Kerala's Cochin Airport releases tenders for 12 new shops across both terminals

Cochin International Airport limited (CIAL), is inviting companies to submit bids for a total of 12 retail outlets in both its domestic and international terminal and explains that there will be tenders for individual shops, rather than a master concession. The deadline for submissions is 28 August.

CIAL, a greenfield airport operating under the public private partnership model, is one of the fastest growing airports in India and is the fourth largest for international passenger traffic, serving over 10m passengers a year.

“The stupendous growth in domestic and international passengers over the last few years has made Cochin International Airport a much sought after destination for airport retail operations,” insists CIAL.

“Tenders are invited from individual agencies for award of license to operate retail outlets in the New Domestic Terminal & International Terminal. The tenders are for each individual shop. This is not a master concession.”

CIAL is proposing tenders for seven stores in T1 *(the newly converted domestic terminal)* and five stores in T3 *(international terminal)* over a licence period of four years.

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Companies adhering to the following criteria will be eligible to participate in the tender.

1. Agencies must have ‘bonafide manufacturing/retail business’ experience of no less than two years, with an annual turnover of no less than INR 2 Crores ($283,000) in the specified categories in any one of the last three financial years.

Or

2. Any concessionaire which has an annual turnover of 25 crores from its airport retail business, provided

they bring in international brands or 'recognised Indian brands'. An Indian brand will be deemed to be recognised if it is present at any airport, metro or major mall in India.

Or

3. Any concessionaire with an annual turnover of 5 crores which has a franchise/JV agreement to operate an international brand in India.

Tenders are invited to award retail concessions for specified categories in the earmarked areas to Concessionaires who specialise in their respective categories. The areas allocated for each category varies. There are also gondola type spaces which will have a maximum height of five feet.

Categories proposed for the tender with minimum Revenue share percentage and minimum monthly license fee

Sl. No	Space No:	Location	Categories proposed	Minimum monthly license fee	Minimum Revenue share percentage	Area Sqm
1	6	T 1 SHA	Cosmetics/ Skin Care	2 Lakhs	12 %	16
2	11	T 1 SHA	Handicraft & Souvenirs	3 Lakhs	28%	37.5
3	15	T 1 SHA	Gold Jewellery	2.5 Lakhs	5%	37.5
4	16	T1 SHA	Convenience Store	3 Lakhs	22%	37.5
5	23	T 1 SHA	Men's Fashion Apparel	2.5 Lakhs	25%	37.5
6	34	T 1 SHA	Branded leggings	1.5 Lakhs	25%	12
7	36	T 1 SHA	Non leather Footwear	2.5 Lakhs	25%	20
8	11A	T3 SHA	Toys	2.5 lakhs	20%	40
9	07	T3 SHA	Home Decor	4 Lakhs	25%	48
10	16	T3 SHA	Eye Wear Shop	2 lakhs	25%	9
11	16A	T3 SHA	Cosmetics	2 Lakhs	12%	9
12	20	T3 SHA	Under Garments/ sports wear	1.5 Lakhs	25%	15

CIAL will attach a minimum bid amount to the monthly minimum guaranteed licence fee for each shop and will also specify the minimum revenue share percentage.

"The bidders should quote for their maximum monthly guaranteed license fee for each category separately," says CIAL. "The license will be allotted to the bidder who quotes the highest monthly minimum guaranteed license fee for the first year to CIAL.

Cochin Airports international Terminal 3, where seven new shops are being tendered.

“A 10% annual compounded escalation will be applicable on the license fee quoted for each subsequent year of operation.”

“Bidders will deposit an interest free refundable security (IFSD) deposit, which will be equivalent to 10 months minimum guaranteed monthly license fee. Rs 10 lakhs has to be paid in the form of demand draft and balance in the form of bank guarantee.

Further details and tender documents can be obtained from Joseph Peter, Dy. General Manager (Commercial) @ 9539701512 or 0484 3053598, 2610115.