



## EOI (Expression of Interest) for City-side Development of Tirupati Airport



**Airports Authority of India**

## Inviting Expression of Interest (EOI) for City-side Development for Tirupati Airport, Andhra Pradesh

### 1.0 About Airports Authority of India

Airports Authority of India (AAI) was constituted by an Act of Parliament and came into being on 1st April 1995 by merging erstwhile National Airports Authority and International Airports Authority of India. The merger brought into existence a single Organization entrusted with the responsibility of creating, upgrading, maintaining and managing civil aviation infrastructure both on the ground and air space in the country. It provides Air traffic management (ATM) services over Indian airspace and adjoining oceanic areas

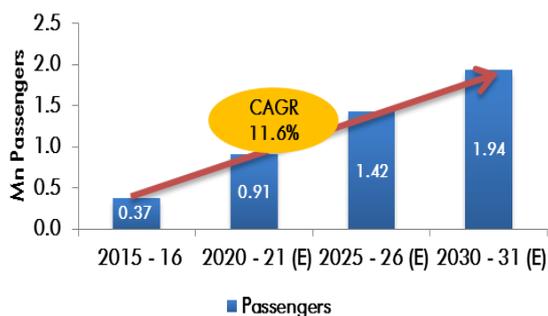
AAI manages 125 airports, which include 18 International Airport, 07 Customs Airports, 78 Domestic Airports and 26 Civil Enclaves at Defence airfields. AAI provides air navigation services over 2.8 million square nautical miles of air space. During the year 2013-14, AAI handled aircraft movement of 1536.60 Thousand (International 335.95 & Domestic 1200.65), Passengers handled 168.91 Million (International 46.62 & Domestic 122.29) and the cargo handled 2279.14 thousand MT (International 1443.04 & Domestic 836.10).

### 2.0 Present Profile of the Tirupati Airport

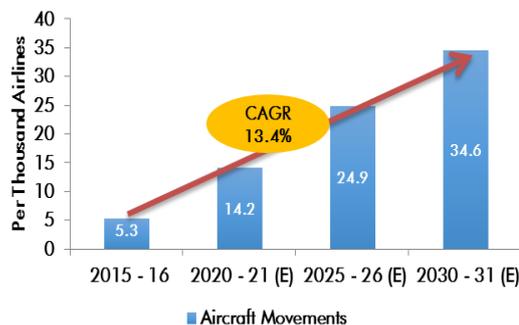
Tirupati Airport, also known as Renigunta Airport, is located at Renigunta in Chittoor district in the state of Andhra Pradesh, India. The airport is located at approx. 15 km from Tirupati city and serves as a prominent gateway to the region. The Airport is one of the 35\* non-metro airports recently modernised by the Airports Authority of India (AAI). It is currently served by Air India and SpiceJet. There are also regional service providers such as Air Costa & Trujet.



## Expression of Interest ~ City-side Development of Tirupati Airport



Source:  
AAI  
Statistics  
& CBRE  
Research



The traffic

flow at the Tirupati airport has witnessed an increase of approx. 7.6% over last 6 years with the passenger flow approx. 0.245 Mn during 2014-15. The airport has the capacity of approx. 2.5 Mn passengers.

Currently, the airport handles approx. 0.37 Mn passengers and the same is expected to increase to 1.94 Mn by the 2030. & current aircraft movements of approx. 5,264 aircrafts is expected to climb to approx. 34,622 aircrafts by 2030.

### 3.0 Airlines

The major airlines operating through this airport and the major destinations connecting through Tirupati are:

Domestic Sector	
Air Costa	Hyderabad
Air India	Delhi & Hyderabad
SpiceJet	Hyderabad, Madurai, Vijayawada & Visakhapatnam
TruJet	Aurangabad, Hyderabad & Vijayawada

*\*Source: AAI Statistics & CBRE Research*

### 4.0 Project Overview

Airports Authority of India, in its endeavour to provide and improve the quality of service and amenities for air-passengers, proposes to develop the land parcels of approx. 117 acres around the newly developed terminal building at Airport at Tirupati.

The Tirupati airport is the primary airport catering the large flow of tourism arriving in the region.

Further the airport connects Tirupati to other prominent metropolis such as New Delhi, Hyderabad, Coimbatore, Visakhapatnam, Aurangabad, etc. Tirupati, though



originally planned around the famed Govindraja Swamy Temple, derives its importance at the national level mainly due to its location at the foothills of Tirumala – the holy shrine of Lord Venkateswara and acts as a service town to Tirumala and also the cluster of temples located in the region which include – Padmavati Temple at Tiruchanur, Sri Govindaraja Swamy Temple, Kodanda Rama Swami Temple, Srinivasa Mangapuram Temple and Srikalahasthiswara Swamy Temple.

