

**West Bengal Maritime Board
(WBMB)**

**INFORMATION MEMORANDUM
FOR
EXPRESSION OF INTEREST (EOI)**

**FOR DEVELOPMENT, OPERATIONS AND MAINTENANCE OF GREENFIELD PORT AT
TAJPUR IN THE PURBA MEDINIPUR DISTRICT OF WEST BENGAL
(DECEMBER 2020)**

EOI Due Date: 19-02-2021

(This document is meant for exclusive purposes of submitting a response to the EOI document and shall not be transferred, reproduced or otherwise used for purposes other than that for which it is specifically issued)

The CEO,
West Bengal Maritime Board
Department of Industry, Commerce & Enterprises,
Government of West Bengal
4, Abanindranath Tagore, Sarani, Kolkata – 700 016
Tel: +91-33-22553802 Fax: +91-33-22553888
Email: ceowbmb.ice-wb@bangla.gov.in
Reference Website: www.wbidc.com

No.WBIDC/WBMB/EOI/2020/3160 DT.28 DEC 2020

NOTICE INVITING EXPRESSION OF INTEREST (EOI)

Introduction: Government of West Bengal (GoWB), in order to boost the sea trade facilities in the state of West Bengal, proposes to develop a Greenfield port at Tajpur in Purba Medinipur District of West Bengal.

Expression of Interest (EOI): West Bengal Maritime Board (WBMB), is the nodal agency for undertaking development of proposed port project and managing the PPP transaction. WBMB, with secretarial support from WBIDC, invites interests and suggestions from private developers having relevant technical expertise, financial capability and operational experience for development, operations and maintenance of a Greenfield port at Tajpur in West Bengal under Public Private Partnership (PPP) framework in Design, Build, Finance, Operate and Transfer (DBFOT) basis.

WBMB is interested to finalize the project structure and qualification criteria after taking views of the interested applicants. Based on the responses received, Request for Qualification/Request for Proposal and Draft Concession Agreement document will be prepared and will be circulated for bidding purposes.

All other details including any date extensions, clarifications, amendments, etc., will be uploaded only on the website of WBIDC (www.wbidc.com) and <https://wbtenders.gov.in> and may not be published in Newspapers. Hence, applicants are advised to regularly visit the website of WBIDC to keep themselves updated.

Prospective applicants with suitable credentials will be provided with Extracts from Draft Techno-Economic Feasibility Report upon request made to ceowbmb.ice-wb@bangla.gov.in

How to Apply: Interested Applicants are requested to submit EOI on the website <https://wbtenders.gov.in> no later than 1500 hours IST on 19.02.2021 Late submissions will not be accepted.

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Disclaimer

The information in this document (other documents shared by the WBMB (“Authority”)) has been prepared to assist the applicants in preparing the non-binding EOI and it is clarified that:

- a) It does not constitute an invitation to offer or an offer in relation to the transaction.
- b) This document does not constitute any contract or agreement of any kind whatsoever.
- c) This document does not and does not purport to contain all the information that interested firms and their advisors would desire or require in reaching decisions pertaining to any 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.
- d) Neither the information in this document nor any other written or oral information in relation to the transaction or otherwise is intended to form the basis of or the inducement for any investment activity or any decision to enter into any contract or arrangement in relation to the transaction and should not be relied on as such. Neither WBMB nor their employees or advisors shall be responsible / liable to any party in any way for costs associated in preparation & submission of EOI.
- e) WBMB is not bound to accept any or all of the EOIs. WBMB reserves the right to reject any or all EOIs without assigning any reasons. No applicant shall have any cause of action or claim against WBMB or its officers, employees, advisors, agents, successors or assignees for rejection of this EOI. WBMB shall be entitled to invite proposals from entities other than the Applicants who have submitted EOI.
- f) Failure to provide information that is essential to evaluate the applicant's qualifications or substantiation of the information supplied, shall result in disqualification of the applicant from the EOI process.
- g) 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 WBMB 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. Any liability is accordingly expressly disclaimed by WBMB or any of their respective officers, employees, advisors or agents, whether negligent or otherwise.

