



**EXPRESSION OF INTEREST**  
(Tender No. KIAL/COO/35/2022)

**EXPRESSION OF INTEREST**

1. FOR DEVELOPING, OPERATING AND MANAGING COMMERCIAL SHOPS WITHIN THE ROOFED CANOPY INFRONT OF PTB OF KANNUR AIRPORT.
2. FOR DEVELOPING, OPERATING AND MANAGING COMMERCIAL OR ANY BUSINESS ESTABLISHMENTS WITHIN THE COMMERCIAL BUILDING OF KANNUR AIRPORT.

March 2023

Signature & Seal of Tenderer

**Kannur International Airport Limited**  
CIN: U63033KL2009PLC025103  
Registered Office: Kannur International Airport Ltd., Kannur International Airport P.O.,  
Mattannur, Kannur – 670 708  
Phone: +91 490 2481000, Web: [www.kannurairport.aero](http://www.kannurairport.aero)

## DISCLAIMER

The information contained in this Expression of Interest (EOI) or subsequent provided to Applicant(s) (as hereinafter defined), whether verbally or in documentary or any other form by or on behalf of Kannur International Airport Limited (Kannur Airport) or any of its employees or advisers, is provided to the Applicant(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 not an agreement or an offer by Kannur Airport to the prospective Applicant(s) or any other person. The purpose of this EOI is to provide interested parties with information that may be useful to them in the formulation of their EOI(s) (as hereinafter defined) pursuant to this EOI. This EOI includes a few information in relation to the Development, Operation and Maintenance of Shops in front of Passenger Terminal Building (hereinafter called as the "Project") at Kannur International Airport.

The information given is not intended to be an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. Kannur Airport accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on the law expressed herein. Each Applicant should, conduct its own investigations and analysis before submitting the Proposal.

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

Kannur Airport 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 EOI. The issue of this EOI does not imply that Kannur Airport is bound to select an Applicant or to appoint the selected Applicant, as the case may be, for the Project and Kannur Airport reserves the right to reject all or any of the EOIs without assigning any reasons whatsoever. The Applicant shall bear all its costs associated with or relating to the preparation and submission of its EOI(s) including but not limited to preparation, copying, postage, delivery fee, expenses associated with any demonstrations or presentations which may be required by Kannur Airport or any other costs incurred in connection with or relating to its EOI. All such costs and expenses will remain with the Applicant and Kannur Airport shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by an Applicant in preparation or submission of the EOI, regardless of the conduct or outcome of the selection process.

Signature & Seal of Tenderer

**Kannur International Airport Limited**  
**CIN: U63033KL2009PLC025103**

Registered Office: Kannur International Airport Ltd., Kannur International Airport P.O.,  
Mattannur, Kannur – 670 708

Phone: +91 490 2481000, Web: [www.kannurairport.aero](http://www.kannurairport.aero)

I. Scope of Works

A. Developing, Operating and Managing Commercial Shops within the Roofed Canopy Infront of PTB of Kannur Airport.

A.1 Scope of Work

Kannur International Airport has identified space and has created canopy in front of Passenger Terminal Building for development, operation and maintenance of commercial shops. The total approximate area of space to be developed, operated and managed is 849 Sqm (Ref Annexure-1, Sketch / Drawing). The space is provided with laterite pitched flooring and tensile fabric roofing. The interested party may develop commercial shops like:

1. F&B Outlets
  2. Retail Outlets
  3. Ice cream shops
  4. Books and Magazines
- or

Any other category

Adequate seating arrangements are to be provided by the agency.

A.2 Key terms and conditions

1. The business model shall be design, build and operate.
2. Once the EoI is received from various parties KIAL shall invite bid to allot specific space for any specific business. Such contract will be awarded to the highest bidder for a minimum period of 3 years but extendable on mutually agreed terms.
3. On such award the party shall pay MMG or certain percentage of revenue whichever is higher to Kannur Airport on monthly basis. The other commercial terms will be mentioned in the fresh RFP.

B. Developing, Operating and Managing Commercial or any business establishments within the commercial building of Kannur Airport.

