



EXPRESSION OF INTEREST
(Tender No. KIAL/BDM/08/2026)

**EXPRESSION OF INTEREST TO DESIGN, DEVELOP, SET UP,
OPERATE, MAINTAIN AND MANAGE THE DUTY FREE
OUTLETS AT KANNUR INTERNATIONAL AIRPORT**

FEBRUARY 2026

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

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 Design, Develop, Set Up, Operate, Maintain and Manage the Duty Free Outlets (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

1. Scope of Work

The scope of Concession would broadly include to design, develop, set up, operate, maintain and manage the Duty Free Outlets at each of the Licensed Premises at the airport and to perform the Services, during the Concession Term and shall ensure that the Duty Free Retail Outlets are developed, operated and maintained as per international standards in accordance with the Good Industry Practices.

2. Key terms and conditions

1. The business model shall be to Design, Develop, Set up, Operate, Maintain and Manage the Duty Free Outlets.
2. The Bidder is required to maintain a comprehensive range of Duty Free Retail Items and operate and maintain the Duty Free Retail Outlets efficiently to meet the demands of Airport Users/Consumers at the Airport, at all times during the Concession term. The range of products must be comparable both in terms of quality and price as per Good Industry Practices.
3. **Duty Free Retail Item(s)** shall mean items for consumption to be sold at the Duty Free Retail Outlets in accordance with the provisions hereof such as Liquor/Alcoholic Beverages, Tobacco Products, Perfumes, Cosmetics, Chocolates/Candies/Snack in sealed packs, Watches & Jewellery, Electronic products, Mobile Phones, Toys, Fashion, Sunglasses, Personal Care Products, supermarket and food products, Luggage, Travel accessories, Destination products, any items manufactured/produced in India, as may be permitted by rules and regulations approved by Kannur Airport/Central Board of Excise and Customs (CBEC), Government of India(GOI) from time to time.
4. **“Good Industry Practise(s)”** shall mean the practices, methods, techniques, designs, standards, skills, diligence, efficiency, reliability and prudence which are generally and reasonably expected from a reasonably skilled and experienced operator engaged in the same type of undertaking as envisaged under the Concession and which would be expected to result in the performance of its obligations by the Bidder in accordance with the Concession Agreement , Applicable Laws ad Applicable Permits in reliable, safe, economical and efficient manner.
5. The Bidder shall be required to comply with the Service Standards for developing, operating and maintaining the Duty Free Outlets at the Licensed premises and providing the Services.
6. **“Licensed Premises”** shall mean the area measuring approximately 1200 sq. m at International Arrivals and 400 sq. m at International Departures which shall be

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

handed over to the Bidder on “as is where is basis” and Kannur Airport shall not be responsible for its renovation, maintenance and up-keep from the Access Date onwards. Access Date shall mean the date on which the Bidder is handed over physical possession of any or all the Licensed Premises mentioned above. The Bidder shall develop a minimum area of 700 sq. m at International Arrivals and 200 sq. m at International Departures for Duty Free outlets within 6 months from the commencement of operations. The balance area shall be developed within 3 years for International Arrivals and within 5 years for International Departures.

7. All right, title and interest in the Licensed Premises shall at all times remain with Kannur Airport and the licensed premises are being provided only for the limited use of operating the Duty Free Retail Outlets in accordance with the agreement.
8. **Term of Contract:** The term of contract shall be 10 years from the Concession Fee Commencement Date, unless terminated earlier. Upon completion of the Term, the Agreement may be extended/renewed for further period of 3 years upon mutually agreeable terms & conditions between both the parties.
9. **“Concession Fee Commencement Date”** shall mean the 121st day from the date of issue of Letter of Award or the commencement of the business, whichever is earlier, unless extended by Kannur Airport.
10. **“Gross Revenue”** shall mean the total amount of receipts in the normal course of the duty free business, as per the Audited Profit & Loss Account, and net of discounts and offers.
11. **Concession Fee:** The Concession Fee for each month, shall be higher of :
 - i) the quoted rate per international passenger x number of international passengers (Arriving + Departing) per month
 - ii) the amount (“Revenue Share”) arrived at by multiplying revenue share percentage into the Gross Revenue for such month from sale of duty free goods;
12. Bidding will be done on Minimum rate per International passenger (Arriving+Departing). Highest quote /offer equal to and above “Minimum rate per International passenger” shall be the sole parameter for selection of highest bidder amongst the qualified bidder.
13. The Bidder shall pay monthly space rent for storage, warehouse, service area and office area occupied in the Airport premises with effect from the Access Date, as applicable and as may be notified by Kannur Airport from time to time. The prevailing charges for A/C area for the FY25-26 is Rs 2550.46 per sq.m per month and for Non A/C area is

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

Rs 1490.46 per sq.m per month with 10% annual compound escalation on 1 April every year.

