**Instructions for submission of interest for setting up concessions at Adani Airports**

This document provides the broad framework for submission of interests to Adani Airport Holding Limited (AAHL) for concessions at various airports operated by AAHL.

Committed to creating lifestyle destinations, we've positively impacted countless lives through our Gateway to Goodness. Our journey is marked by significant milestones and key metrics that reflect our unwavering dedication to excellence. As we continue this inspiring path of progress, we welcome you to be part of our mission to create a brighter and more inclusive future for all.

All Information is to be submitted on the letterhead of the company covering all the below details. Please feel free to add any additional details apart from below, which can help us get a better understanding of your brand.

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| --- |
| **Retailer Information Form-Adani Airports**  |
| **Date** |  |  |
| **S.no** | **Query** | **Details** | **Remarks** |
| **Company Information** |
| 1 | Name of the Entity/Brand |  |   |
| 2 | Year of Incorporation |  |   |
| 3 | Operating Concession Model |   |   |
| 3 | Business Category |  |   |
| 4 | Sub-Category |  |   |
| 5 | Turnover of the company (3 Years)- In Cr. |  |   |
| 6 | No. of Indian Directors |  |   |
| 7 | No. of Foreign Directors |  |   |
| 8 | Structure of the existing entity (Own/Franchisee) for Airport Business (If Applicable) |  |   |
| 9 | Relevant Experience (at Airports in Years) |  |   |
| 10 | Security clearance status for Airport Business |   |   |
| 11 | No. of Outlets at Airports (If any) |  |   |
| 12 | Location of Outlet at Airport |  |   |
| **Business Information** |
| 13 | Target User Group |   |   |
| 14 | Target Group Age Profile Range (Yrs) |  |   |
| 15 | Total No. of Outlets in Cities (AMD/LKO/IXE/JAI/GAU/TRV) |  |   |
| 16 | Total No. of Outlets in other Cities |  |   |
| 17 | Outlet Size requirements (Min/Max) in sqm |  |   |
| 18 | Brand USPs |  |  |
| 19 | Best Performing Outlet (Location, Sales in Cr) |  |   |
| 20 | Awards and Recommendations received |   |   |
| 21 | Avg. Investment per outlet (Rs./sqm) |  |   |
| 22 | Storage Requirements [Warehouse] (sqm) |  |   |
| 23 | Any special requirements for Storage |  |   |
| 24 | Online business presence |  |   |
| 25 | List of Trade Licenses/Approvals/Clearances required for operations |  |   |
| 26 | Existing Organization Structure for the Business |   |   |
| 27 | 5-10 Year Roadmap for the brand |   |   |
| Note: |  |
| AMD – AhmedabadLKO-LucknowIXE- MangaloreJAI – JaipurGAU – GuwahatiTRV - Trivandrum | SHA-Security Hold Area | Provide Additional details under Remarks column |  |

**Details of contact person for clarification of Proposal submission**: -

* Name
* Designation
* Mobile Number:
* Official Email

**Please ensure the completeness of your application by attaching relevant documents.**