



Kerala Maritime Board

PPP Development of Beachfront Property

EOI Consultation Meeting - Erstwhile Port Bungalow Site, Kozhikode

05-04-2024

Government Guest House, Kozhikode, Kerala



Agenda

The background of the slide is a photograph of a city street. In the foreground, a tram is visible on the left side of the road. The street is lined with trees and buildings, and a street lamp is visible on the right. The overall scene is a typical urban environment.

About KMB

Project Background & Rationale

Project Brief & Site Overview

EoI Walkthrough

KERALA MARITIME BOARD

- Statutory entity of the GoK, KMB Act 2017.
- **Merged Port Department, KSMDC & Kerala Maritime Society.**
- Control, manage, and operate 17 non-major ports.
- **Major activities**
 - Port infrastructure (construction of wharf, dredging, procurement and management of other equipment),
 - Facilitation of crew changes
 - Facilitation of coastal shipping incentive
 - Registration & survey of inland vessels as per IV Act.



KMB's Vision : To develop Kerala into a smart, sustainable, & prosperous blue economy

BACKGROUND

KMB holds various assets across the state with significant revenue-generating potential.

Ports & Shipping Infrastructure

Logistics & Connectivity

Cruise & Vessels

Fisheries & Marine Assets

Tourism, Leisure & Recreation

Education & Skilling

Shoreline & Waterfront assets

Need for Asset Utilization

Port assets, including land, having huge potential under KMB is under utilized. Substantial funds are required to maintain assets in their current state.

Need for Private Participation and Modes

- Synergy created by combining strengths of both public and private sector.
- Government possess land assets at exclusive locations
- Private sector can infuse capital and operational efficiency
- Public sector partner can create the enabling environment.
- **Public-Private Partnership (PPP) models including Land Lease Model, BOT, DBOT, JV and other viable models**

Benefits


Job creation


Conservation & Utilization of assets


Tax & Revenue generation for GoK & KMB.


Stimulating economic growth & benefiting the local community.

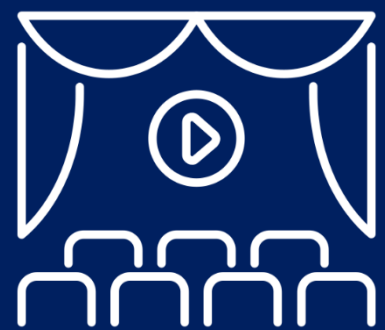
PROJECT BRIEF

- Development of high revenue generating infrastructure projects in PPP
- EoI No: **HOKMB-TVM/332/2023-C3 (Devp)**, dated **March 9, 2024**, was invited to assess the interest and developmental preferences of investors / companies.
- This EOI is issued in accordance with Section 22, of the Kerala Maritime Board Act 2017.

