



KANNUR INTERNATIONAL AIRPORT LIMITED

RFQ No. 02/KIAL/2016-17

Request for Qualification

For

Selection of an Agency for Setting up of Cargo Complex and Cargo Handling Services at Kannur International Airport

**'Parvathy', T.C 36/1, Chacka, N.H Bypass,
Thiruvananthapuram, Kerala - 695 024
Ph: +91 471 2508668, 2508670 Fax: +91 471 2508669
E-mail: managingdirector@kannurairport.in**

November 2016

1. DISCLAIMER

- 1.1 The information contained in this Request for Qualification document ((the "RFQ") document or subsequently provided to Applicant (s) , whether verbally or in documentary form or otherwise by or on behalf of Kannur International Airport Limited (KIAL), or any of its employees or advisors ,is provided to Applicant (s) on terms and conditions set out in this RFQ and such other terms and conditions subject to which such information is provided.
- 1.2 This RFQ not an agreement and is neither an offer nor invitation by KIAL to the prospective Applicants or any other person. The purpose of this RFQ is to provide applicants with information that may be useful to them in the formulation of their application for qualification pursuant to this RFQ (**the “Application”**). This RFQ includes statements, which reflect various assumptions and assessments arrived at by KIAL in relation to the project.
- 1.3 Such assumptions and statements do not purport to contain all the information that each Applicant may require. This RFQ may not be appropriate for all persons, and it is not possible for KIAL or their employees to consider the objectives, technical expertise and particular needs of each party who reads or uses this RFQ. The assumptions, assessments, statements and information contained in this RFQ may not be complete, accurate, adequate or correct and each Applicant should conduct its own investigations and analysis and should check the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments and information contained in this RFQ and obtain independent advice from appropriate sources.
- 1.4 KIAL ,its employees and advisors make no representation or warranty and shall have no liability to any person, including any Applicant or Bidder, under any law, statute, rules or regulations or tort, principles of restitution or unjust enrichment or otherwise for any loss, damages, cost or expense which may arise from or be incurred or suffered on account of anything contained in this RFQ or otherwise, including the accuracy, adequacy, correctness, reliability or completeness of the RFQ and any assessment, assumption or information contained therein or deemed

to form part of this RFQ or arising in anyway with pre-qualification of Applicants for participation in the Bidding process.

- 1.5 KIAL may in its absolute discretion, but without being under any obligation to do so, update, amend or supplement the information, assessment or assumption contained in this RFQ.
- 1.6 The issue of this RFQ does not imply that KIAL is bound to select or to appoint the selected bidder for the cargo handling services and reserves the right to reject all or any of the Applications or Bids without assigning any reasons whatsoever. KIAL reserves the right to change any or all the provisions of RFQ. Such changes if any, shall be published in the website of KIAL (www.kannurairport.in).
- 1.7 KIAL reserves its right to withdraw from the process at any stage and /or modify the process or any part thereof or to vary any terms at any time or stage without assigning any reasons whatsoever. In such an event no financial obligation of whatsoever nature shall accrue to KIAL or any of its respective officers, employees, advisors or agents.
- 1.8 This document outlines KIAL's expectations in relation to the RFQ to be submitted by the Applicant (s). No legal or other obligation shall arise in KIAL's name unless and until the agreement with the party identified by KIAL has been formally and validly executed and any conditions to the effectiveness of such agreement have been fulfilled.
- 1.9 Nothing contained in this document shall be considered as an assurance, representation or guarantee of any amount of business or prospect of business.
- 1.10 KIAL reserves the right to change the basis of or the procedures (including the timetable) relating to the selection process, reject any, or all of the applicant(s), not to invite Applicant(s) to proceed further, or not to furnish the Applicants(s) with any additional information or otherwise to negotiate with the Applicant (s).