B.1 Scope of Work

Kannur Airport has constructed a Commercial building admeasuring a total area of 2143.25 Sqm, offering a unique opportunity for the potential investors to develop, operate and manage facilities such as shopping centre with Retail outlets, Food court/banquet hall, entertainment/children's play zone, Dormitory with Canteen facility, Speciality Hospital etc.

Signature & Seal of Tenderer

**Kannur International Airport Limited**  
CIN: U63033KL2009PLC025103

Registered Office: Kannur International Airport Ltd., Kannur International Airport P.O.,  
Mattannur, Kannur – 670 708

Phone: +91 490 2481000, Web: [www.kannurairport.aero](http://www.kannurairport.aero)

The building will have Ground (1036.8 sqm) + 1 Floor (1036.8 sqm) with terrace area of 69.65 sqm. The building is having 5 m wide road all around the building with GSB and paver block. The interested parties shall carryout rest of the work as per their requirement & nature of business.

## **B.2 Key terms and conditions**

1. Once the EoI is received KIAL shall invite fresh bid to start any specific business in this building. Then Kannur Airport shall hand over the building to the highest bidder in “As-is-where-is” condition. The successful bidder shall carryout the rest of the work as per their requirement.
2. The business model shall be design, develop, operate and manage after developing the business set up.
3. The EoI can be for either the entire building or opt for any floor for the development of business set up.
4. The period of contract shall be 5 – 7 years, extendable by another 3 years based on mutually agreed terms and conditions.

## **II. Eligibility Criteria**

1. The interested party shall be proprietorship, partnership or joint venture firms registered with appropriate authority.
2. The interested party should have financial turnover of Rs.1 Cr for scope ‘A’ and Rs.5 Cr for scope ‘B’ for the last five years and should have positive net worth.
3. “Start Up” Company can also participate for the scope A – 1 provided they enclose the certificate of recognition issued by the Department of Industrial Policy and Promotion, Ministry of Commerce and Industry, Govt. of India or Govt. of Kerala.

## **III. 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. Company registration details

Signature & Seal of Tenderer

**Kannur International Airport Limited**  
**CIN: U63033KL2009PLC025103**

Registered Office: Kannur International Airport Ltd., Kannur International Airport P.O.,  
Mattannur, Kannur – 670 708

Phone: +91 490 2481000, Web: [www.kannurairport.aero](http://www.kannurairport.aero)

- e. Nature of experience
- f. Copy of experience certificates
- g. Turnover of last 5 years (except for start-ups)
- h. Abridged balance sheet for last 5 years (except for start-ups)
- i. The space requirements
- j. The nature of business proposed
- k. Preference if any (Scope A or B or both A&B):

**IV. Timelines**

Sl No.	Schedule	Timelines
1.	Date of issue of EoI	
2.	Last date for clarifications (if required) from Applicant(s)	
3.	Clarifications of Applicant's queries	
4.	Last date of submissions of EoI	

**V. Issuance of EoI Document:**

Interested Applicants shall download the EoI Document from Kannur Airport website and submit the EoI as cited Point III above to Kannur Airport through e-mail [commercial@kannurairport.aero](mailto:commercial@kannurairport.aero). Corrigendum/amendment(s) / notification(s) related to this EoI document will be published on the Kannur Airport website [www.kannurairport.aero](http://www.kannurairport.aero). Kannur Airport shall not entertain any correspondence / proposal from any other interested parties/ agencies after the last date of submission of EoI as set out hereinabove.

- VI.** On receipt of expression of interest from the interested parties KIAL shall issue separate bids for the specific businesses with a specified space for each business for getting the competitive commercial offers. KIAL shall have the rights to issue such RFP to anybody interested in the said business.

Signature & Seal of Tenderer

**Kannur International Airport Limited**  
**CIN: U63033KL2009PLC025103**

Registered Office: Kannur International Airport Ltd., Kannur International Airport P.O.,  
 Mattannur, Kannur – 670 708

Phone: +91 490 2481000, Web: [www.kannurairport.aero](http://www.kannurairport.aero)

Annexure - 1

3D design of Developing, Operating and Managing Commercial Shops within the Roofed Canopy Infront of PTB of Kannur Airport.



