

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

Expression of Interest (EOI) from Potential Applicants

for

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

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

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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.

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

	<p>Andhra Pradesh Maritime Board 2nd floor, IHC Corporate Building, Mangalagiri, Guntur – 522503, Andhra Pradesh, India.</p>	
Queries	<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 Ports in Andhra Pradesh”</p>	
EOI Schedule	Activities	Deadline
	Issue of EOI Document	07.10.2024 from 16:00 hrs onwards
	Last Date for sending queries or clarifications regarding EOI	17.10.2024 on or before 17:00 hrs
	Last date for EOI Submission	04.11.2024 on or before 17:00 hrs
Officers In charge	Chief General Manager, Business Development and PPP- APMB	
Website to download EOI	https://www.apmaritime.in	

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.

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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 boasts a robust maritime infrastructure, hosting **one major port** in Visakhapatnam and **Five non-major ports** which are operational. The Capacity and the cargo handled at the existing ports is given in the below table.

#	Port	Capacity (MMTPA)	Cargo Handled (MMTPA) FY23
Major Port			
1	Visakhapatnam	126.90	81.09
Non-Major Ports			
1	Kakinada Anchorage	4.00	2.44
2	Rawa	2.00	0.65
3	Kakinada Deep Water	26.00	17.62
4	Gangavaram	64.00	37.27
5	Krishnapatnam	98.00	59.64
Total		320.90	198.71

