



Kerala Maritime Board
A Statutory Board of Govt. of Kerala

EXPRESSION OF INTEREST

for

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

Expressions of Interest (EOI) No: HOKMB-TVM/569/2023-B3

Issued: 07-03-2024

Last Date of Submission: 22-04-2024

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Disclaimer

1. The information contained in this EOI or subsequently provided to the prospective Applicants, whether verbally or in documentary or any other form by or on behalf of the Authority or any of its employees or advisors, shall be considered confidential and is not to be reproduced/ adopted/ displayed for any purpose whatsoever.
2. This EOI is not an Agreement and is neither an offer nor invitation by the Authority to the prospective Applicants or any other person. The purpose of this EOI is to provide the interested parties with information that may be useful to them in the formulation of their proposals.
3. This EOI includes statements, which reflect various assumptions and assessments arrived at by the Authority in relation to the Project. Such assumptions, assessments and statements do not purport to contain all the information that each Applicant may require.
4. This EOI may not be appropriate for all persons, and it is not possible for the Authority, its employees, or advisors to consider the investment objectives, financial situation and particular needs of each party who reads or uses this EOI.
5. The assumptions, assessments, statements, and information contained in the EOI, may not be complete, accurate, adequate, or correct. Each Applicant should, therefore, conduct its own investigations and analysis and should check the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments, statements, and information contained in this EOI and obtain independent advice from appropriate sources.
6. Information provided in this EOI to the Applicant(s) is on a wide range of matters, some of which may depend upon interpretation of law. The information given is not intended to be an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. The Authority accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on law expressed herein.
7. The Authority, its employees, consultants, representatives and advisors make no representation or warranty and shall have no liability to any person, including any Applicant under any law, statute, rules or regulations or tort, principles of restitution or unjust enrichment or otherwise for any loss, damages, cost or expense which may arise from or be incurred or suffered on account of anything contained in this EOI or otherwise, including the accuracy, adequacy, correctness, completeness or reliability of the EOI and any assessment, assumption, statement or information contained therein or deemed to form part of this EOI or arising in any way for participation in this EOI Process.
8. The Authority also accepts no liability of any nature whether resulting from negligence or otherwise howsoever caused arising from reliance of any Applicant upon the statements contained in this EOI.
9. The Authority may in its absolute discretion, but without being under any obligation to do so, update, amend or supplement the information, assessment or assumptions contained in this EOI.
10. The issue of this EOI does not imply that the Authority is bound to select/shortlist or appoint an Applicant and reserves the right to reject all or any of the Applicants or EOIs without assigning any reason whatsoever.
11. The Applicant shall bear all its costs associated with or relating to the preparation and submission of its EOI including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by Authority, or any other costs incurred in connection with or relating to its EOI. All such costs and expenses will remain with the Applicant and Authority shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by an Applicant in preparation for submission of the EOI, regardless of the conduct or outcome of the EOI process. Laws of the Republic of India are applicable to this EOI.

Definitions

SL No.	Term	Definitions
1.	Applicant	Partnership firm, LLP, Company as per Companies Act 2013, Private Entity, Consortium, Lead Member submitting the EOI in accordance with the T&C of this EOI and should be registered in India
2.	Authority	Kerala Maritime Board, represented by its CEO
3.	CEO	Chief Executive Officer
4.	Consortium	Means the Applicant may be a group of Firms/entities
5.	DTV	Domestic Tourist Visits
6.	EOI	Expression of Interest
7.	FTV	Foreign Tourist Visits
8.	GCC	Gulf Cooperation Council
9.	ICP	Integrated Check Post
10.	ISPS	International Ship and Port Facility Security
11.	KMB	Kerala Maritime Board
12.	LLP	Limited Liability Partnership
13.	MOPSW	Ministry of Ports, Shipping & Waterways
14.	NRK	Non-Resident Keralite
15.	Relevant areas	Passenger Ships / Cruises / Vessels /Tourism /Transportation /Logistics/Infrastructure etc.

