



Andhra Pradesh Airports Development Corporation Ltd. (APADCL)

(A Government of Andhra Pradesh Undertaking)

RESPONSE TO PRE-BID QUERIES

RFP No. 03/KURNOOL AIRPORT/APADCL/2026-27 dated 03.06.2026

**Development of Integrated Aviation Ecosystem at Uyyalawada Narasimha Reddy Airport, Kurnool
in Andhra Pradesh on PPP Basis**

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Authority's Response to Queries from Bidders
(RFP No. 03/KURNOOL AIRPORT/APADCL/2026-27 dated 03.06.2026)

Queries: RFP and Draft Concession Agreement for Development of Integrated Aviation Ecosystem at Uyyalawada Narasimha Reddy Airport, Kurnool in Andhra Pradesh on PPP Basis

S. No.	Document (RFP / Draft CA / Other)	Clause Reference	Queries from the Bidder	APADCL Response
1	Other / Data Request	General / Project Information	Financial Model prepared by KPMG which supports investment & Existing Financials of the Airport	Refer to Annexure-1 of this Document.
2	Other / Data Request	General / Project Information	Available Seat Kilometres of scheduled Airlines	Refer to Annexure-2 of this Document.
3	Other / Data Request	General / Project Information	Revenue Seat Kilometres of Scheduled Airlines	Refer to Annexure-2 of this Document.
4	Other / Data Request	General / Project Information	Passenger Load Factor	Refer to Annexure-2 of this Document.
5	Other / Data Request	General / Project Information	Available Cargo Tonne-Kilometers (ACTK)	Cargo operations / dedicated cargo facility are presently not available.
6	Other / Data Request	General / Project Information	Revenue Tonne-Kilometers (RTK)	Cargo operations / dedicated cargo facility are presently not available.
7	Other / Data Request	General / Project Information	Cargo Load Factor (CLF)	Cargo operations / dedicated cargo facility are presently not available.
8	Other / Data Request	General / Project Information	Take Off, Landing and Housing charges of Aircrafts along with the calculation method adopted	Refer to Annexure-3 Rate Card for Aeronautical Services of this Document.
9	Other / Data Request	General / Project Information	Rentals from Existing Flying schools	Revenue from existing Flying Schools shall remain receivable by the Authority and shall not be included under the Concession.


Managing Director
AP Airports Development Corporation Ltd.

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Annexure-1 Financial Summary

Disclaimer

- This information in this Annexure has been prepared by the Andhra Pradesh Airports Development Corporation Limited to assist prospective bidders in understanding the financial basis on which the development of Kurnool Airport has been assessed as viable.
- The figures presented are indicative projections built on stated assumptions about traffic, tariffs, costs and timing. They do not constitute a forecast, a guarantee or a representation of actual future performance. Each bidder must form its own independent view, conduct its own due diligence and rely on its own commercial, technical, legal and financial analysis before submitting a bid. The Authority accepts no liability for any decision taken on the basis of this note.
- Defined commercial terms, payment obligations and risk allocation are governed by the Concession Agreement and the Request for Proposal, which prevail over anything stated here in the event of inconsistency.

Highlights of the Financial Model

- The project envisages a **phased capex plan of ~Rs. 574 cr in Phase1**, with investments aimed at building the navigational capabilities, runway widening and expansion, MRO infrastructure, expansion of terminal building and development of City Side land.
- Revenue is projected to be driven by diversified income streams including passenger revenue, landing & parking, city-side development, non-aero revenue and MRO operations.
- The project demonstrates attractive returns with **Project IRR of 12.38%**, **Project NPV of 383.42 cr at WACC of 10%**, and **Equity IRR of 15.03%**, indicating strong value creation potential.