Prospective Projects



Hotels /
Resorts



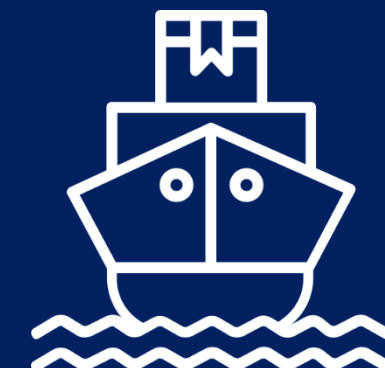
Convention
Centers



Port led
Industries

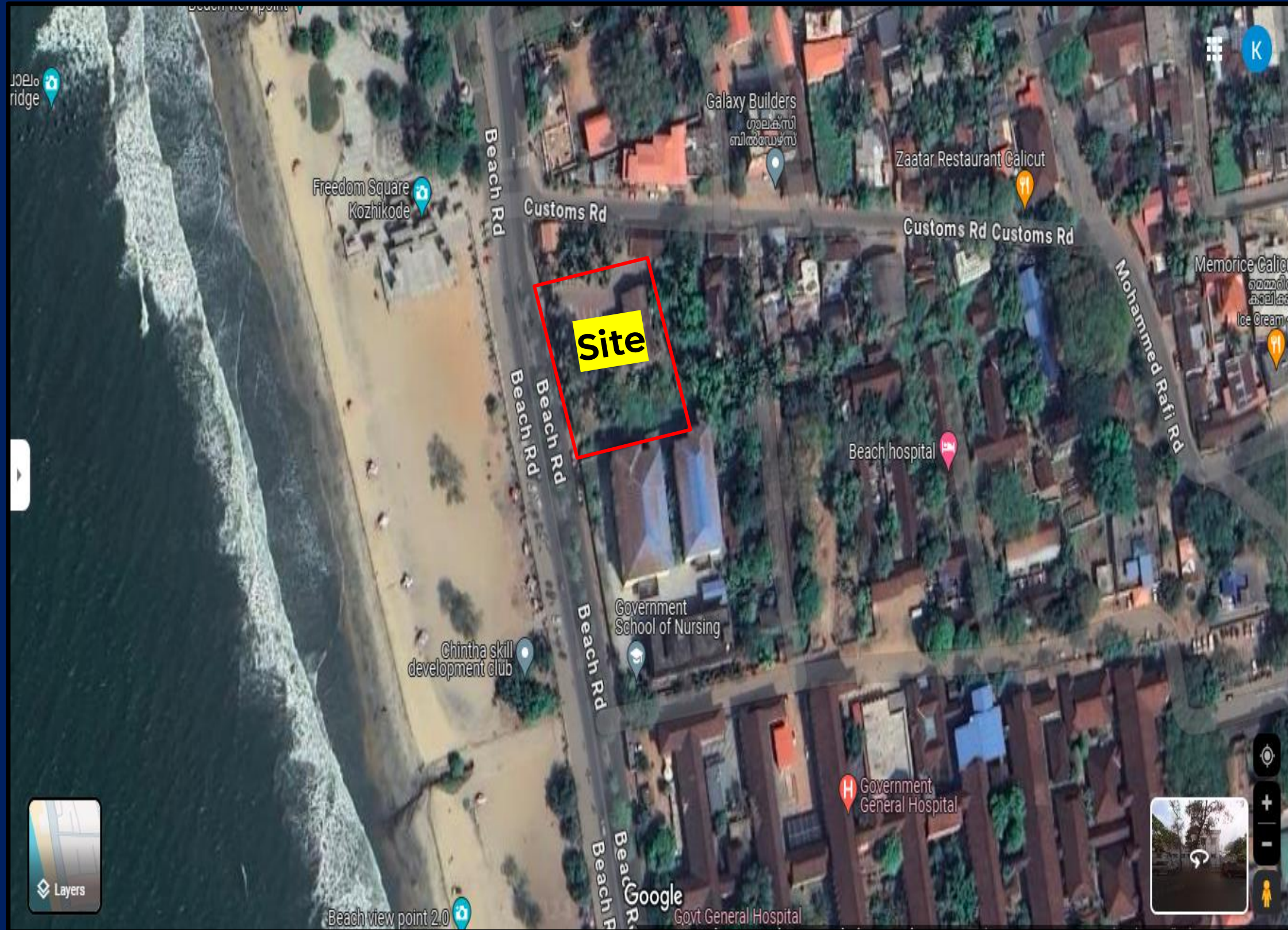


Commercial
Development



Marine
Ventures

SITE OVERVIEW



Location Details

Location



Beach Road, Vellayil,
Kozhikode, Kerala
673032



Area

0.9 Acre

Nearest Public Transport Points



Airport- 30 KM



Rail- 2 KM



KSRTC Stand
- 1.5 KM



NH- 5 KM
SH - 5 KM

PORT MARINE BUNGALOW – ADDITIONAL SITE DETAILS

Classification of land

Purayidam

District/Taluk

Kozhikode District
& Taluk

Sy. No/ Block No.

