

VISAKHAPATNAM PORT TRUST VISAKHAPATNAM

EOI Notice No. IENG/ESTATE/Vacant lands/01 dated 17.08.2020

EXPRESSION OF INTEREST

FOR

DEVELOPMENT OF VACANT LAND AT WEST OF LAND LEASED TO M/S. ESSAR AND NORTH EAST CORNER OF RAIN CII OF VISAKHAPATNAM PORT TRUST FOR INDUSTRIAL PURPOSE

1. Visakhapatnam Port Trust is one of the leading major ports in India and is located on the eastern coast in the state of Andhra Pradesh, mid-way between Kolkata and Chennai. Visakhapatnam Port Trust is in possession of land and measuring **Acs. 16.00 cts.** of vacant land at West of land leased to M/s. ESSAR and North East corner of Rain CII VPT.
2. In tune with the policy of the Government of India to maximize the revenue from the land utilization, Visakhapatnam Port Trust intends to use this vacant land for industrial purpose (for setting up silos, custom bonded warehouses and storage yards etc).
3. To identify the interested parties willing to participate in development of the land, VPT invites Expression of Interests (EOI) seeking essential information regarding proposed locations, land area required and type/segment of business to be developed etc. from logistics providers, minor or major industries etc. and to make use of the proposed land exclusively for the captive use of port related operations within the vicinity of Visakhapatnam Port Trust for a period of 30 years.

For the complete EOI document, please visit: <http://www.vizagport.com>

4. Responses on prescribed format should be submitted at the place described in the EOI Document on or before 15:00 hrs of **21.09. 2020**
5. For further clarifications, please contact:

Shri P.M. Raju ,
Chief Engineer (i/c)
AOB 3rd Floor,
Visakhapatnam Port Trust
Visakhapatnam – 530 035
Email: pmraju.dr@gmail.com

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1.0 DISCLAIMER

Visakhapatnam Port Trust (VPT) has prepared this document to give interested parties background information on the project. While VPT has taken due care in the preparation of information contained herein and believes it to be accurate, neither VPT nor any of its authorities or agencies nor any of their respective officers, employees, agents or advisors gives any warranty or make any representations, express or implied, as to the completeness or accuracy of the information contained in this document or any information which may be provided in connection therewith.

The information is not intended to be exhaustive. Interested parties are required to make their own inquiries and respondents will be required to confirm in writing that they have done so and they do not rely on the information provided in the EOI document in submitting their response. The information is provided on the basis that it is non – binding on VPT or any of its authorities or agencies or any of their respective officers, employees, agents or advisors.

VPT reserves the right not to proceed with the project and reserves the right to decline to discuss the Project further with any party expressing interest.

No reimbursement of cost of any type whatsoever will be paid to persons, or entities, expressing interest in the project.

2.0 INTRODUCTION:

The Port of Visakhapatnam is one of the 12 major ports of the country, under the Ministry of Shipping. It is located on the East Coast, almost midway between Chennai and Kolkata, in the state of Andhra Pradesh, at latitude 17° 41' N and longitude 83° 18' E. It is a Premier Port having glorious record of handling the highest quantum of traffic, among major ports, consistently for four years. The quantum of traffic handled during 2019 – 20 is 72.72 MTPA.

- 2.1 It has 18 berths in the Inner Harbour with a water spread of 100 hectares and 6 berths in the Outer Harbour with a water spread of 200 hectares. The Inner Harbour can accommodate vessels up to 230 m LOA with draft up to 14.5 mts, while the Outer Harbour is capable of handling vessels up to 2,00,000 DWT having draft up to 18.10 m.

Besides the above two harbours, the port has a Fisheries Harbour to accommodate fishing trawlers/boats.

- 2.2 The port has a network of roads, railway lines to cater to inter-modal transport for movement of cargo to and from the interland.

The Port handles a variety of cargo, which includes, among others, Iron ore, thermal coal, steam coal, coking coal, POL, fertilizers, containerized cargo etc. The port has adequate open and covered storage areas for storage of cargo.

The port has to its credit ISO : 9001 - 2015, ISO:14001 – 2015 and OSHAS:18001 – 2007 international accreditation certificates.

- 2.3 It is envisaged that the vacant land at West of land leased to M/s. ESSAR and North East corner of Rain CII, can be developed for well-planned industrial purpose and this is expected to provide business opportunities of setting up silos, custom bonded warehouses storage yards to the industries and so on.
- 2.4 It is envisaged that the extent of area of VPT land measuring **Ac.16.00 Cts.** at West of land leased to M/s. ESSAR and North East corner of Rain CII, for industrial purpose of setting up of silos, custom bonded warehouse and storage yards etc.,
- 2.5 VPT may organize a pre-EOI conference on **31.08.2020**. Respondents will be invited for conceptualization of ideas on development of various business models for the development of these lands for industrial purpose i.e., setting up of silos, custom bonded warehouse and storage yards etc.

3.0 PURPOSE OF THE EOI

Through the EOI, Visakhapatnam Port Trust intends to seek information and identify business interests and implementable business modal which would help in development of its land for industrial purpose i.e., setting up of silos, custom bonded warehouse and storage yards etc., at the identified location enclosed at Annexure - I. The information would, inter-alia, include the preferred location, the size/area of the land required, market demand of various activities likely to be carried out as per Land use plan and revenue generation from the projects.

- 3.1** VPT intends to use the information and to finalize selection of locations, and initiate development of the land with the interested respondents, by inviting request for Proposal document which shall be prepared for each location with details of terms and conditions of qualification criteria for participation at a later stage.