Key Assumptions in the Financial Model

Category	Assumption	Unit	Base value	Methodology
Concession	Tenure	Years	60	45 years + 15 years extension considered
Aeronautical Revenue	Annual Passenger Traffic	Nos	21,000	Growth 10% p.a.; every 10-year block growth rate reduced by 1% ; 5% growth in last block of Yr 51-60
	UDF	INR per Pax	785	As per AAI circular. 5% escalation p.a.; charged on departing passengers
	Annual Air Traffic Movements	Nos	1,300	Growth 5% p.a.
	Landing & Parking charges	INR per ATM	10,000	5% escalation p.a.;
Non-aero Revenue	City Side land	Acres	343	Monetisation 10% in Year 6, increasing 4% every year to 90% by Year 27;
	Lease rent	INR Lakh per Acre	5	5% escalation p.a.
	Annual MRO Revenue	INR Lakh	1000	COD in Year 7; Growth after COD: Yr 8-12: 50% p.a.; Yr 6-17: 25% p.a. Yr18-22: 15% p.a.; Yr23 year onwards : 10% p.a.

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Category	Assumption	Unit	Base value	Methodology
	Annual FTO Lease Revenue	INR Lakh	24	5% escalation p.a.;
	Other non-aero	INR per Pax	50	5% escalation p.a.;
	Cargo revenue		NIL	No cargo infrastructure considered
Operating Costs	Opex	INR Lakh	800	Grows 5% p.a.;
	MRO expense	% of MRO Revenue	85%	Reduces gradually to 65% of MRO revenue over 30+ years
Payout to Authority	Upfront Fee	INR Lakh	500	Paid upon signing of the Concession Agreement
	Licence Fee on Airside and City Side	INR per acre p.a.	5,000	On 908 acres; 6% escalation p.a.
	City Side Fee	INR per sft p.a.	15	Payable on developed City Side land subject to Minimum Built up sqft area; City Side Fee escalation 10% every 3 yrs
	Minimum Built up City Side Area	Lakhs Sft	1	Starting at Year 6, increasing every 3 years to 59.76 Lakh sft
	Minimum Guaranteed Revenue	INR Lakh	100	Starting at Year 6, increasing every 5 years to ceiling upto INR 10 cr.
	Concession Fee – Revenue Share	% of Gross Revenue	(To be quoted by Bidder)	Moratorium upto Year 5; from Year 6 considered as per MAG
	Phase 1 Capex (Base Cost as on 2026 estimates)	DVOR, night landing, allied works	INR Lakh	4,829
MRO		INR Lakh	37,000	Distributed across 3 years; 33% capital subsidy received in 5 years after MRO COD as per Aviation Policy
Runway widening & expansion		INR Lakh	15,228	Distributed across 2 years
Terminal Expansion		INR Lakh	3,600	Distributed across 2 years
City Side Land Development		INR Lakh per acre	20	Escalation compounded during the year of development
Capex Escalation		% p.a.	4%	Escalation compounded during the year of construction
Financing		Debt: Equity	Ratio	70:30
	Term Loan Interest	% p.a.	9%	Drawn to Year 10; repaid Years 11–20
	Working Capital Interest	% p.a.	12%	For cash deficits during construction phase

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Annexure-2 Passenger Details

Available Seats

Financial Year	Total Flights	Seats	Available Seats
FY 2021-22	1,234	78	96,252
FY 2022-23	1,412	78	1,10,136
FY 2023-24	1,311	78	1,02,258
FY 2024-25	966	78	75,348
FY 2025-26	1106	78	86,268

Revenue Seats & Passenger Load Factor

Financial Year	Revenue Seats	Available Seats	Passenger Load Factor
FY 2021-22	31,535	96,252	32.76%
FY 2022-23	38,622	1,10,136	35.07%
FY 2023-24	39,746	1,02,258	38.87%
FY 2024-25	19,427	75,348	25.78%
FY 2025-26	20,563	86,268	23.84%

The Average Passenger Load Factor observed is 31.26%

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Annexure-3 Rate Card for Aeronautical Services