2. INTRODUCTION

- 2.1 Kannur International Airport Limited (KIAL), a public limited company, is constructing a Greenfield International Airport at Mattanur in Kannur. The equity capital of the company is held by Government of Kerala (35%), Public Sector Undertaking (25%), Airports Authority of India (10%) and Private Sector (30%).
- 2.2 The airport project is being developed in two phases. The first phase is envisaged to span from FY 2017-18 to FY 2026-27 and second phase from FY 2027-28 to FY 2046-47. In Phase I, a runway of 3050m has been constructed to allow all major aircraft to operate on key routes. The Company has also taken a decision recently to extend the runway to 3400 meters immediately and to 4000 metres in due course.
- 2.3 The contract for Runway and Airside Works (EPC-1 Contract) was awarded to M/s Larsen & Toubro Ltd for Rs 694 crores on 5 November 2013. City side works including terminal building and technical block were awarded to M/s Larsen & Toubro Ltd for Rs 498 crores on 25 June 2014.
- 2.4 AECOM Asia Company Ltd (AECOM) is the Project Consultant for Runway and Airside Works until commissioning. M/s KITCO Ltd is the Design Consultant and Project Management Consultant for Terminal Building and Associated Works.
- 2.5 Ministry of Civil Aviation has given approval for setting up the airport. The airport project has received all major approvals including MoEF clearance, NOC from Ministry of Defence, security clearance from Ministry of Home Affairs and site clearance from Directorate General of Civil Aviation (DGCA).
- 2.6 The Project Cost is estimated at Rs. 1892 Crore for Phase I excluding extension of runway. Construction activities are financed through equity share capital of Rs 1000 Crore and term loan borrowings of Rs 892 Crore from a consortium of banks comprising Canara Bank, South Indian Bank and Federal Bank.
- 2.7 Kannur International Airport intends to prequalify suitable Applicants for Selection of an Agency for Setting up of Cargo Complex and for carrying out cargo handling services at Kannur International Airport.

- 2.8 'Project' shall mean Kannur International Airport Project.
- 2.9 KIAL intends to shortlist through RFQ eligible parties for considering them for a further bidding process through RFP. A Request for Proposal (RFP) would be issued to the short-listed parties based on the evaluation of RFQ received from them.
- 2.10 KIAL intends to grant the concession to undertake the design, construction, development, operation, running and maintenance of cargo complex facilities and for carrying out cargo handling services at Kannur International Airport to an Agency selected through RFP that will be issued to applicants shortlisted based on RFQ submission. The cargo handling services at the Airport are to be carried out from the Cargo Complex to be maintained by the selected agency.
- 2.11 KIAL has identified the site on "as is where is basis" for setting up Cargo Complex at the Airport premises which is in close proximity to the Passenger Terminal. The selected agency has to undertake designing, developing and constructing/providing various facilities broadly comprising warehousing space, office space, equipment, banking, food and beverage outlets, roads and other common infrastructure, etc. ("**Facilities**") at the Cargo Complex Site and maintain and operate the facilities and perform the entire spectrum of cargo handling as per the terms of the concession agreement for the users in line with international practices. This entire project shall be referred to as the "**Cargo Complex Project**".
- 2.12 KIAL proposes to develop Kannur International Airport as a major airport with a state of the art facility for cargo handling and allied services. KIAL is issuing this RFQ to shortlist eligible parties for submitting RFP comprising technical and financial bids for selection of an agency to design,construct,operate and maintain a Cargo Complex Project including cargo handling.

3. INVITATION

- 3.1 KIAL invites Request for Qualification (RFQ) from Interested Parties for selection of an agency for setting up of cargo complex project and carrying out the entire cargo handling services at Kannur International Airport as per the Scope of Work specified under clause 5 below through a transparent bidding process.
- 3.2 The objective of this RFQ document is to prequalify suitable Applicants who will be eligible for participation in the bidding process (RFP) for awarding the work.
- 3.3 Applicants are advised to study the RFQ document carefully. Submission of RFQ shall be deemed to have been done after careful study and examination of the RFQ document with full understanding of its implications.
- 3.4 Applicants shall be short-listed by KIAL based on information in the RFQ. Failure to provide complete information as mentioned in the RFQ document may result in rejection of RFQ. KIAL's decision regarding short-listing of applicants shall be final and KIAL reserves the right to reject any or all RFQs received without assigning any reason.
- 3.5 Submission of RFQ does not guarantee participation of the applicant in the bidding process.