Notice Inviting Expression of Interest: Data Sheets

1	Organization	Kerala Maritime Board
2	Notice inviting EOI number.	HOKMB-TVM/569/2023-B3
3	Name of the Project	EOI for Gulf-Kerala Passenger Cruises
4	EOI published Date.	07-03-2024
5	EOI document download start date	07-03-2024
6	Due date for receipts of queries through email	21-03-2024
7	Pre-EOI conference	27-03-2024
8	Due date of submission of EOI	22-04-2024, 15:00 hrs.
9	Opening of the EOI	22-04-2024 ,15:30 hrs.
9	For downloading the EOI document please visit	www.kmb.kerala.gov.in/
10	Address for communication	Chief Executive Officer, Kerala Maritime Board, HO TC XXII/1666 (4&5), 1st Floor, Mulamoottil Building, Pipinmoodu, Sasthamangalam, PIN: 695010 Email ID: kmb.kerala@gmail.com Mob No: +91 9544410029
11	Address for Submission: Documents to be submitted both in soft copy and hard copy format clearly stating the Subject line as: "EOI for Passenger Ships/Cruise/Vessels between Middle East/GCC & Kerala."	Hard Copy: Chief Executive Officer, Kerala Maritime Board, HO TC XXII/1666 (4&5), 1st Floor, Mulamoottil Building, Pipinmoodu, Sasthamangalam, PIN: 695010 Soft Copy: Email ID: kmb.kerala@gmail.com

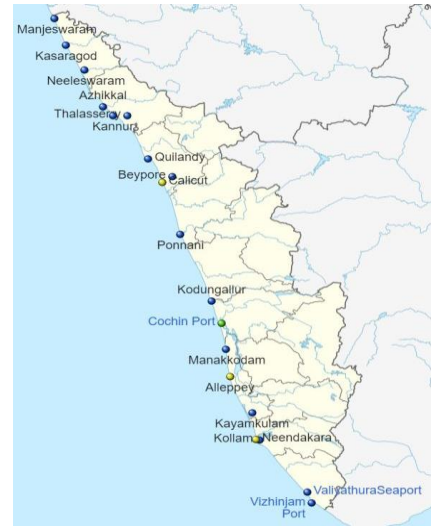
1. Background

1.1 About Kerala Maritime Board

The Kerala Maritime Board (KMB) a statutory board of the Governmental of Kerala was established in 2017 under the Kerala Maritime Board Act, 2017. Erstwhile, Port Department, Kerala State Maritime Development Corporation Limited, and the Kerala Maritime Society was transferred to and vested with Kerala Maritime Board.

1.2 KMB Mission

- To facilitate and regulate the maritime activities in the state by formulation and implementation of progressive policies.
- To ensure environmentally sustainable development of the state's maritime sector and the coastal areas and promote implementation of low carbon technologies in port operations.
- To maximize coastal benefits and strategic advantages of Kerala and transform the non-major Ports into drivers of regional growth.
- To increase the share of Kerala in the maritime trade of India by increasing the cargo throughput of non-major ports.



The KMB is responsible for controlling, managing, and operating the 17 minor ports in Kerala. With the intention of converting the State's maritime sector into a vibrant blue economy, a series of strategic initiatives are being undertaken. KMB has recognized the significant potential of cruise tourism and intends to utilize it. KMB seeks to achieve the successful integration of cruise tourism in Kerala through private participation, therefore an EOI has been issued to assess the market, preferences, and potential of cruise tourism in Kerala.

1.3 Cruise Tourism and Passenger Vessels

Passenger ships as a mode of transport and leisure is gaining steam. Cruise Shipping is one of the most dynamic and fastest growing components of the leisure industry worldwide. It is fast emerging as a new marketable product. India with its vast and beautiful coastline, virgin forests and undisturbed idyllic islands, rich historical and cultural heritage, can be a fabulous tourist destination for cruise tourists.

India has significant capabilities in cruise tourism for coastal & river sector. This is due to the presence of 12 Major and 239 notified Non-major Ports along the 7500 km long coastline across the west and east and a network of more than 20000 kilometers long, 110 navigable waterways connecting around 400 rivers. Cruise tourism in India is prevalent in six major ports - Mumbai, Mormugao, New Mangalore, Cochin, Vishakhapatnam, and Chennai.

Kochi presents immense potential for cruise tourism and shipping, making it a key player in the maritime landscape. Cochin Port, a pivotal maritime gateway, has strategically positioned cruise tourism as a major business prospect. Besides the international cruise calls, Cochin Port also host domestic cruises with the commencement of services of Cordelia Cruise since September 2021. So far, 28 domestic calls carrying 53826 passengers have been handled. The average embarkation has increased to 1128 passengers per call during 2022-23 against 878 passengers per call during 2021- 22.