Kurnool Airport is a domestic airport and, as per the latest Rate Card for Aeronautical Services for FY 2026–27 issued by the Director General of Civil Aviation, Government of India, falls under Cluster 1 for tariff applicability. Presently, the airport is collecting only Landing Charges, User Development Fee (UDF), and charges towards Extension of Watch Hours for NSOP operations. Accordingly, the Cluster 1 Domestic Landing Charges prescribed for FY 2026–27 shall be applicable at Kurnool Airport, along with the applicable UDF and watch-hour extension charges, subject to the exemptions and conditions stipulated in the DGCA / Gol rate card.

Landing charges for domestic flights

Weight of Aircraft (in Kgs)	Rate / Landing in INR
Up to 10 MT	Rs. 147.80 per MT
10 MT to 20 MT	Rs. 1478 + Rs. 259.70 per MT in excess of 10 MT
More than 20 MT	Rs. 4075 + Rs. 509.10 per MT in excess of 20 M

Source: Rate card for Aeronautical Services for FY 2026-27- Director General of Civil Aviation, Government of India

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DGCA Rate Card
File No. 13009/2/2020-DRI-DGCA dated 29th April, 2023

NON-MAJOR AIRPORTS
RATE CARD FOR AERONAUTICAL SERVICES
FOR F.Y. 2026-27
EFFECTIVE FROM 1st April 2026 to 31st March 2027

1. This Tariff Card is applicable to all the non-major airports in the country.
 2. For the purpose of tariff determination, these airports have been categorized into three clusters i.e.
 - Cluster 1 having passenger throughput of >1 million passengers per annum (mppa).
 - Cluster 2 having passenger throughput of 0.1 mppa to 1 mppa.
 - Cluster 3 having passenger throughput of <0.1 mppa.
 3. Non-Major Airports (both Brownfield and Greenfield airports) under the control of AAI shall be given tariff rates as per their respective cluster.
 4. Non-major Non-AAI Greenfield Airports shall be given tariff rates as per the highest cluster i.e. Cluster 1 irrespective of their passenger throughput.
 5. Non-Major Non-AAI Brownfield airports shall be given tariff rates as per their respective cluster.
 6. Directorate General of Civil Aviation (DGCA) shall issue cluster wise list of airports from time to time based on the conditions of this Tariff Order and in consultation with concerned airport operators.
- Note: Greenfield airports are those airports which have been operationalized under Ministry of Civil Aviation's Greenfield Airports Policy, 2008 as amended from time to time.**

Detailed Rate Card

1) LANDING CHARGES

a) CLUSTER 1
Domestic Flights

Weight of Aircraft (in Kgs.)	Rate / Landing in INR
Upto 10 MT	Rs. 147.80 per MT
10 MT to 20 MT	Rs. 1478 plus Rs. 259.70 per MT in excess of 10 MT
More than 20 MT	Rs. 4075 plus Rs. 509.10 per MT in excess of 20 MT

International Flights

Weight of Aircraft (in Kgs.)	Rate / Landing in INR
Upto 10 MT	Rs. 310.80 per MT
10 MT to 20 MT	Rs. 3108 plus Rs. 456.40 per MT in excess of 10 MT
20 MT to 50 MT	Rs. 7672 plus Rs. 901.40 per MT in excess of 20 MT
50 MT to 100 MT	Rs. 34714 plus Rs. 1052.90 per MT in excess of 50 MT
More than 100 MT	Rs. 87359 plus Rs. 1201.30 per MT in excess of 100 MT

b) CLUSTER 2
Domestic Flights

Weight of Aircraft (in Kgs.)	Rate / Landing in INR
Upto 10 MT	Rs. 122.90 00 per MT
10 MT to 20 MT	Rs. 1229 plus Rs. 215.50 per MT in excess of 10 MT
More than 20 MT	Rs. 3384 plus Rs. 422.70 per MT in excess of 20 MT

