

**Andhra Pradesh Maritime Board,
Government of Andhra Pradesh, India**

Expression of Interest (EOI) from Potential Applicants

for

**Construction , Development, Operation and Maintenance
of Harbours in Andhra Pradesh**

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Expression of Interest (EOI) from Potential Applicants for Construction , Development, Operation and Maintenance of Harbours in Andhra Pradesh

DISCLAIMER

The information contained in this Expression of Interest document (the “EOI”) or subsequently provided to Applicant(s), whether verbally or in documentary or any other form shared on behalf of Andhra Pradesh Maritime Board (“Authority”) is provided to the Applicant to assist in preparing the non-binding EOI on the terms and conditions set out in this EOI and such other terms and conditions subject to which such information is provided.

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. The assumptions, assessments, statements and information contained in this 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.

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.

The Authority, its employees 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 and any assessment, assumption, statement or information contained therein or deemed to form part of this EOI.


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.

The issue of this EOI does not imply that the Authority is bound to select an Applicant for the Project and the Authority reserves the right to reject all or any of the Applications without assigning any reasons whatsoever.

The Applicant shall bear all its costs associated with or relating to the participation in this process regard less of the conduct or outcome of the process.

Expression of Interest (EOI) from Potential Applicants for Construction , Development, Operation and Maintenance of Harbours in Andhra Pradesh

NOTICE INVITING EXPRESSION OF INTEREST (EOI) FROM POTENTIAL APPLICANTS FOR CONSTRUCTION , DEVELOPMENT, OPERATION AND MAINTENANCE OF HARBOURS IN ANDHRA PRADESH

	<p>Andhra Pradesh Maritime Board 2nd floor, IHC Corporate Building, Mangalagiri, Guntur – 522503, Andhra Pradesh, India.</p>	
<p>Queries</p>	<p>Applicants shall post queries by email to ceo-apmb@ap.gov.in, with a copy (cc) to ceapmb@apmaritime.in, and gmbd-apmb@ap.gov.in</p> <p>Note: Please mention the subject of the email as: Query on “EOI for Construction , Development, Operation and Maintenance of Harbours in Andhra Pradesh”</p>	
<p>EOI Schedule</p>	<p>Activities</p>	<p>Deadline</p>
	<p>Issue of EOI Document</p>	<p>07.10.2024 from 16:00 hrs onwards</p>
	<p>Last Date for sending queries or clarifications regarding EOI</p>	<p>17.10.2024 on or before 17:00 hrs</p>
	<p>Last date for EOI Submission</p>	<p>04.11.2024 on or before 17:00 hrs</p>
<p>Officers In charge</p>	<p>Chief General Manager, Business Development and PPP- APMB</p>	
<p>Website to download EOI</p>	<p>https://www.apmaritime.in</p>	

The right to accept/reject any or all EOI(s) received is reserved with Andhra Pradesh Maritime Board, Government of Andhra Pradesh without assigning any reason thereof.

Expression of Interest (EOI) from Potential Applicants for Construction , Development, Operation and Maintenance of Harbours in Andhra Pradesh

1. Table of Contents

2.	Introduction and Background.....	4
3.	Development of Fishing Harbours.....	5
4.	Instructions to applicants.....	6
4.1.	Scope of Proposals:.....	6
4.2.	Additional Areas for Consideration:.....	6
4.3.	Key Objectives:.....	7
4.4.	Availing EOI Documents.....	7
4.5.	Completeness of the EOI Response.....	7
4.6.	EOI Response Preparation Cost.....	7
4.7.	Submission of EOI Queries.....	8
4.8.	Amendment of EOI Document.....	8
4.9.	APMB’s Right to Terminate the EOI Process.....	8
4.10.	Documents Establishing Applicants Qualification.....	8
4.11.	Format and Signing of EOI.....	8
4.12.	Late Submission of EOI.....	9
4.13.	Language of EOI.....	9
5.	Formats for EOI Submission.....	10
	Annexure I – Documents Checklist.....	10
	Annexure II – Submission Cover Letter.....	11
	Annexure III – Details of Company.....	12
	Annexure IV –Company Experience.....	13
	Annexure V – Financial Capacity of Company.....	14
	Annexure VI – Project Proposal.....	15

Expression of Interest (EOI) from Potential Applicants for Construction , Development, Operation and Maintenance of Harbours in Andhra Pradesh

2. Introduction and Background

Andhra Pradesh, a leading maritime state in India, boasts a coastline stretching approximately 1,053 km—. Nestled along the eastern seaboard, this coastal gem holds immense promise for economic growth and development. The **Andhra Pradesh Maritime Board (APMB)**, established by the Government of Andhra Pradesh, is at the forefront of harnessing this potential.

