

"EXPRESSION OF INTEREST" (EOI) FOR FERRY SERVICES, CATAMARAN, SEAPLANE & HOVERCRAFT SERVICES, RO-PAX VESSELS, PASSENGER CRUISES IN INDIA (COASTAL AND INLAND WATERWAYS)

I) Background

India has a vast coastline of 7,517 km, of which 5,423 km belong to Peninsular India and 2,094 km to the Andaman, Nicobar and Lakshadweep Islands, and an EEZ of 2.02 million square km with a very wide range of habitats (e.g. estuaries, lagoons, mangroves, backwaters, salt marshes, rocky coasts, stretches and coral reefs, all of which are characterized by rich and unique biodiversity components).

The important Indian cities are situated on the banks of the rivers of India. There are nine important rivers of India and they are: The Ganges, Yamuna (a tributary of Ganges), Brahmaputra, Mahanadi, Narmada, Godavari, Tapi, Krishna, and Kaveri. Parts of the Indus River also flow over Indian soil. Eight important rivers together with their various tributaries comprise the river system of India.

To ensure an effective mode of transport by introducing quick & safe passenger transport service, the Ministry of Shipping, Government of India, intends to encourage ferry services, catamaran services, hovercraft services, passenger cruises within Indian Coast from point to point or short circuit voyages.

- II)** Towards this objective, Ministry of Shipping invites "Expression of Interest" (EOI) from interested parties who intend to introduce these services within the Indian Coast.

III) Project Proposal

- 1) The proposal may include details of routes and circuits, kind of craft intended to be deployed, draught requirements for the navigation, facilities

required for successful operation of services and policy initiatives that are required to be taken by Government of India/Maritime States to make these services successful.

- 2) In the proposal, parties may clearly state their expectations from the Ports/Central Government/Maritime States for initiating the services mentioned above including development of Infrastructure.
- 3) Key Circuits along the coastline shall be identified and based on the passenger potential, dedicated passenger terminals will be developed either by Ports or on PPP basis.
- 4) The private ferry/cruise Operator shall be responsible for providing operating services and facilities at international standards and safe and secure transportation of passengers.
- 5) The operator will be required to provide the necessary craft(s) and utilities and undertake operations and maintenance of the same. The project components shall include
 - a) Cruise Vessel/Hovercraft/Catamaran/Ferry Craft
 - b) Modern navigation & equipment
 - c) Utilities including online booking, boarding and the embarking & disembarking facilities.
 - d) Necessary water supply
 - e) Robust IT systems,
 - f) Comfort system including eateries, entertainment provision
 - g) Exhibition, advertisement, etc
 - h) Exhibit of local heritage importance
 - i) Comprehensive tour packages including accommodation and local site trips.
- 6) The project may be developed in either of the following models by a party
 - a) Public Private Partnership Model
 - b) Any other model based on draft guidelines to be followed by major ports for private sector participation issued by Ministry vide letter No.PD-24015/2/2004-US(1) dated 24th June, 2005.

7) The locations for the projects are proposed ***anywhere alongside the coastline of India***, wherever, the entrepreneur would feel confident to establish a viable project yielding revenue to them as well as to the respective 'public' partner and that the project would be able to act as a catalyst to further maritime and economic development of the region. The locations proposed at or near an existing Major Port would involve agreement(s) with the respective Major Port Trust / Authority as per the appropriate PPP Model. Similarly, the locations proposed at or near a Minor Port would involve agreement with the respective state Govt./maritime board/ municipal authorities and the Ministry of Shipping, Govt. Of India. The Major Port locations, where, ferry movements, mariner services, craft, hovercraft services and passenger cruises would be preferable to support existing deepsea movements are :

- a) Kolkata/Haldia
- b) Paradip
- c) Vishakhapatnam
- d) Chennai
- e) Kochi
- f) Mormugao
- g) New Mangalore
- h) Kandla
- i)

8) Suitable stretches in Inland Waterways may be indicated clearly where such ferry services can be undertaken.

IV) Expression of Interest

Interested parties may submit their "EOI" (one original and one copy) in writing by 1300 hrs of 20th February 2015, by super scribing on the cover with **"EOI FOR FERRY SERVICES, CATAMARAN SEAPLANE & HOVERCRAFT SERVICES, RO – PAX VESSELS, PASSENGER CRUISES IN INDIA (COASTAL AND INLAND WATERWAYS)"** by indicating the following:

- 1) Their assessment of the project detailing:
 - a) Preferred PPP model / arrangement for operating the project
 - b) Size of the project in terms of length of the passenger Terminal, kind of craft, draft requirements for the navigation, etc.

- c) Nature of the proposed facility including embarking & disembarking facilities, etc.
- d) Requirement of enabling infrastructure
- e) Estimated capital cost
- f) Estimated implementation period and phasing, if any
- g) Any other salient features like phasing of the projects
- h) Quantum of the potential passenger expected to be handled
- i) Key Circuits along the coastline for development of terminals.
The parties may propose additional circuits or multiple circuits on the to be developed as a single project for integrated development as a cruise hub and spoke / O&D model
- j) Proposed mode of project financing

2) Details of the Party[ies] including:

- a) Back ground details of the Party including the annual turnover, activities, field of similar type of experience.
- b) Name and address of firm along with contact persons (s) and contact details.
- c) Copies of last 3 annual reports of party/ parties in case of a joint venture.
- d) Proposed role of each party in the joint venture.

V) All costs and expenses involved in the preparation and submission of the EOI in response to this invitation shall be borne by the party.

VI) After assessing the response from the parties, A detailed tender (invitation process) will be formulated and either issued to shortlisted parties responding to this Expression of Interest or by open bidding through Advertisement in the leading news papers & <http://shipping.nic.in/> web site.

VII) Address for submission of EOI : The proposal may be sent alongwith to

Shri Abhinav Gupta,
Deputy Secretary (Shipping),
Ministry of Shipping,
Government of India
1, Parliament Street,
New Delhi – 110 001.
Phone/Fax : 011-2331672;
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