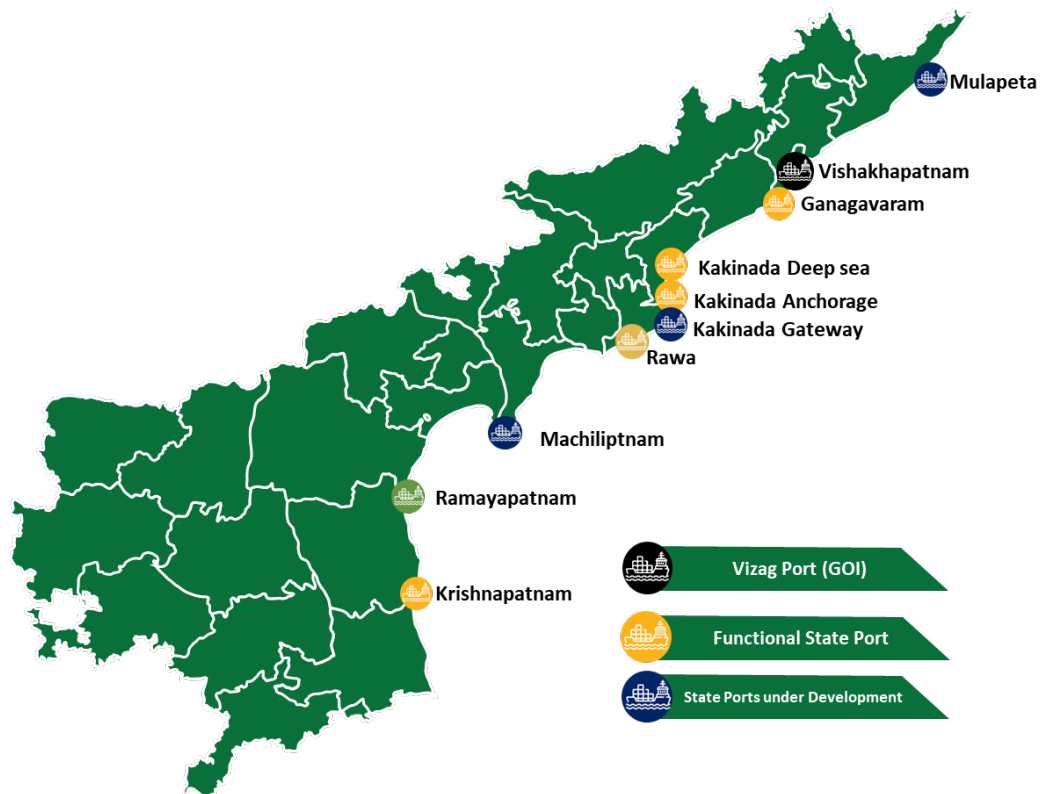


Figure: Location of Ports in Andhra Pradesh

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Andhra Pradesh Maritime Board is Ranked 2nd in cargo handling performance in State maritime boards during April – July 2024-25 with 34.83 MMTPA after Gujarat Maritime Board. Andhra Pradesh Maritime Board has handled 15.5% of cargo the handled at non-major ports of India in July 2024. The Annual growth rate of cargo handled at non-major ports in AP is ~ 13.5% which higher than the annual growth rate of cargo handled at non-major ports in India which is 10.76%.

3 Development of Port Infrastructure

Andhra Pradesh Maritime Board (APMB) has undertaken the development of Four greenfield ports Ramayapatnam Port in SPS Nellore District, Machilipatnam Port in Krishna District, and Mulapeta Port in Srikakulam District under Landlord model and Kakinada Gateway Port under PPP model with a total Project Cost of ~Rs. 17,067 Cr. The development of these 04 Ports will create an additional capacity of 110 MMTPA by 2026-27.

The salient features of these three ports are given in the below table

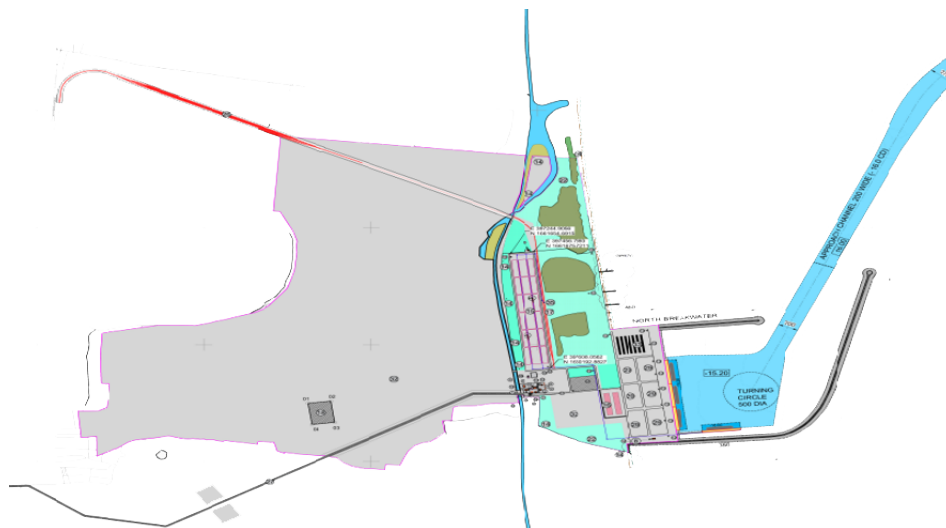
Description	Ramayapatnam Port (Nellore Dt)	Machilipatnam Port (Krishna Dt)	Mulapeta Port (Srikakulam Dt)
SPV	Ramayapatnam Port Development Corporation Ltd (RPDCL)	Machilipatnam Port Development Corporation Ltd (MPDCL)	Bhavanapadu Port Development Corporation Ltd (BPDCL)
Development Mode	Landlord	Landlord	Landlord
Port Capacity in MMTPA (Phase-I & Master Plan)	34.04 138.54	35.12 115.97	23.5 83.30
No. of Berths (Phase-I & Master Plan)	4 19	4 16	4 10
Vessel Size in DWT (Phase-I & Master Plan)	80,000 2,00,000	80,000 2,00,000	1,20,000 1,80,000
Depth at Basin (Phase-I & Master Plan)	(-) 16.0 (-) 20.2 m CD	(-) 15.7 (-) 20 m CD	(-) 17.6 (-) 18.9 m CD
Road Connectivity	NH-16 (@ 5.5 Km)	NH-216 (@ 6.5 Km)	NH-16 (@ 13.8 Km)
Rail Connectivity	Howrah-Chennai (@ 7.6 Km)	Gudivada-Machilipatnam (@ 7.5 Km)	Howrah-Chennai (@ 7.85 Km)

