

Sarvesh Patil

From: Stephen P
Sent: 04 May 2024 14:36
To: Sarvesh Patil
Subject: FW: TRV SKPL The Lounge domestic in place of Merlot lounge SHA

From: Nilesh Patil <nilesh.patil@travelfoodservices.com>
Sent: 03 May 2024 18:29
To: Suraj Kumbhar <suraj.kumbhar@travelfoodservices.com>
Subject: FW: TRV SKPL The Lounge domestic in place of Merlot lounge SHA

Forwarding as required.

Warm Regards,
Nilesh Patil
DGM Business Development



From: Varun Kapur <varun.kapur@travelfoodservices.com>
Sent: Monday, April 22, 2024 8:39 AM
To: Akshay Sharma <akshay.sharma@semolinakitchens.com>
Cc: Ameet Koomar <Ameet.Koomar@adani.com>; Shama Nair <shama.nair@travelfoodservices.com>; Lovejot Sekhon <lovejot.sekhon@travelfoodservices.com>; Puneeth Kumar <puneeth.kumar@travelfoodservices.com>; Nilesh Patil <nilesh.patil@travelfoodservices.com>; Vikas Kapoor <vikas.kapoor@travelfoodservices.com>; Amrit Kumar Bangur <amrit.bangur@travelfoodservices.com>
Subject: Re: TRV SKPL The Lounge domestic in place of Merlot lounge SHA

Let's go ahead Akshay.

Separately need to spend some time on evaluating the tieups & how we can improve that business for upside.

Thanks,

Varun

From: Akshay Sharma <akshay.sharma@semolinakitchens.com>
Sent: Thursday, April 18, 2024 3:51:24 PM
To: Varun Kapur <varun.kapur@travelfoodservices.com>
Cc: Ameet Koomar <Ameet.Koomar@adani.com>; Shama Nair <shama.nair@travelfoodservices.com>; Lovejot Sekhon <lovejot.sekhon@travelfoodservices.com>; Puneeth Kumar <puneeth.kumar@travelfoodservices.com>; Nilesh Patil <nilesh.patil@travelfoodservices.com>; Vikas Kapoor <vikas.kapoor@travelfoodservices.com>; Amrit Kumar Bangur <amrit.bangur@travelfoodservices.com>
Subject: RE: TRV SKPL The Lounge domestic in place of Merlot lounge SHA

Hi Varun
Pls see below my comments in blue.
Requesting a go ahead as we are targeting to open by 15th May and all the stuff is to be ordered.

Regards
Akshay

From: Varun Kapur <varun.kapur@travelfoodservices.com>
Sent: Thursday, April 18, 2024 12:23 PM
To: Akshay Sharma <akshay.sharma@semolinakitchens.com>
Cc: Ameet Koomar <Ameet.Koomar@adani.com>; Shama Nair <shama.nair@travelfoodservices.com>; Lovejot Sekhon <lovejot.sekhon@travelfoodservices.com>; Puneeth Kumar <puneeth.kumar@travelfoodservices.com>; Nilesh Patil <nilesh.patil@travelfoodservices.com>; Vikas Kapoor <vikas.kapoor@travelfoodservices.com>; Amrit Kumar Bangur <amrit.bangur@travelfoodservices.com>
Subject: RE: TRV SKPL The Lounge domestic in place of Merlot lounge SHA

1. To confirm Capex would be 35L max + 10L as one time costs towards licenses? **No major changes are proposed in the interiors except creation of a buffet counter and change of flooring. Will target to close under 35 lacs including the 5 lacs to be paid to existing lounge operator for the furniture & other assets being left behind.**
2. Do we need a designer to get involved to suggest changes to the look & feel? **Not as of now as there is no major refurbishment required. Our team can manage it internally.**
3. Is there significant work on the services needed for provision of cooking/heating, or what earlier Lounge had is suitable? **The food production will happen in the central kitchen and Malabar express outlet which is next to the lounge. Only heating provisions will be made in the lounge. No work in services to be undertaken.**
4. Do we have details on the specific cards that were tied up in Merlot lounge and their rates to generate the 35K daily sales. – **only credit cards were accepted through Dreamfolks and pinelabs.**
5. Is it 24 hour operation and if so then 23 team members including 1 bartender is sufficient? **It will be operational from 4am till 11pm.**

Thanks,

Varun

From: Akshay Sharma <akshay.sharma@semolinakitchens.com>
Sent: Tuesday, April 16, 2024 10:05 AM
To: Varun Kapur <varun.kapur@travelfoodservices.com>
Cc: Ameet Koomar <Ameet.Koomar@adani.com>; Shama Nair <shama.nair@travelfoodservices.com>; Lovejot Sekhon <lovejot.sekhon@travelfoodservices.com>; Puneeth Kumar <puneeth.kumar@travelfoodservices.com>; Nilesh Patil <nilesh.patil@travelfoodservices.com>
Subject: RE: TRV SKPL The Lounge domestic in place of Merlot lounge SHA
Importance: High

Hi Varun

Pls see the details below you have asked for and the revised business case.

