



भारतीय विमानपत्तन प्राधिकरण Airports Authority of India

AAI/TP/COMML/SMKLNG/25 / 80 .

Date : 25.03.2025

To
M/s VISALAKSHI MARKETING PRIVATE LIMITED.
Office No.5-A, Airline Offices Area,
Ground Floor, Terminal 1D,
IGI Airport, New Delhi-110037.

Subject : Award of Licence for "Smoking Lounge and Sales Kiosk" at
Tirupati Airport.

Dear Madam/ Sir,

Reference may be made to your proposal submitted in response to AAI Tender ID No. 2025_AAI_224208, for Smoking Lounge and Sales Kiosk at Tirupati Airport, for which the Technical Bid & Financial Bid was opened on 11.02.2025 and 14.03.2025 respectively.

The Competent Authority is pleased to grant you above referred license on the following terms & conditions :

TERMS & CONDITIONS :

- Description of Facility** : Smoking Lounge and Sales Kiosk at Tirupati Airport.
- Location** : Domestic SHA Ground Floor, Terminal Building.
- Space Details** :
Lounge – 19 sqm
Sales Kiosk – 2 sqm
- Period of Contract** :
The period of Contract is for 05 (Five) years.
- Concession Fee** :
During the period of licence, the Licensee shall pay to the Authority every month in advance, by way of concession fee and applicable charges & taxes on or before 10th day of English calender month as under :

Period	Quoted Monthly Licence Fee (INR)
1 st year	Rs. 3,59,900/- (Rupees Three Lakh Fifty Nine Thousand Nine Hundred only) plus applicable charges and taxes.
- The quoted monthly licence fee shall be escalated as per NIT conditions.


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7. **Business Incubation Period : 15 days** of Business Incubation Period is permissible.
8. **Gestation Period :** Gestation period of **120 Days**, reckoned from expiry of business incubation period or 16th date of LOIA whichever is earlier.
9. **Other applicable charges – Utility Charge, Electricity & Water :**
- a) Space Rent @ Rs. 1350/- for Sales Kiosk Space measuring 2sqm.
 - b) The Utility Charge @ 10% of space rent is applicable for Sales Kiosk Space measuring 2 sqm.
 - c) Electricity and water charges would be payable as per actual.
 - d) GST & other applicable taxes will be charged at the prevailing rates as per guidelines of Airports Authority of India.
10. **Security Deposit :** Payment of Security Deposit amounting to **Rs 23,75,340/- (Rupees Twenty Three Lakh Seventy Five Thousand Three Hundred and Forty only)**, which is equivalent to 6 months licence fee of 1st year (including Security Deposit towards Electricity Charges Rs. 2,15,940/-, which is 5% of annual licence fee) to be submitted within 15 days from the date of issuance of award to Airports Authority of India, Tirupati Airport as an interest free security Deposit. The SD to be furnished in the form of Demand Draft/Pay Order/RTGS/NEFT/Bank Guarantee from a Nationalised/ Scheduled Bank in favour of Airport Director, Tirupati Airport. Bank Guarantee Should be valid for the entire period of license plus six (06) months. Bank Guarantee from co-operative bank (even scheduled co-operative banks) or in the form of FDR is not acceptable.
Format for of Bank Guarantee is available in Annexure K of the Tender Document.
Further SMFS Transmission letter also needs to be obtained and to be submitted to AAI, Tirupati Airport.
11. **Licence Agreement :**
Execution of the Agreement within 15 days from the date of issuance of Award Letter on Rs. 100/- non-judicial stamp paper. Cost of Non-Judicial Stamp Paper to be borne by the licensee.
12. **Payment of AAI Dues :**
During the license period, the licensee shall pay to the Authority every month in advance, by way of concession fee and applicable charges and taxes on or before 10th day of English calendar month. All revenue bills will be raised at Tirupati Airport and the amount will be payable by the licensee at the following Bank details of AAI, Tirupati Airport :


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AIRPORTS AUTHORITY OF INDIA	
TIRUPATI AIRPORT, BANK DETAILS	
A/C HOLDER NAME	AIRPORTS AUTHORITY OF INDIA
A/C NUMBER	40531327377
BANK NAME	STATE BANK OF INDIA
BRANCH	SETIPALLE BRANCH, TIRUPATI (06677)
IFSC	SBIN0006677

Other terms & conditions will be as per Licence Agreement (as per Annexure A of Tender Document) to be executed between Airports Authority of India, Tirupati Airport and M/s VISALAKSHI MARKETING PRIVATE LIMITED.

It is requested to complete all the procedure mentioned above within 15 days.

Thanking you,

Yours faithfully,

[Handwritten Signature]
25/3/2025

(D Bomminathan)
Airport Director,
Tirupati Airport.

Copy to :

1. Commercial RHQ- SR.
2. HOD (Fin)/ HOD(E-E)/ HOD(E-C)/ HOD(Ops)/CSO.