Andhra Pradesh is Ranked 1st in inland fish production and 4th in Marine production. Andhra Pradesh has a potential of 2.1 million metric tonnes of Marine fisheries, out of which Andhra Pradesh is currently utilizing 28% of the potential.

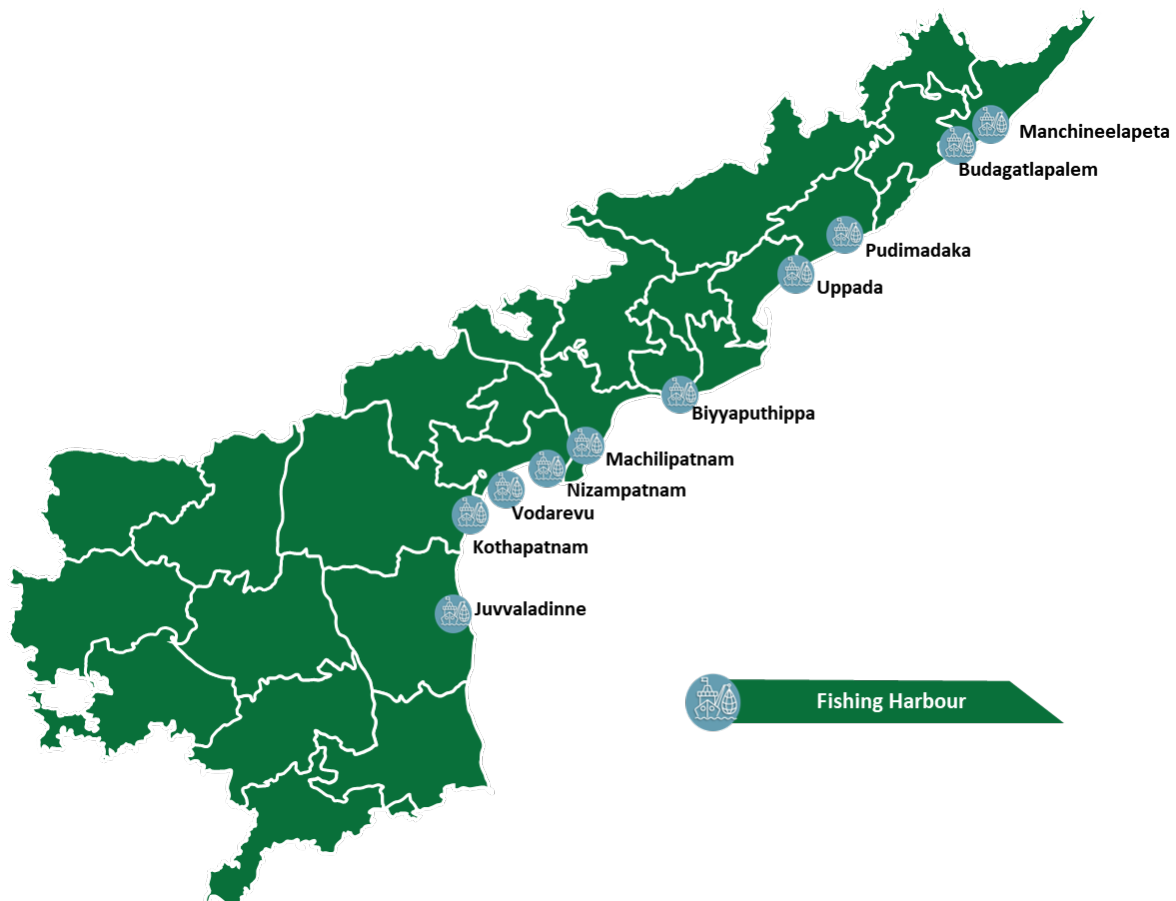


Figure: Location of Fishing Harbours being developed in Andhra Pradesh

Expression of Interest (EOI) from Potential Applicants for Construction , Development, Operation and Maintenance of Harbours in Andhra Pradesh