Further, the city and the region surrounding it is considered an important manufacturing and education hub characterised by the presence of several major manufacturing units such as Amara Raja Batteries, Lanco Industries etc. and educational institutions like Sri Venkateswara University, Sri Venkateswara Institute of Medical Sciences (SVIMS), Balaji Institute of Surgery, Research and Rehabilitation for the Disabled (BIRRD) Indian Institute of Technology (IIT) and Indian Institute of Science Education and Research (IISER).

Tirupati also serves as a centre for healthcare for the rural areas in Chittoor and Rayalaseema with the above mentioned government hospitals and also private hospitals like the recently established Narayanadri Hospital.

Growing dynamics of Tirupati Airport highlighted strong need for city-side development. Airport Authority of India have evaluated and planned various sectors, which are expected to enhance the passenger convenience. The proposal for the city-side development broadly includes hotels and convention centres, Airport Commercial District which includes Airport Business District and Passenger Convenience & amenities, Miscellaneous Activities (including Skill Development Centre, fuelling Station, Medical Centre, etc.) and logistics and warehousing parks, which will support the creation of the cargo terminal in future.

The intention is to develop world class self-sustaining integrated development catering to the needs of passengers and position the airport within the capital at par with the global standards.

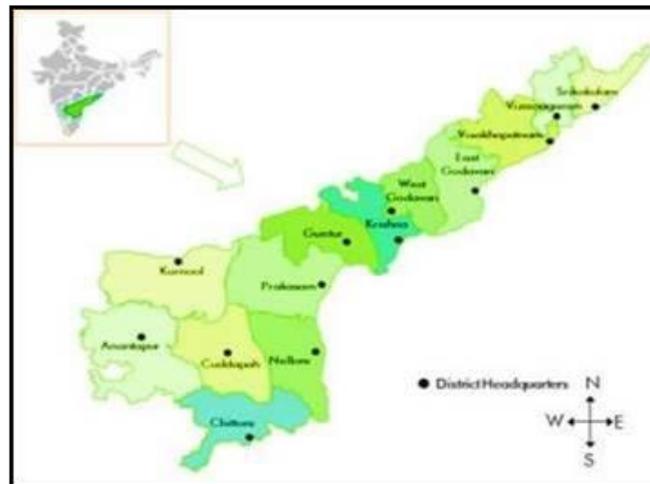
**Permissible Activities:**

Permissible activities / asset classes to be developed under City-side development of Tirupati Airport

S. No	Permissible Asset Classes
1	Hotels & Motels
2	Logistics & Warehousing Park
3	Airport Commercial District <ul style="list-style-type: none"> <li>- Airport Business Park</li> <li>- Passenger Convenience &amp; Amenities (F&amp;B, etc.)</li> </ul>
4	Miscellaneous (Medical Centers, Fuel Pump, Aviation Skill Development Centres, etc.)

## 5.0 Location

The residuary state of Andhra Pradesh, which is among the largest in the country in terms of area and population and broadly comprises of two regions – Rayalaseema and Coastal Andhra with a total of 13 districts. The district in the north eastern end is Srikakulam and Chittoor being the southernmost district.