Table 1: Salient Feature of the Greenfield ports in Andhra Pradesh

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3.1 About Ramayapatnam Port

The Ramayapatnam Port is located in Nellore district of Andhra Pradesh. The port is being developed with a draft of 16m, with four berths, catering vessel size of 80,000 DWT in Phase-I and 1,20,000 DWWT in Phase II, design capacity of the port is 34.04 MMTPA in Phase-I and 138.54 MMTPA in Phase-II. The layout of Ramayapatnam port is given below.



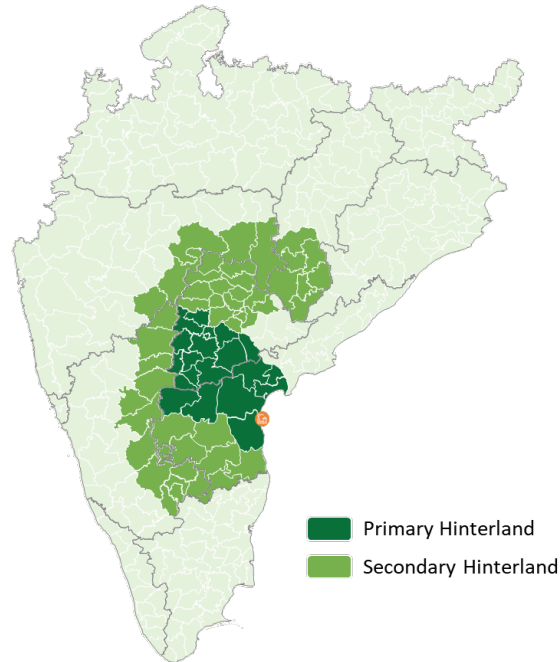
Primary Hinterland

The Primary Hinterland of this port consists of Nellore, Prakashan, Guntur and Kurnool districts of Andhra Pradesh, Nalgonda, Mahbubnagar, Ranga Reddy, Hyderabad districts of Telangana.

Secondary Hinterland

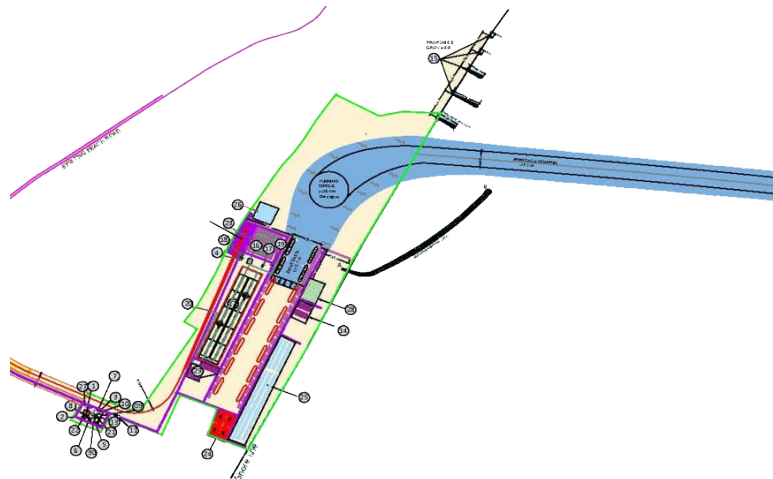
The Secondary Hinterland of this port consists of Chittoor, Kadapa, Anantapur, Krishna of Andhra Pradesh, and Border districts of Telangana, Maharashtra, Karnataka.