3. Development of Fishing Harbours

Andhra Pradesh Maritime Board (APMB) has identified the untapped potential in the marine fisheries and planned for the development of 10 Modern fishing harbours in two phases. Phase-I consists of Juvvaladinne in Nellore district, Uppada in Kakinada district, Nizampatnam in Bapatla district, Machilipatnam in Krishna district, Phase-II consists of Budagatlapalem in Srikakulam district, Pudimadaka in Ankapalle district, Kothapatnam in Praksham district, Vodarevu in Bapatla District, and Biyyaputippa in West Godavari district.

The salient features of these Fishing Harbours are given in the below table

Sl. No	Harbours	Fleet Size (Nos)			Fishermen to be Benefitted	Estimated Landings of Fish T/Annum	Total of in
		Up to 9 metres	9 to 14 metres	14+ metres			
1	Juvvaladinne	1,000	100	150	6,100	41,250	
2	Nizampatnam	-	1,000	600	9,000	62,000	
3	Machilipatnam	-	300	250	3,300	23,500	
4	Uppada	500	1,400	600	17,700	1,10,600	
5	Budagatlapalem	600	-	180	3,840	26,100	
6	Pudimadaka	700	-	230	4,700	28,700	
7	Kothapatnam	600	-	220	4,200	30,800	
8	Vodarevu	1,000	150	500	9,500	70,750	
9	Biyyaputhippa	362	-	60	2,348	8,212	
	Total	4,762	2,950	2,790	60,688	4,01,912	

4. Instructions to applicants

The Andhra Pradesh Maritime Board, on behalf of the Government of Andhra Pradesh, invites Expression of Interest (EOI) for the holistic development and management of fishing harbours across the state. The EOI encourages applicants to propose innovative and comprehensive solutions that enhance the fishing industry's infrastructure, promote economic growth, and uplift the fishing communities in Andhra Pradesh.

4.1. Scope of Proposals:

This EOI welcomes a wide array of proposals from interested parties, encompassing the following areas:

- Operation and Maintenance of Fishing Harbours:
 - Efficient management and upkeep of existing fishing harbour facilities.
 - Implementation of modern technologies and practices for harbour operations.
 - Ensuring the safety and security of harbour users and vessels.
- Development of Cold Chain Infrastructure:
 - Construction and operation of processing plants, ice plants, and packaging facilities.
 - Establishment of cold storage facilities to preserve the quality and freshness of the catch.
 - Creation of value-addition units to enhance product offerings and market reach.
- Development of Auxiliary Industries:
 - Establishment of fuel stations to cater to the needs of fishing vessels.
 - Setting up of boat building and repair yards to support the fishing fleet.

4.2. Additional Areas for Consideration:

To maximize the potential benefits for the fishing industry and the state, applicants are also encouraged to explore the following areas:

- **Skill Development & Training:** Propose initiatives to train and upskill fishermen and related workforce.
- **Sustainable Practices:** Incorporate eco-friendly and sustainable technologies in harbour operations and infrastructure development.
- **Community Development:** Explore projects to enhance the socio-economic well-being of fishing communities.
- **Market Linkages:** Develop strategies to connect fishermen with buyers, processors, and exporters.
- **Technology Integration:** Propose technology solutions to improve traceability, data management, and efficiency in the fishing industry.

Expression of Interest (EOI) from Potential Applicants for Construction , Development, Operation and Maintenance of Harbours in Andhra Pradesh**4.3. Key Objectives:**

- Increase the value and volume of trade in the fisheries sector.
- Improve the livelihoods and economic conditions of the fishing communities.
- Enhance infrastructure and facilities for the fishing industry.
- Promote sustainable and responsible fishing practices.
- Foster skill development and create employment opportunities.