Ward 4, Block 4,
TS No 122

Coordinates

Latitude: N 11°15'28.93284"
Longitude: E 75°46'10.83936"

Plot Boundaries

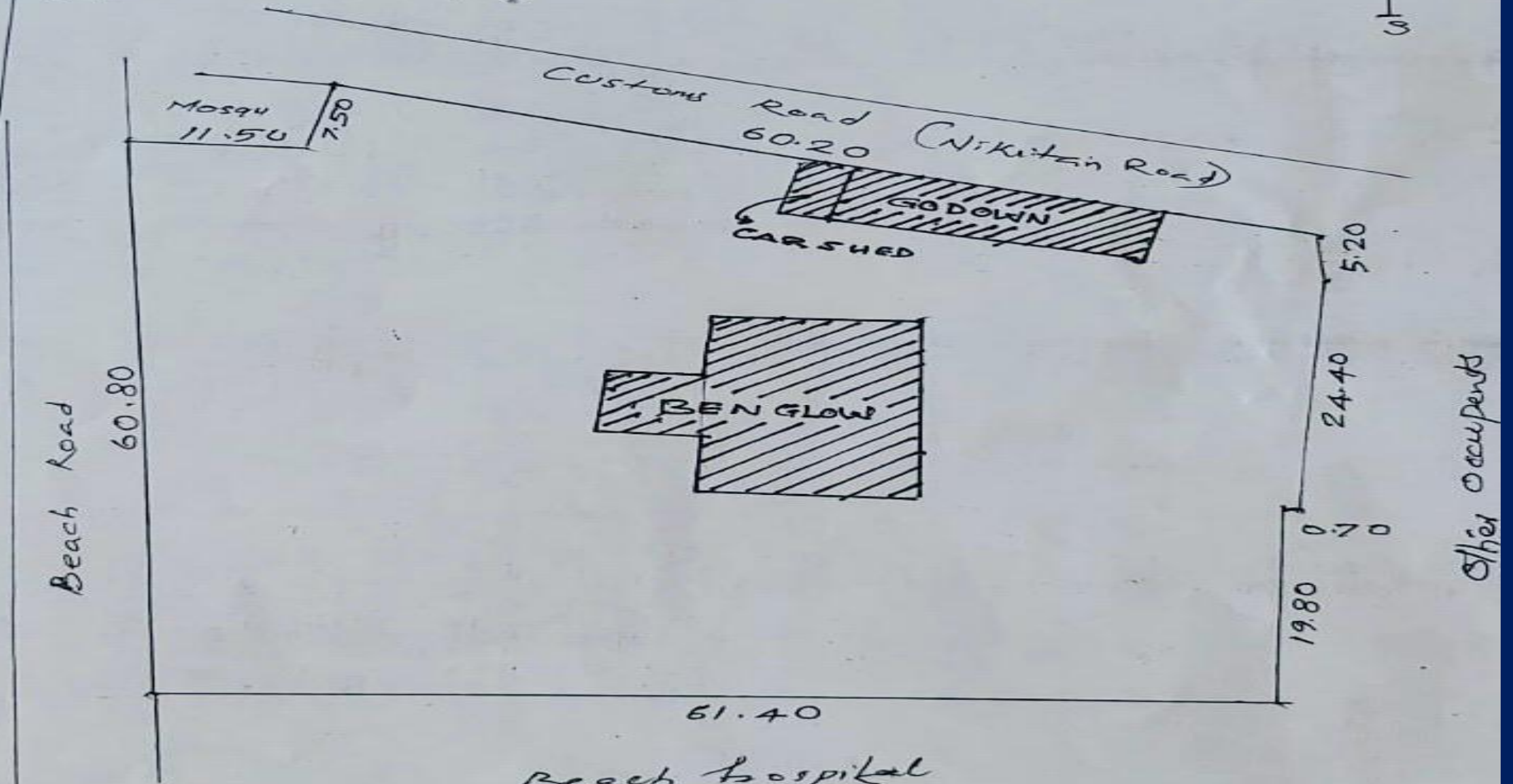
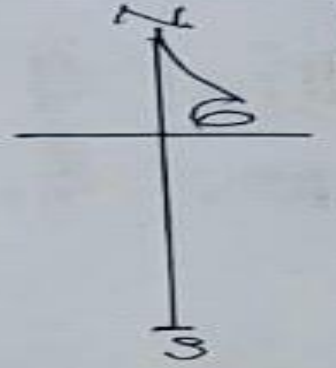
East: Private Land,
South: Calicut Govt Nursing College,
North: Road
West: Beach Road