Vizhinjam stands out prominently as a fully operational non-major port under the jurisdiction of the Kerala Maritime Board. The port has been making significant strides since 2009, playing host to a noteworthy number of foreign cruise vessels. Impressively, more than 20 cruise vessels, have docked at Vizhinjam during this period, collectively bringing in an influx of over 3,350 Foreign passengers.

Beypore, a non-major port under the Kerala Maritime Board, has become a significant maritime destination by hosting around 20 cruise vessels and yachts. With an annual average of 10,000 passengers, the port plays a crucial role in maritime connectivity, particularly serving traffic to and from the Lakshadweep Islands. Beypore's operational versatility, reliability, and contribution to regional connectivity make it a key hub in the maritime network.

2. Project Rationale

2.1 Exploring Passenger Ship/Cruise Options for Diaspora

The Middle East, especially the Gulf Cooperation Council (GCC) region, boasts a significant presence of the Indian diaspora, and Kerala, in particular, stands out with a substantial expatriate community comprising 1.89 million, according to the Kerala Migration Survey 2018. Frequent travel between the home state and the GCC region, often involving family members, is a common practice among Indians, including Non-Resident Keralites. This has resulted in spiking of air travel rates, particularly during the peak season and has reached beyond INR 50,000/- per ticket during recent past. Passenger ships / vessels can be an attractive offering for NRK's as a transport option coupled with leisure and entertainment. The ship / cruises can have a blend of offerings ranging from simple affordable travel decks to luxury cruise experiences with entertainment facilities in same ship. Moreover, they provide the additional benefit of carrying larger luggage and even unaccompanied cargo.

It is in this background; Kerala Maritime Board is exploring the opportunity to develop passenger ship / cruise utilizing the vast 590 Km long coastline with 1 Major port and 4 notified fully functional non major ports (Azhikkal, Beypore, Kollam Vizhinjam) with International Ship and Port Facility Security (ISPS code) compliance. Further, Vizhinjam and Beypore is having International Check Point (ICP) status, The obtainment of ICP status of Kollam port is expected shortly.

2.2 Kerala's vibrant tourism sector

Kerala's tourism sector stands as a vibrant tapestry of natural beauty, rich cultural heritage, and unique experiences. Nestled in the southwestern part of India, this enchanting state is known for its lush landscapes, serene backwaters, and pristine beaches. In 2022, 1,92,12,963 tourists (both FTV & DTV) came to Kerala, out of which 32.5 % of tourists visited Alappuzha (Aleppey), Kozhikode (Calicut) & Ernakulam wherein lies the major port and prominent intermediate ports in the state. This opens huge potential to add coastal cruise and other water borne travel and leisure cruise opportunities around these ports.

3. Purpose of EOI

The purpose of this EOI is to gauge the interest from competent firms with expertise in operating passenger ships / cruises / vessels / inland vessels or with relevant experience to operate passenger ships / vessels connecting Middle East / GCC with Kerala, leveraging the port infrastructure available in Kerala. The EOI document is to provide interested parties with relevant information regarding the EOI and invite suggestions and feedback from them. The applicants are advised to study this EOI document carefully before submitting the response. The feedback and suggestions received as part of the response from the applicants may be used while formalizing the action plan for development and in subsequent stages in the process, if any.

3.1 Mandate of EOI

This EOI is issued with the concurrence of Ministry of Ports, Shipping and Waterways (MOPSW), Government of India and Government of Kerala.

3.2 Objective

The Kerala Maritime Board (KMB) is embarking on an ambitious initiative to establish a vibrant passenger ship/cruise/vessel service connecting the Middle East/GCC region with Kerala, aimed at providing a compelling alternative travel choice for Indian expats based out of Middle East / GCC and tourists through sea. Historically, sea route between Middle East and Kerala was always a prominent mode of trade and passenger transit. This initiative seeks to enhance connectivity and foster closer ties between these regions, catering to the burgeoning demand for efficient and enjoyable maritime travel experiences. By facilitating seamless transportation between the destinations, the KMB aims to unlock new avenues for economic growth, cultural exchange, tourism development and along with meeting the travel needs of NRKs.