The Government of Andhra Pradesh is committed to transforming the fishing sector in the state through this initiative. We encourage all interested parties to submit innovative and comprehensive proposals that will contribute to the growth and prosperity of the fishing industry and its stakeholders.

Important Note: This is an open-ended EOI. Applicants are welcome to present proposals that align with the broader objectives of the initiative and extend beyond the areas specifically mentioned above.

4.4. Availing EOI Documents

The EOI document can be downloaded from the website link <https://www.apmaritime.in> up to the date and time mentioned in the EOI.

4.5. Completeness of the EOI Response

Applicants are advised to study all instructions, forms, terms, requirements and other information in the EOI documents carefully. Submission of EOI shall be deemed to have been done after careful study and examination of the EOI document with full understanding of its implications. The response to this EOI should be full and complete in all respects.

4.6. EOI Response Preparation Cost

The Applicant is responsible for all costs incurred in connection with participation in this process, including, but not limited to, costs incurred in conduct of informative and other diligence activities, participation in meetings/discussions/presentations, preparation of EOI response, in providing any additional information required by APMB. APMB will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the process. All materials submitted by the Applicant shall become the property of APMB and may be returned at its sole discretion.

Expression of Interest (EOI) from Potential Applicants for Construction , Development, Operation and Maintenance of Harbours in Andhra Pradesh

4.7. Submission of EOI Queries

The format for seeking queries is as follows

Subject: Query for EOI FOR CONSTRUCTION , DEVELOPMENT, OPERATION AND MAINTENANCE OF HARBOURS IN ANDHRA PRADESH		
Details of the query seeker	Name and Address of the Company	
	Name and Position of the Person submitting the query	
	Contact details	Mobile: Email id:
S. No	EOI Reference (Page/ Section)	Points of Clarification required
1		
2		
3		

4.8. Amendment of EOI Document

At any time before the deadline for submission of EOI, APMB, may, for any reason, whether at its own initiative or in response to a clarification requested by a prospective Applicant, modify the EOI Document by an amendment.

In order to afford prospective Applicants reasonable time in which to take the amendment into account in preparing their EOIs, APMB may, at its discretion, extend the last date for the receipt of EOIs. The Applicants are advised to visit the official website of APMB <https://www.apmaritime.in> on regular basis for checking necessary updates. APMB also reserves the right to amend the dates mentioned in this EOI.

4.9. APMB's Right to Terminate the EOI Process

APMB reserves the right to terminate the EOI process at any time and without assigning any reason thereof. APMB makes no commitments, express or implied, that this process will result in a business transaction with anyone. This EOI does not constitute an offer by APMB.

4.10. Documents Establishing Applicants Qualification

The Applicant shall furnish, as part of its EOI documents establishing the Applicant's qualification in the formats provided in this EOI. The documentary evidence should be submitted by the Applicant as part of the response to the EOI. The documentary evidence of the Applicant's qualification shall be as specified in this EOI document.

4.11. Format and Signing of EOI

- a) The Applicant shall prepare one hard copy of the EOI.
- b) The EOI document shall be signed, at the time of submission, by the Applicant or a person or persons duly authorized to bind the Applicant to the provisions of the EOI. The later

Expression of Interest (EOI) from Potential Applicants for Construction , Development, Operation and Maintenance of Harbours in Andhra Pradesh

authorization shall be indicated by a copy of written power-of- attorney accompanying the EOI. All the pages/ documents of the EOI shall be signed by the person authorized to sign the EOI.

- c) Submission of EOI: Proposals not conforming submission of required documents as listed may lead to rejection of the Proposal. Submission of forged documents will also result in rejection of the Proposal. The Applicant should submit the Proposal as per the requirement of EOI which should be received in the office of the CEO, Andhra Pradesh Maritime Board, Government of Andhra Pradesh with the proper postal address of APMB on or before due date and time as mentioned in the EOI. The postal cover should also highlight the: Project Name: **“Construction , Development, Operation and Maintenance of Harbours in Andhra Pradesh”**. The Proposal received after due date and time will not be entertained. APMB is not liable/ responsible for any delay in receipt of documents for the reason whatsoever. APMB will not consider any proposal that arrives after the deadline as prescribed in the EOI. Any Proposal received after the deadline will be out rightly rejected by APMB.

