



**COCHIN INTERNATIONAL AIRPORT LIMITED(CIAL)
Kochi Airport P.O,Ernakulam
Kerala-683 111 Ph:0484 2610115**

NOTICE

INVITING

REQUEST FOR PROPOSAL (RFP)

FOR

**SELECTION OF CONCESSIONAIRE FOR OPERATIONS & MANAGEMENT OF
CIAL GOLF CLUB AND ALLIED FACILITIES**



MARCH 2026

TENDER REF.NO: CIAL/COML/CGC/2026

Cochin International Airport Limited (CIAL) is inviting bids from qualified and experienced operators through a Request for Proposal (RFP) for 'Selection of Concessionaire for Operations & Management of CIAL Golf Club and Allied Facilities'

Tender particulars are as follows

Cost of Tender Document	EMD	Sale of RFP	Last Date & Time For Receipt of bid in CIAL	Date and Time of Opening the Technical Bid	Date and Time of Opening the Financial Bid
Rs. 29,500	Rs.7,75,000	From 09.03.2026	10.04.2026, 1130 Hrs	10.04.2026, 1500 Hrs	Will be Intimated Later

The Bidder shall fulfil the following conditions of eligibility:

- i) **Basic Eligibility Criteria:** The bidder shall be meet all the below mentioned Basic Eligibility Criteria
 - a) The Bidder shall be a Company, LLP, or Partnership legally incorporated in India. Proprietorship concern is not eligible to apply.
 - b) The Bidder may be single entity or a consortium of up to three (3) entities coming together to implement the concession. However, no bidder applying individually or as a member of a consortium, as the case may be, can be a member of another bidder. The term bidder used herein would apply to both a single entity and a consortium.
 - c) A Consortium shall be eligible for consideration subject to the conditions as detailed in the RFP document.
 - d) The Bidder shall not have direct or indirect shareholding of any Airport Operator, nor shall any Airport Operator hold a stake in the Bidder directly or indirectly.
 - e) The Bidder or its Directors shall not be debarred/blacklisted by any Government / PSU / CIAL.

f) The Bidder must have purchased the RFP and paid the Tender Fee.

g) The Bidder shall not have a conflict of interest as defined in the RFP. Any bidder found to have a conflict of interest shall be disqualified.

ii) **Technical Eligibility:** To qualify, the bidder must have been engaged in any one of the following business categories:

A. Technical Eligibility-A (TC-A)

- Experience in operations & management of a minimum of one tourist resort/hotel having the below facilities
 - Minimum of **50** keys
 - Restaurant & Bar Facility
 - Spa & Wellness Facilities
 - Business and Event Facilities to cater a minimum of 200 Guest
 - Banquet Hall with a minimum capacity of 150 Guests.
- The above experience shall be for a **minimum duration of two (2) years in the last five (5) years.**

OR

B. Technical Eligibility-B (TC-B)

- Experience in operations & management of Golf Course, sporting facilities and premium food & beverage facilities which shall include the below minimum facilities.
 - 9-hole / 18-hole Golf Course with a minimum membership base of 1,000 members.
 - Multiple sporting facilities (such as Tennis Courts, Swimming Pool, Indoor Games Arena, Fitness Centre, or equivalent recreational infrastructure).
 - Food & Beverage facilities including one Multi-Cuisine Restaurant and Bar.
- The above experience shall be for a **minimum duration of two (2) years in the last five (5) years.**

OR

C. Technical Eligibility-C (TC-C)

- Agency engaged in professional event management and execution of Meetings, Incentives, Conferences, Exhibitions

(MICE), corporate events, or large-format social events, subject to the following minimum criteria:

- Conduct of a minimum of fifty (50) Meetings / Events / Conferences / Exhibitions with a minimum single-event capacity of not less than 300 delegates/participants.
 - Demonstrated experience in end-to-end event coordination including venue liaison, logistics management, vendor coordination, delegate management.
 - Execution of events involving banquet / hospitality arrangements catering to a minimum of 300 guests per event.
- The above experience shall be for a **minimum duration of two (2) years in the last five (5) years.**
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- Bidders may note that, for demonstration of technical capacity, in case of consortium, any of the consortium members may claim technical capacity as a whole for facilities detailed in the sub-section of TC-A, TC-B & TC-C.

ii) **Financial Eligibility:** The bidder shall meet the following financial eligibility criteria, based on the Eligible Business Categories as defined above:

- a) Bidder shall have achieved a minimum annual turnover **of ₹150 Crores** in any two Financial Years out of the last 5 Financial Years.
- b) Bidder shall have a positive net worth of at least ₹15 Crores as on 31st March 2025.
- c) All Audited Financial Statements must have Unique Document Identification Number (UDIN) affixed by Chartered Accountant; in case the audited Financial Statements do not have UDIN affixed, CA Certificate with UDIN certifying the Turnover of the Company needs to be attached.
- d) In case of the consortium, **clause (a) and (b)** of the financial eligibility shall be fulfilled by the lead member of the consortium.)

iii) **Timelines of bidding**

Item	Description/Details	Remarks
Tender No.	CIAL/COML/CGC/2026	
Facility Name	Operations & Management of CIAL Golf Club & Allied Facilities	
Cost of Tender Document	₹ 29,500 (including taxes)	
EMD Amount	₹ 7,75,000/- (Rupees Seven Lakhs Seventy-Five Thousand Only)	
Sale of RFP Window	From: [09.03.2026] To: [10.04.2026]	From Commercial Dept., CIAL
Site Visit	From: [12.03.2026] To: [24.03.2026]	Prior appointment required
Pre-Bid Meeting Date	[19.03.2026] at [1130 Hrs IST]	Venue: CIAL Conference Room or Online
Last Date for Submission of Clarifications/Queries	27.03.2026, 1530 Hrs IST	Queries to be addressed to GM – Aero (Commercial & Mktg), CIAL
Reply to Queries by CIAL	02.04.2026	Consolidated reply will be issued
Last Date for Submission of Bid	[10.04.2026] at [1130 Hrs IST]	No late submissions permitted
Date of Opening of Technical Bids	[10.04.2026] at [1500 Hrs IST]	In presence of bidders (if required)
Financial Bid Opening	To be notified to technically qualified bidders	Only to technically qualified bidders
Contact Details	General Manager - Aero (Commercial & Marketing), Cochin International Airport Limited, Kochi Airport PO, Ernakulam, Kerala – 683111.Ph: 9895869408, Phone: 0484 2610115 Extn: 2785 Email: rajesh@cial.aero OR anish.cr@cial.aero	

- a) The Bidders shall purchase the RFP/Bidding Documents by remitting the Cost of Bidding Documents in CIAL's bank account by way of electronic payment. Details of bank account has been provided below:

Name of the bank	The Federal Bank
Address of the bank	CIAL Extension Counter, Cochin Airport P.O. 683111, Ernakulam, Kerala
Name of the Company	CIAL
Account No.	1522 0200 0005 42
IFSC code of the branch	FDRL 000 1522

- b) Upon making the payment of Cost of RFP/Bidding Documents, the Bidder shall send the proof of payment to email id **rajesh@cial.aero** OR **anish.cr@cial.aero**. Post the receipt of valid proof of payment and following verification of payment, CIAL shall provide the RFP documents and draft License Agreement to the Bidder via email.

Sd/-
(Managing Director)
COCHIN INTERNATIONAL AIRPORT LIMITED (CIAL)

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