



A STATUTORY BOARD OF GOVT. OF KERALA

Kerala Maritime Board

# Development of Wayside Amenities Centre at Kozhikode, Kerala

**Pre-Bid Conference**

September 18, 2025



# **SITE DETAILS**



# OVERVIEW OF KOZHIKODE

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India's inaugural **'City of Literature'** by **UNESCO** .

Member of the **UNESCO Creative Cities Network**

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Acclaimed as the **'City of Sculptures'**

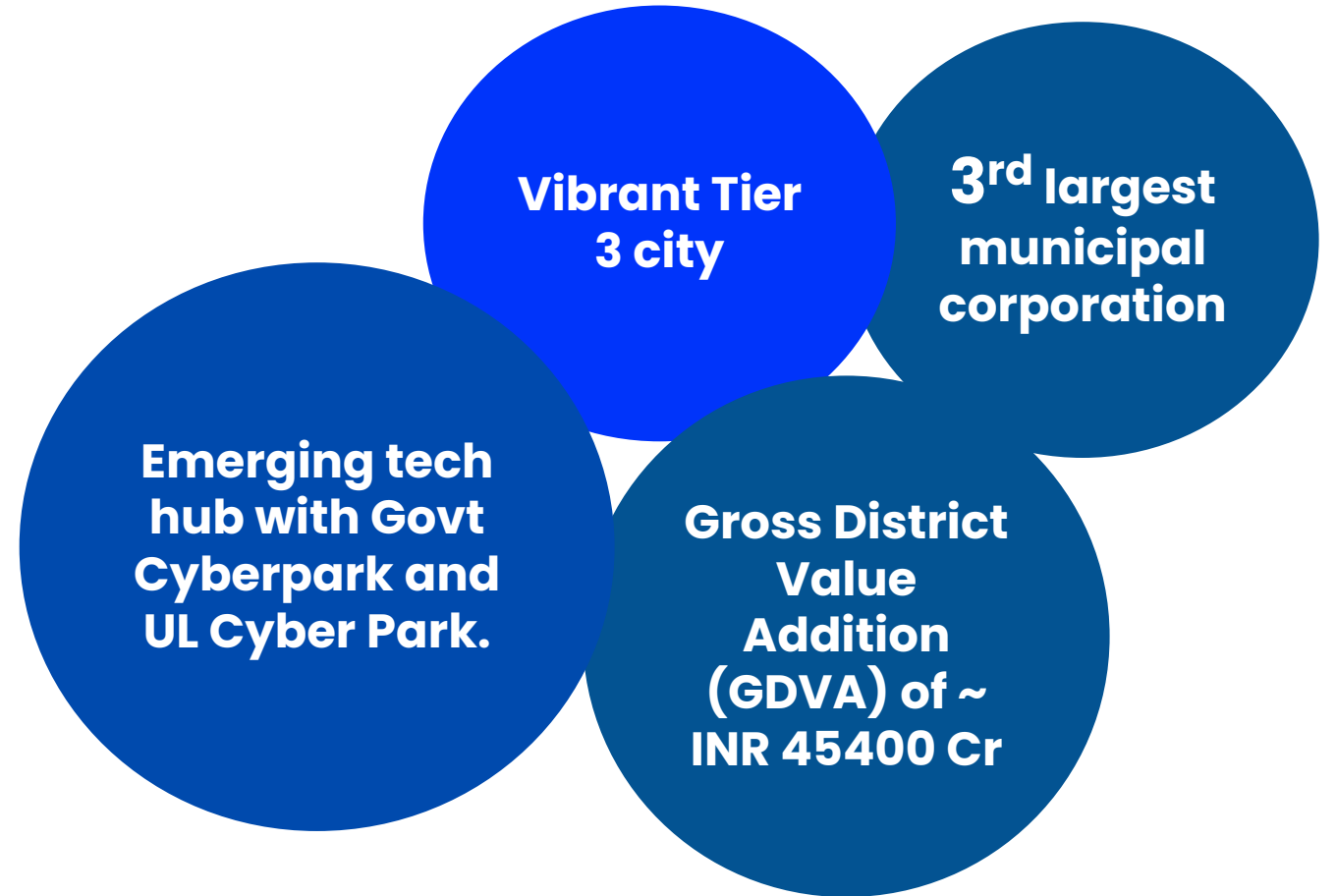
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**State's 2<sup>nd</sup> largest contributor** to the Trade, hotels & restaurants sector