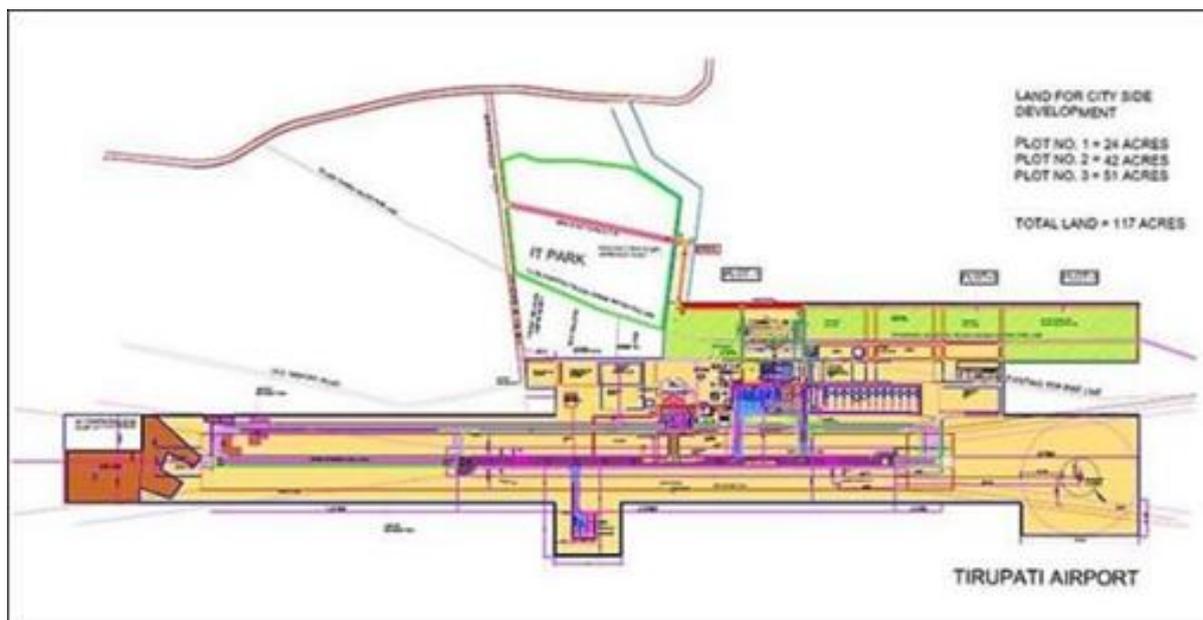


*\*Image not to scale, for representation purpose only*

The state shares its boundary with Odisha in the North, Telangana and Karnataka in the West; Tamil Nadu in the South and the entire eastern side is bounded by the Bay of Bengal. The state has the second longest coastline in the country (first being Gujarat) with 972 kms of coast along the eastern side. The state has five major seaports at Visakhapatnam, Gangavaram, Kakinada, Krishnapatnam and Machilipatnam. The state has two major rivers – Krishna and Godavari. Apart from the Eastern Ghats the state has a total of 34,572 sq.km of forest area which includes the Nallamala Forests. The major urban centres in the state are Visakhapatnam, Vijayawada, Guntur, Nellore, Kurnool, Rajahmundry and Tirupati (the share of urban population in the state is 29.47% in 2011 compared to the 24.23% recorded in 2001). The economy of Andhra Pradesh which has grown at an annual rate of approx. 6% between 2005 and 2014 is largely driven by the tertiary sector which contributes about 55% to the states' GSDP. . There has been a decline in the share of Primary sector from approx. 30% to 23% between 2005 and 2013 with a corresponding increase in the share of the tertiary sector from approx. 49% to 55% during the same period. The share of secondary sector has remained constant at around approx. 22%.

Chittoor district forms a part of the newly created Andhra Pradesh State. Chittoor district is bounded by Kadapa district towards its north, by Tamil Nadu State towards its south, by Nellore district towards its east and by Karnataka State towards its west. In the administrative context, the district is divided into 3 revenue divisions, which are further subdivided into 66 revenue mandals. The major constituents of the district economy are agriculture and industries. Major Field crops cultivated in the district include ground nut, rice, sugarcane, sunflower, etc. Further, the key industrial sectors in Chittoor are food processing, dairy and granite. Chittoor mango cluster has gradually evolved into a mango pulp processing hub over the years.

*\*Source: State Statistical Abstract & CBRE Research*



*\*Image not to scale, for representation purpose only*

Tirupati is the largest and most populous urban centre of the southernmost district of Andhra Pradesh – Chittoor and also the Rayalaseema region. Tirupati is also the nucleus of the Tirupati Urban Development Authority region. Tirupati, though originally planned around the famed Govindaraja Swamy Temple, derives its importance at the national level mainly due to its location at the foothills of Tirumala – the holy shrine of Lord Venkateswara and acts as a service town to Tirumala and also the cluster of temples located in the region which include – Padmavati Temple at Tiruchanur, Sri Govindaraja Swamy Temple, Kodanda Rama Swami Temple, Srinivasa Mangapuram Temple and Srikalahasthiswara Swamy Temple.

The Tirupati airport is located towards the eastern periphery of the city at a distance of approx. 15 -17 km from Tirupati. The airport is situated near Renigunta and 2 km off of state highway 61 connecting Tirupati and Srikalahasti. The airport is also accessible from the southern side via National Highway 716. The new international terminal is situated in vicinity to the existing domestic terminal. The airport serves Tirupati and surrounding areas in Chittoor, Kadapa and Anantapur districts for the air connectivity. The other airports located in close proximity to Tirupati are Chennai and Bangalore at distances of approx. 150 km and 250 km respectively. Based on the information received from AAI, the total land area available for land side real estate is approx. 117 acres.

*\*Source: CBRE Research*

The subject location gained prominence post the commencement of operations at the Tirupati airport. The airport developed by Airports Authority of India (also known as Renigunta Airport) is currently being utilized for domestic operations and provides connectivity to cities such as Hyderabad, Visakhapatnam, Vijayawada, Coimbatore, etc. In addition, the location has also witnessed development of an IT/ITES park

promoted by APIIC on a land extent admeasuring approx. 147.9 acres at Kurakalva Village, in close proximity to the airport. The park has a notified SEZ area of approx. 75 acres of land for setting up of IT parks. Further, the plots in the IT/ITES Park have been allotted to prominent companies such as Reliance BPO (P) Ltd, M/s Kasturi & Sons, etc.

The real estate activity in the subject location is currently at a nascent stage and is primarily characterized by unorganized real estate development activity. The unorganized real estate activity in the subject location comprises of individual dwellings in residential colonies, institutional developments (Sri Padmavathi Medical College and Hospital, Yogananda Institute of Technology and Science, etc.), plotted developments (Valapala Srishakti Gardens, Sri Balaji Airport County, etc.) and sporadic industrial units (Sneha Vinyl Industries, Srivari Industries, Amara Raja Batteries, etc.). The organized real estate activity in the subject location is characterized by the presence of APIIC promoted IT/ITES Park.

