

Minutes of the Pre-Bid Meeting For leasing of the godown facility at Kovalam–Vizhinjam Port

Date: 24 June 2026

Time: 11:30 AM

Venue: Hybrid (KMB Office and Online)

Attendees

- Mr. N. S. Pillai IA&AS (Retd.), Chairperson, Kerala Maritime Board
- Mr. Geromic George IAS, CEO, Kerala Maritime Board
- Capt. Aswani Prathap, DDP, Kerala Maritime Board
- Ms. Binu M, Senior Port Conservator, Kerala maritime Board
- Ms. Sruthi S, Electrical Engineer, Kerala Maritime Board
- PMU Team
- Prospective Bidders (*List Attached as Annexure*)

The Chairperson welcomed all the participants to the pre-bid meeting convened in connection with leasing out the godown facility at Kovalam–Vizhinjam Port and requested all the attendees including the prospective bidders to introduce themselves. Subsequently, the Chairperson presented the details of the project and outlined the tender process to the participants. Further the queries from the prospective bidders were discussed and appropriate clarifications were provided.

The queries raised by the prospective bidders and the clarifications provided were summarized below.

Mr Prem Kumar from M/s VKL Group asked whether they could sublease the Godown Facility at Kovalam-Vizhinjam Port for which the Chairperson has replied that suitable provision for sub-leasing the leased property is included as per the Clause 5 (c) of the tender document. However, the period of sub-lease should be co-terminus with the original lease agreement, and the operations should be done strictly adhering to the conditions stipulated in the tender and lease agreement.

Mr Pradeep Nambiar from M/s GTZ Shipping LLC enquired about the lease period and post expiry provisions of the lease agreement. The Chairperson highlighted that it is clearly mentioned in the tender document that the lease period is 3 years which is extendable up to 5 years. After the expiry of lease period, KMB may undertake appropriate actions, which may include re-tendering or pursuing alternative development approaches including PPP models. Mr Pradeep then asked whether there is any scope for developing additional transit sheds/facilities in the port and also about the scope for enhancing the draft, for which Chairperson replied that no immediate plans are not currently under from the side of KMB. Mr Pradeep finally enquired whether is it possible for a company with international experience can participate in the tender process. The Chairperson clarified that, no foreign firms can participate in the tender process.

Mr Satish Kumar & Dr Vishnu Shyam from M/s V Port Global Systems asked whether any support will be extended from the side of KMB for upkeeping the facilities available at the port and whether any support will be extended from the side of KMB officials in coordinating with the customs for using the customs bonded area in the transit shed. For the first question Chairperson replied that since the port is under the custody of the KMB, it will be responsibility of KMB to upkeep the facilities in a good condition and KMB will take appropriate steps to ensure the same. However, the transit shed which is on lease will be provided to the selected bidder in as-is-where-is condition and it will be the responsibility of the lessee to operate and maintain the transit shed facility properly as per the conditions laid in tender document and lease agreement. Regarding the second question, the Chairperson clarified that the Port officials at Vizhinjam shall extend the required administrative supports to liaison with the Customs department.

Mr Subin Kumaran from M/s Kiyan Logistics asked whether the godown facility is customs bonded and what is the lease period offered? The Chairperson reiterated that as mentioned earlier, 560 sqm (approx.) area in the transit shed is notified as a Customs Bound Area and the period of lease is 3 years which is extendable up to 5 years. Mr Subin then asked what is the due date of submission of the tender, the Chairperson replied that 25-07-2026 is the due date. Mr Subin's final query was that Is there a provision for the lessee to use a separate energy meter at the facilities, for which Chairperson informed that lessee shall be permitted to install and use a separate energy meter for availing the electrical load for the provided facilities, subject to prior approval and issuance of a No Objection Certificate (NOC) by the Authority.

Mr Mukesh S from the Central Warehousing Corporation enquired whether they could use the Wharf facility based on the requirement. The Chairperson clarified that all the facilities & infrastructure available at the port which are intended for the port operations can be availed by the lessee by paying the applicable charges fixed by the KMB/Government.

Capt. Shree Panicker from M/s Trivandrum Cargo Services asked whether activities such as consolidation, deconsolidation, stuffing and destuffing may be undertaken at the project site. He then enquired about the historical data for the Kovalam-Vizhinjam port for the last 5 years and finally on the availability of the registered labourers at the port? For the first question the Chairperson clarified that it is an ISPS Level 1 and ICP status port, the Lessee can perform all the standard port activities as per the law. Regarding the second query, the Port Conservator Mr. Vinulal replied that no major port operations had happened recently, before which cargo operations were there to Maldives and other countries. For the final query, the Chairperson and Deputy Director of Ports informed that the labours registered under Labour department are available for work at the Kovalam- Vizhinjam Port and the list will be shared at the time of operations.

Mr Jyothish George from M/s Cadell Traders informed that their company is a newly incorporated one with limited experience, but their parent company is an experienced firm, so asked whether they can participate in the tender. The Chairperson informed that the required amount of experience and qualifications as mentioned in the tender should be adhered by the

firms participating in the tender. However, a provision of JV/Consortium is allowed in the tender which may be explored by the firm.

The final query was raised by Mr Sangeeth Kumar from M/s Trivandrum Cargo Service. Similar to the previous firm, Mr Sangeeth Kumar informed that Trivandrum Cargo Service is a newly incorporated company and their parent company has more than 40 years of prior experience in the logistics sector, hence whether they can participate in the tender process. The Chairperson reiterated that the required amount of experience and qualifications as mentioned in the tender should be adhered by the applicant participating in the tender. However, a provision of JV/Consortium is allowed in the tender which may be explored by the applicant as mentioned in the published tender document.

The Chief Executive Officer thanked all the participants who attended the pre-bid meeting. The meeting concluded at 12.30 PM.

Annexure List of firms attended the pre-bid meeting.

Sl.No.	Name of Attendee	Company
1.	Mr. Anand K.T.P	Central Warehousing Corporation
2.	Mr. Mukesh S	Central Warehousing Corporation
3.	Mr. Karthik Prasad	MR farms
4.	Mr. Satish Kumar	V Port Global Systems
5.	Dr. Vishnu Shyam	V Port Global Systems
6.	Mr. Sangeeth Kumar	Trivandrum cargo Service
7.	Col: Kutty	Trivandrum Cargo Service
8.	Mr. Pradeep Nambiar	GTZ Shipping
9.	Mr. Premkumar S	VKL Group
10.	Mr. Subin Kumaran	Kiyan Logistics