4. INFORMATION AND INSTRUCTIONS TO APPLICANTS

- 4.1 Eligible applicants should read this document in detail and assess their capabilities for submission of Request for Qualification.
- 4.2 This document is only an RFQ for short-listing of applicants. Short listed applicants would be issued with RFP document for participation in the further bidding process for selection of a suitable agency for awarding the contract for setting up Cargo Complex Project and to run and maintain the Cargo Complex along with its facilities and undertake Cargo handling services.
- 4.3 RFQ must be submitted along with the Annexure duly filled up along with all requisite documents as mentioned in the RFQ. All information/documents/forms relevant to this RFQ must be furnished in English language and all measurements shall be expressed in units of the metric system and all values in Indian Rupees.
- 4.4 The RFQ shall be signed by the applicant or his/their duly authorized signatory on behalf of the applicant. The authorization in favour of the signatory for signing the RFQ, shall be in accordance with the procedure, if any, laid down by the Applicable Law and the charter documents of the applicant.
- 4.5 Complete RFQ (along with information and documents as required hereunder) must be submitted in sealed envelope specifying basic, technical and financial eligibility criteria, with envelope clearly marked as **“Request for Qualification – Selection of an Agency for Setting up of Cargo Complex and Cargo Handling services at Kannur International Airport – Basic /Technical /Financial Eligibility”**.

- 4.6 RFQs should be submitted either by hand or delivered by post (including courier), along with a covering letter signed by the authorized signatory and must reach the following address not later than **17:30 hrs on 2 December 2016** (hereinafter referred to as the Due Date). Any RFQ submitted after the stipulated date and time will be summarily rejected.

Address : Kannur International Airport Limited
Registered Office, 'Parvathy', T.C 36/1
Chackai, N.H. Bypass
Thiruvananthapuram-695 024, Kerala

E-mail : managingdirector@kannurairport.in

Phone : +91-471-2508668, 2508669, 2508670

- 4.7 At any time prior to the Due Date, KIAL may, for any reason, modify or amend the RFQ document by the issuance of addendum. Any Addendum thus issued will be uploaded in the web site www.kannurairport.in. In order to afford the applicants a reasonable time in which to take an Addendum into account, or for any other reason, KIAL may, at its discretion, extend the Due Date for submitting the RFQ.
- 4.8 Any applicant requiring any clarification on this RFQ (including all Annexures thereto) may notify KIAL in writing till **17:30 hrs. on 28 November 2016** by e-mail addressed to managingdirector@kannurairport.in. KIAL will respond by email to any request for clarification, only if it receives the same within the time permitted in the RFQ.
- 4.9 KIAL reserves the right to withdraw this RFQ at any time without prior notice or without assigning any reasons whatsoever and without prejudice to its right to reissue at any time in future. Short-listed parties would only be issued Request for Proposal inviting their technical and commercial/financial proposal. KIAL reserves the right to determine the shortlist of parties based on the response to this RFQ.
- 4.10 **Applicant shall pay a sum of Rs 25,000 (Rupees Twenty Five Thousand) plus VAT @ 5% by way of Demand Draft from a Nationalised/Scheduled Bank payable to Kannur International Airport Limited, at Thiruvananthapuram (Non-refundable) towards the cost of RFQ document and processing fee, along with the application, in a separate cover marked as "D.D for RFQ document"**
- 4.11 Preference for employment in the cargo handling agency will have to be given to members of the local community especially members of the families whose house/land has been acquired for construction of the airport.

5. SCOPE

The intent of this RFQ is to establish a cargo complex project that is safe, secured and that provides highly efficient cargo operational services

SAFE: Safety Standards (all regulatory compliance aspects)- for special cargo such as dangerous goods, high value goods and also cargo that need special attention.

SECURED: Access control, Alarm and Monitoring systems, etc.

EFFICIENT: Highly skilled and appropriately trained manpower, user-friendly infrastructure, systems, procedures, equipment, etc.

