN, DETAILED Line text:Stage 3: Detail Design with Good for Construction drawings				
40.	170002649 IGST%: 18.00% IGST Amount:	LUMP SUM	1.000	75000.00/1	75000.00 13500.00
	SAC Code: 999799 TRAVELLING EXPENSES Line text:Out of Pocket Expenses				

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
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No of Items : 4

Subtotal : 787,192.75

	Currency	Amount
Basic Price	INR	3,276,887.50
Other Charges	INR	0.00
Taxes	INR	589,839.75
SO Price	INR	3,866,727.25

in Words, RUPEES THIRTY EIGHT LAKH SIXTY SIX THOUSAND SEVEN HUNDRED TWENTY SEVEN AND PAISE TWENTY FIVE ONLY

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

Contractor's details SAGA GLOBAL CONSULTANTS WESTERN EXPRESS HIGHWAY,6TH FLOOR B608 WESTERN EDGEII BORIVALI EAST, MUMBAI,400066,13 MAHARASHTRA,INDIA PAN:ABUFS2229N GSTIN:27ABUFS2229N1ZE Vendor Code:0000192883 Kind Attn: Phone: Mobile: Email:INFO@SAGACONSULTANTS.COM	SO No : 5700298488 SO Release Date : 29.06.2021
	Employer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name MANAS RANJAN DHIR Phone Email Manas.Dhir@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	3,350,000.00
Other Charges	INR	0.00
Taxes	INR	603,000.00
SO Price	INR	3,953,000.00
In words, RUPEES THIRTY NINE LAKH FIFTY THREE THOUSAND ONLY		

SPECIAL TERMS AND CONDITIONS (STC)

1.0 Scope of Work

Not Applicable

2.0 Effective Date

Not Applicable

3.0 Site

Not Applicable

4.0 Completion Schedule

Not Applicable

5.0 Price

Not Applicable

6.0 Taxes

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

Not Applicable

7.0 Payment Terms

Not Applicable

8.0 Liquidated Damages

Not Applicable

9.0 Securities

Not Applicable

10.0 Defect Liability Period

Not Applicable

11.0 Invoicing Address

Not Applicable

12.0 Specific Agreed Terms

Not Applicable

13.0 Notice and Communications

Not Applicable

Enclosures:

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

**BOQ For 00010. ATF Fuel Storage Farm and Hydrant Fuel S.
 Plant : 1142**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	130001791 IGST%: 18.00% IGST Amount:	LUMP SUM	1.000	3350000.00/1	3350000.00 603000.00

SAC Code: 998338

FEES, DESIGN, ENGINEERING

LOCATION PLANT EFFECTIVE OPERATION & MAINTENANCE MANUAL. CHIMNEY AND ITS FOUNDATION BOLTS, CIVIL LOAD DATA, G.A. DRAWINGS & DUCT SUPPORT DESIGN, DETAILED DESIGN & ENGG. OF 30 MTR DESIGN, ENGINEERING OF THE ENTIRE SYSTEM INCLUDING SUCTION HOODS, DUCT

No of Items : 1

Subtotal : 3,953,000.00

	Currency	Amount
Basic Price	INR	3,350,000.00
Other Charges	INR	0.00
Taxes	INR	603,000.00
SO Price	INR	3,953,000.00

in Words, RUPEES THIRTY NINE LAKH FIFTY THREE THOUSAND ONLY

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

Contractor's details TATA ELXSI LTD ITPB ROAD WHITEFIELD,SY NO 126 128 BENGALURU,URBAN BANGALORE,560048,10 KARNATAKA,INDIA PAN:AAACT7872Q GSTIN:29AAACT7872Q1ZC Vendor Code:0000196090 Kind Attn: Phone: Mobile: Email:AMBAR.G@TATAELXSI.CO.IN	SO No : 5700301038 SO Release Date : 05.10.2021
	Employer's details MANGALURU INTERNATIONAL AIRPORT LIMITED Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka Mangalore 575011 KARNATAKA PAN AASCA7638K CIN U63030GJ2019PLC110062 GSTIN 29AASCA7638K1ZT IEC No. 0806009870 Our Contact Details Name MANAS RANJAN DHIR Phone +917069085030 Email Manas.Dhir@adani.com