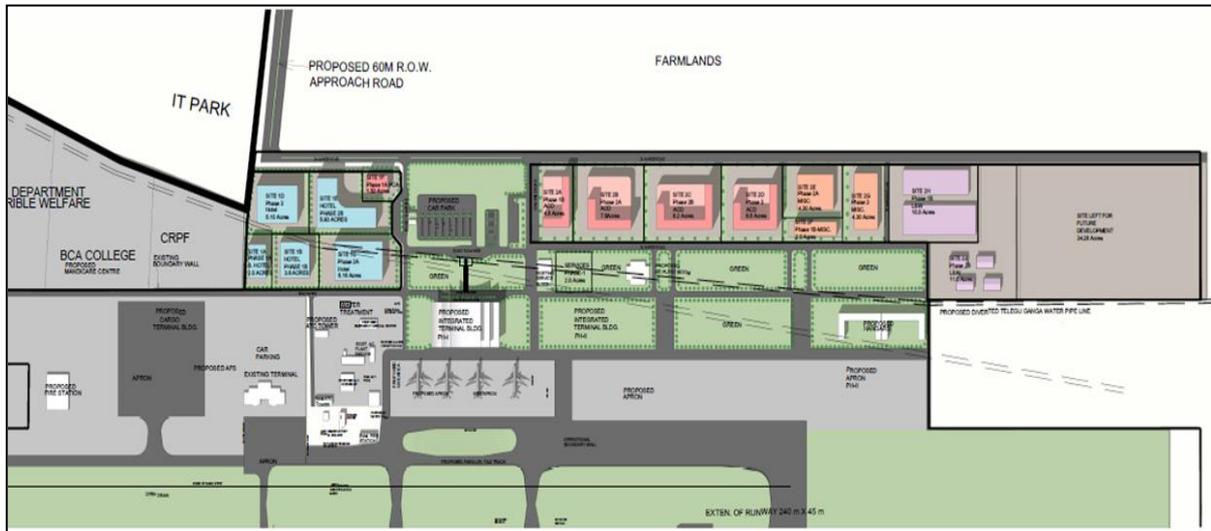
Distance to major hubs / connectivity options:

Key Nodes	Distance (Km)
Renigunta Railway Station	4 – 5
Tirupati Railway Station	15 – 17
Tirumala Temple	39 – 40
Chittoor Town	82 – 84

**\*Source: CBRE Research**

## Expression of Interest ~ City-side Development of Tirupati Airport

Below are the images of the conceptual master plan as envisioned by AAI. Please note that the same for representation purpose only



***\*Image not to scale, for representation purpose only;***



***\*Image not to scale, for representation purpose only***

***Source: CBRE Research, Information provided by AAI***

Expression of Interest ~ City-side Development of Tirupati Airport

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*\*Image not to scale, for representation purpose only*



*\*Image not to scale, for representation purpose only*

*Source: CBRE Research, Information provided by AAI*

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Over past few years, the subject region has gained prominence due to a number of infrastructure initiatives undertaken by the Government. These infrastructural developments are aimed at providing better connectivity to the subject site and are expected to result in an overall planned development of the region.

S. No.	Infrastructure Initiative	Key Features
1	Airport	<ul style="list-style-type: none"> <li>The domestic airport at Renigunta connects Tirupati to key south Indian cities like Hyderabad, Bangalore etc.</li> <li>7 daily flights operating currently with an annual passenger traffic of approx. 0.25 mn (2014-15)</li> <li>The new international terminal is at an advanced stage of construction activity and is expected to commence operations by next quarter ~ once operational it is expected to increase the aircraft movements &amp; enhance the connectivity of the city</li> </ul>
2	Railway	<ul style="list-style-type: none"> <li>Excellent inter-city connectivity through rail network, two key stations ~ Tirupati railway station and Renigunta railway junction</li> <li>Well connected to other key cities and towns through South Central Railways</li> </ul>
3	Roads	<ul style="list-style-type: none"> <li>Excellent connectivity ~ NH-205, NH-18A, SH-31 and SH-61</li> <li>Good Intra city road connectivity with two by-pass roads viz. Tiruchanoor road &amp; Alipiri Bypass road connecting the peripheral areas of the city</li> <li>Two prominent bus stations ~ Tirupati Central Bus Station, Alipiri Bus Station</li> </ul>
4	Healthcare	<ul style="list-style-type: none"> <li>Prominent developments ~ Sri Venkateswara Ramnarain Ruia (SVRR) hospital, Balaji Institute of Surgery, Research &amp; Rehabilitation for Disabled (BIRRD), Sri Venkateswara Institute of Medical Sciences (SVIMS), Narayanadri Hospital, etc.</li> <li>These institutions comprise of govt. aided establishments (SVRR – 800 beds), autonomous institutes (SVIMS – 616 beds), TTD funded institutions (BIRRD – 300 beds) and private hospitals (Narayanadri Hospital – 150 beds)</li> </ul>
<b><i>*Source: CBRE Research</i></b>		