- 5.1 The party selected through the bidding process shall enter into a concession agreement with KIAL *inter alia* for the purpose of design, execution and implementation of Cargo Complex Project and the concessionaire shall be required to undertake the following indicative activities as per the terms of the concession agreement:
- a. Design, construct, operate and maintain a cargo complex including cargo handling operations round the clock.
 - b. Finance, develop and construct the facilities at the Cargo Complex Site as per the specifications under the concession agreement.
 - c. Obtain approvals from DGCA, MoCA, BCAS, Customs & Central Excise and other authorities as required.
 - d. Operate and manage the warehousing space and office space at the Cargo Complex and provide services therefrom.
 - e. Maintain the Cargo Complex.
 - f. Raise finances for the Cargo Complex Project operation, if required.
 - g. Provide the users, on licence basis, the warehousing and office space which shall be developed by the concessionaire.
 - h. Provide necessary services such as roads, overall housekeeping, landscaping, gardening and beautification, electricity and water connections, street lighting, HVAC systems, telecommunication, transportation within the facility, and storm water drainage, security gadgets like x-ray, CCTV, etc. with proper security wall.
 - i. Obtain all statutory clearances from the local authority, Pollution Control Board, Fire and Rescue Services Department and other authorities.
 - j. Provide cargo handling services with all equipment and transport facilities required.
- 5.2 KIAL may, at its sole discretion, add, modify, limit or change any of the scope mentioned above. The concessionaire shall not be permitted to delete, remove, add, modify, limit or change, any scope, without the prior written approval of KIAL.
- 5.3 **The applicant is required to submit RFQ for both the models given below.**
- 5.3.1 Model I shall be to build, operate and transfer (BOT basis) and provide cargo handling services on revenue sharing basis plus**

lease rent for the space. The selected agency is required to design, construct, operate and maintain a cargo complex with allied facilities and infrastructure for facilitating agencies (within a period of Ten (10) months from award of work)including cargo handling services as per concessional agreement on BOT basis for a period of 15 years and transfer the facility to KIAL free of cost.

5.3.2 Model II shall be for undertaking only running and maintaining a cargo complex and carrying out the cargo handling services on a revenue sharing basis including sharing of income generated from the cargo complex and cargo handling services plus lease rent for the Cargo Complex and space.

KIAL shall finalise the model to be followed and inform the selected parties during the RFP stage.

6. PRE-QUALIFICATION

- 6.1 The applicant may submit the RFQ either individually or as a Consortium. The Consortium shall not be of more than 3 (three) members.
- 6.2 In order to be short-listed for participation in the bid process the applicant should fulfil the Basic Eligibility Criteria, Technical Eligibility Criteria and the Financial Eligibility Criteria as specified below.
- 6.3 An applicant or each member of an interested party (in case of a Consortium) should be an incorporated entity under Applicable Laws.
- 6.4 RFQs submitted by a Consortium should comply with the following additional requirements:
 - i. The RFQ must contain the information required for each member of the Consortium;
 - ii. An individual applicant cannot at the same time be member of a Consortium. Further, a member of a particular Consortium cannot be member of any other Consortium submitting an RFQ. Any applicant who submits or participates in more than one RFQ will be disqualified and will also lead to disqualification of the Consortium(s) of which it is a member;
 - iii. If shortlisted, members of the Consortium shall enter into a Memorandum of Understanding (the “MoU”) for the purpose of participating in the bid process.
 - iv. The Consortium members shall identify a Lead Member among themselves with the Lead Member having a minimum shareholding of 51% in the Consortium and who individually meets the Basic Eligibility Criteria ,Technical Eligibility Criteria and Financial Eligibility Criteria.

- v. Upon the Consortium being chosen as the selected bidder, the Consortium and its members shall jointly and severally be liable to KIAL for performance as contemplated in the RFQ, letter of intent to award and agreement.
- vi. Relevant details and experience of the Consortium members shall be furnished.
- vii. There shall be no change in the Lead Member of the Consortium.
- viii. The Consortium members shall execute a deed of undertaking in a form acceptable to KIAL to ensure compliance with the terms of the agreement, and shall be held jointly and severally responsible for such compliance.
- ix. The Consortium shall authorize the Lead Member to communicate and interact with KIAL on behalf of all Consortium members and to act and enter into binding commitments on behalf of all the Consortium members.
- x. If a Consortium emerges as the successful bidder in the RFP process, the consortium will be required to register a special purpose company incorporated under the Companies Act,2013 for this purpose.

