

## Sarvesh Patil

**From:** Stephen P <stephen.p@k-corp.in>  
**Sent:** 03 August 2023 15:30  
**To:** Nimisha Jadhav  
**Cc:** Akshay Sharma; Shama Nair; Prakash Mistry; Khushbu Verma; Lovejot Sekhon; Ameet Koomar; Irfan Sayed; Shashank Mahadik; Abhishek Bansal; Sarvesh Patil; Manish Thakkar; Binu Balachandran  
**Subject:** RE: Appointment of Design Consultant for F&B - Semolina

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**From:** Ameet Koomar <Ameet.Koomar@adani.com>  
**Sent:** Thursday, July 27, 2023 3:47 PM  
**To:** Binu Balachandran <binu.balachandran@k-corp.in>; Lovejot Sekhon <lovejot.sekhon@k-corp.in>; Ravi Sharma <Ravi.Sharma@adani.com>  
**Cc:** Akshay Sharma <akshay.sharma@semolinakitchens.com>; Ashwini Thorat <Ashwini.Thorat@adani.com>; Dinaz Madhukar <Dinaz.Madhukar@adani.com>; Varun Kapur <varun.kapur@travelfoodservices.com>; Rahul Sahni <Rahul.Sahni@adani.com>; Jatin Jain <Jatin.Jain@adani.com>; Shama Nair <shama.nair@travelfoodservices.com>; Pankaj Rohatgi <Pankaj.Rohatgi@adani.com>; Prakash Mistry <prakash.mistry@travelfoodservices.com>  
**Subject:** RE: Appointment of Design Consultant for F&B - Semolina

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Dear all,

As discussed over call with ARA and Genesis along with Binu (Semolina Purchase team), Ravi (Adani Design team) for clarity over quotations, below the final points:

1. Genesis to provide clarity on quotation for different category and size of outlets. Genesis to provide and Ravi/ Binu to co-ordinate by 27/7/2023
2. Ravi to share the final scope of both vendors to attach with PO as reference.- Ravi to share by 27/7/2023
3. Binu to share the final filled excel format with Ravi to validate the correct understanding of rates so that PO can be issued to vendor- Binu to share by 27/7/2023.

ARA rates are clear, and PO can be issued on immediate basis after receipt of above final scope details from Ravi.

Dear Binu,

Below shared are the final outlets which need to be allocated to ARA and Genesis respectively for LKO, AHM and JAI.

Thanks and Regards,

Ameet Koomar  
99718 12896

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**From:** Ameet Koomar <Ameet.Koomar@adani.com>  
**Sent:** Tuesday, July 25, 2023 1:14 PM  
**To:** Binu Balachandran <binu.balachandran@k-corp.in>; Lovejot Sekhon <lovejot.sekhon@k-corp.in>  
**Cc:** Akshay Sharma <akshay.sharma@semolinakitchens.com>; Ashwini Thorat <Ashwini.Thorat@adani.com>; Dinaz Madhukar <Dinaz.Madhukar@adani.com>; Varun Kapur <varun.kapur@travelfoodservices.com>; Rahul Sahni <Rahul.Sahni@adani.com>; Jatin Jain <Jatin.Jain@adani.com>; Shama Nair <shama.nair@travelfoodservices.com>  
**Subject:** RE: Appointment of Design Consultant for F&B - Semolina

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Dear Binu,

As discussed, please issue the designer PO for below locations for as per attached finalized price by TC.

LKO:

Sub-Category	Final List of Brands	Area to be developed	Consultant
Grab & Go	Flying bytes	50.66	Genesis
Coffee	CBTL + Wrapafella	94.43	ARA Design

Coffee	Chaipoint	35.74	Genesis
QSR	Low Price point	35.74	Genesis
Bar	The Irish House	353.75	ARA Design
Casual Dining	CDH/ Mamagoto/Own Lucknowi concept	94.75	ARA Design
Food Hall	Domino's	60.00	Genesis
QSR	Subway	34.66	Genesis
F & B	Shawarma,Tacos,Burger + Indian +Coffee kiosk	67.82	Genesis
Coffee	Cafeccino	20.68	Genesis
Coffee	Flying Bytes	10.00	Genesis
Coffee	Caffeccino 14 sqm + Kebab 4 sqm	18.00	Genesis
Grab & Go	Chai Point	20.00	Genesis
Grab & Go	Boarding Bites	4.50	Genesis
Grab & Go	Boarding Bites	4.50	Genesis
Kitchen	Kitchen & Warehouse	300.00	ARA Design
Casual Dining	Good times bar	243.47	Genesis
	<b>TOTAL</b>	<b>1,448.70</b>	

