

Kannur International Airport Ltd



EOI No:-KIAL/COO/68/2020-21

Expression of Interest for Cultivation & Export of
Agricultural Products

at

Kannur International Airport

January 2021

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Kannur International Airport Limited
CIN: U63033KL2009PLC025103
Registered Office: Kara-Peravoor, Mattannur, Kannur - 670702
Ph: (+91) 490 2481000, Website: www.kannurairport.aero

DISCLAIMER

The information contained in this Expression of Interest document (the “EOI”) or subsequently provided to Bidder(s), whether verbally or in documentary or any other form by or on behalf of the Kannur International Airport Limited, hereinafter called “Kannur Airport”, or any of their employees or advisors, is provided to Bidder(s) on the terms and conditions set out in this EOI and such other terms and conditions subject to which such information is provided

This EOI is neither an agreement/offer nor an invitation by the Kannur Airport to the prospective Bidders or any other person. The purpose of this EOI is to provide interested parties with information that may be useful for them in making their financial offers pursuant to this EOI. This EOI includes statements, which reflect various assumptions and assessments arrived at by the Kannur Airport in relation to the Project. Such assumptions, assessments and statements do not purport to contain all the information that each Bidder may require. This EOI may not be appropriate for all persons, and it is not possible for the Kannur Airport, its employees or advisors to consider the investment objectives, financial situation and particular needs of each party who reads or uses this EOI. The assumptions, assessments, statements and information contained in this EOI may not be complete, accurate, adequate or correct. Each Bidder shall therefore conduct its own investigations and analysis and shall check the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments, statements and information contained in this EOI and obtain independent advice from appropriate sources.

Information provided in this EOI to the Bidder(s) is on a wide range of matters, some of which depends upon interpretation of law. The information given is not an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. The Kannur Airport accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on law expressed herein.

The Kannur Airport, its employees and advisors make no representation or warranty and shall have no liability to any person, including any Bidder under any law, statute, rules or regulations or tort, principles or 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 EOI or otherwise, including the accuracy, adequacy, correctness, completeness or reliability of the EOI and any assessment, assumption, statement or information contained therein or deemed to form part of this EOI or arising in any way in this Proposal Stage.

The Kannur Airport also accepts no liability of any nature whether resulting from negligence or otherwise howsoever caused arising from reliance of any Bidder upon the statements contained in this EOI.

The Kannur Airport may in its absolute discretion, but without being under any obligation to do so, update, amend or supplement the information, assessment or assumptions contained in this EOI. Such changes if any, shall be published in the website of Kannur International Airport Ltd. (www.kannurairport.aero).

The issue of this EOI does not imply that the Kannur Airport is bound to select a Bidder or to appoint the Selected Bidder or Selected Bidder, as the case may be, for the Project and the Kannur Airport reserves the right to reject all or any of the Bidders or Bids without assigning any reason whatsoever.

The Bidder shall bear all the costs associated with or relating to the preparation and submission of its Proposals including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by the Authority or any other costs incurred in connection with or relating to its Proposal. All such costs and expenses will remain with the Bidder and the Kannur Airport shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by a Bidder in preparation or submission of the Proposal, regardless of the conduct or outcome of the Bidding Process.

1. Introduction

Background and Project Information:

Kannur International Airport Limited is a public limited company set up by the Government of Kerala to build, own and operate Kannur International Airport. This is the fourth international airport in Kerala.

The airport commenced operations on 9th December 2018 and handled 1.58 million passengers and 15100 Aircraft Movements in FY 2019-20. In the said Financial Year, four airlines - Indigo, Go Air, Air India Express and Air India operated at Kannur International Airport.

The major passenger traffic in the region comprises emigrants flying predominantly to the Middle East. Almost 50% of Kerala emigrants are from districts such as Kasaragod, Kannur, Kozhikode, Wayanad and Malappuram. Thus, the catchment area for the airport comprises the districts of Kannur, Kasaragod, Wayanad and other parts of North Kerala (Malappuram and Kozhikode) and covers a broader region comprising Dakshin Kannada (Mangaluru region), Coorg, Mysuru, Ooty, etc.

Kannur Airport has a vision to make the Airport one of the highest international standards with emphasis on safety and security, functionality and flexibility, environmentally sustainable practices, high level of service for the passengers, providing modern architecture and efficient and environment-friendly operations.

2. Scope

Kannur Airport has earmarked approximately an area of 128.77 acres of land at Northern and Southern side of Kannur International Airport (sketch enclosed-Annexure 1). Kannur Airport is interested to engage experienced agencies to develop land, access road to the land (if required), cultivate, process and export agro based products from Kannur International Airport.

3. Key Terms & Conditions

1. The period of lease would be 10 years extendable by 5 years on mutually agreed terms after 10 years.
2. Kannur Airport expects the interested agencies to pay nominal lease rent and certain percentage of revenue to Kannur Airport on monthly basis.

3. Apart from revenue share the successful bidder shall pay a lump sum interest free Security deposit.
4. The bidder shall obtain all the statutory clearances.
5. Water and electricity shall be arranged by the interested agencies.
6. The interested agency shall develop land, access road to the land (if required), cultivate, process and export agro based products from Kannur International Airport at its own cost.

4. Submission of Documents/Details:

The interested parties are requested to submit their willingness along with the following details;

- a. Name of firm :
- b. Nature of firm :
- c. GST/PAN number :
- d. Registration details of Applicant :
- e. Nature of experience :
- f. Turnover of last 5 years :
- g. Abridged balance sheet for last 5 years :
- f. Detailed Business Plan of Cultivation and :
Export of Agro based products

5. Timelines

Schedule	Timelines
Date of issue of EoI	14 January 2021
Start date for raising the queries from Applicant(s)	14 January 2021, 1700 hrs
Pre Bid Meeting (through Video Conference)	19 January 2021, 1100 hrs
Last date for raising the queries from Applicant(s)	21 January 2021
Clarifications of Applicant's queries	22 January 2021
Presentation by interested parties (if required)	27 January 2021, 1100 hrs
Last date of submissions of Proposal	29 January 2021, 1700 hrs

6. Issuance of EoI Document:

Bidders shall download the EoI document from Kannur Airport website and submit the proposals to Kannur Airport either through E-mail mode OR through Physical mode, as follows

A) Email Mode:

Bidder shall submit the documents in PDF format emailed to commercial@kannurairport.aero on or before the 'Last date/time of submission of Proposal

OR

B) Physical Mode:

Bidder shall submit the documents in sealed envelope (to be submitted in the drop box provided at Kannur Airport at Managing Director's Office) super scribed with "Expression of Interest for Cultivation & Export of Agricultural Products at Kannur International Airport" on or before the 'Last date/time of submission of Proposal.

For the purpose of any clarification the interested agencies may contact us on:

Phone : (+91) 0490 2481000 (Extn: 1333,1078)

Mail Id. :commercial@kannurairport.aero

Corrigendum/amendment(s) / notification(s) related to this EoI document will be published on the Kannur Airport website www.kannurairport.aero. Kannur Airport shall not entertain any Correspondence / Proposal after the last date of submission of EoI as set out hereinabove.