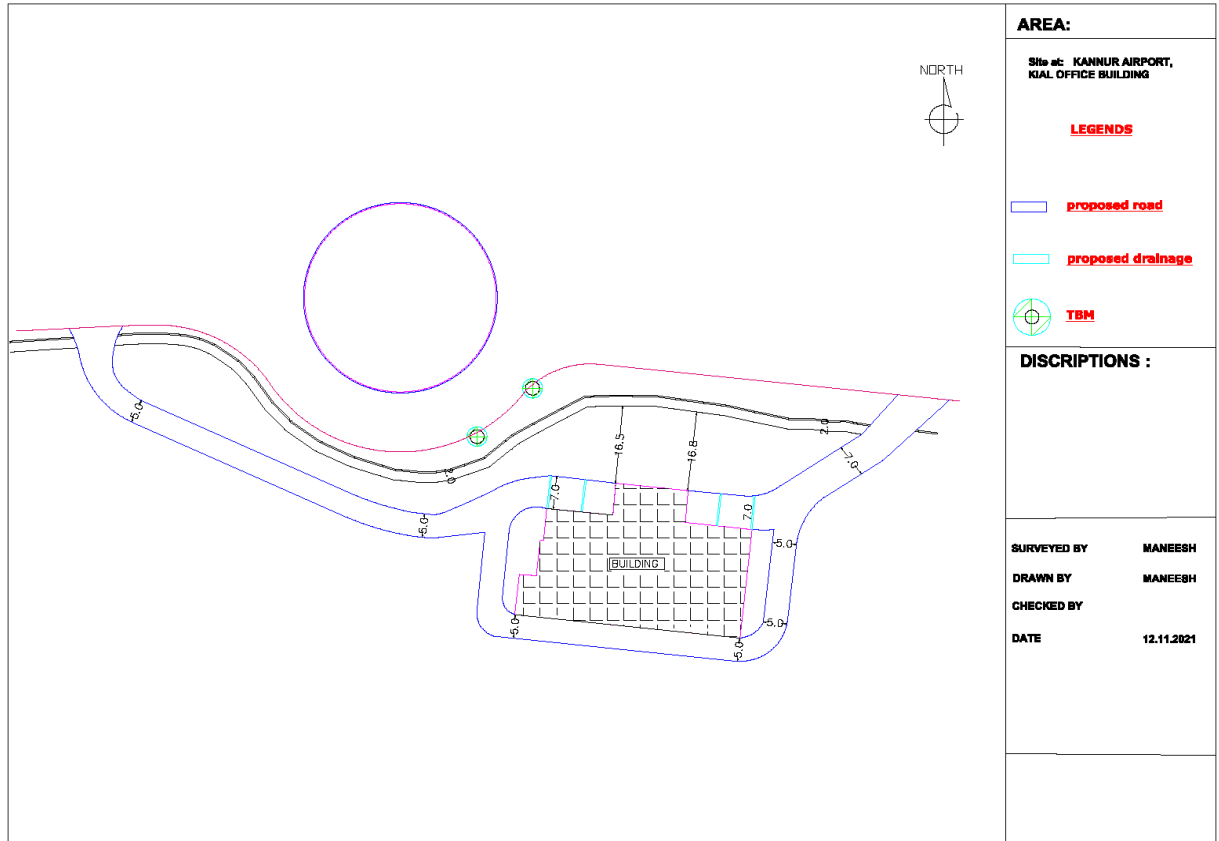
Signature & Seal of Tenderer

**Kannur International Airport Limited**  
CIN: U63033KL2009PLC025103

Registered Office: Kannur International Airport Ltd., Kannur International Airport P.O.,  
Mattannur, Kannur - 670 708

Phone: +91 490 2481000, Web: [www.kannurairport.aero](http://www.kannurairport.aero)