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3.2 About Machilipatnam Port

The Machilipatnam Port is located in Krishna district of Andhra Pradesh. The port is being developed with a draft of 15.7m, with four berths, catering vessel size of 80,000 DWT in Phase-I and 2,00,000 DWT in Phase II, design capacity of the port is 35.12 MMTPA in Phase-I and 115.97 MMTPA in Phase-II. The layout of Machilipatnam port is given below.



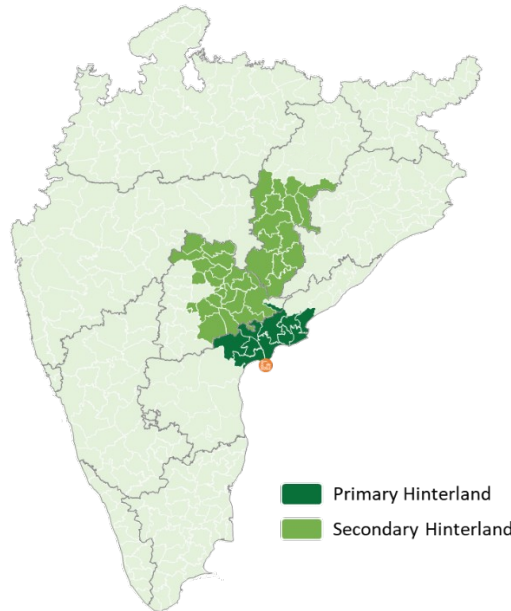
Primary Hinterland

The Primary Hinterland of this port consists of Krishna, East Godavari, West Godavari, Guntur districts of Andhra Pradesh.

Secondary Hinterland

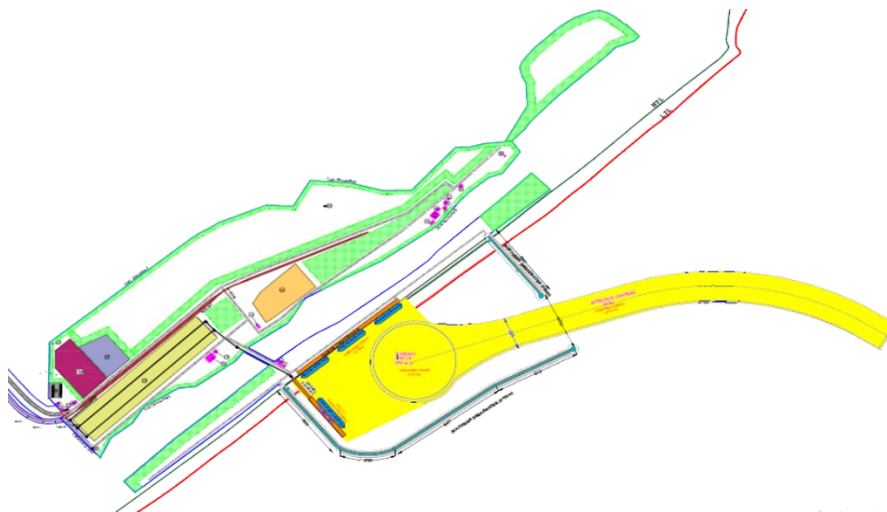
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The Secondary Hinterland of this port consists of Khammam, Karimnagar, Adilabad, Nalgonda, and Warangal districts of Telangana, and border districts of Chhattisgarh, Karnataka, and Maharashtra.



3.3 About Mulapeta Port

The Mulapeta Port is located in Srikakulam district of Andhra Pradesh. The port is being developed with a draft of 17.6m, with four berths, catering vessel size of 1,20,000 DWT in Phase-I and 1,80,000 DWWT in Phase II, design capacity of the port is 23.5 MMTPA in Phase-I and 83.30 MMTPA in Phase-II. The layout of Mulapeta port is given below.



