

Date: 12.12.2025

Ref No. AAI/TR/COMML/ADVRT/TLYRTL/2025

To,

S. Vimala

28, Sivasakthi Nagar, V.K. Road,
Peelamedu, Coimbatore- 641 004,
Tamil Nadu

Phone: +91 9786696811

E-Mail: vimalatrolley@gmail.com

GST No. 33ADQPV6733N2ZN

Subject: Award of License for Advertisement Rights cum Trolley Retrieval Facility at Trichy International Airport.

Madam/ Sir,

1. Please refer to your participation in NIT for the subject facility (E-Bid No: 2025_AAI_248362_1) for which technical bids were opened on 21.10.2025 and financial bid was opened on 01.12.2025. The competent authority is please to award the subject concession on the following terms and conditions:

Sr. No.	Particulars	Details
i.	Facility	Award of License for Advertisement Rights cum Trolley Retrieval Facility at Trichy International Airport
ii.	Location	NITB
iii.	Number of Trolleys	1500 nos.
iv.	Area	N/A
v.	Periodicity of License	Three (03) years w.e.f 25.01.2026
vi.	Business Incubation period	<u>20</u> days from the date of issuance of this Award letter.
vii.	Gestation period	No gestation period is to be permitted in case of renewal/award of the concession/ license in favour of the existing licensee in the same place (i.e. same area as well as location). However, increase in the no. of trolleys (i.e., 200 nos.) in the new license at the same location which was awarded to existing licensee (M/ s. S. Vimala for 1300 nos. trolleys), the gestation period of 60 days from the date of issuance of this award letter would be applicable for the increased number of trolleys for planning, implementation of business development for procuring advertisement on the new trolleys only (if agency continues with the business from the existing

Tiruchirappalli International Airport, Trichy - 620027

Phone: 0431-2341810, 2340551 Ext 304 Fax 0431-2341812, email: apdtrichy@aai.aero

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		area and needs development period for the incremental trolleys).	
viii.	License Fee payable for the first month	Number of Trolleys	1500 nos.
		Quoted License Fee	Rs. 72/- per trolley i.e., Rs. 1,08,000/-
		Space rental (if applicable as per tender conditions)	NA
		Common Area Maintenance (CAM) charges (10% of Space License fee)	NA
		Tax/GST @ 18 %	Rs. 19,440/-
		Gross License Fee	Rs. 1,27,440/-
ix.	Annual escalation	Annual escalation in license fee shall apply as per clause 4 of NIT.	
x.	Charges towards consumption of electricity and water	To be paid by the Licensee as per clause 1 (e) (iii) of NIT.	
xi.	Interest free Security Deposit (SD) payable to AAI	(i) Security Deposit of Rs. 5,10,000/- towards License fee as per clause 5(c) of General Information and Guidelines of NIT. (ii) Security Deposit of Rs. 76,500/- towards Utilities (Electricity, Water, Data Port, Telephone etc.) as per clause 10 of Annexure-A of NIT. Total Security deposit - Rs. 5,86,500/-. This exercise of submission of SD is to be done within the business incubation period.	
xii.	One-month advance Gross License fee of <u>Rs. 1,27,440/-</u> , is payable in the form of RTGS/NEFT in favor of Airport Authority of India within the business incubation period.		
xiii.	Following are the details of Bank for RTGS/NEFT to <u>Trichy International Airport</u> : - - Bank: State Bank of India. - Branch: Airport Branch, Trichy-620007. - IFSC Code: SBIN0016393 SBIN(ZERO,ZERO)16393 - Beneficiary Name: Airports Authority of India. - A/C No.: 40533688990 - Charges for Transfer: To be borne by the licensee.		
xiv.	Agreement has to be executed on non-judicial Stamp Paper of Rs.100/- (Hundred Rupees Only) within the business incubation period. The cost of Stamp Paper(s) and related costs to be borne by the licensee.		
xv..	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:		

	Name of the person proposed to be employed	Designation	Your relationship with the said person	Place of Posting
xvi.	Authority shall raise all bills (including MMG/MAG and any other bills except annual land lease bills) for the current month on 1st 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 5th 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. 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. The licensee to make all payments through Biller Direct module of AAI or Virtual Account Number (VAN).			
xvii.	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.			
xviii.	The licensee to obtain all necessary security approvals/clearances from BCAS/any other regulatory agency as required. 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. 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. 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.			

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.



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3. Further, the formalities listed at para xi, xii & xiv 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. It may be noted that the Earnest Money Deposit of the successful bidder may be forfeited and the bidder shall be liable to be debarred for further participation in AAI's tender(s) / e tender(s)/ NIT for a period of one (01) year, on account on non-completion of the following:

a) Acceptance of the offer within seven (07) days from the date of issuance of the award letter addressed to the party.

b) Payment of advance license fee of Rs. 1,27,440/- within Business Incubation Period.

c) Payment of interest free Total Security Deposit within Business Incubation Period, amounting to Rs. 5,86,500/- to AAI.

The Security to be deposited in the form of RTGS/NEFT/Bank Guarantee (having claim period of 12 months from the date of expiry of contract) from any scheduled commercial bank (Bank Guarantee from co-operative bank, even scheduled/Societies/Payment Banks, or by means of FDR, will not be accepted).

Note:

i. The validity of BG should be up to the expiry of concession/ license period and claim period thereof should be for a further period of 12 months from the date of expiry of License Period. The BG should be from a Nationalized/Scheduled Bank and in favor of Airport Director, AAI, Trichy Int'L Airport.

ii. AAI has made arrangement for Verification of Bank Guarantees received by AAI from successful bidders through Structured Financial Messaging System (SFMS) of ICICI bank. While submitting the documents to BG issuing bank, successful bidder is advised to submit a letter to the issuing bank as per the format mentioned in the Appendix 2 of the Annexure K of Notice Inviting E-Tender (NIeT) along with following details:

CORPORATE NAME	AIRPORTS AUTHORITY OF INDIA
BANK NAME	ICICI BANK
IFSC CODE	ICIC00000007
BG ADVISING MESSAGE	IFN 760COV (BG ISSUE) IFN 767COV (BG AMENDMENT)
UNIQUE IDENTIFIER CODE	AAITIRUCHIRAPALLI (to be mentioned in field 7037 of the BG advising message code)



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iii. While submitting the Original BG document, successful bidder needs to attach copy of the SFMS BG confirmation message sent by the BG issuing bank to ICICI bank.

d) Execution of the Agreement within Business Incubation Period (on Stamp Paper of appropriate value, related costs to be borne by the licensee).

e) Commencement of the facility within gestation period (if applicable).

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,

(SUDIPTA S)
MANAGER (COMMERCIAL)
FOR AIRPORT DIRECTOR

Copy to:

JGM(E-E)// JGM(ATM)// JGM(CNS)// DGM(OPS)// DGM(E-C)// DGM(F&A)// AGM(FIRE)//
SM(LM)// CSO//TM/SAU