14. The Bidder shall pay “Common Area Maintenance(CAM)charges” on monthly basis for each of the Licensed Premises, Office, Warehouse, service area occupied in the Airport premises with effect from the Access Date, at a rate of 10%(ten percent) of the space rent, as applicable and as may be notified by Kannur Airport from time to time.
15. The Bidder shall pay utility charges at actuals as per invoices raised by Kannur Airport. Further an amount of Rs 5 Lakhs shall be provided as security deposit for the utilities.
16. **Marketing Fund** : The Bidder shall pay Kannur Airport 0.5%(half percent) of its Gross Revenue, on a monthly basis towards a marketing fund maintained by Kannur Airport which shall be used as directed by Kannur Airport from time-to-time towards Marketing/Promotional activities.
17. **Security Deposit**: The Bidder shall, as security for due performance, observance and fulfilment of its obligations hereunder during the Concession Term, shall deposit an interest free security deposit of Rs 5 Crores and furnish a Bank Guarantee of Rs 5 Crores within 30 days of issue of Letter of Award.
18. **Real time Data sharing**: The Bidder shall install technology framework/EPOS in accordance with applicable laws and best industry practices to ensure that the relevant sales and other requested data is transferred to Kannur Airport on real time basis. The Bidder shall facilitate extraction of relevant transaction data automatically from the source of transaction by Kannur Airport on a daily basis or at such other intervals, as specified by Kannur Airport.
19. **Lock in period**: The Bidder will have to operate the Concession for a minimum period of 5 (Five) years from the concession fee commencement date and serve requisite notice period of 120 days after completion of lock in period, failing which the entire security deposit shall be forfeited. No change in Ownership shall be allowed without prior written approval of Kannur Airport.
20. **Pricing Policy**: The Bidder shall endeavour that the prices charged by the Bidder for the Duty Free Retail Items sold at their Duty Free Outlet are competitive to Middle East and South Indian Airport Duty Free prices and shall be in compliance with applicable law. However, the Bidder is free to sell Duty Free Retail Items at prices lower than the prices at which the same product is sold at such comparable international airports in Middle East and other neighbouring Indian airports.

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

21. Eligibility of Bidders:

- i) The bidder may be a single entity or a JV or a Consortium of up to 3 (three) entities coming together to implement the concession.
- ii) The Bidder can be a registered firm in India or abroad.
- iii) The bidder shall not be blacklisted or debarred in participating in bidding process by any Authority or Court of Law during the past 3 years.
- iv) **Technical Capacity:** The Bidder shall have minimum five years' experience in operating and managing Duty Free outlets at Airport/Seaport. In the case of JV/Consortium at least one member should have the said experience.
- v) **Financial Capacity:** The Bidder must have an average annual turnover of not less than Rs 75 Crores in any of the three financial years, during the last 5(five) years, from the duty free business (in India or abroad) in accordance with audited financial statement. In the case of JV/Consortium, the Lead member must have an average annual turnover of Rs 50 crores in any of the three financial years, during the last 5(five) years, from the duty free business (in India or abroad).

22. **Set up and commencement:** Bidder shall not commence operations of the Duty Free Retail Outlets unless the Set up Plan has been approved by Kannur Airport and Bidder has obtained all insurances as required and provided evidence thereof to Kannur Airport. The commencement date for operations of the Duty Free Retail Outlets shall not be later than 120 days from the date of issue of Letter of Award.

23. The Bidder shall maintain Duty Free Retail Outlets in each of the 365 days in a year, 24 hours a day in order to provide a high level of service for the convenience of the Airport users, unless instructed by Kannur Airport in writing.

24. Bidder shall obtain all the requisite statutory/regulatory permissions/approvals, certifications etc. to open and operate Duty Free Outlets as per the timeline mentioned from the date of issue of Letter of Award.

25. The Bidder shall obtain requisite utility connections at its own costs and install calibrated energy meters of approved make at its own cost.

26. The interested parties are advised to examine in greater detail and to carry out such studies as may be required to be carried out by them for submitting their respective proposal.

3. Submission of Documents/Details

Interested parties are requested to submit an Expression of Interest (EOI) in response to this notice. **The EOI should include the following information:**

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

3.1 Company Profile:

- 3.1.1 Name and contact details of the company.
- 3.1.2 Brief description of the company's background, expertise, and experience in executing similar projects along with past experience in operating and maintaining Duty Free Outlets at Airport/Seaport
- 3.1.3 Sales turnover for the last three financial years, during the last 5 (five) years, from duty free business from its Statutory Auditors.
- 3.1.4 The Bidder shall submit Certificate on Satisfactory performance of duty free operations from client to meet the Technical eligibility criteria mentioned in 21.(iv).

4. Timelines

Sl No.	Schedule	Timelines
1.	Date of issue of EoI	6 February 2026
2.	Last date for clarifications (if required) from Applicant(s)	11 February 2026
3.	Clarifications of Applicant's queries	13 February 2026
4.	Last date of submissions of Proposal	20 February 2026,1500hrs

5. Issuance of EoI Document:

Interested Applicants shall download the EoI Document from Kannur Airport website and submit the proposals as cited Point 4 above to Kannur Airport through e-mail 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 from any other interested parties/ agencies after the last date of submission of EoI as set out hereinabove.

This Expression of Interest is not a formal solicitation or tender document. It is intended solely for the purpose of identifying qualified Bidders interested in participating in the Operation and Management of Duty Free Outlets. The information provided will be used for evaluation and shortlisting purposes.

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