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Commercial Malls like Focus, HiLITE, and RP malls with **extensive retail, entertainment, and dining options.**

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Intra-State migration and changing land use due to real estate growth have propelled Kozhikode to become the State's fastest-growing urban district.

# KOZHIKODE BEACH: OVERVIEW

Kozhikode beach is the most vibrant beach in Kerala.



## Kozhikode Beach

555 reviews • #3 of 68 things to do in Kozhikode • Beaches

Kozhikode Beach is acclaimed as **a top attraction** in Kozhikode by Trip Advisor.

On regular days, the beach welcomes **between 6,000 to 10,000 visitors daily**.

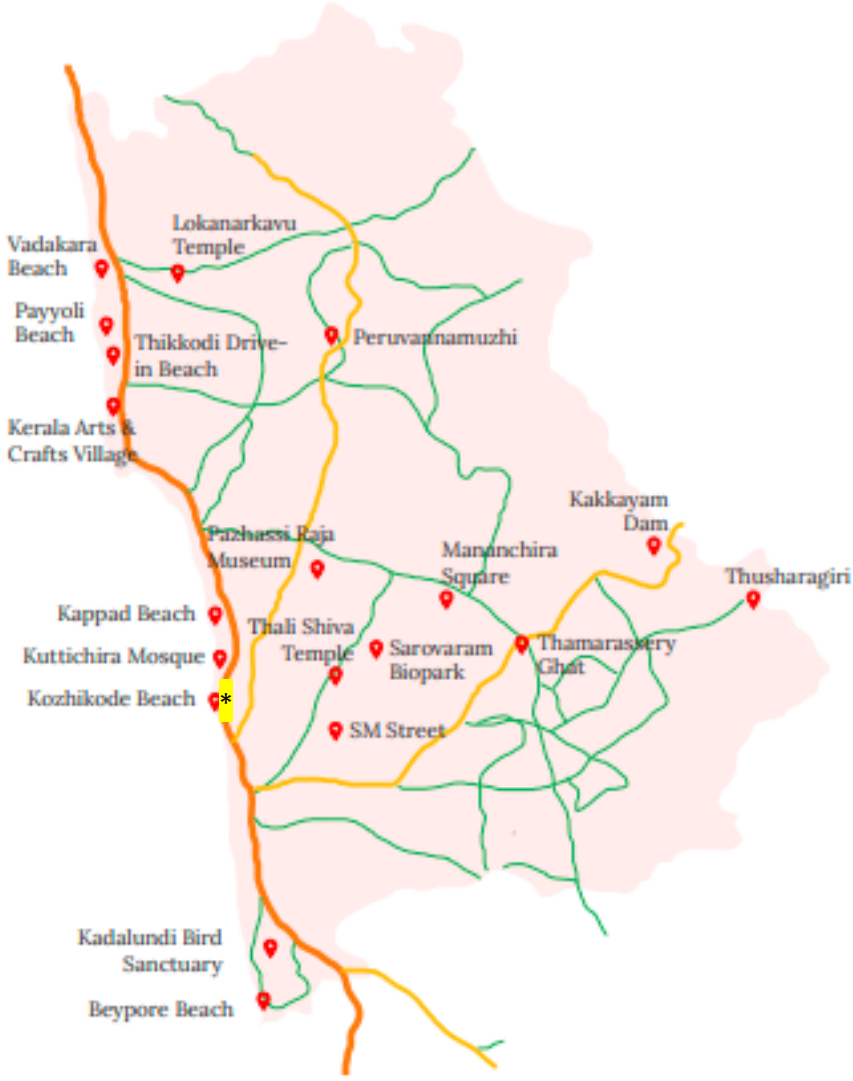
Starbucks at Kozhikode beach, is the first beachfront store in Kerala.