SITE PICTURES



SITE SKETCH

District : Kozhikode
 Taluk : Kozhikode
 Village : Kasaba
 Desam : Kasaba
 TS No: 4-4-122
 Area: 38.4 Acres



Bungalow plants area Beach Hospital
 (Nursing Cottage)

Plant area:	Ground floor	→	236.68 M ²
	Roof	→	37.20 M ²
First floor	→	273.88 M ²	
Total	→	547.76 M ²	

Scale: 1cm = 9mts

Prepared by

 UNIT MEMBER
 The Land Management U
 Port Office, Kozhikode

ROLES & RESPONSIBILITIES

KMB

- Facilitation and support for coordination with the Participating Government Agencies, State/District Authorities, and stakeholders.
- Any other facilitation required, within the KMB's framework.

Investor

- Investor/Firm must identify potential projects and prepare feasibility reports.
- They are responsible for ensuring insurance coverage, implementing safety measures, and complying with statutory provisions, rules, and regulations.
- Investor/Firm must comply with state and national laws, obtain necessary clearances, licenses, permits, and certificates, and handle all legal aspects of project development and operation.
- They are solely responsible and accountable for all project-related compliance and legal matters.

EOI BACKGROUND, APPLICATION PROCESS & SUBMISSION

Background

This EoI was called for undertaking high-yield infrastructure projects in various sectors such as **tourism, infrastructure, commercial ventures, marine activities, and port-related industries** or a combination thereof.

Application Process

- Download the EoI document from the KMB website
- Fill the forms (I –IV) & attach necessary documents

Submission Process

- The EoI document is to be submitted both in soft copy and hard copy formats.
- The last date for submission of the EoI is **Apr 26, 2024**.

Who can apply?

- Partnership firm, LLP, Company as per Companies Act 2013, Private Entity, Consortium, Lead Member and should be registered in India

Submission Checklist

- PoA of authorized signatory.
- Form I: Cover Letter
- Form II: Details of Applicant
- Form III: Experience & Expertise credentials of the Applicant
- Form IV: Project Proposal

EOI DOCUMENT SUMMARY

Form I: Cover Letter

FORM I: Cover Letter (On Letter Head of the Company))

To,

Chief Executive Officer,
Kerala Maritime Board,
HO TC XXII/1686 (4&5),
1st Floor, Mulamootil Building,
Pipimoodu, Sasthamangalam,
PIN: 695010

Sub: Submission of Expression of Interest (EOI) from Competent Firms/ Investors/ Companies with Kerala Maritime Board for the Development of high revenue generating Infrastructure projects at Kozhikode Beachfront Premium Property encompassing the erstwhile Marine Port Bungalow with Private Participation

Dear Sir,

1. With reference to your EOI document No: HOKMB-TVM/332/2023-C3 (Dev) dated 09-03-2024, We, having examined the EOI Document thoroughly and understood its contents, hereby inform you that I/We am/are willing to submit proposal for the development of the site, Calicut in joint venture/ PPP with KMB. With reference to the captioned subject, I/We the undersigned am/are hereby expressing our interest to participate in the project.
2. We understand that the purpose of this EOI is to create initial awareness about the Project and identify potential Parties interested in development of the beachside property. Further, the issue of this EOI does not imply that KMB is bound to undergo any contract and the Authority reserves the right to reject all or any of the submissions hereunder without assigning any reasons whatsoever. It is also hereby clarified that KMB may, at its exclusive discretion, either invite fresh EOI/ bids only from those interested Parties who had submitted their EOIs or from any other perspective Party(ies).
3. We understand that we satisfy the requirements to participate in this EOI as outlined in the EOI document and have prepared our expression of interest for the captioned project as specified in EOI Document.
4. We understand that we have carried out our own investigations and analysis and have checked the accuracy, adequacy, correctness, reliability and obtained an independent advice from appropriate sources prior to submission of this EOI including verification of proposed project site and other aspects either in person or otherwise, incidental to submission of this proposal.
5. Further, we understand after evaluation of all the proposal received by Kerala Maritime Board, the Authority may ask for additional details and is not bound to select / shortlist / appoint an applicant and reserves the right to reject all or any of the applicants for EOIs without assigning any reason whatsoever.

