



**COCHIN PORT TRUST**  
**GENERAL ADMINISTRATION DEPARTMENT**  
COCHIN-682009, KERALA, INDIA  
Tele 0484-2666412, 2582100

**INVITATION OF EXPRESSION OF INTEREST (EOI)**  
**FOR**  
**ESTABLISHING TANK FARMS IN THE BACKUP AREA**  
**OF MULT JETTY AT PUTHUVYPEEN SEZ**

EOI NO: EM/T/218/Tank Farm/Puthuvypeen/2020

**March 2020**



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**FOR**  
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**PUTHUVYPEEN SEZ**

*(This notice is issued only to elicit an Expression of Interest from Parties interested in the Project and does not constitute any binding commitment from Cochin Port Trust to proceed with the Project or invite any or all the Parties in the subsequent bidding process.)*

**SECTION I**

**GENERAL**

Cochin Port Trust, one among the twelve Major Ports of India, is the fastest growing maritime gateway to the peninsular India. This all-weather natural port is strategically located close to the trunk sea routes from Europe to Australia and to Far East. The diversion distance to Cochin from this trunk route is only 76 nautical miles. There is only 11 nautical miles diversion from the Gulf-Singapore sea route to Cochin. No other Indian major port enjoys this proximity to maritime highways. In addition, Cochin has direct access to the national rail network and national highways, connecting all the major industrial towns. The Port is well connected with Railway & National Highway network, connecting all the major industrial towns. The Cochin International Airport is situated about 40 km away from the Port.

Cochin Port, India's first e-Port is ISO: 9001-2015 certified, ISPS and MARPOL regulation compliant, and offers round the clock navigation throughout the year.

The existing Port facilities are located mainly on Willindon Island, having an area of about 356 ha. In addition to the above, an area of about 203 ha at Vallarpadam & Bolgatty and 308 ha at Puthuvypeen falls under the jurisdiction of Cochin Port. Govt. of India has notified an area of 286 ha at Puthuvypeen and 110ha at Vallarpadam as Port Based Special Economic Zones (PBSEZ). The installations at Puthuvypeen PBSEZ include Shore Tank farms of BPCL-KR, LNG Port and Regasification Terminal by M/s Petronet LNG Ltd. (PLL) and LPG Import Terminal & Multi User Liquid Terminal being implemented by IOCL. The International Container Transshipment Terminal (ICTT) by M/s India Gateway Terminal Private Ltd, a subsidiary of DP World is operational at Vallarpadam PBSEZ.

The Multi User Liquid Terminal (MULT) is developed by IOCL. IOCL has the right to use the MULT Jetty for a maximum period of 161 days in a financial year for handling only LPG and Cochin Port will be free to use the jetty for the balance 204 days for handling non-LPG cargo. The main facilities at MULT include the following:

- (i) MULT Jetty with a capacity of 4.10 MMTPA consisting of service platform (with unloading arms for LPG, POL and bunker fuel), breasting dolphins, mooring dolphins, pipeline trestles, LPG associated facilities
- (ii) Barge Berth for loading bunker fuel and other POL cargo
- (iii) MULT jetty is having an LOA 100 to 230m, beam-21m to 37m and draft 13m
- (iv) Main Berth and Barge Berth Basins to be dredged and maintained for a minimum depth of 14.5 m and 7.0 m respectively below CD

Cochin lies beyond the cyclone zone and therefore, the risk of cyclones is negligible.

## **THE PROJECT**

Cochin Port Trust (CoPT), as part of using 204 days for handling non-LPG cargo in the MULT jetty as well as utilizing the barge Berth, intends to lease out an area measuring approximately 7.7 ha (19 acres) in the backup of MULT, for setting up of tank farms for handling non-LPG cargoes. The proposed area also falls under Puthuvypeen PBSEZ. Right of Way permission will be issued for laying pipe lines from MULT jetty/Barge Jetty to the leased area at Port Tariff.

The operations envisaged are listed below:

- i) Import/Export of POL in MULT Jetty/Barge Berth
- ii) Supply of POL in Tankers from Domestic Tariff Area (DTA)
- iii) Unloading/loading by pipe line to Tank farms/Barges
- iv) Storage in Tank farms
- v) Export of products from MULT Jetty
- vi) Bunkering through barges from Barge Jetty
- vii) Dispatch by Road to DTA

The Lessee is required to apply and obtain the status as a SEZ Unit as per the provisions in the extant SEZ Rules.

### **Obligations of the Lessee**

- (i) Obtain requisite approval of the Development Commissioner, CSEZ, for setting up a SEZ Unit;

- (ii) Positive Net Foreign Exchange Earnings (NFE) shall be earned for the supply of goods and services. However, supplies made to such of the category of buyers specified in Rule 53 (a) to (k) will qualify for calculation of NFE.
- (iii) Services rendered in DTA shall be paid for in Foreign Exchange.
- (iii) The cost of facilities for the exclusive use of the SEZ Unit shall be borne by the unit itself.