## COMMERCIAL BUILDING SITE PLAN



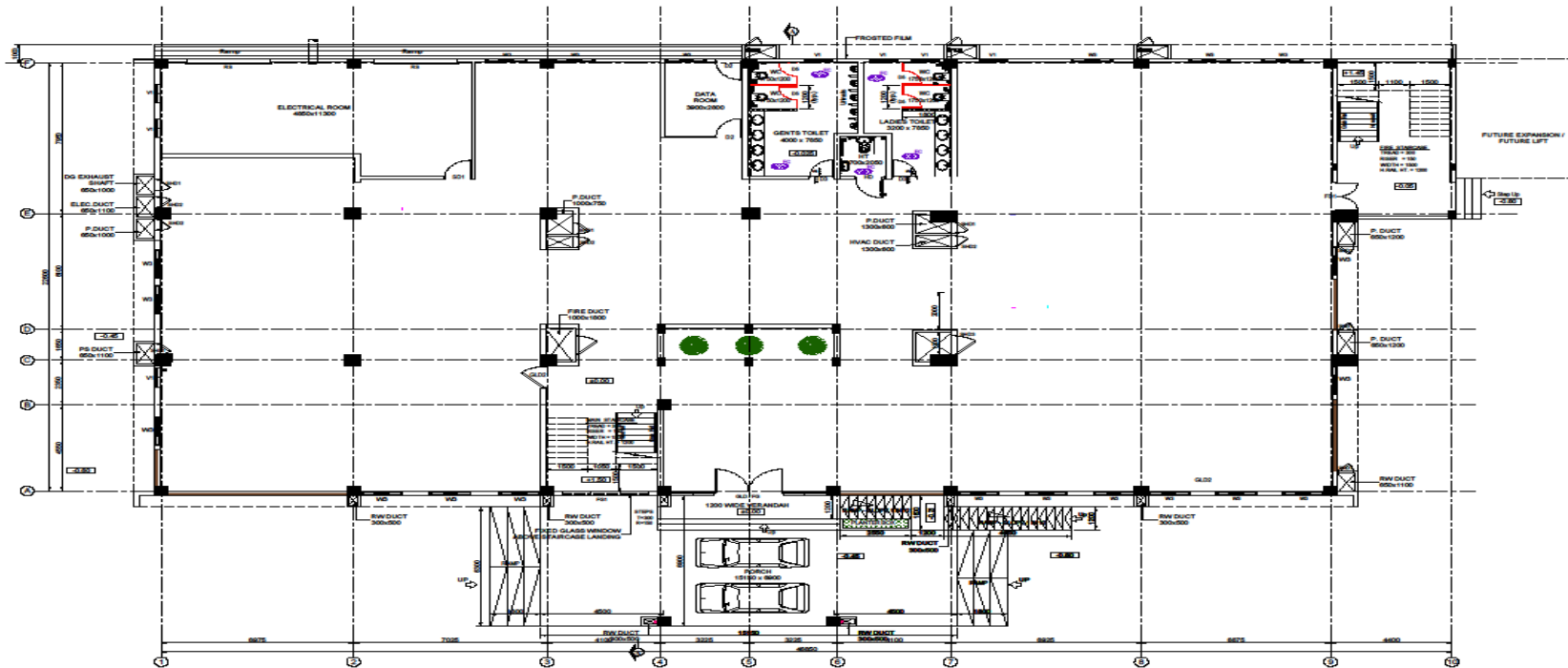
Signature & Seal of Tenderer

**Kannur International Airport Limited**  
CIN: U63033KL2009PLC025103

Registered Office: Kannur International Airport Ltd., Kannur International Airport P.O.,  
Mattannur, Kannur – 670 708

Phone: +91 490 2481000, Web: [www.kannurairport.aero](http://www.kannurairport.aero)