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International Flights

Weight of Aircraft (In Kgs.)	Rate / Landing in INR
Upto 10 MT	Rs. 258.20 per MT
10 MT to 20 MT	Rs. 2582 plus Rs. 379.10 per MT in excess of 10 MT
20 MT to 50 MT	Rs. 6373 plus Rs. 748.70 per MT in excess of 20 MT
50 MT to 100 MT	Rs. 28834 plus Rs. 674.20 per MT in excess of 50 MT
More than 100 MT	Rs. 72544 plus Rs. 997.40 per MT in excess of 100 MT

c) CLUSTER 3

Domestic Flights

Weight of Aircraft (In Kgs.)	Rate / Landing in INR
Upto 10 MT	Rs. 77.70 per MT
10 MT to 20 MT	Rs. 777 plus Rs. 136.30 per MT in excess of 10 MT
More than 20 MT	Rs. 2140 plus Rs. 267.40 per MT in excess of 20 MT

International Flights

Weight of Aircraft (In Kgs.)	Rate / Landing in INR
Upto 10 MT	Rs. 163.30 per MT
10 MT to 20 MT	Rs. 1633 plus Rs. 239.80 per MT in excess of 10 MT
20 MT to 50 MT	Rs. 4031 plus Rs. 473.70 per MT in excess of 20 MT
50 MT to 100 MT	Rs. 18242 plus Rs. 553.10 per MT in excess of 50 MT
More than 100 MT	Rs. 45897 plus Rs. 631.10 per MT in excess of 100 MT

1. No landing charges shall be payable in respect of: (a) aircraft with a maximum certified capacity of less than 80 seats, being operated by domestic scheduled operators at all non-major airports and (b) Helicopters of all types. (c) Approved Flying school/ flying training institute aircrafts.
2. Charges shall be calculated on the basis of nearest MT (i.e. 1000 Kgs.)
3. Flight operating under Regional Connectivity Scheme will be completely exempted from landing charges from the date the scheme is operationalized by MoCA.
4. All domestic legs of International routes flown by Indian Operators will be treated as Domestic flights as far as landing charges is concerned, irrespective of flight number Assigned to such flights.
5. Landing charges at all Non-Major Airports in North Eastern Region, Jammu and Kashmir and A&N island and Lakshadweep (other than Defence Airports) to be reduced by 25% of the applicable rates at Non-Major Airports

2) PARKING CHARGES & NIGHT PARKING CHARGES

a) CLUSTER 1

i. Parking Charges rates per hour (first two hours after free parking period):

Weight of Aircraft (in Kgs.)	Domestic flight	International flight
Up to 40 MT	Rs. 2.90 per MT	Rs. 3.70 per MT
Above 40 MT up to 100 MT	Rs. 116 plus Rs. 5.90 per MT in excess of 40 MT	Rs. 148 plus Rs. 6.60 per MT in excess of 40 MT
More than 100 MT	Rs. 470 plus Rs. 8.80 per MT in excess of 100 MT	Rs. 544 plus Rs. 10.20 per MT in excess of 100 MT

ii. Parking Charges Rates per hour (beyond four hours)

Weight of Aircraft (in Kgs.)	Domestic flight	International flight
Up to 40 MT	Rs. 6.10 per MT	Rs. 7.10 per MT

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Above 40 MT up to 100 MT	Rs. 244 plus Rs. 11.60 per MT in excess of 40 MT	Rs. 284 plus Rs. 13.20 per MT in excess of 40 MT
More than 100 MT	Rs. 940 plus Rs 17.60 per MT in excess of 100 MT	Rs. 1076 plus Rs. 20.40 per MT in excess of 100 MT

iii. Night Parking Charges - between 2200 hrs. to 0600 hrs

Weight of Aircraft (in Kgs.)	Domestic flight	International flight
Up to 40 MT	Rs. 1.60 per MT	Rs. 1.80 per MT
Above 40 MT up to 100 MT	Rs. 64 plus Rs. 2.80 per MT in excess of 40 MT	Rs. 72 plus Rs. 3.40 per MT in excess of 40 MT
More than 100 MT	Rs. 232 plus Rs. 4.50 per MT in excess of 100 MT	Rs. 270 plus Rs. 5.00 per MT in excess of 100 MT

b) CLUSTER 2

i. Parking Charges rates per hour (first two hours after free parking period):