The EOI is broadly invited in three categories:

Categories	Indicative Passenger capacity
Mega / Large Passenger / Cruise Ships	2500 and above
Midsized / Smaller - Midsized Passenger / Cruise Ships	800 to 2500
Smaller Cruise Ships/Vessels/Ferries/ others	800 and below

The applicant may suggest luxury, budget, or day voyages, or a combination thereof, along with passenger ship routes between the GCC/Middle East and Kerala, in each of the mentioned categories. The ships should have adequate entertainment and hospitality services for premium travelers. It is desirable to provide sufficient cargo allowances and offer affordable ticket options, along with premium tickets. The applicants can suggest their business plan / proposal utilizing all or any of the above category vessels and suitable operational models. Applicants/operators are free to propose other types of passenger ships/vessels/ ferries if required as part of their business plan.

4. Project Details

4.1 Existing facilities and Amenities: Beypore Port

Beypore is an ancient port town in Kozhikode District in the State of Kerala, India. Beypore Port is located on the southwestern coast of India, midway between the two major ports of Cochin & New Mangalore. Huge wooden boats called 'Uru' or 'Dhows' built here were used on the sea routes to Arab countries. Beypore is the second biggest port in the state with respect to the annual cargo and passenger output after Cochin Port. The port handles an average of 1.25 lakh tons of cargo and 10,000 passengers annually mainly to and from Lakshadweep Islands.

SL No.	Parameters	Values
1	Wharf	Old Wharf: 160 m New Wharf: 150 m
2	Depth	3.5m to 4m augmenting to 5m by dredging*
3	Entrance Channel Width	Approx 150m
4	Stacking Yard	Old Wharf: 155m x42m New Wharf: 150m & 160m
5	Depth at Entrance Channel	5 m
6	Basin Area	Approx 200 hectares
7	Port Area	10 acres
8	Transit Shed (No. & Area)	1; 1606 Sq. mts
9	Godowns	Closed: 2 Open: 1
10	Port handling equipment & infrastructure	Liebherr Crane LHM 180, Fixed Cranes -3, Pick & carry cranes – 3, Reach Stacker – 1, Forklift, Vessel traffic monitor, Weighbridge (100 tons), Fenders, Channel marking buoys, CCTV surveillance, Pilot (on request), Freshwater supply, Tugboats
11	Channel Depth	4 m
12	Oil Terminal	NIL
13	Depth at Anchorage	7 m
14	Mean Tide	2.5 feet

4.2 Existing facilities and Amenities: Kollam Port

Quilon or Kollam is an old port town on the Arabian Coast. The town was an international emporium of trade in the olden days. The port offers a good proposition for coastal traffic of Rice, Coconut, Tapioca, Cashew, Fertilizers & ocean-going traffic for Minerals, Cashew, Fisheries, Coir.

SL No.	Parameters	Values
1	Wharf	Old Wharf: 178m New Wharf: 101m
2	Depth	7.2m
3	Entrance Channel Width	200 m
4	Stacking Yard	10 acres near the wharf
5	Depth at Entrance Channel	10 m
6	Basin Area	200 hectares
7	Port Area	10 acres
8	Transit Shed (No. & Area)	2; 1450 Sq. mts
9	Godowns	NIL
10	Port handling equipment & infrastructure	40 feet container handling crane, reach stacker crane, 5-ton mobile crane, forklift, weighing machine, tugboats, vessel traffic monitoring system.
11	Channel Depth	7.2 m
12	Oil Terminal	NIL
13	Depth at Anchorage	12.5m – 13.7m
14	Mean Tide	2.5 feet

4.3 Existing facilities and Amenities: Azhikkal Port

Azhikkal is a riverside minor port located at the confluence of Valapattanam River and Mattool River with the Lakshadweep Sea in Kannur District of Kerala. At present, Azhikkal is a small harbour, Kannur Town is about 12 kms from the port site which can serve as a port town providing all supporting urban infrastructure. The port is located in a basin with a rich hinterland and serves the timber & wood-based industry especially Plywood, tiles, the local fishing trade, and exports cashews, coir, ceramics, textiles, fertilizers, chemicals, tea, rice and coconut.

