



भारतीय विमानपत्तन प्राधिकरण AIRPORTS AUTHORITY OF INDIA

सं/No. AAM/RTI/GM(F&A)/DIRCA/R/E/25/00052/2025-26/

दिनांक/Dated: 19/06/2025

**Sh. MOHAMMAD KADHAR
CHENNAI**

विषय: श्री मोहम्मद काधर (DIRCA/R/E/25/00052) के ऑनलाइन आर.टी.आई आवेदन का उत्तर-बाबत।

Sub: Reply to online RTI Application of Sh. MOHAMMAD KADHAR (DIRCA/R/E/25/00052)- Reg.

महोदय/Sir,

आपके ऑनलाइन आर.टी.आई आवेदन दिनांक 30/05/2025 के संदर्भ में, भा.वि.प्रा.चेन्नई अंतरराष्ट्रीय हवाई अड्डे से संबंधित उपचारित पी.आई.ओ से प्राप्त जानकारी संलग्न है और तदनुसार, आर.टी.आई अनुरोध दिनांक 30/05/2025 को एतद्वारा निपटाया गया माना जाता है।

With reference to your online RTI Application dated 30/05/2025, the information sought received from the treated PIO pertaining to AAI Chennai Airport is enclosed and accordingly, the RTI Request dated 30/05/2025 is hereby treated as disposed off.

2. यदि आप जानकारी से संतुष्ट नहीं हैं, तो आप इस उत्तर की प्राप्ति से 30 दिनों के भीतर आरटीआई अधिनियम, 2005 की धारा 19(1) के अनुसार प्रथम अपीलीय प्राधिकारी (एफ.ए.ए) के समक्ष अपील दायर कर सकते हैं, जिसका नाम और पता नीचे दिया गया है।/ In case, you are not satisfied with the information, you may file an appeal before the First Appellate Authority (FAA) as per Section 19(1) of the RTI Act, 2005 within 30 days from the receipt of this reply, whose name and address are given below:

श्री सी वी दीपक/प्रथम अपीलीय प्राधिकारी/ SH C V Deepak, Airport Director/First Appellate Authority
भा.वि.प्रा.प्रचालन कार्यालय, चेन्नई अंतरराष्ट्रीय हवाई अड्डा/AAI, Operational Offices, Chennai Airport
मीनम्बक्कम, चेन्नई/Meenambakkam, Chennai - 600 016
(दूरभाष/Phone: 044 - 22561122) ईमेल/Email: apdchennai@aai.aero

संलग्न/Encl: यथोपरि/As Above (07 पृष्ठ/Pages)

भवदीय / Yours faithfully

(जी. जयश्री / G.JAYASHREE)

महाप्रबंधक (वित्त एवं लेखा) / GENERAL MANAGER (F&A))

केंद्रीय जन सूचना अधिकारी-आर. टी. ऐ. / CPIO-RTI,

चेन्नई एरपोर्ट/AAI, Chennai Airport

Airports Authority of India

Chennai Airport: Chennai – 600 016

Department of Commercial



AAM/C.RTI/2025/ 592

18.06.2025

NOTE

Sub: Information requested under the RTI Act 2005- Application of Sh. Mohamamd Kadhar basha.

Please refer to the following RTI Queries raised by Sh. Mohamamd Kadhar basha, dated 30.05.2025, seeking information under RTI Act 2005 about the details related to the food related kiosks and shops located in the domestic departures area of Chennai Domestic Airport (Terminal 1).

The reply for the same as per records available in this office are furnished below:

Sr No	Query	Information																					
1.	Tender Details for Food-Related Shops in Domestic Departures a) Please provide the date and complete details of the tender process for food-related shops/kiosks in the Chennai Domestic Airport departure terminal. b) Names and addresses of all companies that participated in the said tender. c) Name and full details of the company to whom the contract was awarded.	a) & b) The critical dates regarding the Food and Beverage Master Concessionaire is as follows: - <table><tr><th></th><th>Event Description</th><th>Date</th></tr><tr><td>1</td><td>Last date for receiving queries</td><td>25.09.2013</td></tr><tr><td>2</td><td>Authority response to queries latest by</td><td>01.10.2013</td></tr><tr><td>3</td><td>Bid Due date</td><td>14.10.2013 at 1500 hours</td></tr><tr><td>4</td><td>Opening of Bids</td><td>14.10.2013 at 1530 hours</td></tr><tr><td>5</td><td>Validity of Bids</td><td>180 days from Bid Due Date, extendable by another 90 days, if so desired by the Authority.</td></tr><tr><td>6</td><td>Signing of Concession Agreement</td><td>Within 30 days of Award of LOIA</td></tr></table> As the tender was invited by AAI Commercial Directorate, Corporate Headquarters, New Delhi, details regarding the process are not available with this office. However, copy of letter dated 29.10.2013 awarding the license as per tender is enclosed herewith (Annexure A).		Event Description	Date	1	Last date for receiving queries	25.09.2013	2	Authority response to queries latest by	01.10.2013	3	Bid Due date	14.10.2013 at 1500 hours	4	Opening of Bids	14.10.2013 at 1530 hours	5	Validity of Bids	180 days from Bid Due Date, extendable by another 90 days, if so desired by the Authority.	6	Signing of Concession Agreement	Within 30 days of Award of LOIA
	Event Description	Date																					
1	Last date for receiving queries	25.09.2013																					
2	Authority response to queries latest by	01.10.2013																					
3	Bid Due date	14.10.2013 at 1500 hours																					
4	Opening of Bids	14.10.2013 at 1530 hours																					
5	Validity of Bids	180 days from Bid Due Date, extendable by another 90 days, if so desired by the Authority.																					
6	Signing of Concession Agreement	Within 30 days of Award of LOIA																					



Airports Authority of India

Chennai Airport: Chennai – 600 016

Department of Commercial

		c) The Master Concessionaire for Food & Beverage Facility at Chennai Airport was awarded to M/s. Travel Food Services Limited, Block –A, South Wing, 1st Floor, Shiv Sagar Estate, Dr. Annie Besant Road, Worli, Mumbai – 400 018.
2.	Product Pricing by Approved Vendors a) Please provide the list of product prices/rate list approved by your office for these food-related vendors. b) Name and designation of the officer who approved the pricing.	a) The prevailing pricing policy as per the Tender document and License agreement is enclosed herewith. (Annexure B) b) Not Applicable.
3.	Requests for Price Revisions a) If any vendor(s) submitted requests to your office for a price increase, please provide the details of such submissions, including dates and nature of requests. b) Name and contact details of the officer/department who handled these requests.	a) No such request has been received from the agency. b) Not Applicable.
4.	Vendor Oversight and Pricing Process a) Name, designation, and contact number of the officer currently in charge of overseeing food-related vendors in the domestic departures terminal at Chennai Airport. b) What is the officially approved process for increasing product prices for shops/vendors at the airport	a) Jt. General Manager (Commercial) Commercial Department, Chennai Airport, Chennai – 600 016. Tel: 044 2256 4027 a) Please refer information provided i.r.o Query 2. (a)

K. Renuka Devi
18/06/2015

K Renuka Devi / के रेणुका देवी
JGM (Commercial)
संयुक्त महाप्रबंधक (वाणिज्य)

संलग्न / Encl: ऊपरोक्त अनुसार / As above

Public Information Office – RTI Cell.

भारतीय विमानपत्तन प्राधिकरण AIRPORTS AUTHORITY OF INDIA

FAX
SPEED POST

(RCC)

No. COM/909/6.1/2013 / 104 (2)

Dated: 29.10.2013

M/s Travel Food Services (P) Ltd.,
1/B, Rashid Mansion, Ground Floor,
Mumbai - 400018



Sub: Letter of Intent to Award the Concession to develop, operate and maintain F&B Outlets at Chennai airport.

Dear Sir,

Reference is invited to your on line application dated 1.9.2012 in response to RFQ (Request for Qualification) and on line financial bid submitted by you on 14.10.2013 on the subject cited above.

