

AAI/TP/COML/GIFTSHOP/25/01/100.

Date: 23.04.2025

To,

M/s SRI VISHNU HANDLOOMS  
4-6-7, RESERVOIR COLONY  
TIRUPATI -517501  
ANDHRA PRADESH  
(e-mail- jmvishnukumar@gmail.com)

**Subject: Award of License of Gift Shop at Tirupati Airport**

Sir,

1. Please refer to your participation in e-tender for the subject facility (tender ID: 2025\_AAI\_225728\_1) for which technical bids were opened on 26/02/2025 and financial bid was opened on 07/04/2025. The Competent Authority is pleased to award the subject concession on the following terms and conditions:

| Sr. No. | Particulars                             | Details                                                                                                                         |               |
|---------|-----------------------------------------|---------------------------------------------------------------------------------------------------------------------------------|---------------|
| i.      | Facility                                | Gift Shop                                                                                                                       |               |
| ii.     | Location                                | International SHA-GF                                                                                                            |               |
| iii.    | Area                                    | 10 sqm                                                                                                                          |               |
| iv.     | Periodicity of License                  | 5 years                                                                                                                         |               |
| v.      | Business Incubation period              | 30 days from the date of issuance of this Award letter.                                                                         |               |
| vi.     | Gestation period                        | 60 days, reckoned from the expiry of the business incubation period OR the date of handing over of sites, whichever is earlier. |               |
| vii.    | License Fee payable for the first month | Quoted License Fee                                                                                                              | Rs 1,65,000/- |
|         |                                         | Space rental (if applicable as per tender conditions)                                                                           | NA            |
|         |                                         | Common Area Maintenance (CAM) charges (10% of Space License fee for 10 sq mtr)                                                  | Rs 1,350/-    |
|         |                                         | Tax/GST @ 18%                                                                                                                   | Rs 29,943/-   |
|         |                                         | Gross License Fee                                                                                                               | Rs 1,96,293/- |



|       |                                                      |                                                                                 |
|-------|------------------------------------------------------|---------------------------------------------------------------------------------|
| viii. | Annual escalation                                    | Annual escalation in license fee shall apply as per clause 4 of page 7_of NIET. |
| ix.   | Charges towards consumption of electricity and water | To be paid by the Licensee as per consumption.                                  |

|                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                            |             |                                        |                  |  |  |  |  |
|--------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------|-------------|----------------------------------------|------------------|--|--|--|--|
| x.                                         | Interest free Security Deposit (SD) payable to AAI                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | <p>(i) Security Deposit of Rs. 11,80,000/- towards License fee as per clause 5 of page 19_of NIT.</p> <p>(ii) Security Deposit of Rs. 1,18,000/- towards Utilities (Electricity, Water, Data Port, Telephone etc.) as per clause 5 of page 19_of NIT</p> <p>Total Security deposit – Rs 12,98,000/-.</p> <p>If the SD is submitted in the form of BG from any scheduled commercial bank (Bank Guarantee from co-operative bank, even scheduled, will not be accepted), the validity of BG should be 180 days from the date of expiry of the License.</p> <p>This exercise of submission of SD is to be done <b>within the business incubation period.</b></p> |                                            |             |                                        |                  |  |  |  |  |
| xi.                                        | One-month advance Gross License fee of Rs 1,96,293/-, is payable in the form of RTGS/NEFT in favor of Airport Authority of India <b>within the business incubation period.</b>                                                                                                                                                                                                                                                                                                                                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                            |             |                                        |                  |  |  |  |  |
| xii.                                       | Following are the details of Bank for RTGS/NEFT to Tirupati Airport: -<br><br>Bank : State Bank of India<br>Branch : Settipalle Branch, Tirupati<br>IFSC Code : SBIN0006677<br>Beneficiary Name : Airports Authority of India<br>A/C NUMBER : 40531327377<br><br>PAN Number : AAACA6412D<br>GST Number : 37AAACA6412D1Z7                                                                                                                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                            |             |                                        |                  |  |  |  |  |
| xiii.                                      | Agreement has to be executed on non-judicial Stamp Paper of Rs. 100 /- (appropriate value) <b>within the business incubation period.</b> The cost of Stamp Paper(s) and related costs to be borne by the licensee.                                                                                                                                                                                                                                                                                                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                            |             |                                        |                  |  |  |  |  |
| xiv..                                      | Details of persons employed by agency or going to be employed, who are near relatives of AAI employees, or are ex-employees of AAI who have separated from AAI in the past two years to be furnished by you (on letter head in the below format), along with the acceptance of this award letter: <table><tr><td>Name of the person proposed to be employed</td><td>Designation</td><td>Your relationship with the said person</td><td>Place Posting of</td></tr><tr><td></td><td></td><td></td><td></td></tr></table> |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Name of the person proposed to be employed | Designation | Your relationship with the said person | Place Posting of |  |  |  |  |
| Name of the person proposed to be employed | Designation                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | Your relationship with the said person                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Place Posting of                           |             |                                        |                  |  |  |  |  |
|                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                            |             |                                        |                  |  |  |  |  |