Order Value Summary

	Currency	Amount
Basic Price	INR	2,905,744.00
Other Charges	INR	0.00
Taxes	INR	523,033.92
SO Price	INR	3,428,777.92
In words, RUPEES THIRTY FOUR LAKH TWENTY EIGHT THOUSAND SEVEN HUNDRED SEVENTY SEVEN AND PAISE NINETY TWO ONLY		

SPECIAL TERMS AND CONDITIONS (STC)

1.0 Scope of Work

Not Applicable

2.0 Effective Date

Not Applicable

3.0 Site

Not Applicable

4.0 Completion Schedule

Not Applicable

5.0 Price

Not Applicable

6.0 Taxes

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

Not Applicable

7.0 Payment Terms

Not Applicable

8.0 Liquidated Damages

Not Applicable

9.0 Securities

Not Applicable

10.0 Defect Liability Period

Not Applicable

11.0 Invoicing Address

Not Applicable

12.0 Specific Agreed Terms

Not Applicable

13.0 Notice and Communications

Not Applicable

Enclosures:

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

BOQ For 00010. Stage -1 Pre Concept Design.
Plant : 1142

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	130003353 CGST%: 9.00% CGST Amount: SGST%: 9.00% SGST Amount: SAC Code: 998333 CONSULTANCY CHARGES	LUMP SUM	1.000	567200.00/1	567200.00 51048.00 51048.00

No. of Items : 1

Subtotal : 669,296.00

BOQ For 00020. Stage -2 Concept Design.
Plant : 1142

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	130003353 CGST%: 9.00% CGST Amount: SGST%: 9.00% SGST Amount: SAC Code: 998333 CONSULTANCY CHARGES	LUMP SUM	1.000	472640.00/1	472640.00 42537.60 42537.60

No. of Items : 1

Subtotal : 557,715.20

BOQ For 00030. Stage -3 Detailed Design.
Plant : 1142

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	130003353 CGST%: 9.00% CGST Amount: SGST%: 9.00% SGST Amount: SAC Code: 998333	LUMP SUM	1.000	1160304.00/1	1160304.00 104427.36 104427.36

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
CONSULTANCY CHARGES					
No. of Items : 1					Subtotal : 1,369,158.72

**BOQ For 00040. Execution Support.
Plant : 1142**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	130003353 CGST%: 9.00% CGST Amount: SGST%: 9.00% SGST Amount: SAC Code: 998333 CONSULTANCY CHARGES	LUMP SUM	1.000	192000.00/1	192000.00 17280.00 17280.00
No. of Items : 1					Subtotal : 226,560.00

**BOQ For 00050. Travel & Expenses.
Plant : 1142**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	130003353 CGST%: 9.00% CGST Amount: SGST%: 9.00% SGST Amount: SAC Code: 998333 CONSULTANCY CHARGES	LUMP SUM	1.000	177600.00/1	177600.00 15984.00 15984.00
No. of Items : 1					Subtotal : 209,568.00

**BOQ For 00060. Design manual Submission.
Plant : 1142**

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

**ANNEXURE I
PRICE SCHEDULE**

Serial No.	Service Code/Description	UOM	Quantity	Unit Rate	Total Amount
10.	130003416 CGST%: 9.00% CGST Amount: SGST%: 9.00% SGST Amount: SAC Code: 995461 PREPARE, REPORT	LUMP SUM	1.000	336000.00/1	336000.00 30240.00 30240.00

No of Items : 1

Subtotal : 396,480.00

	Currency	Amount
Basic Price	INR	2,905,744.00
Other Charges	INR	0.00
Taxes	INR	523,033.92
SO Price	INR	3,428,777.92

in Words, RUPEES THIRTY FOUR LAKH TWENTY EIGHT THOUSAND SEVEN HUNDRED SEVENTY SEVEN AND PAISE NINETY TWO ONLY

(Employer's Authorised Signatory)

(Contractor's Authorised Signatory)

Service Order

MANGALURU INTERNATIONAL AIRPORT LIMITED

Baikampady Industrial Area Mangalore, Dakshina Kannada Karnataka

Mangalore 575011 KARNATAKA

Phone: Fax:

E-Mail:

Annexure 8.9

To, SIKKA ASSOCIATES SAFDARJUNG ENCLAVE ,A2 1 AFRICA AVENUE OPP BHIKAJI CAMA PLACE,NEW DELHI,o -NEW DELHI-110029 DELHI,INDIA, Phone : Mobile: Fax : Email :SAA@SAAINDIA.NET Vendor Code : 193393 Kind Attn:	SO No 5700297167 SO Date 19.05.2021 Proj/CC Code & Name D-1147 Mangalore Airport Projects
	Our GSTIN & Tax Registration Details PAN No AASCA7638K Import Export Code 0806009870 Company GSTIN No 29AASCA7638K1ZT
Vendor GSTIN Reg. Details Pan No. AAWPS4883R Import Export Code Vendor GSTIN No 07AAWPS4883R1Z7 (In case of any change please intimate)	Our Contact Details Buyer: MANAS RANJAN DHIR Phone: E-Mail: Manas.Dhir@adani.com

Dear Sir,
We are pleased to issue this Service Order for the scope of work mentioned below, subject to the terms and conditions contained herein and in the annexure/s to this SO. Any annexure to this Service Order shall form integral part of the SO and in case there is any contradiction in the different documents with regard to any provision, the order of precedence shall be as mentioned in General terms & conditions.

Scope of Work
Reconfiguration, Modification & Refurbishment of the Existing Terminal & Fore Court at Mangaluru International Airport, Karnataka.

Service Order Currency RUPEE

Price & Conditions (Priced BOQ attached for breakup)

For MANGALURU INTERNATIONAL AIRPORT LIMITED

For SIKKA ASSOCIATES,

Authorised Signatory

Authorised Signatory & Stamp

Reg.Office: ADANI CORPORATE HOUSE, SHANTIGRAM, S G HIGHWAY, AHMEDABAD Phone: +91 79 2555 5094 Fax: +91 79 2555 5627

Admin.Office: Phone: Fax:

Date:19.05.2022 Time :16:34:00

Page 1-of- 4

	Currency	Amount
SERVICE ORDER PRICE INCLUDING DISCOUNT	INR	13750000.00
Total GST Amount		2,475,000.00
 Total Service Order Price :		 16,225,000.00

In Words, RUPEE ONE CRORE SIXTY TWO LAKH TWENTY FIVE THOUSAND ONLY

Commencement Date 19.05.2021 Completion Date 31.12.2021

Milestones

5 Months from the Date of Commencement

Terms & Conditions:

Payment Terms: (Z998) Refer payment terms

Advance Payment: Nil

R/A Bills:

95% of the Basic Price (along with applicable GST payable) shall be paid on a pro rata basis within thirty (30) days upon submission of the Invoice.

DNU-Delivery destination

At AMIAL

DNU-Dispatch Documents

Tax Invoice against AMIAL

DNU-Liquidated Damages

@1% per week, Max 10% of basic order value.

DNU-Insurance

In Contractor's Scope

DNU-Warranties/ Guarantees

Not Required

DNU-Retention Clause

5% of the Basic Price (along with applicable GST payable) shall be paid within thirty (30) days after Completion.

DNU-Bank Guarantee/Securities

Not Required

DNU-GST/Taxes

As per actual Tax

DNU-Security Deposit

Not Required

ANNEXURE I
Bill of Quantity (BOQ)

(Buyer's Authorised Signatory)

**(Vendor's/ Service Provider's
Authorised Signatory & Stamp)**

BOQ For 00010. Design Consultancy.