Weight of Aircraft (in Kgs.)	Domestic flight	International flight
Up to 40 MT	Rs. 2.50 per MT	Rs. 2.80 per MT
Above 40 MT up to 100 MT	Rs. 100 plus Rs. 4.80 per MT in excess of 40 MT	Rs. 112 plus Rs. 5.40 per MT in excess of 40 MT
More than 100 MT	Rs. 388 plus Rs. 7.40 per MT in excess of 100 MT	Rs. 436 plus Rs. 8.40 per MT in excess of 100 MT

ii. Parking Charges Rates per hour (beyond four hours)

Weight of Aircraft (in Kgs.)	Domestic flight	International flight
Up to 40 MT	Rs 5.00 per MT	Rs. 5.90 per MT
Above 40 MT up to 100 MT	Rs. 200 plus Rs. 9.70 per MT in excess of 40 MT	Rs. 236 plus Rs. 10.90 per MT in excess of 40 MT
More than 100 MT	Rs. 782 plus Rs. 14.80 per MT in excess of 100 MT	Rs. 890 plus Rs. 16.70 per MT in excess of 100 MT

iii. Night Parking Charges - between 2200 hrs. to 0600 hrs

Weight of Aircraft (in Kgs.)	Domestic flight	International flight
Up to 40 MT	Rs. 1.50 per MT	Rs. 1.70 per MT
Above 40 MT up to 100 MT	Rs. 60 plus Rs. 2.40 per MT in excess of 40 MT	Rs. 68 plus Rs. 2.70 per MT in excess of 40 MT
More than 100 MT	Rs. 204 plus Rs. 3.70 per MT in excess of 100 MT	Rs. 230 plus Rs. 4.40 per MT in excess of 100 MT

c) CLUSTER 3

i. Parking Charges rates per hour (first two hours after free parking period):

Weight of Aircraft (in Kgs.)	Domestic flight	International flight
Up to 40 MT	Rs. 2.10 per MT	Rs. 2.40 per MT
Above 40 MT up to 100 MT	Rs.84 plus Rs. 4.00 per MT in excess of 40 MT	Rs. 96 plus Rs. 4.50 per MT in excess of 40 MT
More than 100 MT	Rs. 324 plus Rs. 6.10 per MT in excess of 100 MT	Rs. 366 plus Rs. 6.90 per MT in excess of 100 MT

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ii. Parking Charges Rates per hour (beyond four hours)

Weight of Aircraft (in Kgs.)	Domestic flight	International flight
Up to 40 MT	Rs 4 20 per MT	Rs 4 80 per MT
Above 40 MT up to 100 MT	Rs. 168 plus Rs 7 90 per MT in excess of 40 MT	Rs 192 plus Rs 9 00 per MT in excess of 40 MT
More than 100 MT	Rs. 642 plus Rs. 12.10 per MT in excess of 100 MT	Rs. 732 plus Rs 13.90 per MT in excess of 100 MT

iii. Night Parking Charges - between 2200 hrs. to 0600 hrs

Weight of Aircraft (in Kgs.)	Domestic flight	International flight
Up to 40 MT	Rs. 1.10 per MT	Rs 1 40 per MT
Above 40 MT up to 100 MT	Rs. 44 plus Rs.2 00 per MT in excess of 40 MT	Rs 56 plus Rs 2.30 per MT in excess of 40 MT
More than 100 MT	Rs. 164 plus Rs. 2.90 per MT in excess of 100 MT	Rs.194 plus Rs. 3.60 per MT in excess of 100 MT

1. No parking charges shall be levied for the first two hours. While calculating free parking period, standard time of 15 minutes shall be added on account of time taken between touch down time and actual parking time on the parking stand. Another standard time of 15 minutes shall be added on account of taxing time of aircraft from parking stand to take off point. These periods shall be applicable for each aircraft irrespective of actual time taken in the movement of aircraft after landing and before take-off.

