

Corrigendum No. 1

Name of Work: Selection of Advertising Licensee to Design, Fit-out, Develop, Operate, Maintain and Manage the Advertising Space(s) at Kannur International Airport

Tender Ref No: NIT No. KIAL/BDM/31/ADVT/2025

Tender ID: 2025_KIAL_728508_1

Sl.No.	Clarification sought	Clause No as per NIT	Reply to clarification
1	Request consideration in expanding the eligibility criteria to include experience in Out-of-Home Media	Clause no. 8.1	Experience of Out-of-Home Media in Technical Eligibility is also acceptable
2	The gestation period is 30 days, but the incubation period has not been mentioned. Can you clarify, since it is required to complete the installations, Security Clearance & programme Approvals etc	Clause no. 6.2	As per Clause 6.2, for the first 6 (six) months following the Gestation Period, the Licensee shall pay only revenue share to Kannur Airport, and the said 6 months period may be considered as incubation period.
3	The concession fee includes a revenue share. Would it be more feasible for bidders if a fixed Minimum Guaranteed Amount(MMG) were used instead of a revenue share model	Clause no. 2.10	Contract condition shall remain the same
4	There is a 10% escalation after two years. Other airport under AAI have implemented a 5% escalation. Could you consider aligning with the 5% escalation rate	Clause no. 2.12	Contract condition shall remain the same
5	A six month security deposit is required after the award. Would it be acceptable to submit a bank guarantee	Clause no.5	Contract condition shall remain the same
6	If there is a need in the future, would it be possible to relocate the allotted sites	Clause no. 9.6	The area earmarked shall be finalised after a joint site inspection with the successful bidder prior to issuing the Letter of Award. Once the area is finalised , then the same cannot be relocated
7	As mentioned in the RFP, Commercials shall be renegotiated if Kannur Airport gets 'Point of Call' status. What will be the maximum increment in the License Fee and what can be the expected movement post 'Point of Call' status.	Clause no. 2.12	Revised commercials shall be based on mutually agreeable terms and conditions

Sd/-

Managing Director