## 6.0 Proposal

AAI has envisioned development of approx. 117 acres around the newly developed terminal building at Swami Vivekananda Airport at Tirupati for which interested developers, partners, investors & parties of repute can be provided land for the following segments -

Asset Class	Total Area (acres)
Hospitality	3 star, 4 star & 5 star Hotels
Passenger Convenience & Amenities	F&B outlets, Support Retail for Passenger Convenience, Cultural Haat, Convention Centre, etc.
Airport Business District	Commercial Office Space
Logistics & Warehousing Park	Catering to the increasing cargo demand at the airport
Miscellaneous	Medical Centers, Fuel Pump, Aviation Skill Development Centres, etc.

The entire land may be provided to multiple entities / developers for modular development on 30 year lease or to a single entity under PPP concessional framework for development of the city-side for 30 year lease. AAI may also upscale or downscale the proposed development depending on the response of the market players to this EOI.

The participant will be required to bid on the following parameters:

Bidding Parameters	
Tenure of Bid	30 years (extension of the tenure shall be subject to certain conditions)
Revenue Share on Topline Revenue Generated	The revenue share could range from 5 – 20% depending upon the asset class, business plan, etc.
Yearly Lease Premium	The bidder is required to compute and bid on the minimum guarantee (yearly lease premium)
Escalation	An escalation of 7.5% shall be chargeable yearly on the Lease premium
Infrastructure Cost	An appropriate infra cost shall be payable upon signing of agreement which could vary from INR 100 per square feet of developable area (Breakup of infrastructure has been mentioned in point <b>6.0 Infrastructure Services to be provided</b> )

## 7.0 Infrastructure Services to be provided

AAI shall undertake development and maintenance of the Infrastructure Facilities and provide the Infrastructure Services, as common facilities and services; developer would have to bear such costs for the Infrastructure Facilities and Infrastructure Services

AAI shall undertake the development of such infrastructure facilities, from time to time, as it deems fit in its sole discretion and shall in particular undertake the development of the following infrastructure facilities (collectively referred to as the “Infrastructure Facilities”):

- **Power supply:** AAI shall be responsible for constructing all the infrastructures towards providing HT feeder line terminating inside the site up to the tap-off point (including all required sub-stations equipment’s to step down the power up to 11 kV) within the sites. The transformer and metering panel shall be located inside the site and shall be under the control of AAI.
- **Raw Water Infrastructure:** subject to receipt of clearances and approvals from governmental authorities, AAI shall construct and maintain common infrastructure for sourcing, storage and distribution of raw water to a single tap-off point at the boundary of site. In respect of the raw water to be supplied, the developer shall be responsible for creation of storage, treatment facilities and distribution network within site.
- **Road network:** AAI shall develop all peripheral roads and primary grid roads, and a central pedestrian as indicated in the Concept Master Plan. The developer shall be responsible for the development of all internal roads within site. The developer shall provide adequate space and right of way for construction by AAI of the 16 meter north-south pedestrian corridor in accordance with the Concept Master Plan.
- **Fire fighting:** AAI shall be responsible for the construction of a common storage tank, external fire ring main and hydrants at common areas outside site and shall provide emergency fire water connection to a single tap-off point at the boundary of site. The developer shall be responsible for the construction of the internal storage tanks and the installation of fire detection, fighting and protection systems within site.
- **Storm water:** AAI shall be responsible to construct the external storm water collection drains along the peripheral and primary grid roads. The developer shall be responsible to construct the internal storm water collection drains with recharge pits, which shall be connected to external rains for discharge of excess ground water storm water

- Common service corridor: AAI shall lay down a service corridor in the nature of common concrete ducts or trenches for provision of utilities like telephone lines, etc.
- Landscaping: AAI shall be responsible for the landscaping on the common areas outside the sites. The developer shall be responsible for the landscaping in the site in accordance with plans approved by the relevant Government Authority.