6.5 An Applicant shall not have a conflict of interest (the "Conflict of Interest") that affects the bidding process. Any Applicant found to have a Conflict of Interest will be disqualified. An Applicant may be considered to have a Conflict of Interest that affects the bidding process, if:

- 6.5.1 such Applicant (or any constituent thereof) and any other Applicant (or any constituent thereof) have common controlling shareholders or other ownership interest; provided that this qualification shall not apply in cases where the direct or indirect shareholding of an applicant or a constituent thereof in the other Applicant (s) (or any of its constituents) is less than 26% of its paid up and subscribed capital; or
- 6.5.2 such Applicant has the same legal representative for purposes of this RFQ as any other Applicant; or
- 6.5.3 such Applicant has a relationship with another Applicant, directly or through common third parties, that puts them in a position to have access to each other's information about the RFQ, or to influence the bid of either or each of the other applicant.
- 6.5.4 If the Applicant is related to any Director or any key personnel of KIAL, the same shall be disclosed in the RFQ.

6.6. **Basic Eligibility Criteria**

The interested parties (along with each member of Consortium, if a Consortium) are required to provide KIAL with a certificate and qualification documentation (wherever applicable) in relation to the following criteria:

- (i) The applicant is validly recognized entity under Applicable Laws.
- (ii) The applicant has requisite power and authority to submit the RFQ and perform its obligations there under.
- (iii) The applicant has got its financial statements audited by a statutory auditor within the regular time permitted under the Applicable Laws in all the preceding 3 (three) years.
- (iv) The applicant has obtained all the necessary Approvals, including third party approvals as may be required in order to submit the RFQ.
- (v) The applicant has all the necessary Approvals under the Applicable Laws, as may be required to run its business.
- (vi) The applicant is financially capable of carrying out / participating in the RFQ and has produced a certificate of solvency from its bank certifying that the applicant has sufficient cash flows to continue the conduct of its business for a period of at least 6 (six) months from the date of submission of the RFQ by the applicant (“**Certificate of Solvency**”).
- (vii) There must be no pending, active, or previous legal action against the applicant that may prevent the participation of the applicant in the Bid Process or prevent the applicant from fulfilling its obligations as specified in this RFQ and the concession agreement or prevent the applicant from execution of other forms and deeds as required herein.
- (viii) The applicant or any member of the Consortium shall not have been debarred by KIAL or other government agency from participating in any bidding process.
- (ix) Agency should have sufficient appropriately trained(that includes DGCA mandated /approved training)manpower and sufficient state of the art equipment/vehicles that meet the global environment specifications, standards and requirements and are capable of handling all types of aircraft including wide bodied aircraft.
- (x) The agency should have all cargo handling equipment in compliance with the latest emission standards as laid down in the New Civil Aviation Policy, 2016 of Govt of India. KIAL will reserve

the right to reject any equipment/vehicle that would be deployed for cargo services if these do not comply with the above.

6.7. Technical Eligibility Criteria

Each applicant (in case of a Consortium being the applicant, any Consortium Member who satisfies the following Technical Eligibility Criteria and who shall have minimum shareholding of 26% in the special purpose company) shall (without using the experience of any of its **Affiliates**) satisfy the following Technical Eligibility Criteria, so as to be eligible to submit an RFQ:

- (a) subject to the provisions of Clause 6.7 (b) below, the applicant (in case of a Consortium being the applicant, the member(s) who shall have minimum shareholding of 26% in the special purpose company) individually should have undertaken the role of “developer” and/or “operator” of at least 1 (one) project in International Air Cargo Complex in an Airport.
- (b) The applicant (in case of a Consortium being the interested party, the member(s) who shall have minimum shareholding of 26% in the special purpose company), as a “developer and/or operator” either itself or through a special purpose company in which it is holding at least the minimum shareholding of 51% in the capital of such special purpose company, has developed and/or is operating, any of the projects stipulated in Clause 6.7 (a) above and:
 - (i) as a developer should have at least developed a project as set out in 6.7 (a) In the last 3 (three) years and/or operated a similar project for at least 2 (two) years during the last seven years.
 - (ii) the arrangement of the applicant as a “developer” and/or “operator” is not terminated for any default committed by such applicant.
- (c) **The Applicant should produce certificate from the relevant airport operator as proof of experience as required in (a) & (b) above.**

6.8. Financial Eligibility Criteria

Each applicant (in case of a Consortium being the applicant , the Lead Member thereof) shall individually or along with its Affiliate satisfy the following Financial Eligibility Criteria, so as to be eligible to submit RFQ :

- a. There should not be an erosion of Net Worth of the applicant during each of the three financial years immediately preceding the date of submission of the RFQ.