- Life of terminal : around 4-5 years
- Current departing pax/day :3800
- Projected departing pax / day after movement of flights to T2 : 2700
- Merlot lounge sales break up : Card sales ~35k and alcohol sales ~45k
- Merlot lounge sales in last 3 months : Jan 25 lacs | Feb 31.6 lacs | Mar 35.2 lacs (Avg 30.6 lacs)
- Have checked with consultant on the liquor license cost and he has confirmed it to be ~10 lacs.

Pls see the revised business case Revised projected sales : 24 lacs / month for your approval. We need to move quickly on the same as the existing vendor has vacated the space and we have a target date of 15th May to start the operations there.

Regards
Akshay

From: Akshay Sharma
Sent: Monday, April 8, 2024 10:37 AM
To: Varun Kapur <varun.kapur@travelfoodservices.com>
Cc: Ameet Koomar <Ameet.Koomar@adani.com>; Shama Nair <shama.nair@travelfoodservices.com>; Lovejot Sekhon <lovejot.sekhon@travelfoodservices.com>; Puneeth Kumar <puneeth.kumar@travelfoodservices.com>
Subject: FW: TRV SKPL The Lounge domestic in place of Merlot lounge SHA
Importance: High

Hi Varun

The agreement with the Merlot lounge at T1 terminal with the current concessionaire has expired and they have vacated the space. We intend to take-over the space to operate as a lounge in the domestic terminal with tie-ups with cards and walk-ins. The space will also sell liquor. This outlet takeover is also as per our AOP. The key points are as under:

- The avg. sales from this location was 30 lacs a month including liquor sales. We have built the business case basis that only.
- I have negotiated a **lumpsum amount of 5 lacs** with the outgoing concessionaire for the furniture and other equipment which was of our interest. (list attached)
- We will have to do a refurbishment of the space which will include change of flooring, creating a buffet counter, general painting & repairs of the existing furniture/structure etc. **The estimate of this work is around 15 lacs.** (estimate attached). I don't suggest that we go for a complete refurb at this stage and can look at the same after 15-18 months if required. Some traffic from T1 is expected to be shifted to T2 and so we should wait to see how that pans out.
- Purchase of **equipment, cutlery, crockery etc is 15 lacs** (list attached)
- **TOTAL Cost to be incurred is around : 40 lacs**
- **The payback for the same will be less than a year.**

Given the scope of work, we plan to start the operations by 15th May 2024 and would like you to share your thoughts on the same.

Regards
Akshay

> Vipul Parikh <vipul.parikh@travelfoodservices.com>
Subject: RE: TRV SKPL The Lounge domestic in place of Merlot lounge SHA

CAUTION: This mail has originated from outside Adani. Please exercise caution with links and attachments.

Dear team Purchase,

Since cost centre towards New Dom lounge is not active and we have very limited time period to be ready , please find the attached manual PR towards Assets , SOE's , Crockery and cutlery.

Dear Rohini & Prabhu,

Request you to please initiate the process towards lounge on board towards Indigo , Spice jet and cards tie-ups for domestic lounge.

Dear Prakash,

Please share the lounge layout ASAP.

Dear Chetan,

Request you to please start working on the signage and other marketing creativity.

Thanks & Regards

Puneeth

Unit General Manager | Semolina Kitchens pvt Ltd.

