

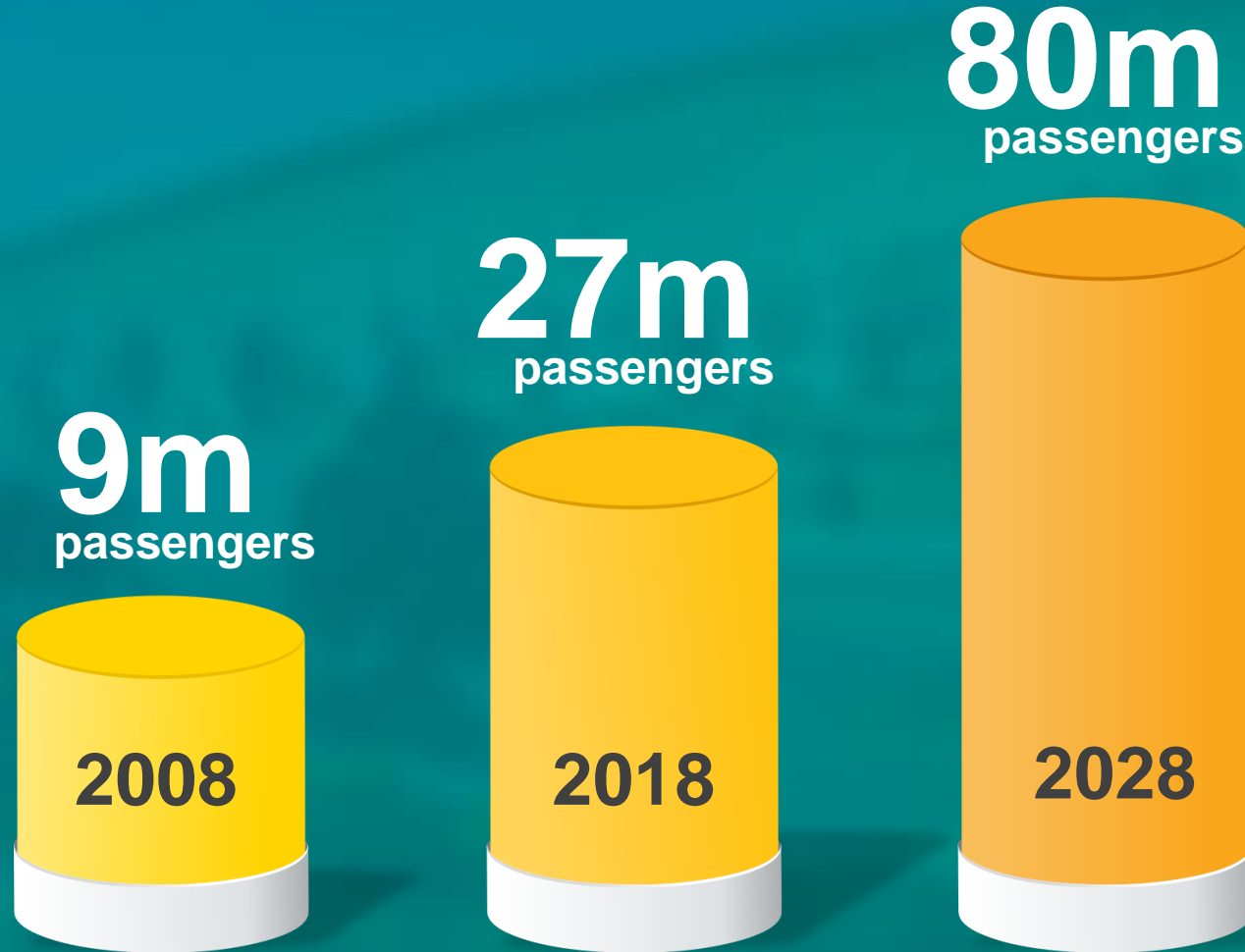


IN BUSINESS, IT'S ABOUT PEOPLE
IT'S ABOUT RELATIONSHIPS
- Kathy Ireland

Relationships are the
Currency of Business
~ Brian Basilico



BLR Airport tripled in pax volumes over the last decade and is expected to triple again, in the next 10 years



Connecting Bengaluru to the World

74 Domestic Destinations

Flights to
25* International Destinations
*Pre-Covid



Added recently



To SFO



To NRT



To AMS



To ADD

Flying Soon



To SEA



To SFO



To MUC



To SYD

BLR Airport : Family



36+

Airlines Partners

200+

Concession Partners

30,000+

BLRites - Community



And then the World came to a stand still



Airports became “Ghost cities”



Empty Corridors
Empty Stores

Our value system
based on
“true relationship”
has helped us in
Staying Afloat



Sharing

- Risks & Rewards
- Pain & Gain



Not Only
Post lock-down,
BLR Airport commenced with
more than
95% outlets



But
In past 18 months,
BLR Airport launched
50+ new exciting
Commercial Concepts



Pre-COVID

LANDLORD-TENANT APPROACH

Post-COVID

**TRUE PARTNERSHIP APPROACH
(Sharing of Risks & Rewards)**

Progressive Calibration Strategy

Pre-COVID

- Retailers Take all Risks

- No Commitment of Airport on Pax

- Fixed Commercial Terms

- No Support Policy for Retailers

Post-COVID

- Sharing of Risks and Rewards by Airport

- Commitment of Airport on Pax Volumes

- Progressive Calibration of Commercial Terms

- All Contracts with Progressive Calibrating Model



Terminal 2

Terminal 2 : Key Design Pillars



Terminal in a Garden



Technology



Sustainability



Art & Culture





LINK

Caviar
Bar





| Name | Year |
|------------|------|
| 1. [Name] | 2010 |
| 2. [Name] | 2011 |
| 3. [Name] | 2012 |
| 4. [Name] | 2013 |
| 5. [Name] | 2014 |
| 6. [Name] | 2015 |
| 7. [Name] | 2016 |
| 8. [Name] | 2017 |
| 9. [Name] | 2018 |
| 10. [Name] | 2019 |
| 11. [Name] | 2020 |
| 12. [Name] | 2021 |
| 13. [Name] | 2022 |
| 14. [Name] | 2023 |
| 15. [Name] | 2024 |
| 16. [Name] | 2025 |
| 17. [Name] | 2026 |
| 18. [Name] | 2027 |
| 19. [Name] | 2028 |
| 20. [Name] | 2029 |
| 21. [Name] | 2030 |



Commercial Area

120+ Concepts & 30,000 sqm space



Duty Free
5,000 sqm



Retail
7,000 sqm
(60+ concepts)



F&B
9,000 sqm
(50+ concepts)



Lounges
9,000 sqm

T2 : Brand Environment (F&B)

First Time in India



First Time at Indian Airports



International Anchors



Local Heroes



T2 Domestic : Brand Environment (Retail)

International Portfolio*

HUGO BOSS



極度乾燥(しなさい)
Superdry®



MICHAEL KORS



TUMI

Hamleys

Local Heroes

ZIMSON
THE WATCH STORE SINCE 1948



SATYA PAUL



fabindia
CELEBRATE INDIA

GKB Opticals



Fuelling the Growth Engine : Duty Free @ BLR





Transforming BLR Airport as
“The Preferred Destination for Shopping & Dining”



Do join us
on this
journey