The Lessee in the capacity of a SEZ Unit will be eligible for duty free procurement of Goods imported. Indigenous procurement of goods for the authorized operations are exempted from all taxes/ duties.

Those who are not in a position to achieve Net Foreign Exchange (NFE) earnings can also submit EOI. Same should be mentioned in the EOI. CoPT will explore the business potential and take appropriate decision in such cases.

### **QUALIFYING REQUIREMENTS**

- a) The firm should have developed and /or operated tank farms/Similar project during the last 7 years.
- b) The firm should have adequate financial capacity for the implementation of the Project.

### **PROPOSAL**

7.7 ha (19 acres) of land as per the sketch attached is available in the MULT backup area, which can be utilized for the project. Port would allot the required land from the above parcel on lease basis for a maximum period of 30 years either as a single unit or multiple small units. The allotment of land will be subject to the provisions in the Policy Guidelines for Land Management by Major Port Trusts (PGLM, 2015), issued by the Govt. of India. The allotments will be done through tender cum auction (e-tender) in which the bidding parameter will be 'Onetime Non-Refundable Premium(ONRP)'. Reserve Price of the ONRP is Rs 2.89 crores per ha. The ONRP shall be remitted, prior to allotment of the land. In addition to the above, the allottee shall pay the annual lease rentals as per the Scale of Rates (SoR) on 'warehouse purposes rate' at Puthuvypeen SEZ, fixed by the Tariff Authority for Major Ports (TAMP) or other statutory Authorities. The present base rate SoR on 'warehouse purposes rate' at Puthuvypeen SEZ, fixed by the TAMP in 2016 is Rs.22,89,747/- per ha per annum. The above lease rent is subject to annual escalation @ 2%. Further the SoR is subject to revision during every block of 5 years from the base year. Accordingly the annual lease rent for 2020-21 is Rs.24,59,646 per ha. Two years' lease rent shall be remitted as refundable non-interest bearing Security Deposit. Allotments to PSUs will be considered on nomination basis. There is also an option to pay the lease rentals for 30 years on upfront basis, which will be the sum of the NPV of the lease rentals for 30

years, escalated annually at 2% and discounted annually at 6%. MGT is applicable for this project. The MGT proposed for the 19 acres is 0.36MMTPA and for a lesser extent of land, MGT will be calculated on pro-rata basis.

Interested firms, meeting the qualifying requirements above are hereby invited to submit their "Expression of Interest (EOI) for establishing Tank Farms in the backup area of MULT Jetty at Puthuvypeen SEZ". The information submitted will be treated as confidential.

### **EOI TIMELINES**

<b>SL.NO</b>	<b>PARTICULARS</b>	<b>DATE</b>
1	Publication of EOI	10.03.2020
2	Last date and Time for Submission of EOI	01.04.2020, 1430hrs.
3	Date & Time of opening of EOI	01.04.2020, 1500hrs.

**NOTE:** This notice is issued only to elicit Expression of Interest from the parties interested in the project and does not constitute any binding commitment from the Cochin Port Trust to proceed with the project or invite any or all the parties in the subsequent bidding process.

**SECTION II**  
**INFORMATION & INSTRUCTION TO APPLICANTS**

**1. GENERAL:**

1.1 Letter of Interest and forms 'A', 'B' & 'C' seeking information/documents are given in Section-III

1.2 All information called for in the Forms A, B & C shall be furnished against the relevant columns.

1.3 The applicant may furnish any additional information, which is deemed necessary to establish capability to successfully complete the envisaged project.

1.4 The EOI document in the prescribed form duly completed and signed shall be submitted (hard copy) in a sealed cover. The sealed cover superscripted "Expression of Interest for Establishing Tank Farms in the backup area of MULT jetty at Puthuvypeen" shall be delivered to "The Secretary, Cochin Port Trust, Willingdon Island, Kochi – 682009" on or before 14.30 hrs on 01.04.2020. Documents submitted in connection with EOI will be the property of Cochin Port Trust.

1.5 For further details please contact Secretary, Cochin Port Trust, Cochin, India- 682009. Tele Fax: 0091484 2666512, Email: [secretary@cochinport.gov.in](mailto:secretary@cochinport.gov.in)

**2. PARTICULARS:**

The particulars of the project given in Section-I, are only indicative / subject to change and may be considered only as advance information to assist the applicant.

**3. INFORMATION TO BE GIVEN IN THE REQUIRED FORMATS:**

Applicant should furnish the following:

**A) ORGANISATION INFORMATION (Form-A)**

Applicant is required to submit the comprehensive information in respect of his organization in the Form – 'A' attached.