4.0 WHO SHOULD RESPOND

- 4.1** VPT would welcome response to the EOI from:

- Real Estate Developers
- Logistics service provider
- Warehousing investors
- Financial institutions
- Information Technology Sectors.

5.0 HOW TO RESPOND

- (a)** The response to EOI shall be enclosed in a separate sealed envelope and shall be marked as **“Expression of Interest for development of land for industrial purpose”**.
- (b)** The EOI should be submitted in the format given at **Appendix-I**. The proposal should be accompanied with a statement of relevant financial information pertaining to the audited annual accounts of the respondent for the last three years.
- (c)** The language for submission of document shall be English. In case of any other language, English translation must be enclosed.

- (d) Any item of letter of response, which is not applicable to the respondent, should be written as Not Applicable.
- (e) All costs incurred by respondents in connection with the EOI shall be borne by respondents themselves.
- (f) The designated authority for clarification and submission of proposal is:
 - Shri P.M. Raju
 - Chief Engineer (i/c) ,
 - AOB, 3rd Floor,
 - Visakhapatnam Port Trust,
 - Visakhapatnam - 530 035
 - Email: pmraju.dr@gmail.com
- (h) Respondents may seek any clarifications, if any, in writing by post, courier, facsimile, or e-mail at the above mentioned address.
- (i) Last date for submission of completed EOI is **21 .09.2020** by 15:00 hrs. at above- mentioned address.
- (j) In case the respondent intends to give additional information for which specified space in the given format is not sufficient, it may be furnished in a separate sheet. Such information is to be given only if it is salient and directly pertinent to the EOI.
- (k) All the pages of the EOI and Annexure should be signed and the authorized signatory should countersign corrections and over writings.
- (l) VPT reserves the right to cross check and confirm the information/details furnished by the respondents in response to this EOI.
- (m) All the information submitted by the party through EOI will be kept as strictly confidential by VPT and will not be shared with any other party.

6.0 USE OF INFORMATION

VPT reserves the right to use information received in the replies to EOI for further development of the project. Mere fact of responding to the EOI, however, shall not confer any right on the parties to preferential treatment at the subsequent bid / development stage.

7.0 RESPONDENT'S RESPONSIBILITY

It is expressly clarified that before submitting the EOI, the respondent must have carefully examined the contents of all the documents. Any failure to comply to do so will be at the respondent's risk.

8.0 AMENDMENT

VPT may modify the EOI by issuing an addendum before last date of submission of the Application. Any addendum thus issued shall be part of EOI and shall be posted on the website. Participants desirous of getting notified of such corrigendum/addendum through email may send such request through email to pmraju.dr@gmail.com.

To give respondents reasonable time in which to take addendum into account in preparing their Applications. VPT may extend the last date of submission of response.

9.0 LANGUAGE

The response to EOI prepared and all correspondence and documents related to the EOI, and exchange by the respondent and VPT shall be in English. If another language is used, it must be accompanied by the translated version in English.

10.0 SIGNATURE AND SUBMISSION

All the responses must be submitted, duly signed by the Authorized Signatory under the Letter of response the format for which is provided at Form 1 of this document.

The signed proposal along with all the documentary evidence required of technical and financial capability and with all the Annexures filled and signed must be submitted on or before the prescribed date and time for the submission of EOI in this document.

11.0 GOVERNING LAW

The governing law for the purpose of the process is the laws of India and courts of Visakhapatnam shall have full jurisdiction considering any matter arising out of this EOI and the process.

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LETTER OF RESPONSE

Appendix- I

Shri P.M. Raju ,
Chief Engineer (i/c),
AOB, 3rd Floor,
Visakhapatnam Port Trust,
Visakhapatnam -, 530 035
(India)

(Respondent to provide date and
reference)

Dear Sir,

RESPONSE TO – EOI FOR PARTICIPATION IN DEVELOPMENT OF VACANT LAND AT WEST OF LAND LEASED TO M/S. ESSAR and NORTH EAST CORNER OF RAIN CII OF VISAKHAPATNAM PORT TRUST FOR INDUSTRIAL PURPOSE.

We, the undersigned, offer the following information in response to the Expression of Interest sought by you vide your Notification No. _____, dated __.

- (a) We are duly authorized to represent and act on behalf of _____(hereinafter the “respondent”)
- (b) We have examined and have no reservations to the EOI Document including Addenda No(s) ____.
- (c) We are attaching with this letter, the copies of original documents defining: -
 - i) the Respondent’s legal status;
 - ii) its principal place of business;
 - iii) its place of incorporation (if respondents are corporations); or its place of registration (if respondents are cooperative institutions, partnerships or individually owned firms);
 - iv) Self certified financial statements of Last three years (2017-18, 2018-19, 2019-20), clearly indicating the financial turn over and net worth.
 - v) A statement of the locations we are interested in with details of land requirement/availability at each proposed location and proposed use; and
 - vi) A brief statement on the broad strategic intent and anticipated transport/logistics requirements. (Annexure-1)
 - vii) Copies of any market research, business studies, feasibility reports and the like sponsored by the respondent, relevant to the project under consideration

1. Details of Locations, Land area required, brief purpose/intended use.

S. No.	Location	Land area Required	Purpose / intended
1.	West of land leased to M/s. ESSAR and North East corner of Rain CII	Ac.16.00 Cts.	Industrial

2. **Brief statement of Strategic Intent:**