- b. Average turnover of the applicant shall be at least Rs 100,00,00,000(Rupees One Hundred crores only) during the 3 (three) financial years immediately preceding the date of submission of the RFQ from aviation cargo and related activities (such as ground handling).

7. Qualification Documents

Duly certified qualification documentation is to be submitted in relation to the Basic Eligibility Criteria, the Technical Eligibility Criteria and Financial Eligibility Criteria mentioned in clause 6.6, 6.7 and 6.8. The documents must be submitted by the applicant itself and in case of consortium by each member of the consortium.

- (a) Certified true copy of the certificate of incorporation / certificate of commencement of business (wherever applicable from the concerned registrar of companies and the relevant governmental authorities;
- (b) Certified true copies of the constitutional documents of the applicant such as Memorandum of Association and the Articles of Association;
- (c) Duly certified profile of the applicant along with the certified true copies of the current share-holding pattern of the applicant (wherever applicable);
- (d) Duly certified copy of board resolution or authority to sign and submit this RFQ;
- (e) Financial capacity of the applicant as certified by their statutory auditors as per format given in form C of the Annexure;
- (f) Duly certified current list of board directors and key managerial personnel along with the following details;
 - i) name
 - ii) age
 - iii) address
 - iv) qualification
 - v) experience
 - vi) position held in the applicant's organisation;
- (g) Duly certified copies of relevant documents in support of the Technical Eligibility Criteria as per clause 6.7.
- (h) In addition to the foregoing all documents as given in the checklist at the end of the Annexure also need to be submitted by the applicant(s).

8. Conflict of Interest

- (a) KIAL requires that the selected Agency should provide cargo handling services

and at all times hold KIAL's interests as paramount, avoid conflicts with other assignments or their own corporate interests, and act without any consideration for future work.

- (b) Without limitation on the generality of the foregoing, and in addition to the conditions stipulated under Clause 6.5, the Applicant, and any of their associates shall be considered to have a conflict of interest and shall not be selected under any of the circumstances set forth below:
- (i) If there is a conflict between this and other assignments of the cargo handling agency (including its personnel and sub-agencies) and any subsidiaries or entities controlled by such Agency. While providing cargo handling services to KIAL for this particular assignment, the agency shall not take up any assignment that by its nature will result in conflict with present assignment.
 - (ii) A firm which has been engaged by KIAL to provide Goods or Works or Services for its Project and any of its affiliates, will be disqualified from providing cargo handling services under this RFQ.
 - (iii) A bidder eventually appointed to provide cargo handling services under this RFQ, as well as any of its affiliates, shall be disqualified from subsequently providing goods or works or services related to the project.

9. Settlement of Disputes

For any dispute arising out of this Agreement, only the Courts in Thiruvananthapuram/Kannur shall have jurisdiction to entertain such a dispute.

This document, and all the applicants participating in the process covered under this document, shall be governed by the laws in India.

10. Extension of Time

No extension of time shall be granted under any circumstances for submission of RFQ.

11. Selection Process

(i) KIAL may conduct the selection process as set out herein either by itself, or through or with the assistance of one or more Advisors, Consultants and Agencies. The Applicant(s) consent to KIAL sharing RFQ and all other information as may be provided by the applicant during the process and thereafter with such Advisors, Consultants and other Agencies. It is clarified that acceptance, evaluation and selection of the applicants shall be made by KIAL at its sole discretion, and that KIAL shall not be bound to accept any opinions or observations of its Advisors, Consultants or Agents.

