



KAA/OT/MBD/EOI/0058/2024-2025

7th January, 2025

To: Bidders

**RE: REQUEST FOR EXPRESSIONS OF INTEREST (EOI) FOR
DEVELOPMENT AND MANAGEMENT OF A COMMERCIALY
IMPORTANT PERSONS TERMINAL AT JOMO KENYATTA
INTERNATIONAL AIRPORT**

TENDER NO. KAA/OT/MBD/EOI/0058/2024-2025

ADDENDUM NO. I

The following tender clarification/addendum issued regarding the above tender.

No.	Clarification	Response
I.	<p>I am reaching out with a few clarifications regarding the tender document for the development of a commercially important person (CIP) terminal at Jomo Kenyatta International Airport.</p> <p>1. Submission Date: The document mentions the submission date for the Expression of Interest as 16th January 2024, while the pre-bid site visit is scheduled for 17th December 2024. Could you kindly confirm if the intended submission date is 16th January 2025?</p> <p>2. Scope of Services: The document indicates that the terminal should include facilities for full passenger operations, such as baggage handling and ground handling services. Could you confirm if this means that the successful bidder will be responsible for:</p> <p>a) Developing the terminal</p>	<p>1. The Authority amends the submission date to read "16th January 2025".</p> <p>2. The successful bidder will be responsible for;</p> <p>a) Developing the terminal</p>

	<p>infrastructure, including the concrete apron facility for aircraft serving the CIP terminal.</p> <p>b) Managing and operating the terminal's ground handling and passenger services independently, with full control over these operations from end to end.</p> <p>3. Access to Line of Credit: One of the shortlisting criteria mentions access to a line of credit of not less than USD 8 million. Could you clarify if this reflects the minimum level of investment required for the project, or if the actual minimum investment expected is higher than this?</p> <p>4. Passenger Accommodation: While the proposal specifies that the terminal is for commercially important persons (CIP), could you confirm if the terminal can also accommodate VIP passengers, or if it is exclusively intended for CIP operations?</p> <p>Thank you for your assistance. Looking forward to your response.</p>	<p>infrastructure, including the concrete apron facility for aircraft serving the CIP terminal.</p> <p>b) Managing and operating the terminal's ground handling and passenger services with oversight from the Airport Authority.</p> <p>3. Access to a line of credit of not less than USD 8 million is to demonstrate capacity to undertake a project of this magnitude but does not indicate the actual investment as this will be determined at request for proposal stage.</p> <p>4. The terminal can also accommodate VIP.</p>
2.	Could we get full tender documents please?	Please note that this is an Expression of Interest (EOI) and the tender document is not available at this stage. Use the available information to submit your Expression of Interest (EOI).
3.	Green Building Criteria: One of the criteria mentioned in the document specifies that the proposed terminal should be a green building incorporating eco-friendly designs. Could you clarify if, as part of the EOI submission, we are expected to include design renderings or preliminary design concepts to meet this criterion?	No. Bidders are informed that drawings are not required to be submitted at this stage.
4.	Q1 According to criteria for shortlisting why has the projects evidence been restricted to the African	Restricting project evidence to the African continent ensures that bidders not only possess relevant experience, but also understand the context, and

	continent?	contribute to regional economic growth. This will align with broader goals of fostering regional integration and leveraging local expertise. International experience in addition to the African contexts is an added advantage.
5.	Q2. Is the terminal to be constructed for scheduled Airlines or Private chartered planes?	The terminal to be constructed is for Private chartered planes.
6.	Q3 How does the project align in case there is a new concessionaire agreement.	The Authority cannot pre-empt a concessionaire since there is none that is existing.
7.	Q4 What is the duration of the concessionaire for the project?	The duration is open for the bidder to quote.
8.	Q5 What is the traffic of the target group.	Find attached in excel the statistics for private jets for 2023 (11 months). That does not however limit your target group to this category.
9.	Q6 Is the terminal restricted to VIP's and celebrities only?	No. The terminal is open to every individual willing to use the premium services.
10.	Q7 Who will be responsible for paying the staff working in the new terminal?	The third party will be responsible for pay the staff working in the terminal.
11.	Q8 How long does the shortlisting take?	This will be determined when the Authority is ready in all aspects.
12.	Q9 Is the new terminal part of initial master plan for the Airport?	Yes
13.	<p>We are pleased to read the above mentioned tender for a FBO facility for CIPs & keen to participate on the EOI process. In view of this, appreciate if you can clarify below points.</p> <p>a. Bidding entity, can a foreign un-incorporated entity bid for this project? i.e. we propose a JV between 02 companies with supporting letters from both companies. A legal entity will be formed in Kenya if successful during the tender exercise.</p> <p>b. Is it possible to receive statistics of general aviation flights relevant to CIP facility since the year 2018.</p> <p>c. Can we get more information on the land area/plot allocated for this project?</p> <p>d. Duration of the concession period.</p> <p>e. Will the concession awarded for the</p>	<p>The Authority hereby clarifies as follows;</p> <p>A. A joint venture (JV) is allowed.</p> <p>B. We have provided statistics for 2023.</p> <p>C. A site visit was conducted and bidders shown the site. No technical drawings will be provided at this stage</p> <p>D. The duration of the concession will be determined at the tender stage in line with KAA's policy for leases, licenses and concessions.</p> <p>E. This is not an exclusive tender.</p>