SL No.	Parameters	Values
1	Wharfs	226m
2	Depth	4m
3	Entrance Channel Width	300 – 340m
4	Stacking Yard	Approx 5000 Sq. mts
5	Depth at Entrance Channel	4 m
6	Basin Area	-
7	Port Area	4 acres
8	Transit Shed (No. & Area)	1
9	Godowns	1000 Sq m warehouse
10	Port handling equipment & infrastructure	14 channel marking buoys, Liebherr Crane LHM 180, reach stacker crane, CCTV surveillance, tugboats, high mast

SL No.	Parameters	Values
		lights, 160 KVA power generator
11	Channel Depth	4m
12	Oil Terminal	NIL
13	Depth at Anchorage	Outer – 5m
14	Mean Tide	3.5 feet

4.4 Existing facilities and Amenities: Vizhinjam Port

Vizhinjam Port is located 16 km south of Thiruvananthapuram district in the state of Kerala. Positioned just a 10 nautical mile deviation from the international east-west shipping route, the port enjoys close proximity to the national and regional road and rail network. The port features two berths, namely seaward and leeward. The seaward wharf is compliant with ISPS (International Ship and Port Facility Security) level 1 standards. The sea depth ranges from 23 to 27 meters at a distance of 3 nautical miles from the coast. International crew changing operations commenced in July 2020, with more than 730 foreign crew changes conducted to date.

SL No.	Parameters	Values
1	Wharfs	Seaward Wharf: 82m Leeward Wharf: 87
2	Depth	Seaward depth: 4m Leeward depth: 5m
3	Entrance Channel Width	160 m
4	Stacking Yard	4000 sq. mts
5	Depth at Entrance Channel	7m
6	Basin Area	14 hectares
7	Port Area	Seaward: 4 acres Leeward: 2 acres
8	Transit Shed (No. & Area)	2; 1400 Sq. mts. each
9	Godowns	NIL
10	Port handling equipment & infrastructure	Tugboats
11	Channel Depth	7m – 10m
12	Oil Terminal	NIL
13	Depth at Anchorage	Inner 6m & Outer 22m
14	Mean Tide	2.5 feet

4.5 Roles & Responsibilities

4.5.1 KMB

- The Authority shall provide berthing facilities and passenger terminal facilities upon payment of necessary charges and shall furnish the infrastructure/facilities essential for operations.

- The Authority may allocate suitable land area available under KMB in accordance with Government guidelines, subject to payment of necessary charges as per prevailing terms, conditions, and regulations.
- Facilitation and support will be provided for coordination with Participating Government Agencies, State/District Authorities, and stakeholders to ensure a seamless experience.
- Any additional facilitation required will be provided within the Port's framework.

4.5.2 Operator

- The operator shall have the responsibility to provide the Cruise / Passenger Ship service, viz., all aspects of acquisition of vessels or leasing, operations including staffing, safety, vessel maintenance, logistics and marketing etc.
- Operator shall be responsible for identifying potential itinerary, preparing feasibility report, ensuring insurance, safety and compliance to Statutory provisions, rules & regulations.
- Operator to comply and will be solely responsible to comply and obtain all regulatory / legal clearances, licences, permits, certificates from relevant statutory authorities in governing owning / leasing / operating and all aspects related and incidental to the vessel and its operation with respect to all applicable state / national and international rules, regulations, and conventions.
- Operator to ensure and will be solely responsible for all aspects towards the safety and security of passengers / personals including insurance / equipment's / certifications / inspections and all aspects related thereto.

5. Submission of Eoi

- a. The EOI must be signed by duly authorized person holding the power of attorney in case of limited company, corporation, or consortium. A certified copy of the power of attorney shall accompany the Eoi.
- b. The EOI should include a brief description of the roles and responsibilities of individual members, particularly with reference to technical obligations.
- c. In case of a consortium, following criteria must be noted by the Applicants
 - i. Members of the Consortium shall nominate one member as the lead member (the "Lead Member").
 - ii. An individual Applicant cannot at the same time be member of a Consortium applying for the EOI. Further, a member of a particular applicant Consortium cannot be member of any other applicant Consortium.
- d. The Applicants shall be responsible for all costs associated with the preparation and submission of EOI documents. Authority shall in no way be responsible or in any way liable for such costs, regardless of the conduct or outcome of the Process.
- e. Applicants are advised to regularly scan through the website www.kmb.kerala.gov.in All corrigendum/amendments / clarifications etc., if any, will be notified on this website only and no separate advertisement/ communication will be made for this.
- f. At the sole discretion of the Kerala Maritime Board (KMB), may or may not choose to invite any or all applicants, as well as other prospective operators/firms, for one-on-one or group meetings if it deems such meetings necessary. Moreover, the KMB retains the right, at its sole discretion, to request additional information in writing for the purpose of obtaining clarification or further information as deemed necessary.
- g. Acknowledgement by Applicant: It shall be deemed that by submitting the application, the Applicant has made a complete and careful examination of the EOI, and accepted the risk of inadequacy, error or mistake in the information provided in the EOI or furnished on behalf of KMB. KMB shall not be liable for any omission, mistake or error