(ii) Each applicant must rely on the terms and conditions contained in any contract, when, and if, finally executed, subject to such limitations and restrictions which may be specified in such contract. Any reference to this document in any such contract or any correspondence between KIAL and the applicant shall not be construed as this document forming part of such contract

ANNEXURE

Form A

REQUEST FOR QUALIFICATION

(To be submitted on the letterhead of the Applicant)

Date:

To,

**The Managing Director,
Kannur International Airport Limited
“Parvathy” TC 36/1 ,NH Bypass, Chackai,
Trivandrum. Pin 695024**

**Subject: Submission of RFQ for “ Selection of an Agency for Setting up of a
Cargo Complex Project at Kannur International Airport Limited”**

Dear Sir,

We refer to your advertisement [●] inviting Request for Qualification in relation to the Selection of Agency for Setting up of Cargo Complex and Cargo Handling Services at Kannur International Airport Limited, Kannur, India.

We have read and understood the contents of the RFQ dated [●] and wish to hereby submit our RFQ in relation to the selection of agency for the said services at Kannur International Airport mentioned in the above document.

We confirm that we satisfy the eligibility criteria (Basic, Technical and Financial Eligibility Criteria) set out in the relevant sections of the RFQ. The duly attested and certified documents, establishing that we satisfy each of the eligibility criteria, are enclosed.

This RFQ is unconditional and unqualified.

All the information provided in the RFQ and in the Annexures are true and correct and all documents accompanying this RFQ are duly certified true copies of their respective originals.

This statement is made for the express purpose of providing the required information to ultimately participate in the bidding process for award of Setting up of Cargo Complex and Cargo Handling Services at Kannur International Airport.

We confirm that the information contained in this letter or any part thereof, including its exhibits, and other documents and instruments delivered or to be delivered to KIAL are true, accurate, verifiable and complete. This letter includes all information necessary to ensure that the statements therein do not, in whole or in part, mislead KIAL in its selection process.

We fully confirm and agree that on verification of the documents, if it is found that any information provided here is found to be misleading, which would unduly favour our company / consortium of companies in the short listing process, we are liable to be eliminated from the selection process or termination of the contract during the contract period, if selected to do so, for undertaking the Cargo Handling Services.

We further undertake to provide additional information or document(s), if any, sought by KIAL during the selection process.

We hereby confirm and agree that KIAL shall, without any limitations, have the right to utilize any and all the information provided along with this Request for Qualification or provided later at the request of KIAL can be shared with the Advisors, Agents and Officers of KIAL.

We understand that we are liable to be eliminated from the selection process if any association is revealed that may give rise to conflict of interest.

Should we be selected to execute this work, we agree to be engaged with this work for a period of five years.

We acknowledge the right of KIAL to reject our RFQ without assigning any reason or otherwise and hereby waive our right to challenge the same on any account whatsoever.

We declare that we have examined, and have no reservations about, the RFQ document, including any Addendum, if issued by KIAL later.

We understand that KIAL may cancel or withdraw the shortlisting process at any time and that KIAL is neither bound to accept any RFQ that KIAL may receive nor to invite the applicants shortlisted in the RFQ stage to participate in the bidding process and that no claim for damages or any kind of compensation will be made by us or on our behalf from KIAL.

We, hereby irrevocably waive any right which we may have at any stage in law or otherwise to challenge or question any decision taken by KIAL in connection with the shortlisting of applicants or in connection with the selection / bidding process itself.

We confirm that we have no disqualification, nor we have been debarred or blacklisted in participating in bidding process by any Government Department, PSU's or any other government agencies during the past 3 years and no such disqualification is subsisting.

We hereby confirm that we do not have any conflict of interest as per relevant clauses of RFQ.

We agree and undertake to abide by all the terms and conditions of the RFQ document.

It is hereby confirmed that we are entitled to act on behalf of our company/ firm/organization and empowered to sign this document as well as such other documents, which may be required in this connection.

We also declare and confirm that we have remitted the cost of RFQ document and processing fee of Rs. 25,000/- by the Demand draft as per clause 4.10 of this RFQ.

Yours faithfully,

Date:

(Signature of the Authorised Signatory)

(Name and designation of the Authorised Signatory)

Place: Name and seal of the Applicant

Form B

DETAILS OF THE APPLICANT

(In case of Consortium, detail of all the members of the Consortium.)