Thiruvananthapuram International Airport T2

Airport Rd, Chackai, Thiruvananthapuram,

Near Car Parking bay No.12,

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Mail: Puneeth.kumar@travelfoodservices.com

From: Puneeth Kumar

Sent: 29 March 2024 11:26 AM

To: 'Santosh Sawant' <santosh.sawant@k-corp.in>; 'Sandeep Bhat' <sandeep.bhat@k-corp.in>; 'Abdul Rehman' <abdul.rehman@k-corp.in>; Suraj Kumbhar <suraj.kumbhar@travelfoodservices.com>; Santosh Tambe <santosh.tambe@travelfoodservices.com>; Balwant Kharse <balwant.kharse@travelfoodservices.com>; Ajit Yadav <ajit.yadav@travelfoodservices.com>; Rohini Dubey <rohini.dubey@travelfoodservices.com>; 'Prabhu Naikar' <prabhu.naikar@k-corp.in>; Prabhakar Sawant <prabhakar.sawant@travelfoodservices.com>; Roshan Bhelke <roshan.bhelke@travelfoodservices.com>; Samir Gupte <samir.gupte@travelfoodservices.com>; Chetan Bobade <chetan.bobade@travelfoodservices.com>; 'Herambraj Sonawane' <mumbai.purchase1@k-corp.in>; 'Ameet.Koomar@adani.com' <Ameet.Koomar@adani.com>; Samrat Narvekar <samrat.narvekar@travelfoodservices.com>

Cc: Gaurav Dewan <gaurav.dewan@travelfoodservices.com>; Akshay Sharma <akshay.sharma@semolinakitchens.com>; Meena Shah <meena.shah@travelfoodservices.com>; Rajesh Shetty <rajesh.shetty@travelfoodservices.com>; Shama Nair <shama.nair@travelfoodservices.com>; 'Lovejot Sekhon' <lovejot.sekhon@k-corp.in>; Nikhil Bhushan <nikhil.bhushan@travelfoodservices.com>; Vipul Parikh <vipul.parikh@travelfoodservices.com>

Subject: RE: TRV SKPL The Lounge domestic in place of Merlot lounge SHA

Dear Ameet,

Your review and approval awaited to move forward.

Thanks & Regards

Puneeth

Unit General Manager | Semolina Kitchens pvt Ltd.

Thiruvananthapuram International Airport T2

Airport Rd, Chackai, Thiruvananthapuram,

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Mail: Puneeth.kumar@travelfoodservices.com

From: Puneeth Kumar

Sent: 27 March 2024 10:39 AM

To: Santosh Sawant <santosh.sawant@k-corp.in>; Sandeep Bhat <sandeep.bhat@k-corp.in>; Abdul Rehman <abdul.rehman@k-corp.in>; Suraj Kumbhar <suraj.kumbhar@travelfoodservices.com>; Santosh Tambe <santosh.tambe@travelfoodservices.com>; Balwant Kharse <balwant.kharse@travelfoodservices.com>; Ajit Yadav <ajit.yadav@travelfoodservices.com>; Rohini Dubey <rohini.dubey@travelfoodservices.com>; Prabhu Naikar <prabhu.naikar@k-corp.in>; Prabhakar Sawant <prabhakar.sawant@travelfoodservices.com>; Roshan Bhelke <roshan.bhelke@travelfoodservices.com>; Samir Gupte <samir.gupte@travelfoodservices.com>; Chetan Bobade <chetan.bobade@travelfoodservices.com>; Herambraj Sonawane <mumbai.purchase1@k-corp.in>; Ameet.Koomar@adani.com; Samrat Narvekar <samrat.narvekar@travelfoodservices.com>

Cc: Gaurav Dewan <gaurav.dewan@travelfoodservices.com>; Akshay Sharma <akshay.sharma@semolinakitchens.com>; Meena Shah

<meena.shah@travelfoodservices.com>; Rajesh Shetty <rajesh.shetty@travelfoodservices.com>; Shama Nair <shama.nair@travelfoodservices.com>; Lovejot Sekhon <lovejot.sekhon@k-corp.in>; Nikhil Bhushan <nikhil.bhushan@travelfoodservices.com>; Vipul Parikh <vipul.parikh@travelfoodservices.com>

Subject: RE: TRV SKPL The Lounge domestic in place of Merlot lounge SHA

Importance: High

Dear Ameet,

Please find the attached business case for your review and approval to proceed further.

Dear Rohini & Prabhu,

Request you to please initiate the process towards lounge on board towards Indigo and cards tie-ups for domestic lounge.

Dear Prakash,

Please share the lounge layout ASAP.

Dear team Purchase,

Since cost centre towards New dom lounge is not active and we have very limited time period to be ready , please find the attached manual PR towards Assets , SOE's , Crockery and cutlery.

Request you to please process.

Dear Santosh,

Post business case approval and layout finalizations please take this up on top priority.