in respect of any of the above or on account of any matter or thing arising out of or concerning or relating to the EOI or the Process, including any error or mistake therein or in any information or data given by KMB.

- h. By submitting an EOI application, the prospective Applicants who shall be deemed to acknowledge that they have carefully read all provisions of this EOI Document including the disclaimer, terms and conditions and annexures hereto, and have fully informed themselves about all existing conditions and limitations.
- i. Interested parties having relevant exposure and experience to carry out the above project are requested to send the Expression of Interest (EOI) document with all supporting documents / copies of previous assignments and credentials with a covering letter through e-mail with the subject line "EOI for Passenger Ships/Cruise/Vessels between Middle East/GCC & Kerala" keeping copies to ceo.kmb@kerala.gov.in and kmb.kerala@gmail.com and as hard copy to 'Chief Executive Officer, Kerala Maritime Board , HO TC XXII/1666 (4&5), 1st Floor, Mulamoottil Building, Pipinmoodu, Sasthamangalam, PIN: 695010' on or before 15.00 hrs of 22nd April 2024. Hard copy shall be superscribed with cover title "EOI for Passenger Ships/Cruise/Vessels between Middle East/GCC & Kerala".

5.1 EOI Details to be submitted shall essentially include the following 5 sections:

1. **Covering Letter:** Submit a Covering Letter expressing interest to participate in the prescribed format provided in FORM I.
2. **Details of Applicant:** Provide a brief write-up about the firm, including basic information, business activities, financial information for the past five financial years, and communication address as per the prescribed format provided in FORM II.
3. **Experience and Expertise Credentials:** Furnish details of experience and expertise credentials regarding projects developed/managed or similar assignments. Include project descriptions, components, clients, locations/routes, activities undertaken, project costs, revenue generated, operational models, vessel details, list of approvals/licenses/empanelment obtained, commencement date of operations, and the current project status. Also, provide a list of similar jobs undertaken in India and abroad as per FORM III.
4. **Business Plan Section:** Include a Project Proposal/Report/Plan for developing the proposed project. Provide details such as vessel names, total project cost, own investment, vessel details (type, capacity, number of units, specifications, owned or leased, available facilities, etc.), firm strength, operational plan, proposed business model, uniqueness/USP of the firm/fleet, revenue and cost projections, jobs generated, marketing plan, licenses/approvals (obtained/to be obtained), and other relevant details. Submit along with FORM IV.
5. **Suggestions/Remarks Section:** This section should include the following and should be submitted in accordance with FORM V:
 - a) Firm suggestions regarding required infrastructure/support at each location/port, important operational considerations, etc.
 - b) Suggestions regarding support required from the Government/KMB.
 - c) Suggestions to be considered while formulating further stages of the project or any other relevant areas.

5.2 Language

The EOI prepared by the Applicant and all correspondence and documents relating to the EOI exchanged by the Applicant and KMB, shall be in English language, provided that any printed literature furnished by the Applicant in another language shall be accompanied by an English translation in which case, for purposes of interpretation of the application, the English translation shall govern. If any supporting documents submitted are in any language other than

English, translation of the same in English language is to be duly attested by the Applicant.

5.3 Due Diligence & Disclaimer Right to Reject

The Authority at its own discretion reserves the right to select, reject any or all EOI received without assigning any reason whatsoever and shall not, in any manner whatsoever, be accountable, liable for any claims of the Interested Parties or any other third party in that regard reject all or any EOI.