	<p>concession period be exclusive?</p> <p>f. Will the successful company be allowed to sell its own jet fuel & to have own into plane bowser dedicated for CIP aircrafts?</p> <p>Thank you & look forward to hearing from you.</p>	<p>F. This will be dependent on the firm meeting all regulatory requirements.</p>
--	--	---

The closing/opening date remains on **16th January, 2025 at 11.00 a.m.**

Kindly ensure your tender is valid for a period of **186 days** from the closing date **16th January, 2025 at 11.00 a. m.**

This addendum forms part of the bidding document and is binding on all bidders. All other conditions remain the same.



Vincent Korir
GM (PROCUREMENT AND LOGISTICS)
For: MANAGING DIRECTOR/CEO/ _{DK}

Appendix 1: Private Jets Aircrafts at JKIA - 2023

11-Month Data For Private Jets Aircrafts at JKIA - 2023	
Aircraft Type	Total Number Arrived at JKIA
Beech 200 Super King Air	1
Beechcraft King Air B100 King	2
Embraer 170	1
Falcon 900	11
Airbus A300	1
Airbus A310	1
Airbus A319	6
Airbus A320	2
Airbus A320	1
Airbus A321	1
Airbus A350-900	1
Airbus A400	1
Anadair Challenger	10
Antonov An-26	2
Beach Raytheon	1
Beachcraft 200	9
Beechcraft 1900	6
Beechcraft 350	3
Beechcraft 400	3
Boeing 727-21	2
Boeing 737	1
Boeing 737 -700	1
Boeing 737-79U(BBJ)	1
Boeing 757-200	1
Boeing 777-300ER	1
Boeing 787-800	1
Boeing B737-300	2
Boeing B737-700	9
Boeing B757-200	2
Bombardier Challenger	16
Bombardier Challenger 350	14
Bombardier Challenger 604	49
Bombardier Global 6000	2
Bombardier Global 7500	2
Bombardier Global Express - GLEX	24
C-130 Hercules	16
Canadair Global Express	9
Cessna 208B Grand Caravan EX	13

Cessna 406	5
Cessna Citation 550	5
Cessna Citation 560	2
Cessna Citation 650	1
Cessna Citation 700	2
Dassault Falcon	17
Dassault Falcon 2000	6
Dassault Falcon 50EX	6
Dassault Falcon 7X	1
Dassault Falcon 900EX	3
Dassault Falcon 900LX	2
De Havilland Canada Dash 8-400	2
Embraer 550	1
Embraer 175	1
Embraer E145	6
Embraer E190	10
Embraer E195	1
Embraer E314	1
Embraer E3L	2
Embraer ERJ 135	22
Embraer Legacy 650	9
Falcon 200	1
Falcon 7X	17
Falcon 8X	10
Falcon 9	3
Falcon 900	13
Global Express	50
Global Express 5000	18
Global Express 6500	1
Global Express 7500	21
Gulfstream	1
Gulfstream 100	1
Gulfstream 159	1
Gulfstream 4SP	2
Gulfstream 5	38
Gulfstream G280	2
Gulfstream G300	2
Gulfstream G450	15
Gulfstream G650ER	38
Gulfstream G700	1
Gulfstream III	2
Gulfstream IV	10
Gulfstream V	1
Hawker Syddley	15

Hawker Sydley 25	4
Ilyushin Il-76	4
Learjet 35 (LJ35)	3
Learjet 45 (LJ45)	9
Learjet 60 (LJ60)	4
Let L-410 Turbolet	4
Lockheed L-382	1
Mitsubishi CRJ-200LR	6
None	7
Paytheon Hawker	1
Pilatus PC-12	6
Saab 350	1
Xian MA-600	4
Grand Total	651

Appendix 2: Private Jet Passengers at JKIA - 2023

11-Month Data For Private Jet Passengers at JKIA - 2023			
Origin Airport	Total Passengers Arrived at JKIA	Destination	Total Passengers Departed from JKIA
Larnaca	6	Istanbul	7
Farnborough	2	Khartoum	-
Istanbul	-	Libreville	1
London Heathrow	6	Marrakesh-Rabat	4
Tel Aviv	9	Rome Ciampino	5
Abidjan	17	Windhoek	3
Abu Dhabi	42	Farnborough	3
Abuja	30	Stockholmarlanda	10
Accra	47	Abidjan	-
Addis Ababa	47	Abu Dhabi	22
Ahmedabad	61	Abuja	29
Al Maktoum	11	Accra	30
Alexandria	4	Addis Ababa	106