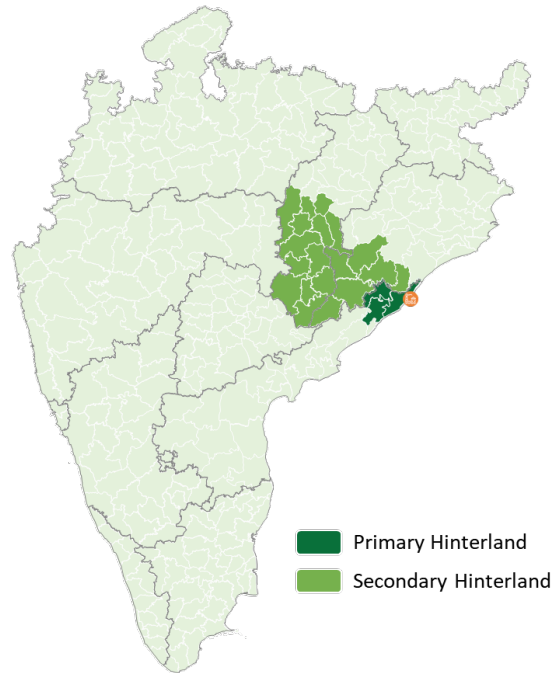
Primary Hinterland

The Primary Hinterland of this port consists of Srikakulam district of Andhra Pradesh.

Secondary Hinterland

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The Secondary Hinterland of this port consists of Chhattisgarh, Jharkhand, Madhya Pradesh, and Southern Orissa.



4 Instructions to applicants

4.1 Expression of Interest

The Andhra Pradesh Maritime Board, on behalf of the Government of Andhra Pradesh, invites Expression of Interest (EOI) for the comprehensive development, operation, and maintenance of ports throughout the state. This initiative is part of Andhra Pradesh's commitment to fostering a robust maritime sector that contributes significantly to the state's economic growth and development. We encourage innovative and sustainable proposals from qualified entities to transform Andhra Pradesh's ports into world-class maritime hubs.

4.1.1 Development of Infrastructure in Existing Ports:

- **Port Modernization:** Propose comprehensive modernization plans to upgrade existing port facilities and infrastructure.
- **Upgradation of Port Infrastructure:** Suggest improvements in berths, terminals, cargo handling equipment, and other critical port infrastructure.
- **Digitization and Automation:** Propose technological solutions to streamline port operations, enhance efficiency, and reduce turnaround times.
- **Specialized Terminals:** Explore the development of specialized terminals for handling specific types of cargo, such as LNG, coal, containers, and RoRo.
- **Port-led Industries:** Present proposals for developing industrial zones and clusters in the vicinity of ports to stimulate economic activity.
- **Logistics Hubs:** Suggest the establishment of logistics hubs and integrated logistics parks near ports to facilitate efficient cargo movement and distribution.
- **Green Energy Projects:** Propose green energy initiatives utilizing solar, wind, wave, tidal energy, and green hydrogen to minimize the environmental footprint of port

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operations.

4.1.2 Development of New Ports:

- **Greenfield Port Development:** Explore potential sites for the development of new greenfield ports to meet the growing demands of the maritime sector.
- **Feasibility Studies and Master Plans:** Conduct comprehensive feasibility studies and prepare detailed master plans for new port developments.
- **Environmental Impact Assessments:** Ensure environmental sustainability by conducting thorough environmental impact assessments and adhering to stringent environmental regulations.

4.1.3 Operation and Maintenance - Marine and Navigation Operations:

- **Vessel Traffic Management:** Implement robust systems for safe and efficient vessel traffic management within the port and its approaches.
- **Pilotage:** Provide expert pilotage services, ensuring the safe navigation of vessels within the port and its channels. This includes establishing a qualified pool of pilots, maintaining pilotage infrastructure, and adhering to international standards.
- **Tug and Towing Services:** Offer reliable tug and towing services to assist vessels in manoeuvring within the port, particularly during berthing, unberthing, and navigating confined waterways. This involves maintaining a fleet of tugs, providing skilled tugboat operators, and coordinating operations with pilots and port authorities.
- **Berthing and Mooring:** Ensure safe and secure berthing and mooring of vessels at the port, including the provision of adequate mooring equipment, linesmen services, and monitoring systems.
- **Bunkering:** Provide efficient and environmentally responsible bunkering services to cater to the fuel needs of vessels calling at the port.