**B) LIST OF PROJECTS (Form-B)**

Applicant is required to submit the list of similar assignments/projects successfully completed/ongoing during the last seven years in Form 'B'.

**C) SUGGESTIONS (Form-C)**

The Firms are requested to submit their proposals/views/suggestions that can be considered for the Project formulation, in Form-C. Additional sheets can be used.

#### **4. LETTER OF INTENT**

The applicant should submit the Letter of Intent (Section III) attached with the 'EOI' document.

#### **5. DISCLAIMER**

The information in this document has been prepared to assist the applicants in preparing the non-binding EOI and it is clarified that

- It does not constitute an invitation to offer or an offer in relation to the transaction.
- This document does not constitute any contract or agreement of any kind whatsoever.
- This document does not purport to contain all the information that interested firms and their advisors would desire or require in reaching decisions as to the transaction. Interested applicant should form their own view as to what information is relevant to such decisions and make their own independent investigations in relation to any additional information.
- Neither the information in this document nor any other written or oral information in relation to the transaction is intended to form the basis of or the inducement for any investment activity or any decision to enter into any contract.
- Neither Cochin Port Trust nor their employees or advisors shall be liable to any interested party or any Entity under law including the law of contract, tort, the principles of restitution or unjust enrichment or otherwise for any loss, expenses or damage which may arise, or be incurred, or suffered, in connection with this document, or any matter that may be deemed to form part of this document, or any other information supplied by or on behalf of Cochin Port Trust or their employees or advisors or otherwise arising in any way from the selection process ahead.
- It shall not be assumed that there shall be no deviation or change in any of the herein mentioned information. While this document has been prepared in good faith, neither Cochin Port Trust nor any of their respective officers or employees or advisors or agents make any representation or warranty or shall have any responsibility or liability whatsoever in respect of any statements or omissions here from.

**6.** After assessing the response to this EOI from the Applicants, further process for defining the tender will be initiated by CoPT.

**SECTION-III**

**LETTER OF INTENT**

**(To be typed in Firm's Letterhead)**

To

**The Secretary,**  
Cochin Port Trust  
Willingdon Island  
Kochi – 682009  
Phone: 0484 – 2666412

Madam,

**Sub: Submission of Expression of Interest (EOI) for establishing Tank Farms in Cochin port Trust area at Puthuvypeen SEZ.**

Having examined the details given in EOI Notice and EOI document No. EM/T/218/ Tank Farm/Puthuvypeen/2020 dated 10.03.2020 for the above project, I/we hereby submit our Expression of Interest and the relevant information.

1. I/We hereby certify that all the statements made and information supplied in the enclosed forms 'A', 'B' & 'C' and accompanying statements are true and correct.
2. I/We have furnished all information and details necessary for EOI and have no further pertinent information to supply.
3. I/We also authorize Cochin Port Trust or their authorized representatives to approach individuals, employers and firms to verify our competence and general reputation.
4. I/We submit the following certificates/documents in support of our suitability, technical knowhow and capability for successfully completing, setting up of Tank farms and its infrastructure facilities at Cochin Port Trust.

(i)..... (Copy enclosed)

(ii)..... (Copy enclosed)

Signature(s) of Applicant(s)

Enclosures  
Seal of applicant  
Date of submission



## FORM – 'A'

### Organizational Structure of Applicant

1	Name & Address of the applicant with Telephone No./ email	
2	a) Year of Establishment b) Date of commencement of operations	
3	Legal status of the applicant (attach copies of original document defining the legal status) a) Proprietorship firm b) Partnership firm c) limited company or Corporation/ Joint venture/ Consortia d) Others (Please specify)	
4	Names of Directors/Key Officials involved in this project with designation and contact information.	
5	Applicant's annual turnover in the last three financial years.	2018-19: 2017-18: 2016-17:
6	Brief write up about Applicants business during last three financial years	
7	Any other information considered necessary but not included above	

Signature

Designation

**FORM – 'B'**

**Details of similar facilities operated by Applicant in the last  
Seven years**

Name of Project	
Role and Responsibility in the project	
Location	
Description	
Time taken to complete the project.	
Time for which the project has been successfully in operation	
Indicative project cost	
Any other information considered necessary but not included above	

Signature

Designation

**Note: Please use separate sheet for each Project.**

## FORM – 'C'

### Suggestions and views of Applicant

1	Broad categorization of POL proposed to be handled.	
2	Anticipated Year wise Throughput of POL in MT	
3	Approximate Land area required.	
4	Approximate time frame required to commence operation	
5	Approximate built up area envisaged.	
6	Approximate investment	
7	Whether the firm will be able to achieve positive NFE earnings? If not, what is the plan of operation?	
8	Assistance required from Cochin Port Trust	
9	Suggestions or views (Please attach additional sheet, if required)	

Applicant may add any other detail considered to be important

Signature