AAI shall provide such infrastructure services, from time to time, as it deems fit in its sole discretion, but shall in particular provide the following infrastructure services collectively referred to as the "Infrastructure Services". Further, the Parties expressly agree that their respective obligations in respect of the provision of infrastructure services in relation to the as shall be as under:

- Power: AAI shall be responsible to supply power at 22kV, subject to availability and applicable law, to site. The developer shall be solely responsible for the internal distribution of the power, provision of stand-by power and for stepping down 22kV power to user level. In the event of power failure, AAI shall arrange power supply backups only for infrastructure, utilities and services provided by AAI. However, no power backup shall be provided by AAI inside the specific site. AAI shall charge the developer for all such power at the commercial rates along with reasonable administrative and other overheads (including cost of replacement parts, consumables and labour overheads) and applicable taxes.
- Water Supply: AAI shall subject to applicable law and availability, source raw water and supply the same to the developer at the site at a single location. The Developer shall pay AAI charges for such raw water at commercial rates along with reasonable administrative overheads (including cost of replacement parts, consumables and labour overheads) and applicable taxes.
- Road network: AAI shall be responsible for the maintenance of all peripheral roads and primary grid roads outside the site area boundary, as indicated in the Concept Master Plan. The east—west and north—south access roads, outside the site area, and the central pedestrian plaza shall be maintained by AAI. AAI shall also be responsible for the operation and maintenance of street furniture, street lighting, road signage and signalling systems along roads maintained by AAI. The developer shall be responsible for the maintenance of all roads and pavements within the site. AAI shall maintain the 16 meter north-south pedestrian corridor in accordance with the Concept Master Plan.

- Fire fighting: AAI shall be responsible for maintenance of common storage tank, external fire ring main and hydrants, emergency connection to site. The Developer shall be responsible for maintenance of internal fire water storage tank, and all required fire fighting/protection system within site.
- Rainwater harvesting / storm water: AAI shall be responsible for maintenance of external peripheral storm water collection drains along the outside of the site boundary. The developer shall provide for collection of storm water with recharge pits within the site and connected to the external drains, for discharge of excess storm water.
- Utilities and services: AAI shall be responsible for the maintenance of the service corridor along the road network and the developer shall be solely responsible for the sourcing and provision of all utilities within the site.
- Solid waste management: AAI shall be responsible for collection, sorting, storage and disposal of solid waste generated in common areas adjoining the site. The developer shall be responsible for collection, sorting, storage and disposal of solid waste generated in site in a dumping yard outside the Airport Site approved by the relevant Governmental Authority.
- Facility management: AAI shall undertake maintenance of common landscaped areas, roads, storm water drains other common areas and utility infrastructure and shall be responsible for providing security at all common areas. The developer shall have the obligation to maintain site in accordance with Good Industry Practice and provide suitable security in accordance with applicable law, within site.
- Sewage treatment: the Developer shall be responsible for all sewage treatment, recycling of treated water, disposal of sludge and discharge of excess treated water into the external storm water drains for ground water recharging.

## **8.0 Who should submit EOI**

- i. The applicant may be a regional or national or international infrastructure developer / real estate developer/ hotel operators/ F&B operators/ Retailers / Airline operators / Airline Catering Services with a proven track record in implementing large scale projects commensurate with the size and nature of proposed project.
- ii. The applicant may be a regional or national or international business house or established firm /company who are interested in setting up their operations within the proposed City-side area.

The objective of this EOI notice is to take feedback from the prospective developers / investors regarding project sizing, project structure, commercial structure and the development Model for the proposed project. AAI shall also appreciate the feedback from the respondents on eligibility criteria, concessional framework of PPP model, bidding parameters & evaluation methodology, nature of thrust activities etc., to be finally included in the bid documents. However, AAI shall be free to accept or reject any suggestion and its decision in this regard shall be final. Therefore, it would be desirable that only those companies / firms, who prima facie have technical and financial strength to undertake this Project, respond to this EOI.

## **9.0 Selection Process**

This EOI is published only with a purpose of collection of information from interested developers / hotel operators / F&B operators / Skill Development Councils / business houses and AAI reserves the right to proceed with the Project on PPP basis. However, the applications received shall be reviewed carefully and interactions with the applicants may be hosted before finalisation of the terms and conditions of the Project and further bidding process.

## **10.0 Purpose of the Expression of Interest (EOI):**

The basic objective of this EOI is to understand the market dynamics and formulate a project based on the inputs received from the interested parties / investors / infrastructure developers on the project sizing, project structure, commercial structure and the development Model.

There is also a need to seek clarity in the matter as to whether the project would have takers for the entire parcel of the entire land through a single developer or would need to be developed in smaller chunks of land through multiple developers.

## **11.0 What the Applicant has to do now**

Interested applicants may download the "Invitation for Expression of Interest" document from AAI website [www.aai.aero](http://www.aai.aero). They must then submit their Expression of Interest in the format duly filled and signed with required enclosures in a sealed envelope super scribed as "EOI for City-side Development of Tirupati Airport". The envelope to be submitted to the undersigned/ Transaction Advisors for the City-side Development for Tirupati Airport on or before **30<sup>th</sup> Nov, 2016**

### **General Manager (Business Development),**

Airports Authority of India, Rajiv Gandhi Bhawan,  
Safdarjung Airport, New Delhi-110003

E-mail: [bd@aai.aero](mailto:bd@aai.aero)

Ph: 011-24629347.

## 12.0 Nodal Officers for information about the EOI

For any additional information pertaining to this EOI, the following Transaction Advisor may be contacted.