(To be submitted on the letterhead of the Applicant)

1. (a) Name:
(b) Registered office address of the corporate headquarters and its branch office(s): (c) Date of incorporation and/ or commencement of business:
2. Brief description of the Company including details of its main lines of business:
3. Details of individual(s) who will serve as the point of contact/ communication for KIAL:
 - (a) Name:
 - (b) Designation:
 - (c) Company:
 - (d) Address:
 - (e) Telephone Number:
 - (f) E-Mail Address:
 - (g) Fax Number:
4. Particulars of the Authorised Signatory of the Applicant:
 - (a) Name:
 - (b) Designation:
 - (c) Address:
 - (d) Phone Number:
 - (e) Fax Number:
5. In case of a consortium:
 - (a) The information above (1-4) should be provided for all the members of the consortium.
6. Please indicate whether the Applicant is related to any Director or any key personnel of KIAL. If "yes" please furnish details including details of the relative in KIAL.

Form C

(Please provide the following information and attach separate sheets, if necessary.)

CORPORATE INFORMATION OF THE APPLICANT

(in case of Consortium, details of all the members of the Consortium.)

I. Background Information on Applicant

1. Complete name of the Applicant

2. Registered office address of the Applicant

3. Year of incorporation of the Applicant

4. Name and address of directors,/shareholders and the percentage shareholding pattern. *(Please attach separate sheet, if necessary).*

(II)Eligible Assignments of Applicant

Name of Applicant	
Name of Airport in which cargo handling services are rendered	
Name, telephone no and fax no.ofairport representatives	
Start date and finish date of the services (month/year)	

Brief description of the Project	

(III) Financial Eligibility:

The applicant shall submit documents substantiating its compliance with the Financial Eligibility Criteria. Such Financial Eligibility criteria shall be substantiated by the Lead Member in the case of Consortium.

The following details shall be provided in support of the Financial Eligibility Criteria:

Financial Capacity of the Applicant

S.No	Financial Year	Net worth as at the end of the financial year (Rs Millions)	Annual Revenue from cargo handling services (Rs Millions)
1.			
2.			
3.			

Signature of the Applicant/Consortium Member with seal and date

Certificate from Statutory Auditors

We have examined the books of accounts of _____ (name of the Applicant) and certify that

- (i) the Applicant has got its financial statements audited by a statutory auditor within the regular time permitted under applicable laws in all the preceding three years,
- (ii) the Applicant has received the payments shown above against the respective years on account of cargo handling services,
- (iii) The Applicant has net worth as computed as per Accounting Standards.

Name of Statutory Auditor with Registration Number

Signature of the Authorised Signatory with Seal of the firm

Note : Please do not attach any printed Annual Financial Statements

Checklist
List of documents to be provided by the Applicant

Basic Eligibility Criteria			
Sl No	Particulars	Document Reference	Enclosed
1.	Certified true copy of the certificate of incorporation / certificate of commencement of business (wherever applicable from the concerned registrar of companies and the relevant governmental authorities;	7.(a)	Yes/No
2.	Certified true copies of the constitutional documents of the interested party such as Memorandum of Association and the Articles of Association;	7.(b)	Yes/No
3.	Duly certified profile of the interested party along with the certified true copies of the current share-holding pattern of the interested party (wherever applicable);	7.(c)	Yes/No
4.	Duly certified copy of board resolution or authority to sign and submit the RFQ;	7.(d)	Yes/No
5.	Financial capacity of the applicant as certified by their statutory auditors as per format given in form C of the Annexure	7.(e)	Yes/No
6.	Duly certified current list of board directors and key managerial persons along with the following details (i) name (ii) age (iii) address (iv) qualification (v) experience (vi) position held in the applicant's organisation.	7.(f)	Yes/No
Technical Eligibility Criteria			
7.	Certificate from Airport Operator as proof of experience	6.7 (c)	Yes/No
Financial Eligibility Criteria			

8.	Documentary proof evidencing average turnover of the applicant shall be at least Rs 100,00,00,000(Rupees One Hundred crores only) during the 3 (three) financial years immediately preceding the date of submission of the RFQ from aviation cargo and related activities (such as ground handling).	6.8 (b)	Yes/No
9.	Certificate of Solvency	6.6 (vi)	Yes/No
	Forms		
10.	Form A -Undertaking	Annexure	Yes/No
11.	Form B- Details of Applicant	Annexure	Yes/No
12.	Form C- Background Information, Eligible assignments, financial capacity etc.	Annexure	Yes/No