Form II: Applicant Details

FORM-II: Details of the Applicant
(Provide copies of supporting documents)

SL.No.	Particulars	Details
1	Basic Information	
a)	Name of the Company / firms / Consortium / JV etc.	
b)	Country of incorporation / registration	
c)	Address for communication	
d)	Date of Incorporation/ Registration	
2	Brief description of Company / Lead member in case of Consortium including details of its main lines of business	
3	Details of individual (s) who will serve as the point of contact/communication within the firm: (a) Name (b) Designation (c) Address (d) Telephone Number (e) E- Mail Address	
4	Particulars of the interested party / Authorized Signatory of the Applicant: (a) Name (b) Designation (c) Address (d) Telephone Number (e) E- Mail Address	
5	Turnover for the past 5 years (INR in Lakhs)	
	1. 2018- 2019	
	2. 2019-2020	
	3. 2020-2021	
	4. 2021-2022	
	5. 2022-2023	

Form III: Applicant Expertise

FORM III: Experience of the Applicant
(Provide details of ongoing/completed projects/operations undertaken by the applicant in relevant areas)

Please attach details for each project, including the description of the project, project components, client, location, activities undertaken, project cost, revenue generated, operational model, Taxes remitted, Employment generated, the current status of the project and other relevant details.

Sl. No	From (mm-yyyy)	To (mm-yyyy)	Project Brief
1			
2			
3			
4			
5			

Form III: Business Plan

FORM IV: Business Plan

(Please provide the detailed business proposal along with Form IV)

Details	Description
Name of Vessel(s)	
Details of vessels proposed, including the type of vessels, number of units, specifications, ownership(owned/leased), capacity, facilities available etc.	
Category applied: As per the EOI	
Total Project Cost (Lakh INR)	1. Own Investment 2. Debt. 3. Others (Please specify) 4. Total
Uniqueness/USP of the Firm/ Fleet if any	
(I have attached the detailed business proposal: The business proposal should include sections/ chapters covering operational plan, business model, revenue & cost projections, jobs generated, marketing plan, licenses/approvals (obtained/ to be obtained) etc.	(Yes/No)
Other Relevant Details if any	



Submit 4 forms with supporting documents

DETAILED OVERVIEW OF FORMS

Form I: Covering Letter

- Covering letter is to be submitted along with the proposal.

Form II: Details of the Applicant

- Basic information regarding the proponent
- Brief Description of the company
- Details of Point of contact within the firm
- Turnover for the past 5 years
- Net worth for the past 5 years

Form III: Experience of the Applicant

- Details of ongoing/completed projects by the proponent
- Description of the project, project components, client, location, activities undertaken, project cost, revenue generated, operational model, list of approvals / licenses obtained, employment generated. Taxes remitted

Form IV: Business Plan

- Detailed business proposal should include:
- Project Type
- Project Concept
- Total project cost
- USP of the project if any including design, green/ environmental initiatives such as the utilization of renewable energy, eco-friendly, green building, sustainability etc.
- Proposed model for development & Revenue Streams for KMB / Government
- Operational plan, business model, revenue & cost projections, jobs generated, marketing plan, etc.

KEY POINTS TO NOTE

- **KMB/GoK** will independently evaluate the potential opportunities and identify development possibilities.
- A project profile will be finalized along with bidding parameters.
- **Transparent bidding process** will be initiated to identify PPP partner.
- **Allocation Process:** Authority may provide the designated land area as per bid criteria.
- The investors will be decided based on well defined technical & financial parameters.
- **No Transfer of Ownership of Land:** The ownership or title of the land shall continue to vest with the KMB / GoK and only the lease/concession/rights of the use of the land or the structures built on it shall be transferred by the Authority for designated activities as per the tender conditions.
- **Duration Clause:** Maximum Period shall be 30 years, initially. Extension possible based on project parameters, investment subject to approval from the Government.

IMPORTANT DATES

Due Date of Submission of EoI: 26-04-2024, 15:00 hrs.

Opening of the EoI: 26-04-2024, 15:30 hrs.

Contact Information

For EoI related enquiries, Please reach out to us at:

Email ID: kmb.kerala@gmail.com

Website: <https://kmb.kerala.gov.in/en/about/tender>