2. For calculating chargeable parking time, part of an hour shall be rounded off to the nearest hour.

3. Charges shall be calculated on the basis of nearest MT

4. Charges for each period parking shall be rounded off to nearest rupee.

5. At the in-contact stands and open stands, after free parking, for the next two hours normal parking charges shall be levied. After this period, the charges shall be double the normal parking charges

6. Night parking charges for aircraft of domestic scheduled operators operating on domestic routes from International/domestic airports (including Civil Enclaves) will be waived off for making night halt at airports where the State Government has brought the rate of tax (VAT) on ATF upto 5%. The above mentioned waiver of night parking charges (between 2200 hrs. to 0600 hrs.) will be made applicable from the date of implementation of rate of tax (VAT) on ATF up to 5% of the respective State Govt. (s). In the event of upward revision in the tax rate of ATF by the respective State Govt. the relief of free night parking charges will also be deemed to be withdrawn for all the airports within the jurisdiction of the said State(s).

7. Flight operating under Regional Connectivity Scheme will be completely exempted from parking charges from the date the scheme is operationalized by MoCA.

8. Parking is applicable at Civil Enclaves at the above rates wherever aircraft is parked at Apron / Parking Bay owned / constructed by AAI.

9. For unauthorized overstay of aircraft an additional charge of Rs. 20.00 per hour per MT beyond 24 hours is to be payable.

10. Parking charges at all Non-Major Airports in North Eastern Region, Jammu and Kashmir and A&N Island and Lakshadweep (other than Defence Airports) to be reduced by 25% of the applicable rates at Non-Major Airports

3) USER DEVELOPMENT FEE

Particulars	Rate per embarking Passenger
CLUSTER 1	Rs. 782 per embarking passenger (Domestic / International)
CLUSTER 2	Rs 689 per embarking passenger (Domestic / International)
CLUSTER 3	Rs 203 per embarking passenger (Domestic / International)

1. UDF collection- charge at a flat rate of Rs. 5 per pax (all inclusive) is allowed to airlines subject to payment of UDF to Airport Operators within credit period.

2. Airlines to make full payment of UDF to Airport Operators and raise a separate invoice for the collection charges on UDF to Airport Operators as per Airport Operators' Credit Policy

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Kurnool Airport NSOP Rate Chart

NSOP Commercials	
NSOP	Charges
Fixed Wing up to 5,000 Kg	10,000
Fixed Wing above 5,000 Kg	10,000+1,000 per 1,000 kgs in excess of 10,000 kgs
Rotary up to 5,000 Kg	10,000
Rotary above 5,000 Kg	10,000+1,000 per 1,000 kgs in excess of 10,000 kgs
Rotary with skid up to 5,000 Kg	15,000
Rotary with skid above 5,000 Kg	15,000+1,000 per 1,000 kgs in excess of 15,000 kgs
Comprehensive Handling inclusive of vehicles for passenger/crew in airside, two times, vehicle to ATC for filing flight plan(Excluding Landing, Parking & AAI charges)	15,000
Extension of Watch Hours	
With ATC Service	1,000/hr
Without ATC Service (Non ATC Watch)	2,000/hr
Parking Charges	
Upto 40,000 Kgs	Rs 1.80/hr/1,000 kgs
Passenger Service Fee: Rs 207 per departing passenger	
Royalty Charges: 20% from every service provider	