Shri Amit Kumar  
Asstt. General Manager (Business Development),  
Airports Authority of India, Rajiv Gandhi Bhawan,  
Safdarjung Airport, New Delhi-110003  
E-mail: [bd@aai.aero](mailto:bd@aai.aero)  
Ph: +91 9811130394

**and**

Mr. Vaibhav Chaudhari  
Senior Associate Director  
CBRE South Asia Pvt. Ltd.  
19th Floor, DLF Square Building,  
M Block Jacaranda Marg,  
DLF City Phase II, Gurgaon 122002  
Ph: +91 9810296574  
[vaibhav.chaudhari@cbre.co.in](mailto:vaibhav.chaudhari@cbre.co.in)

## 13.0 Key Dates pertaining to the Project

Date of the Issue of Expression of Interest	17 <sup>th</sup> Oct, 2016
Submission of Expression of Interest Document	30 <sup>th</sup> Nov, 2016 by 5:00pm at Rajiv Gandhi Bhavan, New Delhi
Post Expression of Interest Meeting	Shall be intimated later

## 14.0 GENERAL TERMS AND CONDITIONS:

In addition to the points contained in the foregoing sections, the following terms and conditions shall also apply:

- i. All costs incurred by Bidders/ Developers in making this offer in providing clarification or attending discussions, conferences, or site visits, stationery cost and any other expenses should be borne by the Bidders/Developers and will not be reimbursed by AAI or transaction advisors.
- ii. Incomplete documents without necessary details shall not be considered.
- iii. The language for submission of document shall be English.
- iv. The enclosed Schedules should be filled in completely and wherever not applicable it should be written as Not Applicable (NA).
- v. The person signing the document submission on behalf of the bidder shall enclose Power of Attorney duly authorized and notarized. The Power of Attorney shall be backed by copy of the board resolution in case of Company/declaration signed by all partners in case of Firm of the bidder in his/her favour.
- vi. Financial data, project costs, value of works etc. should be given in Indian Rupees only.
- vii. AAI reserve the right to accept or reject any application or suggestion without assigning any reason.
- viii. The information furnished must be sufficient to show that the applicant is capable in all respects to successfully complete the envisaged work.
- ix. The document is not transferable.
- x. While submitting the schedules duly filled in, the Promoter shall enclose latest copies of brochures and technical documentation giving more information about the applicant.
- xi. In case the applicant intends to give additional information for which specified space in the given format is not sufficient, it can be furnished in an enclosed sheet.
- xii. All the corrections and over writings should be signed by the applicant.
- xiii. AAI reserves the right to cross check and confirm the information details furnished by the applicants in the EOI document.
- xiv. Subsequent process of RFQ and RFP need not remain confined only to the persons who respond to this EOI.
- xv. It is expected that Certified True Copy of Documentary Proof/Certificates to the satisfaction of IT Department in this regard is submitted. Chartered Accountant certified statements will not be considered in place of Audited Annual Accounts.

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- xvi. Interested persons / companies/ firms who have reasonable technical experience and financial resources in terms of size of the Project, are invited to submit their EOI as per this format available on the web site.
- xvii. AAI reserves the right to accept or reject any or all the offers and reserves the right to postpone and/or cancel or short list the bidders for issue of Bid Documents without assigning any reason whatsoever.

## Formats for Submission of Expression of Interest

Expression of Interest (EOI) for City-side Development of Tirupati Airport  
FORM - A

DECLARATION REGARDING ACCEPTANCE OF TERMS & CONDITIONS CONTAINED  
IN THE EXPRESSION OF INTEREST (EOI) DOCUMENT

To

Shri Anil Gupta  
GM (BDC)  
Airports Authority of India, Rajiv Gandhi Bhawan,  
Safdarjung Airport, New Delhi-110003  
bd@aai.aero

Sir,

I have carefully gone through the Terms & Conditions contained in the EOI Document [No \_\_\_\_\_] regarding applications for Expression of Interest (EOI) from interested firms / companies for City-side Development of Tirupati Airport. I declare that all the provisions of this EOI Document are acceptable to my Company/ Consortium. I further certify that I am an authorised signatory of my company and am, therefore, competent to make this declaration.

Yours truly,

Signature:

Name : \_\_\_\_\_

Designation : \_\_\_\_\_

Company : \_\_\_\_\_

Address : \_\_\_\_\_

Expression of Interest (EOI) for City-side Development of Tirupati Airport

FORM – B

DECLARATION REGARDING CLEAN TRACK RECORD

To

Shri Anil Gupta  
GM (BDC)  
Airports Authority of India, Rajiv Gandhi Bhawan,  
Safdarjung Airport, New Delhi-110003  
bd@aai.aero

Sir,

I have carefully gone through the Terms & Conditions contained in the EOI Document [No \_\_\_\_\_] regarding applications for Expression of Interest (EOI) for City-side Development of Tirupati Airport. I hereby declare that my company/ Consortium has not been debarred/black listed by any Government / Semi Government organizations. I further certify that my company has authorised me to make this declaration.