The Competent Authority is hereby pleased to grant to M/s. Travel Foods Services (P) Ltd. an exclusive Concession for the Development, Operation and Maintenance of Food & Beverage Outlets at all Terminals (Old & New) and city side at Chennai Airport at the designated locations as described in the plan attached to the RFP/Concession Agreement on the following broad terms and conditions:

1. GENERAL

- 1.1 The selected bidder shall within 30 days of issue of this letter fulfill all the conditions (i) to (v) as set out in Clause 4.2.1 of the Request for Proposal (RFP).
- 1.2 The selected bidder shall within 60 days of the issue of this letter fulfill all the conditions given from (i) to (vi) as per 4.2.2 of RFP except (v) which has been waived by the Authority.

2. CONCESSION TERM

- 2.1 The term of Concession of this award will be as defined under 1.1.1 of RFQ under definitions and interpretation of RFP documents and Article 26 of the Draft Concession Agreement which shall be for a period of 10 years w.e.f. the Rent Commencement Date.

3. CONCESSION FEE

- 3.1 The Concessionaire shall, in consideration of the Concession Agreement granted by the Authority, pay to the Authority the concession fee of Rs.14,64,02,222/- (Rs. Fourteen Crores Sixty Four Lacs Two Thousand Two Hundred Twenty Two only) for the first concession year in 12 equated monthly installments calculated as per para 10.3.1. Further for subsequent years, the licensee shall pay concession fee as below:

M/S TRAVEL FOOD SERVICES PRIVATE LIMITED		
Concession Year	QUOTED RATE IN RS.	
2nd Year	16,12,18,127	- 15
3 rd Year	17,75,33,401	- 16
4 th Year	19,54,28,768	- 17
5 th Year	21,51,27,988	- 18
6 th Year	23,68,55,915	- 19
7 th Year	26,07,78,362	- 20
8 th Year	28,71,16,977	- 21
9 th Year	31,62,74,197	- 22
10 th Year	34,84,44,365	- 23

26.03.14 - 25.03.15

- 15

- 16

- 17

- 18

- 19

- 20

- 21

- 22

- 23

1186.02824 395,34275

3.2 The concession fee shall be payable monthly in advance in 12 equated installments as provided in 10.5.3 of the Draft Concession Agreement.

3.3 Non exclusivity discount will be the amount equivalent to licence fee received by the Authority from the incumbent licensees for each month and the same shall be adjusted from the concession fee payable by the selected bidder as per clause 4.4.2 of the Draft Concession Agreement.

3.4 The space rent in respect of Service area(s) shall be reckoned from the Access Date with gestation period of 60 days and are provided in the Concessionaire space rent on service Area under separate agreement to be executed on applicable rates (with annual escalation) shall be charged for any additional area(s) allotted as back up office, store rooms or godowns. Any additional area beyond 10% of the area defined in this contract i.e. identified at a later stage will be allotted on mutually negotiated terms. Variation in the area at the alternate locations shall not exceed +/- 10% of the original location from which relocation is done. Such locations shall be decided mutually by the Authority and Concessionaire. No revision in concession fee on account of this variation in area at the relocated location will be effected.

3.5 The Concessionaire shall commence the payment of the concession fee for all locations comprised in the Concession from the Rent Commencement Date. No claims for the discounts/reduction/abatement in the Concession Fee shall be admissible for any locations lying unutilized.

4. SECURITY DEPOSIT

4.1 The selected bidder shall within thirty (30) days of the issue of this letter furnish the security deposit for the first concession year, in the form and the manner as set out in Article 7 of the Concession Agreement. Such security deposit shall be calculated at the rate of fifty percent(50%) of the Concession Fee for the First Concession Year after adjustment of non-exclusivity Discount applicable for such Concession Year.

- 4.4 During the subsequent Concession Year, the security deposit shall be furnished by the Concessionaire and maintained in the form and the manner as set out in Article 7 of the Concession Agreement. The security deposit shall be calculated on the basis of the 50% Concession Fee after adjustment of Non-Exclusivity Discount applicable for the respective concession Year. For avoidance of doubt, the security deposit in a Concession Year shall be further adjusted on expiry of Non-Exclusivity Discount arising out of the expiry of License Agreement to an incumbent Licensee(s).
- 4.5 Action for discontinuation of the contracts both for incumbent licensee(s) and temporary licensee(s) shall be taken up by AAI on immediate basis as per provisions of agreement and with due process of law.
5. In addition, all the terms and conditions enumerated in the RFP and the Concession Agreement shall form part and parcel of the letter of intent to Award.
6. Your acceptance to the above terms and conditions must be forwarded to this office within 7 days of receipt of this letter of Intent to Award failing which it will be presumed that you are not interested for above concession and the letter of Intent to Award shall automatically stand cancelled.