4.12. Late Submission of EOI

EOI being submitted after the specified time limit and date will not be accepted.

4.13. Language of EOI

The responses prepared by the Applicant and all correspondence and documents relating to the documents exchanged by the Applicant and APMB, shall be written in English language. 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 EOI, 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.

Expression of Interest (EOI) from Potential Applicants for Construction , Development, Operation and Maintenance of Harbours in Andhra Pradesh

5. Formats for EOI Submission

Annexure I – Documents Checklist

Checklist for the Documents to be submitted in EOI response

S.No	Documents to be Submitted	Suggested Format	Submitted (Y/N)	Documentary Proof (Page No.)
1	Covering Letter	Annexure II		
2	Details of the Applicants	Annexure III		
3	Company Experience - Documentary Evidence for Relevant experience	Annexure IV		
4	Financial Capability of the applicant through a statutory Auditors Certification	Annexure V		
5	Project Proposal consisting of the Implementation Structure and Broad Financials	Annexure VI		

Expression of Interest (EOI) from Potential Applicants for Construction , Development, Operation and Maintenance of Harbours in Andhra Pradesh

Annexure II – Submission Cover Letter

On the letterhead of the Applicant

Date:

To

The Chief Executive officer,
Andhra Pradesh Maritime Board
2nd floor, IHC Corporate Building, Mangalagiri,
Guntur – 522503, Andhra Pradesh, India.

Sub: Submission of EOI for Construction , Development, Operation and Maintenance of Harbours in Andhra Pradesh

Sir,

Being Duly Authorised to represent and act on behalf of _____, understanding the information provided, the undersigned hereby apply in response to the EOI document for “Construction , Development, Operation and Maintenance of Harbours in Andhra Pradesh”.

The details as per the EOI document are submitted herewith for the evaluation.

Yours faithfully,

Authorised Signatory
(Name, Title and Address)

Expression of Interest (EOI) from Potential Applicants for Construction , Development, Operation and Maintenance of Harbours in Andhra Pradesh

Annexure III – Details of Company

S.No	Item	Details (to be filled by the Applicant in response to EOI)
1	Name of the Company	
2	Registered Address for Communication	
3	Mobile no and Email id	
4	Website address if any	
5	Details of Company Registration (Please enclose a copy of the registration certificate authorized by the concerned government authority)	
6	Registration Number and Year of Registration	
7	States/Countries where the Company operates	
8	Company Profile	
9	Audited financial statements of the last 3 financial years from the relevant experience in Local Currency along with Certificate of Conversion of Local Currency in US Dollar, certified by the Statutory Auditor	

Contact Details of officials for future correspondence

Description	Details
Name	
Designation	
Address	
Mobile	
E-mail	

Expression of Interest (EOI) from Potential Applicants for Construction , Development, Operation and Maintenance of Harbours in Andhra Pradesh

Annexure IV –Company Experience

Documentary Evidence for Relevant experience

Expression of Interest (EOI) from Potential Applicants for Construction , Development, Operation and Maintenance of Harbours in Andhra Pradesh

Annexure V – Financial Capacity of Company

Previous three years Turnover from relevant experience and net-worth certificates in Indian Rupees along with Certificate of Currency Conversion in US Dollars certified by the Chartered Accountant (Currency Conversion Certificate required only for firms registered outside India)

Financial Year	Annual Turn Over
2021-22	
2022-23	
2023-24	

Expression of Interest (EOI) from Potential Applicants for Construction , Development, Operation and Maintenance of Harbours in Andhra Pradesh

Annexure VI – Project Proposal

The Applicant shall submit the detailed proposal duly incorporating the following details

- Nature of the Project
- Name of the Fishing Harbour
- Proposed investment
- Proposed components
- Extent of land required
- Proposed Revenue share/ Annual Premium/ Upfront fee etc, to the Authority
- Proposed Concession Period
- Approximate Time frame required for commencement
- Benefits of the Project
- Direct and Indirect Employment generated from the Project
- Support required from the Authority
- Any additional suggestion or specific views

The applicant shall submit different Annexure for each of the Proposal submitted