Thanks & Regards

Puneeth

Unit General Manager | Semolina Kitchens pvt Ltd.

Thiruvananthapuram International Airport T2

Airport Rd, Chackai, Thiruvananthapuram,

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Mail: Puneeth.kumar@travelfoodservices.com

From: Puneeth Kumar

Sent: 29 January 2024 12:19 PM

To: Santosh Sawant <santosh.sawant@k-corp.in>; Sandeep Bhat <sandeep.bhat@k-corp.in>; Abdul Rehman <abdul.rehman@k-corp.in>; Suraj Kumbhar <suraj.kumbhar@travelfoodservices.com>; Santosh Tambe <santosh.tambe@travelfoodservices.com>; Balwant Kharse <balwant.kharse@travelfoodservices.com>; Ajit Yadav <ajit.yadav@travelfoodservices.com>; Rohini Dubey <rohini.dubey@travelfoodservices.com>; Prabhu Naikar <prabhu.naikar@k-corp.in>; Prabhakar Sawant <prabhakar.sawant@travelfoodservices.com>; Roshan Bhelke <roshan.bhelke@travelfoodservices.com>; Samir Gupte <samir.gupte@travelfoodservices.com>; Chetan Bobade <chetan.bobade@travelfoodservices.com>

Cc: Gaurav Dewan <gaurav.dewan@travelfoodservices.com>; Akshay Sharma <akshay.sharma@semolinakitchens.com>; Meena Shah <meena.shah@travelfoodservices.com>; Rajesh Shetty <rajesh.shetty@travelfoodservices.com>; Shama Nair <shama.nair@travelfoodservices.com>; Lovejot Sekhon <lovejot.sekhon@k-corp.in>

Subject: RE: TRV SKPL The Lounge domestic in place of Merlot lounge SHA

Dear Rohini & Prabhu,

Request you to please initiate the process towards lounge on board towards Indigo and cards tie-ups for domestic lounge.

Dear Balwant,

Please share tentative COGS inputs.

Thanks & Regards

Puneeth

Unit General Manager | Semolina Kitchens pvt Ltd.

Thiruvananthapuram International Airport T2

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Mail: Puneeth.kumar@travelfoodservices.com

From: Puneeth Kumar

Sent: 22 January 2024 11:31 AM

To: Santosh Sawant <santosh.sawant@k-corp.in>; Sandeep Bhat <sandeep.bhat@k-corp.in>; Abdul Rehman <abdul.rehman@k-corp.in>; Suraj Kumbhar <suraj.kumbhar@travelfoodservices.com>; Santosh Tambe <santosh.tambe@travelfoodservices.com>; Balwant Kharse <balwant.kharse@travelfoodservices.com>; Ajit Yadav <ajit.yadav@travelfoodservices.com>; Rohini Dubey <rohini.dubey@travelfoodservices.com>; Prabhu Naikar <prabhu.naikar@k-corp.in>; Prabhakar Sawant <prabhakar.sawant@travelfoodservices.com>; Roshan Bhelke <roshan.bhelke@travelfoodservices.com>; Samir Gupte <samir.gupte@travelfoodservices.com>; Chetan Bobade <chetan.bobade@travelfoodservices.com>

Cc: Gaurav Dewan <gaurav.dewan@travelfoodservices.com>; Akshay Sharma <akshay.sharma@semolinakitchens.com>; Meena Shah <meena.shah@travelfoodservices.com>; Rajesh Shetty <rajesh.shetty@travelfoodservices.com>; Shama Nair <shama.nair@travelfoodservices.com>; Lovejot Sekhon <lovejot.sekhon@k-corp.in>

Subject: RE: TRV SKPL The Lounge domestic in place of Merlot lounge SHA

Dear Rohini & Prabhu,

Request you to please initiate the process towards lounge on board towards Indigo and cards tie-ups for domestic lounge.

Dear Team Purchase & Projects,

Please share your inputs as asked in trail mail.

Dear Balwant,

Please share tentative COGS inputs.

Thanks & Regards

Puneeth

Unit General Manager | Semolina Kitchens pvt ltd.