5.4 Terms & Conditions

This Expression of Interest (EOI) does not constitute a tender call, and any EOI Proposal submitted in response to this EOI does not initiate a tender process. Nothing in this EOI shall be construed as a commitment on the part of the Authority. The invitation for EOI is neither an agreement nor an offer for the award of work, and it does not serve as an invitation to tender. The Authority reserves the right to annul or modify the process or issue another request for EOI later without providing any reasons whatsoever.

Information provided by entities to the Authority is strictly confidential and shall not be used or disclosed without prior written approval. Proponents are prohibited from making any statement of fact or opinion regarding any aspect of the EOI to the media or the public without the prior written authorization of the CEO, KMB. The receipt of any information by KMB, including any EOI Proposals, ideas, plans, drawings, models, or other materials communicated or exhibited by any applicant or on its behalf, shall not impose any obligations on KMB. There is no guarantee by KMB, its officers, employees, or agents, that the process initiated by the issuance of this EOI will continue, or that this EOI process or any EOI process will result in a contract with KMB for the completion of the project.

The project will be open to all prospective applicants to participate in subsequent stages, if any, and will not be limited to the respondents of this EOI only. This clause and its contents constitute the essence of this EOI process for the proposed Project and shall be interpreted in accordance with the intent and spirit expressed herein.

5.5 Jurisdiction

The district court at Thiruvananthapuram has exclusive jurisdiction to determine any proceeding in relation to the EOI.

5.6 Contact Information

For any inquiries regarding the process, applicants are requested to contact through the following modes:

Email: ceo.kmb@kerala.gov.in and kmb.kerala@gmail.com

Phone No: +91 9544410029

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

To,
Chief Executive Officer,
Kerala Maritime Board,
HO TC XXII/1666 (4&5),
1st Floor, Mulamoottil Building,
Pipinmoodu, Sasthamangalam,
PIN: 695010

Sub: Submission of Expression of Interest (EOI) for – Operation of Passenger Ships / Cruises / Vessels connecting Middle East / GCC with Kerala utilizing the port infrastructure in Kerala, India

Dear Sir,

With reference to your EOI Document No: HOKMB-TVM/569/2023-B3 dated 07-03-2024, 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 operation of Passenger Ships / Cruises / Vessels connecting Middle East / GCC with Kerala With reference to the captioned subject, I/We the undersigned am/are hereby expressing our Interest to participate in the project.

1. We understand that the purpose of this EOI is to create initial awareness about the Project and identify potential Firms interested in the operation of Passenger Ships / Cruises / Vessels connecting Middle East / GCC with Kerala. 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).
2. 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.
3. 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.
4. 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.

Signature
(Name of the person)
(In the capacity of)

Individual/ Association of owners/ Company Seal
(Name of the Entity)

Duly authorized to submit the EOI to undertake the project, for and on behalf of (Fill in block capitals)

Witness

Signature _____

Name _____

Address _____

FORM-II: Details of the Applicant

(Provide copies of supporting documents)

SL.No.	Particulars	Details
1	Basic Information	
a)	Name of the Individual /company / firms / Consortium / JV	
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 1. 2018- 2019 2. 2019-2020 3. 2020-2021 4. 2021-2022 5. 2022-2023	

SL.No.	Particulars	Details
6	Net worth for the last 5 years 1. 2018-2019 2. 2019-2020 3. 2020-2021 4. 2021-2022 5. 2022-2023	

FORM III: Experience of the Applicant

(Please provide details of ongoing/completed projects/operations conducted by the applicant/project proponent in relevant areas. Attach details including a description of the project, project components, client, location, activities undertaken, project cost, revenue generated, operational model, list of approvals/licenses/empanelment obtained, and other relevant details, along with the present status of the project.)

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

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)	<ol style="list-style-type: none">1. Own Investment2. 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		

FORM V: Suggestions/Remarks Form

(Firm can provide specific requirements for each ports/ location to enable their operations.)

SI. No	Name of the Project	EOI for Operation of Passenger Ships / Cruises / Vessels connecting Middle East / GCC with Kerala utilizing the port infrastructure in Kerala, India
1	Provide firms' suggestions like required infrastructure / support to be facilitated at each location/port, Important considerations for operation etc.	
2	Suggestions regarding support required from Government / KMB	
3	Suggestions to be considered while formulating the further stages of the project / any other relevant areas.	