



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

**NOTICE INVITING TENDER (NIT)**

**FOR**

**SELECTION OF CONCESSIONAIRE FOR SETTING-UP,  
OPERATIONS, MAINTENANCE AND MANAGEMENT OF F&B  
OUTLETS, LOUNGE AND BAR AT THE DEPARTURE SIDE OF  
INTERNATIONAL TERMINAL (T3) OF CIAL.**



**JULY 2025**



**TENDER No: CIAL/COML/LIC118/2025**

Cochin International Airport Limited (CIAL) is inviting Tenders from qualified and experienced agencies for Selection of Concessionaire for Setting-up, Operations, Maintenance and Management of F&B Outlets, Lounge and Bar at the Departure Side of International Terminal (T3) of CIAL.

**ELIGIBILITY CRITERIA**

The Bidder shall fulfil the following conditions of eligibility:

- i) **Basic Eligibility Criteria:** The bidder shall meet all the below mentioned Basic Eligibility Criteria
- a. The Bidder shall be a Company or Partnership or LLP validly incorporated and existing under the applicable Indian laws.
  - b. The bidder shall not be a Consortium/Joint Venture for the purpose of bidding for this tender.
  - c. The bidder shall not be an entity having any direct and / or indirect stake in any schedule commercial airline operator/Ground Handling Agency (GHA). Further no airline/GHA shall also not have any stake in the bidder whether directly and / or indirectly.
  - d. The bidder or its Affiliate(s) or any of its directors or key personnel shall not be debarred or blacklisted by CIAL or any State Govt or Central Govt or PSU's as on 01.06.2025.
- ii) **Technical Eligibility:** The bidder must meet the following technical experience requirements:
- A. The bidder should have experience of operating & managing at least 2 (Two) Airport Lounges and minimum 10 (Ten) F&B outlets at airport. The experience claimed should be for a minimum period of 1 year in any of the last 5 years at any Indian Airport having more than 10 million passengers.
- OR**
- B. The bidder should have experience of operating & managing at least 2 (Two) Airport Lounges at Airports having more than 10 million passengers and minimum 10 (Ten) F&B outlets in any mall/shopping complex having more than five Lakhs square feet area. The experience claimed should be for a minimum period of 1 year in any of the last 5 years at any Indian Airports/Malls.



OR

C. The bidder should have experience of operating & managing flight kitchen operations at least in 1 (one) Indian Airport having more than 10 million passengers and at least 1 (one) 5-star category hotel with a minimum of 100 keys (rooms) in India. The experience claimed should be for a minimum period of 1 year in any of the last 5 years.

iii) **Financial Eligibility:** The bidder must meet the following financial criteria:

- a. The bidder shall have achieved a minimum **annual turnover of ₹95 Crores in any one of the last five (5)** audited financial years for which the experience was claimed by the agency duly certified by a registered and practicing Chartered Accountant.
- b. The bidder must have a **positive net worth of at least ₹19 Crores** as on 31.03.2025.

#### TIMELINES OF BIDDING

Sl. No.	Item	Description/Details
1	Tender No.	CIAL/COML/LIC118/2025
2	Facility Name	Setting-up, Operations, Maintenance & Management of F&B Outlets, Lounge and Bar at the Departure Side of the International Terminal (T3) of CIAL
3	Cost of Tender Document	₹ 59,000 (including taxes)
4	EMD Amount	₹ 50,00,000/- (Fifty Lakhs Only)
5	Sale of Tender Window	From: [03.07.2025] To: [25.07.2025]
6	Site Visit	From: [14.07.2025] To: [17.07.2025]
7	Pre-Bid Meeting Date	[15.07.2025] at [1130 Hrs]
8	Last Date for Receipt of Bids	[28.07.2025] at [1500]





9	Technical Bid Opening	[28.07.2025] at <b>[1530]</b>
10	Financial Bid Opening	To be notified to technically qualified bidders
11	Contact Details	<b>Name: Rajesh R</b>
		<b>General Manager - Aero (Commercial &amp; Marketing), Cochin International Airport Limited, Kochi Airport PO, Ernakulam, Kerala – 683111.Ph: Phone: 0484 2610115 Extn: 2785.</b>
		<b>Email: rajesh@cial.aero OR anish.cr@cial.aero</b>
		<b>Mob: 98958 69408</b>

#### TENDER DOCUMENT

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

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

- b) Upon making the payment of Cost of 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 NIT documents and draft License Agreement to the Bidder via email.

**Sd/-**

**(Managing Director, CIAL)**