|     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|-----|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| xv. | <p>Authority shall raise all bills (including MMG/MAG and any other bills except annual land lease bills) for the current month on 1<sup>st</sup> day of month in advance except true-up and reimbursement of expenditure bills like electricity, water etc. The invoices for reimbursement of expenditure like electricity, water charges etc. for the completed month shall be raised on 5<sup>th</sup> of succeeding month. A credit period of 15 days (date of invoice plus 15 days) shall be provided, which is subject to reduction as and when decided by Authority.</p> <p>Authority shall levy penal interest @ 12% per annum from the due date (i.e. date of invoice plus 15 days) till the actual date of payment received in Authority's account in the cases concessionaire/ agencies settled the invoice after due date but within 90 days (date of invoice plus 90 days) and @ 18% per annum from the due date till the actual date of payment received in Authority's account in the case of concessionaire/ agencies settled the invoices after 90 days. In case of part payment made by any agency, same rate of interest on the balance amount of invoice as applicable shall be charged.</p> <p>The licensee to make all payments through Biller Direct module of AAI or Virtual Account Number (VAN).</p> |
|-----|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

|       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
|-------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| xvi.  | <p>Joint measurement of the area offered under license, to be conducted by AAI and Licensee/the authorized representative(s) of the licensee at the time of handing over / taking over of possession of site. This Joint measurement along-with report on handing over / taking over of site shall form part of the agreement to be executed.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| xvii. | <p>The licensee to obtain all necessary security approvals/clearances from BCAS/any other regulatory agency as required.</p> <p>Security Clearance - The selected Bidder/Licensee/Concessionaire shall apply to Bureau of Civil Aviation Security (BCAS) for Security Clearance, within a period of 10 days (30 days in case the Bidder is to form SPV as per RFP conditions) from the issuance of LOA and submit copies thereof to the Authority.</p> <p>Security Programme - The selected Bidder/Licensee/Concessionaire shall apply to Bureau of Civil Aviation Security (BCAS) for approval of the Security Programme, within a period of 10 days from the issuance of LOA and submit copies thereof to the Authority, in case the Selected Bidder/Licensee/ Concessionaire is having prior Security Clearance from BCAS.</p> <p>In case the Selected Bidder/Licensee/ Concessionaire is not having prior Security Clearance from BCAS on the date of issuance of LOA, then the Selected Bidder/Licensee/Concessionaire has to apply to BCAS for approval of security program within a period of 05 days from the date of receipt of Security Clearance from BCAS and submit copies thereof to the Authority.</p> |

2. A copy of this Award Letter duly signed by Licensee, accepting all Terms and Conditions of NIT and of this Award Letter, must be forwarded to this office **within seven (07)** days of receipt of this LOIA. The acceptance to this award letter to accompany declaration as per **para xiv** above.
3. Further, the formalities listed at **para x, xi & xiii** must be completed within the time lines specified therein.
4. Non-acceptance of award or on account of non- completion of post-award formalities

within the prescribed time, you shall be liable to be debarred by AAI for further participation in the tenders at its airports or at any other place under the control of AAI, for a period of one (01) year.

5. The licensee shall employ only Indian nationals and get their antecedents and loyalty verified before employing them on the job. The licensee shall ensure that no person of doubtful antecedent and nationality is in anyway associated with the job.
6. In case of Civil/Electrical works, NOC has to be obtained from AAI beforehand.
7. All other terms and conditions shall be as per NIT/Tender document. This award letter and NIT/Tender document along with their enclosures shall form a part of the license agreement.

Thanking you.



Yours faithfully,

*D. Boominathan*  
23/4/2025

(D Boominathan)

Airport Director

Tirupati Airport.

विमानपत्तन निदेशक / Airport Director

भारतीय विमानपत्तन प्राधिकरण

AIRPORTS AUTHORITY OF INDIA

तिरुपति हवाई अड्डा / Tirupati Airport

रेनिगुन्टा / RENIGUNTA-517 520

Copy to:

1. JGM (Commercial), RHQ-SR.
2. In-charges Civil/Electrical/Finance/Ops/Security.

Signature Not Verified

Digitally signed by SUJATA SARATHY  
Date: 2025.08.26 14:54:09 IST  
Location: eProcurement System for  
Central PSUs