Yours truly,

Signature:

Name : \_\_\_\_\_

Designation : \_\_\_\_\_

Company : \_\_\_\_\_

Address : \_\_\_\_\_

**Expression of Interest (EOI) for City-side Development of Tirupati Airport****FORM – C****A. GENERAL INFORMATION (TO BE FURNISHED FOR THE SINGLE BIDDER/EACH MEMBER OF THE CONSORTIUM SEPARATELY)**

- i. Name of the Firm / Company:
- ii. Type of Firm / Company (Proprietary/Partnership, Private Ltd. Co. / Public Ltd. Co. etc.):
- iii. Details of Main Business:
- iv. Date of Incorporation/ Commencement of Business:
- v. Registered Office:
- vi. Postal Address:
- vii. Contact / Fax / email:
- viii. Details of Proprietor / Partners / Directors etc.:
- ix. Details of Contact Person for this EOI (Give names, office & residence addresses, Telephone, Fax, Email etc.)
- x. Details of Registration of Firms / Company etc.:

(Note: Certified copy of certificates for Date of Incorporation, Commencement of Business shall be submitted. In case of partnership Firm, Certified True copy of the Registration Certificate shall be submitted)

**Signature of Applicant (with seal)**

\*by a person having necessary  
authorisation / power of  
attorney to do so on behalf of  
the firm / company etc.

## xi. Details of Projects undertaken as developer in Public Private Partnership (PPP) Projects

S. No.	Name of the Project with details	Client (along with contact details)	Value of the Project	Period of Execution and Date of Completion	Present Status of the Project

(Note: Documentary proof to be attached)

[Attach additional sheets if required]

**Signature of Applicant (with seal)**

\*by a person having necessary  
authorisation / power of  
attorney to do so on behalf of  
the firm / company etc.

**xii. Details of Industrial / Infrastructure / Commercial Projects (Other than PPP Projects)**

S. No.	Name of the Project with details	Client (along with contact details)	Value of the Project	Period of Execution and Date of Completion	Present Status of the Project

(Note: Documentary proof to be attached)

[Attach additional sheets if required]

**Signature of Applicant (with seal)**

\*by a person having necessary authorisation / power of attorney to do so on behalf of the firm / company etc.

**xiii. Details of Minimum Tangible Net Worth of Applicant**

(Details of tangible Net Worth of the applicant, as per the audited financial results of the preceding financial year, to be provided)

S. No.	Details	Figures as per Latest Audited Annual Accounts (INR Crore)
1.	Share capital (excluding Preference Share Capital and Share application Money)	
2.	Reserves and Surpluses (Other than revaluation reserve and Intangibles)	
3.	Intangible Assets, Misc. expenses not written off, Losses, Amortization etc.	
	Net worth (1+2-3 )	

*Enclose Latest Audited Annual Accounts*

**xiv. Annual Turnover, Profit after Tax Statement of the last three financial years**

(Annual Turnover, Profit after tax statement of the applicant for the last three financial years to be provided, duly certified by the statutory auditor)

S. No.	Financial Year	Annual Revenue (INR Crore)	Profit after Tax (INR Crore)

*Enclose Audited Annual Accounts of last three financial years*

**Signature of Applicant (with Seal)**

\*by a person having necessary authorisation / power of attorney to do so on behalf of the firm / company etc.

**xv. Feedback for the implementation of the project and bidding process**

S. No.	Description	Applicant's Response
1.	Whether you would be willing to anchor the City-side development of Tirupati Airport as Developer	Yes / No (In case of Yes, please give brief details)
3.	Would you be willing to develop the area as a sole developer or in joint venture	
4.	Your comments / opinion on scale (area) of the Project	
5.	How do you want to develop the area	Single Product specific / multi product specific etc.
6.	Considering the extent of area and the available resources, how much time it would take for you to develop the City-side	
7.	What support is expected from State Government/ AAI for this project	
8.	Would you prefer the AAI / Government to be an equity holder in the Project	Yes / No (If Yes, then how much)
9.	Provide suggestions on the bidding parameter	
10.	Would you be interested in participating in the bidding if this is project comes for bidding?	Yes / No
11.	Preferred option for payment of land cost	Upfront / Deferred with interest (specify time period)/ Annual Payment Method / Revenue Share / if any other (please elaborate)
12.	Details of PPP Model to be followed (or any other model proposed)	
13.	Your opinion on Eligibility / Qualification Criteria	
	i. Minimum turnover	
	ii. Threshold Net Worth	
	iii. Similar industrial projects done in the past	
	iv. Other past project experience	
	v. Any other parameter	

Note: Aforesaid table is only indicative. Interested firm / companies can use additional sheets to substantiate their averments in detail.