## LAYOUT OF COMMERCIAL BUILDING GROUND FLOOR



GROUND FLOOR PLAN  
PLINTH AREA = 1036.80 sq ft  
PORCH AREA = 104.55 sq ft

Signature & Seal of Tenderer

**Kannur International Airport Limited**

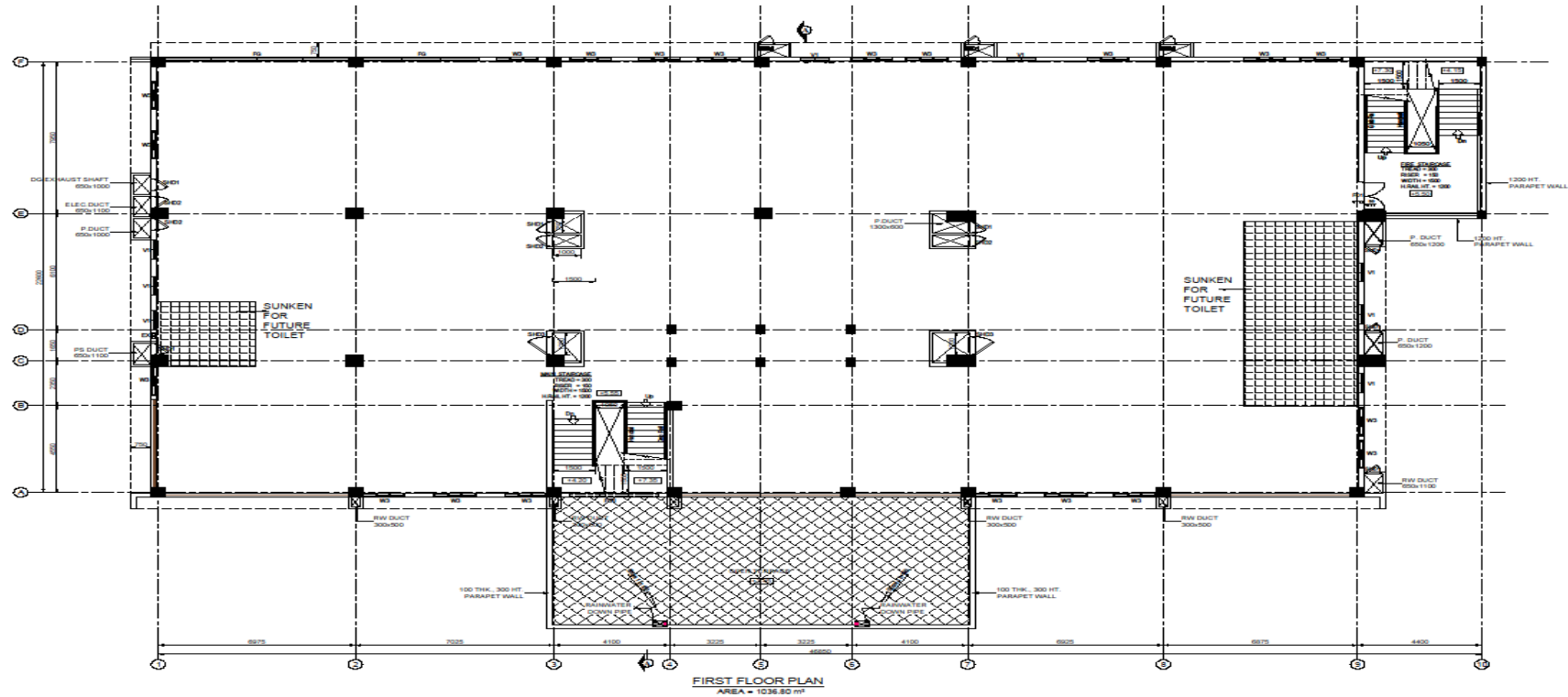
CIN: U63033KL2009PLC025103

Registered Office: Kannur International Airport Ltd., Kannur International Airport P.O.,  
Mattannur, Kannur – 670 708

Phone: +91 490 2481000, Web: [www.kannurairport.aero](http://www.kannurairport.aero)



# LAYOUT OF COMMERCIAL BUILDING FIRST FLOOR



Signature & Seal of Tenderer

**Kannur International Airport Limited**  
CIN: U63033KL2009PLC025103

Registered Office: Kannur International Airport Ltd., Kannur International Airport P.O.,  
Mattannur, Kannur – 670 708

Phone: +91 490 2481000, Web: [www.kannurairport.aero](http://www.kannurairport.aero)