

Corrigendum No.1

Name of Work: Selection of Concessionaire to Design, Fit-Out, Finance, Develop, Operate, Maintain and Manage Duty Free Outlets at Kannur International Airport

Ref: Expression of Interest (EoI) KIAL/BDM/08/2026 dated 6 February 2026

Sl.No.	Clarification sought	Reply to clarification
1	Kindly confirm whether the Revenue Share percentage will be fixed by KIAL at the RFP stage or will be a negotiable parameter. Please also clarify whether the quoted rate per international passenger is the sole bid variable.	Yes, the revenue share percentage will be fixed by Kannur Airport. However, the same shall be determined by Kannur Airport at the RFP stage, in line with prevailing market benchmarks and in consultation with potential bidders. The quoted rate per international passenger shall be treated as the primary bid variable.
2	Kindly confirm whether bidders are permitted to quote separate rates per international passenger (MGPP) for Arrivals and Departures, considering the significant difference in passenger profile, dwell time, and commercial performance between the two passenger streams?	No. The rate per passenger shall be common for both International Arrival and Departure passengers, and separate MGPP rates will not be permitted, as per the commercial framework of Kannur Airport.
3	Kindly confirm if there will be differential revenue share based on the category. If not are bidders permitted to propose differential revenue share for each category?	Yes, there will be differential revenue share based on the category.
4	As per the tender document, the monthly Concession Fee shall be the higher of Quoted rate per international passenger × total international passengers (Arrivals + Departures) per month or Revenue Share percentage × Gross Revenue for such month. We request KIAL to consider annualizing the calculation and applying the “higher of” principle on a concession year basis instead of a monthly basis.	No change is proposed. The Concession Fee calculation shall continue to be applied on a monthly basis, as per the EoI conditions stipulated by Kannur Airport.

5	Kindly clarify whether Gross Revenue excludes- Taxes, Refunds and void bills, staff sales, and Inter-shop transfers	As mentioned in the EoI issued by Kannur Airport, “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.
6	We request historical international arrival and departure passenger numbers and projected traffic for the next 5-10 years. Additionally, please confirm whether any minimum traffic guarantee is envisaged.	The requested historical data on international arrival and departure passenger traffic, along with projected traffic for the next 5–10 years, shall be shared separately. Further, it is clarified that no minimum traffic guarantee is envisaged by Kannur Airport.
7	Kindly confirm whether all charges, including concession fee, rent, CAM charges, and other applicable fees, will be fixed / denominated in INR?	Yes, all applicable charges, including Concession Fee, space rent, CAM charges, and any other applicable fees, shall be fixed and denominated in INR.
8	Kindly confirm if the CAM Charges will be applicable only on the occupied space.	Yes. CAM charges shall be applicable only on the occupied space, as per the applicable commercial terms of Kannur Airport.
9	Please clarify whether there will be any concession fee relief or renegotiation mechanism in case of severe traffic decline due to force majeure events, pandemics, or changes in law materially impacting duty-free sales.	The same shall be mutually discussed and considered based on the specific circumstances prevailing at that time, in consultation with Kannur Airport.
10	We request detailed floor plans for the 1200 sq. m (Arrivals) and 400 sq. m (Departures) areas, including frontage details, ceiling heights, column positions, and MEP constraints to assess commercial feasibility.	The same shall be shared at the RFP stage by Kannur Airport.
11	Please clarify the following point regarding phasing flexibility:	
	(a) Whether the operator may advance development of the balance area (beyond the mandated 700/200 sq. m) prior to 3/5 years?	The same shall be detailed in the RFP document to be issued by Kannur Airport
	(b) Whether the operator may adjust the mix between Arrivals	The Bidder may adjust the mix between Arrivals and Departures based on

	and Departures based on performance?	performance, subject to prior intimation to Kannur Airport and approval as per applicable terms.
	(c) Whether continuation with only the initially developed 700/200 sq. m is permissible (subject to applicable charges on utilized area)?	The same shall be detailed in the RFP document to be issued by Kannur Airport
	(d) Whether the bidder can give an alternate proposal to develop and build in phases proportionate to revenue and pax?	The same shall be detailed in the RFP document to be issued by Kannur Airport
12	Is there a provision for relocation in case of terminal expansion? If so, please clarify the methodology for adjusting passenger-based fees and rentals.	The same shall be detailed in the RFP document to be issued by Kannur Airport
13	Are bidders permitted to operate shop-in-shop formats across multiple categories, to sublet portions of the duty-free area category-wise?	Yes, subject to prior written approval from Kannur Airport
14	Please confirm that the Bidder is required to furnish a Security Deposit of INR 5 Crore only and that the same is to be provided exclusively in the form of a Bank Guarantee?	The Bidder shall be required to deposit an interest-free Security Deposit of Rs 5 Crores and additionally furnish a Bank Guarantee of Rs. 5 Crores.
15	Please confirm whether the Security Deposit may be submitted in stages (for example, linked to the area developed).	No. The Security Deposit shall be submitted in full and not in stages.
16	Please clarify following points regarding marketing fees (0.5%):	
	(a) The intended utilization mechanism of the marketing fund;	The same shall be detailed in the RFP document to be issued by Kannur Airport
	(b) Whether the operator will have joint approval/control over campaigns;	The same shall be detailed in the RFP document to be issued by Kannur Airport
	(c) Whether unutilized balances will be carried forward or refunded.	No. Unutilized balances shall neither be carried forward nor refunded.

17	Please confirm whether KIAL will facilitate physical site visits and conduct pre-bid meetings prior to submission of final proposals.	Yes. Kannur Airport shall facilitate physical site visits and conduct pre-bid meetings prior to submission of final proposals, as per the tender schedule.
18	Please give the timelines for further processing of the tender formalities.	The timelines for further processing of the tender formalities shall be communicated in due course by Kannur Airport.
19	International: 2025: * flights per week * arriving PAX * departing PAX * Sale per shop	The requested data shall be shared separately by Kannur Airport
20	2026: * weekly flights including destination per flight * departing PAX * Arriving PAX * Sale per shop	The requested data shall be shared separately by Kannur Airport
21	2027, projected: * flights per week and airlines * projected arriving and departing PAX	The requested data shall be shared separately by Kannur Airport
22	Submission time given is extremely short, can this be extended	No. The submission timeline shall remain unchanged, as per the EoI issued by Kannur Airport.

Sd/-

Managing Director