



**Eoi: Operation of Passenger Ships / Cruises / Vessels connecting  
Middle East / GCC with Kerala utilizing the port infrastructure in  
Kerala, India**

**Replies of queries as part of  
Eoi Consultation Meeting held on 27-03-24**

Expressions of Interest (EOI) No: HOKMB-TVM/569/2023-B3,  
Dated: 07-03-2024

SL No.	Queries	Replies
1	<b>Has KMB conducted pre-feasibility study?</b>	Initial assessment has been conducted. Detailed feasibility is to be conducted by the operator based on his proposed routes and operational plan.
2	<b>Whether any input on the expectation from passengers on cost and days of travel?</b>	Yes, KMB is conducting a survey, to understand the requirements/ expectations from prospective passengers with regards to cost and days of travel.
3	<b>Any support from KMB or other govt agencies like NORKA including funding etc?</b>	KMB/ Government of Kerala supports this initiative. However, specifics will be decided on a case-by-case basis. While submitting EoI, the project proponent can ask for support they require, and it will be considered positively. It could be a form of under writing below a particular number or any other mode of assistance.
4	<b>What are the facilities available at each port ?</b>	Port Infrastructure and facilities list will be provided upon request. Operator may furnish operational requirements at each port as part of EoI for the consideration of KMB
5	<b>Can foreign shipping companies operate the passenger ship services from Kerala to Gulf?</b>	Yes, foreign shipping companies can operate in Kerala, provided they comply to all the Indian laws applicable to them.

SL No.	Queries	Replies
6	<b>Will the Government control the ticket fares/ Are Operators free to fix the price of tickets?</b>	The Operators are free to fix the ticket fares based on market rates. Based on the facilities offered, the rates will vary, however the operators should try to offer budget travel rates along with premium rates.
7	<b>Is KMB looking for operators only specific to travel between Middle East / GCC &amp; Kerala ?</b>	It is up to the operators' business model and capabilities.
8	<b>Will there be a mandatory frequency of operations?</b>	Frequency of operations are decided on operators' capability by the proposition. It can also be based, on need/ availability of passengers, if number of passengers are available in sufficient quantity, frequency can be increased.
9	<b>Is there a preference on the type of vessel ?</b>	No, it is up to the operators' discretion.
10	<b>Are operators limited to the operation of passenger ships / cruise vessels only?</b>	Government is expecting passenger ship service between Middle East / GCC & Kerala, additionally the operators can also propose: <ul style="list-style-type: none"> <li>• Luxury Cruise service</li> <li>• Cargo services</li> <li>• Combination of Passenger &amp; Cargo services</li> <li>• Regular/ Seasonal operations of passenger vessels/ cruise ships.</li> <li>• Other viable operational models can be proposed by the operator.</li> </ul>

SL No.	Queries	Replies
11	<b>Does the port of destination have to be either Azhikkal, Beypore, Kollam or Vizhinjam?</b>	No, the operator can propose a model where the mentioned non-major ports can also be a port of call in the journey. If the operator is planning to operate a larger vessel with berthing facility only at Cochin, that can also be accommodated.
12	<b>Can infrastructure requirements at ports such as dedicated terminals, cleaner berths etc. be considered by KMB?</b>	Yes, KMB can take into consideration the requirements for operations. The operators are to highlight all the infrastructure and other support required from KMB / GoK in the EoI proposal.
13	<b>Can the taxes imposed on cruise vessels be subsidized?</b>	This is not under the direct control of KMB and is a policy decision. Further, applicants are free to submit their suggestions / requests along with the EoI proposal.
14	<b>What are the ports in GCC that are being considered for this initiative?</b>	Ports such as Mina Rashid, Port Said, Dammam, Jeddah, Hammad Port, Port of Salalah etc. have been identified. Additionally other ports in Middle East / GCC can also be considered.
15	<b>Is there the possibility of a JV between interested investors?</b>	Yes, Joint Ventures, consortium etc. are possible.

SL No.	Queries	Replies
16	<b>Can the draft be increased at non-major ports like Beypore to be able to facilitate bigger vessels?</b>	Yes, plans are underway for increasing the draft through dredging. Requests to increase draft at the non-major ports are to be included in the proposal and will be considered. For early commencement of operations, facilitation of outer anchorage can be explored, if required.
17	<b>What are the next steps after the submission of EoI documents?</b>	Based on the interest, requests & suggestions received from prospective operators, KMB will chart out the detailed action plan / support initiatives in consultation with GoK / GoI and inform all the prospective operators in due course. Each proposal will be assessed with emphasis on the number of passengers, the weight, size of ship, travel time, facilities, and fares.
18	<b>Are both hardcopy/ softcopy mandatory?</b>	Yes, both are mandatory.
19	<b>Does the submission of EoI translate to a contract?</b>	No, this is a non-binding EoI & not a tender.
20	<b>Will the date of submission be extended?</b>	If required, can be considered.

S/d: CEO, KMB