



**KAA/ICB/JKIA/0091/2021-2022**

**17<sup>th</sup> January 2022**

**To: All Tenderers**

Dear Sir/Madam,

**RE: DEVELOPMENT AND MANAGEMENT OF DUTY FREE SHOPS  
AT TERMINAL IB & TERMINAL IC AT JOMO KENYATTA  
INTERNATIONAL AIRPORT**

**TENDER NO: KAA/ICB/JKIA/0091/2021-2022**

**ADDENDUM NO. 5**

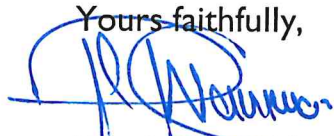
The following are tender clarifications/addendum issued regarding the above tender in accordance to instructions to tenderers clause 7 of the bidding document for the referenced tender.

No.	Query	Response
1	How many other duty free businesses will be sharing the said passengers/ terminals I A,B and C.	There is only one (1) service provider at the moment in Terminal IA
2	There is confusion in the passenger numbers stated in addendum no.2 reference number 3 which is different from addendum no 3 reference number 3 and the KCAA (Kenya civil aviation authority website) <a href="https://www.kcaa.or.ke/about-us/statistics/passenger-traffic">https://www.kcaa.or.ke/about-us/statistics/passenger-traffic</a> please clarify.	Our figures remain as per our addendum.
3	Addendum 3 reference no 14 is not clear to us. Please clarify who are the eligible tenderers:- a) An international company only b) An international company + joint venture	Eligibility is for firms that have at least three (3) years of experience, operating Duty Free Shops in three (3) international airports, with an average annual passenger's traffic of at least 3 million in the years 2016, 2017 and 2018 or 2017, 2018 and 2019. Retail experience including duty free diplomatic stores, cruise ships, commissaries handling the same level of traffic is also admissible.

No.	Query	Response
	<p>c) If international company gets the tender and assigns 100% tender obligations to a local company subject to KAA approval (requirements for approval are not stated)</p>	<p>The approval being post award requirement will be agreed between the joint venture partners and Kenya Airports Authority.</p>
	<p>Tender page no 22-item I-experience. '....with an average annual passenger's traffic of at least 3 million.....'</p> <p>a) Please clarify if the 3million passengers are supposed to be only international passengers or are they total domestic and international passengers in that particular airport.</p> <p>b) Please clarify if the 3million passengers are per airport or all 3 airports to have 3million passengers (i.e. 1 million passengers per year for each of the 3 airports).</p>	<p>Yes, the three (3) million passengers should be international passengers only.</p>
	<p>Is the KRA customs duty-free bonding time for duty free goods only six months before duty is charged for the goods if they are not sold within 6 months?</p>	<p>Not relevant to this tendering process.</p>
	<p>Addendum no 2, Page 6, ref (iv) and Tender document page 55 ref 3-scope of service Please clarify what you mean by "Exclusive Product Outline".</p>	<p>This means only the winning bidder will have exclusive rights to sell the listed items in Terminal I B &amp; C</p>

The closing/opening date remains **19<sup>th</sup> January, 2022 at 11.00 a.m.**

Yours faithfully,



**Patrick K. Wanjuki**  
**GM (PROCUREMENT & LOGISTICS)**  
**FOR: MANAGING DIRECTOR/CEO**