MakeMyTrip lists Kozhikode Beach among the **most favourite destinations** in the city.



### Most Loved Places at Kozhikode

Asia's largest literature festival, Kerala Lit Fest, **draws half a million attendees**.



✈ Karipur International Airport, about 30 km from Kozhikode town  
✈ Kannur International Airport, about 100 km from Kozhikode town

National Highway  
State Highway  
District Roads  
Tourist Attractions



# SITE DETAILS & SKETCH

**Location:** Kozhikode

**Area:** 30 cents

**CRZ Zone:** CRZ-II

**DTP Classification:** Public & Semi-Public Zone



Kozhikode International Airport  
**25 km**



Kozhikode Railway Station  
**5 km**



NH- **1.5 KM**  
SH - **5 KM**



# DEVELOPMENTAL CONTROLS

| SL.No | Control                       | Remarks  |
|-------|-------------------------------|--|
| 1     | CRZ clearance<br>(Category 2) | Permissible activities:<br>1. Buildings for residential, schools, hospitals, institutions, offices, public places etc. on the landward side of the existing road/ existing building line.<br>2. Beach resort/ hotels<br>3. Tourism facilities like shacks, washrooms, walkways.<br>4. Reconstruction of authorized buildings |
| 3     | Other Approvals               | 1. Municipality Approval<br>2. KMBR  |

# SCOPE OF THE PROJECT



# SCOPE OF WORK

## Development Options



Retail shops /Restaurants /Food courts  
/Commercial Offices/Coworking spaces  
with a minimum area of 300 Sq.Mtr.



Fueling station with at least 4 fuel  
dispensers and 2 Electric Vehicle (EV)  
charging stations



Amusement park that can  
accommodate at least 1000 users/day.

## 1 Mandatory Development

At least **one** of the Development  
Options as their Minimum  
Development Obligation.

## 2 Optional Development

Build any similar facilities including  
but not limited to construction of  
Development Options



# **BIDDING PROCESS**



# BIDDING PROCESS

Two cover, single stage e-tendering process

**Technical Bid**



**Financial Bid**



Apply via [www.etenders.kerala.gov.in](http://www.etenders.kerala.gov.in)



Bid Security  
1,00,000



Tender Fee  
8270 + GST

# **ELIGIBLE PROJECTS**



## ELIGIBLE PROJECTS

|                   |   |
|-------------------|---|
| <b>Category 1</b> | Project experience in Eligible Projects in <b>Commercial sector</b> with capital cost of ₹ 25 lakhs |
| <b>Category 2</b> | Project experience in Eligible Projects in <b>Core sector</b> with capital cost of ₹ 25 lakhs       |
| <b>Category 3</b> | Construction experience in Eligible Projects in Commercial sector of ₹ 25 lakhs                     |
| <b>Category 4</b> | Construction experience in Eligible Projects in Core sector of ₹ 25 lakhs                           |

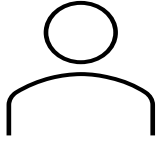
**Commercial sector** → hotels, resorts, parks, malls, restaurants, fueling stations, commercial buildings and offices.

**Core sector** → roads, power, telecom, ports, airports, railways, metro rail, industrial parks/ estates, pipelines, sewerage and real estate development.