Algiers	6
Amman	-
Ankara Esenboga	2
Arusha - Kilimanjaro	48
Asmara	26
Aswan	-
Athens	5
Barcelona	4
Basel Mulhouse	6
Beira	-
Belgrade	2
Ben Gurion	11
Bengaluru	6
Berlin	10
Blantyre	41
Boston	5
Boufarik Airport	4
Brazzaville	11
Bujumbura	-
Cairo	22
Cairo	-
Cape Town	22
Casablanca	4
Catania	5
Ciampino	3

Algiers	5
Arusha - Kilimanjaro	14
Asmara	29
Aswan	7
Athens	12
Ba	6
Bahrain	5
Bandaranaike	1
Barcelona	2
Berlin	77
Boufarik	4
Brazzaville	19
Bujumbura	47
Burgas	3
Cairo	20
Cape Town	13
Casablanca	13
Chania	9
Chennai	-
Ciampino	20
Dakar	18
Dar Es Salaam	23
Dibai	2
Djanet	1
Djibouti	18

Colombo	-
Copenhagen	6
Cotonou	-
Dar es Salaam	16
Diori Hamani	6
Djibouti	23
Dodoma	7
Dubai	93
Dushanbe	1
Dusseldorf	6
Dzaoudzi	3
Edinburg	-
Eldoret	135
Entebbe	50
Farnborough	4
Fiumicino	3
Florence - Peretola	7
Frankfurt	77
Freetown	8
Gaberone	11
Geneva	4
Guangzhou	12
Harare	14
Heraklion	-
Hong Kong	13

Doha	6
Douala	2
Dubai	38
Dubai - Al Maktoum	11
Dusseldorf	7
Eldoret	67
Entebbe	57
Farnborough	10
Frankfurt	3
Gaborone	22
Geneva	14
Glasgow	-
Goma	4
Harare	8
Hong Kong	4
Istanbul	17
Jeddah	11
Johannesburg	43
Johannesburg - Lanseria	32
Juba	-
Khartoum	9
Kichwa Tembo	-
Kigali	19
King Abdula	-
Kinshasa	26

Hurghada	1
Istanbul	15
Jeddah	5
Johannesburg	42
Johannesburg - Lanseria	12
Khartoum	9
Kigali	81
Kinshasa	61
Kisumu	25
Kruger Mpumalanga	2
Kuala Lumpur	-
Kuwait	-
Lagos	31
Larnaca	5
Le Bourge	7
Libreville	27
Lilongwe	13
Lisbon	3
Livingstone	2
Lome	2
London Luton	16
London Stansted	4
Luanda	6
Lubumbashi	2
Lusaka	10

Kisumu	40
Košice	-
Kuala Lumpur	2
Kuwait	19
Lagos	28
Lagos	4
Larnaca	5
Leeds/Bradford	3
Liberia	-
Libreville	25
Lilongwe	-
Linate	7
Lisbon	4
Livingstone	4
London	43
Luanda	14
Lusaka	40
Luxor	61
Madeira	3
Malabo	5
Malaga	18
Maldives	2
Male	6
Malpensa	7
Malta	59

Luxor	5
Malaga	7
Maldives	11
Male	-
Malindi	11
Maputo	1
Masai Mara	2
Mattala Rajapaksa	4
Maun	8
Mauritius	10
Melbourne	5
Milan	7
Milas	4
Mmaldivesle	-
Mogadishu	29
Mombasa	33
Moroni	12
Mount Kenya	-
Mt Kenya	4
Mumbai	13
Munic	5
Muscat	-
Mwanza	4
Napoli	-
Ndjamena	23

Maputo	-
Milan	8
Milas	8
Mogadishu	3
Mombasa	51
Mombasa	-
Moroni	8
Mt. Kenya	2
Mumbai	15
Muscat	6
Mwanza	5
Ndjamena	27
Ndola	5
New Delhi	18
Nice Cote D Azur	56
Niece	2
Niger	8
Nnamdi Azikiwe	5
Oporto	1
Palma	13
Paris-Le Bourget	6
Pemba	-
Pointe Nore	4
Polokwane	-
Port Harcourt	-

New Delhi	11
New York	1
Niamey	12
Nice	2
Nosy Be	21
Pol	-
Rabat	6
Riyadh	13
Riyadh	16
Saint Pietermaritzburg	-
Salala	6
Santiago	12
Seychelles	23
Shajah	-
Sharjah	-
Shenzhen	2
Tashkent	-
Tenerife Sur	6
Thika	2
Tinderet	8
Tokyo	-
Victoria Falls	5
Vienna	3
Vnukovo	-
Waterkloof	55

Prague	7
Rabat	1
Riyadh	34
Rome Ciampino	-
Saint Petersburg	-
Salala	11
Salisbury	3
Salmon	8
Seychelles	24
Shajah	-
Shannon	3
Sharm El Sheik	-
Sofia	8
Tel Aviv - Ben Gurion	5
Valencia	10
Victoria Falls	3
Waterkloof	-
Windhoek	9
Zanzibar	-
Others	4
Grand Total	1,774

Windhoek	17
Zanzibar	33
Zurich	2
Zurich	1
Others	8
Grand Total	1,860