AHM:

Outlet name	Revised Area (SqM)	Consultant
KFC (FF SHA - Food Court)	72.4	Genesis
Ildi.com (FF SHA - Food Court)	27.2	Genesis
Nourish (FF SHA - Food Court)	21.0	Genesis
Dhaba SHA - Food Court)	27.2	Genesis
Wanchai chinese	20.3	Genesis
Food court Seating	320.0	Genesis
Subway (Arrival)	30.4	Genesis
Subway Seating	53.0	Genesis
KFC (Arrival Forecourt)	169.5	Genesis
	<b>741.0</b>	

JAI:

Outlet Name	Area - sqmtr	Consultant
KFC	67.48	Genesis
Ultra Bar	30.58	Genesis
Masala Kitchen	24	Genesis
Seating	106	Genesis
<b>TOTAL</b>	<b>228.06</b>	

Thanks and Regards,

Ameet Koomar  
99718 12896

From: Akshay Sharma <[akshay.sharma@semolinakitchens.com](mailto:akshay.sharma@semolinakitchens.com)>

Sent: Wednesday, July 19, 2023 5:07 PM

To: Ashwini Thorat <[Ashwini.Thorat@adani.com](mailto:Ashwini.Thorat@adani.com)>; Dinaz Madhukar <[Dinaz.Madhukar@adani.com](mailto:Dinaz.Madhukar@adani.com)>; Harshad Jain <[Harshad.Jain@adani.com](mailto:Harshad.Jain@adani.com)>; Varun Kapur <[varun.kapur@travelfoodservices.com](mailto:varun.kapur@travelfoodservices.com)>; Ameet Koomar <[Ameet.Koomar@adani.com](mailto:Ameet.Koomar@adani.com)>; Rahul Sahni <[Rahul.Sahni@adani.com](mailto:Rahul.Sahni@adani.com)>; Jatin Jain <[Jatin.Jain@adani.com](mailto:Jatin.Jain@adani.com)>; Shama Nair <[shama.nair@travelfoodservices.com](mailto:shama.nair@travelfoodservices.com)>

Subject: FW: Appointment of Design Consultant for F&B - Semolina

Importance: High

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Hi All

Pls see attached the allocation of designers for the upcoming Lucknow, Ahmedabad & Jaipur outlets. The work majorly has been divided amongst 2 (out of 7) design consultants shortlisted by the design & techno commercial teams – M/s Genesis & Ms/ ARA. Below is a snapshot of the work distribution:

Designers	Lucknow		Ahmedabad		Jaipur		TOTAL			
	# of outlets	Area in Sqm	# of outlets	Area in Sqm	# of outlets	Area in Sqm	# of outlets	Area in Sqm	% allocation of outlets	% allocation of area (sqm)
Genesis	12	362.3	11	1,016.4	4	228.1	27	1,606.8	54.0%	25.5%

ARA Design	5	1,086.4	3	598.3			8	1,684.7	16.0%	26.8%
Brand	4	107.6	7	689.3			11	796.9	22.0%	12.7%
Fellow Design			2	21.0			2	21.0	4.0%	0.3%
In House			1	345.0			1	345.0	2.0%	5.5%
ABM	1	1,835.0					1	1,835.0	2.0%	29.2%
<b>TOTAL</b>	<b>22</b>	<b>3,391.3</b>	<b>24</b>	<b>2,670.0</b>	<b>4</b>	<b>228.1</b>	<b>50</b>	<b>6,289.4</b>	<b>100.0%</b>	<b>100.0%</b>
Chapman & Taylor	1	310.2	1	929.0	1	182.0	3	1,421.2		
<b>TOTAL</b>	<b>23</b>	<b>3,701.5</b>	<b>25</b>	<b>3,599.0</b>	<b>5</b>	<b>410.1</b>	<b>53</b>	<b>7,710.6</b>		

The approach taken for the bifurcation of the outlets is as under:

- Time being of essence, the attempt has been to divide the area equally amongst both the designers so that no one is overburdened and timelines are met.
- Divide the number of outlets between the 2 shortlisted designers within an airport to ensure work gets done faster and contingency plan (not putting all eggs in 1 basket)
  - Overall M/s Genesis gets ~54% outlets with 25.5% area for designing.
  - M/s Ara gets 16% of the outlets with 26.8% of the area for designing.
- International QSR brands would do designing of the outlets on their own.
- **We are proposing to appoint ABM for the designing on the Transit Hotel in Lucknow**
- Chapman & Taylor is already working on the lounge designs in these airports.
- **Fellow Design has designed the food trucks** for MUM T1Arrival forecourt, and they can be given to do the same for the Ahmedabad Food court as well. That design is more cuisine specific.
- Ahmedabad T2 lounge extension design will be done in house by the semolina team.