4.1.4 Operation and Maintenance - Cargo Operations in New Greenfield Ports:

- **Berth Operations:** Efficiently operate and maintain single or multiple berths for cargo handling.
- **Cargo Handling:** Handle various types of cargo, including breakbulk, liquid, and containers, with modern equipment and technology.
- **Specialized Terminals:** Explore the development of specialized terminals for specific cargo types as outlined in (a).

4.1.5 Operation and Maintenance - Entire Port Operation in New Greenfield Ports:

- **Comprehensive Port Management:** Assume responsibility for the overall management and operation of the new greenfield port, including all marine, cargo, and navigation operations.
- **Efficient Operations:** Ensure smooth and efficient port operations to minimize vessel turnaround times and optimize cargo handling.
- **Customer Satisfaction:** Prioritize customer satisfaction by providing high-quality services and maintaining excellent communication with port users.

4.1.6 Other Proposals:

- **Logistics Hubs and Integrated Logistics Parks:** Propose the development of logistics hubs and integrated logistics parks to enhance supply chain efficiency and connectivity.
- **Free Trade Warehousing Zones (FTWZ's):** Explore the establishment of FTWZs to promote international trade and attract foreign investment.
- **Port-led Industries:** Propose the development of industrial zones and clusters around ports to leverage the advantages of port proximity.
- **Marine Tourism & Cruise Tourism:** Present innovative ideas for developing marine tourism and cruise tourism to attract visitors and generate revenue.
- **Skill Development :**

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Present solutions for bridging the skill gaps in the Maritime sector for taking up Skill gap assessment for cargo handling services , mechanization , crane operators , Welders , Fitters , Plumbers , Navigational engineers , Marine engineers and to provide relevant Skill sets for employability.

4.2 Maritime Sector Considerations:

- **Sustainability:** Prioritize environmentally sustainable practices throughout port development and operations.
- **Technology:** Incorporate cutting-edge technology to enhance port efficiency, safety, and security.
- **Skill Development:** Invest in training and development programs to create a skilled workforce for the maritime sector.
- **Community Engagement:** Foster positive relationships with local communities and ensure their participation in the port development process.
- **Safety and Security:** Implement robust safety and security measures to protect port infrastructure, personnel, and cargo.

4.3 Submission Guidelines:

Interested applicants are encouraged to submit detailed proposals outlining their vision, expertise, and proposed solutions. Proposals should demonstrate a clear understanding of the maritime sector, relevant experience, financial capability, and commitment to sustainable development.

For more information and submission guidelines, please visit the official website of Andhra Pradesh Maritime Board.

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.

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4.7 Submission of EOI Queries

The format for seeking queries is as follows

Subject: Query - EOI FOR CONSTRUCTION , DEVELOPMENT, OPERATION AND MAINTENANCE OF PORTS 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

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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 ports 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.

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5 Formats for EOI Submission

5.1.1 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		

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5.1.2 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 ports 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 ports in Andhra Pradesh”.

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

Yours faithfully,

Authorised Signatory
(Name, Title and Address)

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5.1.3 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	

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5.1.4 Annexure IV –Company Experience

Documentary Evidence for Relevant experience

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5.1.5 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	

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5.1.6 Annexure VI – Project Proposal

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

- Nature of the Project
- Name of the Port
- Proposed investment
- Proposed components
- Extent of land required
- Proposed Revenue share/ Annual Premium/ Upfront fee etc, to the Authority
- Proposed quantity of cargo Handled
- Proposed commodities of cargo
- 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