Yours faithfully,

[Signature] 29/11/15

(Deepak Shastri)
Executive Director(Commercial)

N.O.O.

- i) ✓ Airport Director, Chennai along with a copy of RFP and the Draft Concession Agreement. The terms and conditions as contained in the RFP/Concession Agreement and above letter of intent to Award may be strictly followed. The Concession Agreement as forwarded to you may be executed by APD on Stamp Paper of appropriate value within the stipulated period as mentioned in the Award Letter and a copy of the said Agreement duly signed by both the parties may be sent to this office for records. The bill for license fee etc may be raised at your end under intimation to CHQ.
- ii) With reference to para 4 of LCI, the Airport Director, Chennai to work out the amount of security deposit after considering the non-exclusive discount (approx) for the first year as provided in Article 7(7.1.1) of Draft Concession Agreement and intimate the same to the selected bidder immediately. *9/12/15*
- iii) Rent Commencement Date to be conveyed by Airport Director, Chennai, as per Article 26 of the Draft Concession Agreement.
- iv) The following Clauses/Article of the Draft Concession Agreement may be amended and read as under:
 - a) Article 14 (Para 14.4.1)
The Concessionaire shall pay to the Authority, the Common Area maintenance (CAM) Charges in relation to each of the Service Area(s) comprised in the Concession in accordance with this Clause with gestation period of 60 days. *21/11/15*

6

Such CAM Charges shall be at the rate of 10% (ten percent) of the Space applicable for such area, as may be notified by the Authority from time to time.

b) Article 7 (Para 7.1.1)

The Concessionaire shall, as security for the performance of its obligations hereunder during the Concession Term, provide and maintain with the Authority, a Security Deposit for an amount which shall at all times be equivalent to 50% (fifty percent) of the applicable Minimum Annual Guarantee (MAG) amount. One-fourth of the Security Deposit payable shall be mandatorily deposited by the Concessionaire with the Authority in cash. The balance amount (three-fourth of Security Deposit) may be deposited in the form of a Bank Guarantee, if the Concessionaire chooses to do so. Such Security Deposit shall be calculated at the rate of 50% (fifty percent) of the Concession Fee for the First Concession Year after adjustment of non-exclusivity Discount applicable for respective Concession Year. The Security Deposit shall be interest free and the Concessionaire agrees and acknowledges that the Authority shall not be liable to pay any interest on the Security Deposit.

INTERNAL DISTRIBUTION

- i) Chairman, AAI
- ii) Member(Finance)
- iii) ED(Finance)

SCHEDULE F

PRICING POLICY

- A. Prices will be displayed prominently on all menus, displays and collaterals. The traveler pays no other hidden charges. In addition, TFS will introduce marketing programs and special promotions to enhance price/value relationships.

Such programs would include, for example, bundling products as "combos".

Furthermore, special pricing/menus will be created for the airport staff, and possible bounce back coupons for passengers will be created for travelers to spend once they are inside the terminal.

- B. TFS pricing approach is to establish pricing levels; TFS uses a 'basket size' pricing strategy. Using city centre or comparable Airports such as Mumbai International Airport as a benchmark, the company will seek out establishments similar in decor, quality, and service to those at the airport.

Some of the Pricing Factors TFS will consider:

1. Determine the primary and secondary market segments to understand the offering value to travelers.
 2. Examine market pricing and economics. In order to do so we will conduct regular surveys and observe travelers and their spending habits.
 3. Calculate the internal cost structure and understand how pricing interacts with the food and beverage on offer.
 4. Monitor the market and competition in various airports to continually reassess pricing.
- C. TFS will evaluate cash discount to passengers at the airport on an ongoing basis to determine what fits into a larger calendar that it may develop and then implement the same.


एयरपोर्ट निदेशक
AIRPORT DIRECTOR
चेन्नै एयरपोर्ट
CHENNAI AIRPORT