Would request all of you to go through the attached file in detail and share concerns, if any on the approach, or else we will go ahead with the release of PO to the respective vendors to kick start the work.

Regards  
Akshay

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**From:** Ameet Koomar <[Ameet.Koomar@adani.com](mailto:Ameet.Koomar@adani.com)>  
**Sent:** Friday, July 14, 2023 4:46 PM  
**To:** Shama Nair <[shama.nair@travelfoodservices.com](mailto:shama.nair@travelfoodservices.com)>  
**Cc:** Varun Kapur <[varun.kapur@travelfoodservices.com](mailto:varun.kapur@travelfoodservices.com)>; Akshay Sharma <[akshay.sharma@semolinakitchens.com](mailto:akshay.sharma@semolinakitchens.com)>; Dinaz Madhukar <[Dinaz.Madhukar@adani.com](mailto:Dinaz.Madhukar@adani.com)>; Rahul Sahni <[Rahul.Sahni@adani.com](mailto:Rahul.Sahni@adani.com)>  
**Subject:** FW: Appointment of Design Consultant for F&B - Semolina  
**Importance:** High

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Dear Shama,

As per our discussion over today's call and with ref to email below from TC, please find attached vendors quotations finalized for design by TC team. Please share your inputs and then we can issue the PO from Semolina to initiate the work.

As per discussion held with Design team, they have recommended that F&B works related to AMD and JAI can be awarded to M/s ARA and for LKO to M/s Genesis.

Also design vendors for Mumbai & IXE need to be finalized. Please share your recommendations if these finalized vendors/ any other vendors should be used.

Thanks and Regards,

Ameet Koomar  
Contact number: 99718 12896

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**From:** Jatin Jain <[Jatin.Jain@adani.com](mailto:Jatin.Jain@adani.com)>  
**Sent:** Thursday, July 13, 2023 5:23 PM  
**To:** Ameet Koomar <[Ameet.Koomar@adani.com](mailto:Ameet.Koomar@adani.com)>  
**Cc:** Manoj Katar <[Manoj.Katar@adani.com](mailto:Manoj.Katar@adani.com)>; Ashwini Thorat <[Ashwini.Thorat@adani.com](mailto:Ashwini.Thorat@adani.com)>; Rahul Sahni <[Rahul.Sahni@adani.com](mailto:Rahul.Sahni@adani.com)>; Pankaj Rohatgi <[Pankaj.Rohatgi@adani.com](mailto:Pankaj.Rohatgi@adani.com)>; Ravi Sharma <[Ravi.Sharma@adani.com](mailto:Ravi.Sharma@adani.com)>; Nalin Jaswal <[Nalin.Jaswal@adani.com](mailto:Nalin.Jaswal@adani.com)>  
**Subject:** Appointment of Design Consultant for F&B - Semolina  
**Importance:** High

Hi Ameet,

For appointment of design consultant for Semolina, we had shared TOR with following consultants :

1. M/s Muffin
2. M/s ARA Designs
3. M/s Genesis
4. M/s ACME
5. M/s Aura Designs
6. M/s ABM
7. M/s Universal Fintech
8. M/s Woods Bagots

Out of above except Aura and Woods all the consultants shared their respective proposals. Based on the details submitted and discussion held with consultants, Design team has shared their technical evaluation & recommendation (details attached) and recommended M/s Genesis and M/s ARA. Based on the recommendation, we had commercial discussion with them. Comparison of final proposal and commercial terms is attached herewith for your reference.

As per discussion held with Design team, they have recommended that F&B works related to AMD and JAI can be awarded to M/s ARA and for LKO to M/s Genesis.

Based on above, you may pls. take approval for placement of order for design consultancy to the respective consultant. Pls. inform Design team once order is issued to consultants so they can initiate the kick off meeting (Design team is planning to have kick off in next week).

Pls. let me know, if any clarification or details required.

P.S. : I will share complete set of documents received from all the vendors separately as the file size is very big.

Regards  
Jatin Jain

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