Thiruvananthapuram International Airport T2

Airport Rd, Chackai, Thiruvananthapuram,

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Mail: Puneeth.kumar@travelfoodservices.com

From: Puneeth Kumar

Sent: 20 January 2024 10:57 AM

To: Santosh Sawant <santosh.sawant@k-corp.in>; Sandeep Bhat <sandeep.bhat@k-corp.in>; Abdul Rehman <abdul.rehman@k-corp.in>; Suraj Kumbhar <suraj.kumbhar@travelfoodservices.com>; Santosh Tambe <santosh.tambe@travelfoodservices.com>; Balwant Kharse <balwant.kharse@travelfoodservices.com>; Ajit Yadav <ajit.yadav@travelfoodservices.com>

Cc: Gaurav Dewan <gaurav.dewan@travelfoodservices.com>; Akshay Sharma <akshay.sharma@semolinakitchens.com>; Meena Shah <meena.shah@travelfoodservices.com>; Rajesh Shetty <rajesh.shetty@travelfoodservices.com>; Shama Nair <shama.nair@travelfoodservices.com>;

Lovejot Sekhon <lovejot.sekhon@k-corp.in>

Subject: RE: TRV SKPL The Lounge domestic in place of Merlot lounge SHA

Dear Team,

Inputs are still awaited , request for the same at the earliest since having very limited time.

We should be going live wef 1st April 24.

Thanks & Regards

Puneeth

Unit General Manager | Semolina Kitchens pvt ltd.

Thiruvananthapuram International Airport T2

Airport Rd, Chackai, Thiruvananthapuram,

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Mail: Puneeth.kumar@travelfoodservices.com

From: Lovejot Sekhon <lovejot.sekhon@k-corp.in>

Sent: 13 January 2024 03:29 PM

To: Santosh Sawant <santosh.sawant@k-corp.in>; Sandeep Bhat <sandeep.bhat@k-corp.in>; Abdul Rehman <abdul.rehman@k-corp.in>

Cc: Puneeth Kumar <puneeth.kumar@travelfoodservices.com>

Subject: FW: TRV SKPL The Lounge domestic in place of Merlot lounge SHA

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Santosh/ Sandeep – Kindly update and share the tentative commercial value for assets and soe's.

Regards,
Lovejot.

From: Puneeth Kumar <puneeth.kumar@travelfoodservices.com>

Sent: Friday, January 12, 2024 1:10 PM

To: Shama Nair <shama.nair@travelfoodservices.com>; Santosh Tambe <santosh.tambe@travelfoodservices.com>; Ajit Yadav <ajit.yadav@travelfoodservices.com>; Venkat Subramanian <trivandrum.maintenance@travelfoodservices.com>; Suraj Kumbhar <suraj.kumbhar@travelfoodservices.com>; Balwant Kharse <balwant.kharse@travelfoodservices.com>; Ajit Sawant <ajit.sawant@travelfoodservices.com>; Prabhu R. <prabhu.r1@adani.com>; Rohini Dubey <rohini.dubey@travelfoodservices.com>; Lovejot Sekhon <lovejot.sekhon@k-corp.in>

Cc: Akshay Sharma <akshay.sharma@semolinakitchens.com>; Ameet Koomar <Ameet.Koomar@adani.com>; Rajesh Shetty <rajesh.shetty@travelfoodservices.com>; Nishanth M <nishanth.m@travelfoodservices.com>; Gaurav Dewan <gaurav.dewan@travelfoodservices.com>; Meena Shah <meena.shah@travelfoodservices.com>; Chetan Bobade <chetan.bobade@travelfoodservices.com>; Tushar Agale <tushar.agale@travelfoodservices.com>; Samir Gupte <samir.gupte@travelfoodservices.com>; Sujeet Bhoir <sujeet.bhoir@travelfoodservices.com>

Subject: TRV SKPL The Lounge domestic in place of Merlot lounge SHA

Dear Suraj,

Require project inputs towards CAPEX.

Please find the attached presentation and the assets availability details and advise us the tentative CAPEX for new counter.

Brand name :- The Lounge

Project requirements :- Space availability is 65 sqmtr area.

1. Require flooring at BOH and guest seating area since existing flooring is not at all good.
2. Paint work on the walls.
3. Require live counter :- Existing counter require alter.
4. Hand wash refurbishment.
5. Require liquor storage.
6. Require buffet counter.
7. Kitchen modifications as per our plan.
8. Require Sofa set up for 30 pax.
9. Electrical work as per our plan.

Dear Balwant,

Request you to please share controls inputs towards tentative COGS for business proposals.

Dear Lovejot,

Require purchase inputs towards assets and SOE's list which is attached and require tentative cost for business proposals.

Thanks & Regards

Puneeth

Unit General Manager | Semolina Kitchens pvt Ltd.

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