# **PRE- QUALIFICATION**



# PRE-QUALIFICATION



A Bidder may be

- a single entity or a group of entities (Consortium)
- a natural person, private entity, trust / society, government-owned entity or any combination of them

## Technical Capacity

Over the past **10 financial years** have either paid for or collected / received a minimum value of **INR 25 lakhs** from either of the three :

- i. Paid for or received payments for construction of eligible project(s); and / or
- ii. Paid for development of eligible project(s) in Category 1 and/or Category 2 and/or
- iii. Collected and appropriated revenues from eligible project(s) in Category 1 and/or Category 2

## Financial Capacity

Positive Average Net worth in the last 3 financial years

In case of a Consortium, the combined Technical Capacity and Financial Capacity of those Members, who have and shall continue to have an equity share of at least 26% (twenty-six per cent) each in the SPV shall be considered.



# **SELECTION PROCESS**



## SELECTION PROCESS

- A composite **Experience Score** will be assigned to each such Bidder based on their eligible projects.
- The highest Experience Score shall be awarded a **Technical Score** of 100. The Technical Score of all other Bidders will be normalized accordingly
- Bidders who score a minimum of **50 marks** in the Technical Score shall qualify for opening the Financial Bid.
- Financial Bid = **Revenue Share** quoted by the Bidder
- In the Financial Bid, the Bidder who submits the highest Financial Bid shall be declared as the **Selected Bidder / Successful Bidder.**

# **CHECKLIST FOR SUBMISSION**

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# CHECK LIST FOR SUBMISSION

| SL NO. | Item   |
|--------|--|
| 1      | Letter Comprising Bid  |
| 2      | Details of Bidder  |
| 3      | Technical Capacity of the Bidder   |
| 4      | Financial Capacity of the Bidder   |
| 5      | Details of Eligible Projects   |
| 6      | Details of Business Plan   |
| 7      | Statement of Legal Capacity  |
| 8      | Joint Bidding Agreement  |
| 9      | Power of Attorney for Signing of Bid   |
| 10     | Power of Attorney for Lead Member of Consortium  |
| 11     | Proof of payment of Bid Security of INR. 1,00,000/- and Tender Fee of INR. 8,270/- plus GST                                |
| 12     | Signed and stamped copy of the RFP and Concession Agreement, including any addendum, corrigendum or clarification thereto. |
| 13     | Supporting documents like Copy of valid Incorporation Certificate, GST Certificate, Pan Card etc.                          |

# **PAYMENTS TO AUTHORITY**

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## PAYMENTS TO AUTHORITY

**Concession  
Fee**

=

**License Fee**

INR 25,000  
5% increment  
annually

(advance)

+

**Revenue Share**

Minimum guaranteed amount of **INR 60 lakhs** annually

or

% of all the Project Revenues from the Project Facilities attributable to the Project (as quoted in Financial Bid).

**Whichever is higher**

(monthly payout)



# **CRITICAL DATES FOR TENDER PROCESS**



## CRITICAL DATES FOR TENDER PROCESS

**Bid Due  
Date & Time**

**06/10/2025,**  
06:55 PM

**Technical  
Bid Opening  
Date & Time**

**08/10/2025,**  
11:00 AM

**Date & Time  
for Physical  
submission  
of Technical  
Bid only**

**09/10/2025,**  
10:00 AM

**Date & Time  
for opening  
of Financial  
Bid**

Will be  
intimated  
later


# **KEY TIMELINES IN CONCESSION AGREEMENT**



# KEY TIMELINES IN CONCESSION AGREEMENT

|                                   |   |  |
|-----------------------------------|---|--|
| • Date of Award                   | → | Agreement Signing Date   |
| • Appointed Date                  | → | Financial Close and Condition Precedent achieved ( 180 days from Date of Award )   |
| • Concession Period               | → | Appointed Date to Transfer Date (30 yrs)   |
| • Development Period              | → | Date of Award to Appointed Date (180 days)   |
| • Construction Period             | → | Date of Award of Concession to the Commercial Operations Date (24 months)  |
| • Operation Period                | → | COD to Transfer Date   |
| • Commercial Operations Date(COD) | → | The date on which the Concessionaire receives the Completion Certificate in accordance with the provisions of this Agreement                                       |
| • Payment Timelines               | → | The License Fee shall be due and payable in advance every year starting from Date of Award   |
|                                   |   | Revenue Share – payable on the 7th day of the succeeding month from the Month in which the Concessionaire commences to provide any Project Facilities and Services |