Serial No.	Service Code/Description	UOM	Quantity	Rate	Amount
10.	130003328 SAC Code: 998322 IGST%: 18.00 IGST Amount:	LUMP SUM	1.000	5090000.00	5090000.00 916200.00

FEES, DESIGN, CONCEPTUAL

20.	130001777 SAC Code: 998332 IGST%: 18.00 IGST Amount:	LUMP SUM	1.000	5410000.00	5410000.00 973800.00
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FEES, DESIGN, DETAILED

30.	100000313 SAC Code: 998595 IGST%: 18.00 IGST Amount:	JOB	1.000	2000000.00	2000000.00 360000.00
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DOCUMENTATION CHARGES

0.	SAC Code:		0.000		
				Subtotal :	14,750,000.00
				0.00	0.00

Subtotal : 14,750,000.00**Total Amount 14,750,000.00**

in Words, RUPEE ONE CRORE FORTY SEVEN LAKH FIFTY THOUSAND ONLY

ANNEXURE I(A)
Detailed Service Item Descriptions

(Buyer's Authorised Signatory)

**(Vendor's/ Service Provider's
Authorised Signatory & Stamp)**

10. Design Consultancy.

Service Code**Service Item Description**

10. 130003328

20. 130001777

30. 100000313

0.

Special Terms and Conditions:

Requirement is to engage a consultant for reconfiguration, modification & refurbishment of the existing terminal & fore court at Mangaluru International Airport, Karnataka. It was proposed to engage a design consultant who has experience of architectural, civil and structural modification work for Airports. Accordingly, Proposals were invited from Sikka Associates and Creative Group. Both Consultants submitted their technical and commercial proposals. Sikka Associates submitted highest initial proposal. However, Sikka Associates has better technical and project experience. We also received feedback for their previous work carried out at Mangalore Airport which was found satisfactory.

Accordingly, both proposals were further discussed and negotiated for scope clarity and better pricing. Post negotiation, Sikka Associates has submitted lowest proposal for the subject work. We have obtained approx. 46% discount on their initial proposal. Creative Group suggested their initial proposal as no-regret and final.

It is proposed to place order on Sikka Associates Architects on technically preferred and commercial lowest proposal basis.

ANNEXURE II General Terms & Conditions

Requirement is to engage a consultant for reconfiguration, modification & refurbishment of the existing terminal & fore court at Mangaluru International Airport, Karnataka. It was proposed to engage a design consultant who has experience of architectural, civil and structural modification work for Airports. Accordingly, Proposals were invited from Sikka Associates and Creative Group. Both Consultants submitted their technical and commercial proposals. Sikka Associates submitted highest initial proposal. However, Sikka Associates has better technical and project experience. We also received feedback for their previous work carried out at Mangalore Airport which was found satisfactory.

Accordingly, both proposals were further discussed and negotiated for scope clarity and better pricing. Post negotiation, Sikka Associates has submitted lowest proposal for the subject work. We have obtained approx. 46% discount on their initial proposal. Creative Group suggested their initial proposal as no-regret and final.

It is proposed to place order on Sikka Associates Architects on technically preferred and commercial lowest proposal basis.

 (Buyer's Authorised Signatory)

**(Vendor's/ Service Provider's
Authorised Signatory & Stamp)**

Subject: Constitution of Committee for Review of Electricity Charges

Upon execution of the Concession Agreement between Airports Authority of India (AAI) and Mangaluru International Airport Ltd (MIAL) and after handing over the commercial operations to MIAL, MESCOM power supply connections (Total 4 Power connections) were handed over as a part of the agreement:

A committee has been constituted on 10th Aug'22 with the following members of MIAL and AAI (Select employees) to review the electricity charges billed to concessioner based on units' consumption thereof.

Sr. No.	Name	Designation	Department
1	Jayan Jayanthan	AGM (Engg. -Electrical)	AAI
2	S Ram Mohan	AGM (Engg. - Electrical)	AAI
3	Suhas Patil	Head Construction	MIAL

Committee has verified the following: -

1. The separate meters are installed for each concessionaire / user.
2. The meter readings are done on monthly basis and necessary records are maintained
3. MIAL raises the invoice for the electricity usage charges to concessionaire / user on monthly basis.
4. MIAL charges to concessionaire / user on cost-to-cost basis (without any mark-up) based on actual meter reading and units consumed by each concessionaire / user.
5. Based on review of electricity invoices raised on concessionaire / users for the period from COD to 30th June' 2022, the average power supply utilized by concessionaire / user ranges from 4% to 7% of the total utilization of the Airport. **The weighted average usage during the period is 5.6%**


Jayan Jayanthan

AGM (Engg. - Electrical)


S Ram Mohan

AGM (Engg. -Electrical)


Suhas Patil
I/C Head - E&M