# **FREQUENTLY ASKED QUESTIONS**



| SL.No | Query  | Reply   |
|-------|--|---|
| 1     | <b>Will KMB support in infrastructure development or any investment?</b> | As of now, no funding support is extended from KMB.   |
| 2     | <b>Can international organization participate in the tender ?</b>        | Yes   |
| 3     | <b>What will be the period of engagement?</b>                            | Initial period shall be up to 30 years. This may be further extended based on project parameters and approval from the Government |
| 4     | <b>Are there any developmental controls applicable including CRZ?</b>    | CRZ II  |
| 5     | <b>Can apply as a consortium/JV?</b>                                     | Yes   |
| 6     | <b>Can the property be mortgaged to secure funding?</b>                  | No, the property cannot be mortgaged. However, project financing can be obtained as per PPP guidelines.                           |



| SL.No | Query   | Reply   |
|-------|---|---|
| 7     | <b>Will the date of submission be extended?</b>   | If required, can be considered.   |
| 8     | <b>Is sub leasing of the project site allowed?</b>  | Yes   |
| 9     | <b>Is it possible to demolish the existing building in the site offered for developing a new structure?</b> | Yes, based on prior approval from Authority   |
| 10    | <b>Are both hardcopy/ softcopy mandatory?</b>   | The Technical Bid alone should be submitted both in e-tenders and as hardcopy. <b>The Financial Bid should not be submitted as hardcopy.</b>  |
| 11    | <b>Will there be a waiver of EMD fees?</b>  | As it has already been clearly stated on the e-Tender site that payment is compulsory, KMB is unable to consider the request positively at this stage. Tender documents can only be submitted after payment of the EMD. |

| SL.No | Query  | Reply  |
|-------|--|--|
| 12    | <b>There is a demand for Rs 25,000 as license fee with an escalation of 5% annually. Can this be removed altogether or be limited to 5% every 3 years?</b>                                 | KMB follows a uniform procedure regarding Fixed License Fees across all PPP projects. Therefore, we regret to inform you that the request cannot be considered positively.   |
| 13    | <b>The sought minimum revenue share of Rs 5 lakhs per month is on the higher side as per prevailing market rates, as all the capital/ revenue expenditure will be borne by the bidder.</b> | The plot is situated in the prime beach area of Calicut, and considering the site's commercial potential, the minimum revenue share mentioned in the RFP is reasonable.  |
| 14    | <b>Who will be responsible for obtaining CRZ and other statutory clearances–the concessionaire or the Authority? If concessionaire, will Authority facilitate the approvals?</b>           | The concessionaire shall be responsible for obtaining all necessary statutory approvals and clearances, including CRZ clearance, as part of their obligations under the agreement. The Authority will extend reasonable support and facilitation to assist the concessionaire in securing these approvals from the relevant government agencies. |

| SL.No | Query   | Reply   |
|-------|---|---|
| 15    | <b>Since the site currently has a children's park (Fun City), kindly confirm if demolition costs and disposal of debris are to be borne by the concessionaire or reimbursed by Authority.</b> | KMB will take action for removal of the existing holding and structures at its cost before the handing over of the site   |
| 16    | <b>What is the land use/zoning status of the site? Will the Authority provide necessary NOC for commercial use and construction?</b>  | The site falls under the Public/Semi-Public zoning category, which permits the development options outlined in Clause 1.2.3 of the RFP. Accordingly, the proposed commercial use and construction are permissible within this zoning framework. |

**QUERIES?**

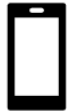
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# CONTACT DETAILS

**For any other queries, please reach out to us at:**



0471-2910040



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**Scan the QR code to  
contact us**

# THANK YOU

Join hands with KMB and contribute to the state's blue  
economy vision.