Glossary

DPR	Detailed Project Report
DBFOT	Design Build Finance Operate Transfer
GDP	Gross Domestic Product
GoI	Government of India
GoWB	Government of West Bengal
HDC	Haldia Dock Complex
INR	Indian Rupee
KDS	Kolkata Dock System
KoPT	Kolkata Port Trust
NH	National Highway
NW	National Waterway
O&M	Operations and Maintenance
PPP	Public Private Partnership
RoW	Right of Way
SPV	Special Purpose Vehicle
TEFR	Techno-Economic Feasibility Report
USD	US Dollar
WBIDC	West Bengal Industrial Development Corporation
WBMB	West Bengal Maritime Board

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1. Project Introduction

1.1. Background

- 1.1.1. Ports are the major trade gateways driving the economic development and industrial proliferation across regions. India is blessed with ~ 7,500 km of coastline on three sides and lies on major shipping routes linking East Asia, Europe and the Middle East. Indian ports handle about 90% by volume and 70% by value of India's external trade. The cargo at Major Ports in India have witnessed a compounded annual growth rate (CAGR) of ~ 2.4% between FY 2010 and 2018¹, whereas the minor ports have witnessed a CAGR of ~ 8% over the same period². With economic power expected to shift from West to East, there will be high demand for ports on Eastern sea-ports, which have been handling around 35-40% of the total sea-borne traffic of India (FY18)³.
- 1.1.2. The Eastern and North Eastern regions of India (comprising the states of West Bengal, Bihar, Chhattisgarh, Jharkhand, Odisha, and Assam) contribute ~16% to India's GDP⁴. These regions are served by the ports of Haldia, Kolkata, Dhamra, Paradip and Gopalpur. In terms of cargo, the hinterland ports presently handle about 180-190 Million Tonnes Per Annum (MTPA)⁵. Amidst this region, the state of West Bengal is strategically placed. It is the fourth largest economy in India and is potentially located as a gateway to North-East India, Southeast Asia, Bangladesh, Nepal and Bhutan⁶. The state's hinterland comprises of mineral rich states of Chhattisgarh, Jharkhand and Odisha and presents a strong cargo potential for bulk commodities.
- 1.1.3. At present, the Kolkata Port trust/KoPT (comprising of two ports – Kolkata Dock System (KDS) and Haldia Dock Complex (HDC)) are the major seaports in West Bengal and have been a key driver of industrial growth in the region by facilitating imports, exports and coastal movement of raw materials & finished goods. KoPT ports in the state handled ~58 million tonnes of cargo in FY 2018, of which ~82% was EXIM cargo and observed growth in cargo handling at a CAGR of ~2.8% in the period from FY 2010 to FY 2018⁷. Cargo handled at the port includes various categories majorly bulk cargo (dry and liquid) and containerized cargo (contributing more than 50% of the cargo traffic at KDS). However, these ports face natural restrictions like limited draft, higher maintenance dredging, tidal dependency for vessel transit etc., resulting in capacity constraints.
- 1.1.4. The State of West Bengal has a unique opportunity to contribute because of its strategic location in terms of availability of coastline (of ~950 kms) for port operations, the advantages of having availability of navigable and potentially navigable waterways including Bay of Bengal and NW-1 (national waterway), and 15 other NWs⁸ and geographical proximity with Bangladesh, Nepal and Bhutan. Thus, a growth in cargo handling at ports in the state of West Bengal is expected.
- 1.1.5. Further, with high speed dedicated freight corridors like EDFC, the East Coast Dedicated Freight Corridor running from Kolkata to Chennai, and from Ludhiana in Punjab to Kolkata in West Bengal and as well as proposed setting up of seven integrated manufacturing clusters along the corridor, the economic activity in the region is expected to boost. Eastern India and especially West Bengal is poised to become a hub for regional cargo distribution⁹.
- 1.1.6. With expected rise in industrial and economic activity in the eastern region and the strategic focus to promote economic cooperation with Bangladesh, Nepal, Bhutan and other South Asian countries, there is a strong opportunity for enhanced demand for cargo handling in West Bengal. Even at a conservative

¹ Indian Ports Association

² <https://www.ibef.org/download/ports-apr-2019.pdf>

³ IPA and PwC analysis

⁴ <http://statisticstimes.com/economy/gdp-of-indian-states.php>

⁵ Indian Ports Association, includes cargo of all types at Kolkata, Haldia, Paradip, Gopalpur and Dhamra port for the year 2017-18

⁶ <https://bengalglobalsummit.com/bengal-at-a-glance/>

⁷ Indian Ports Association

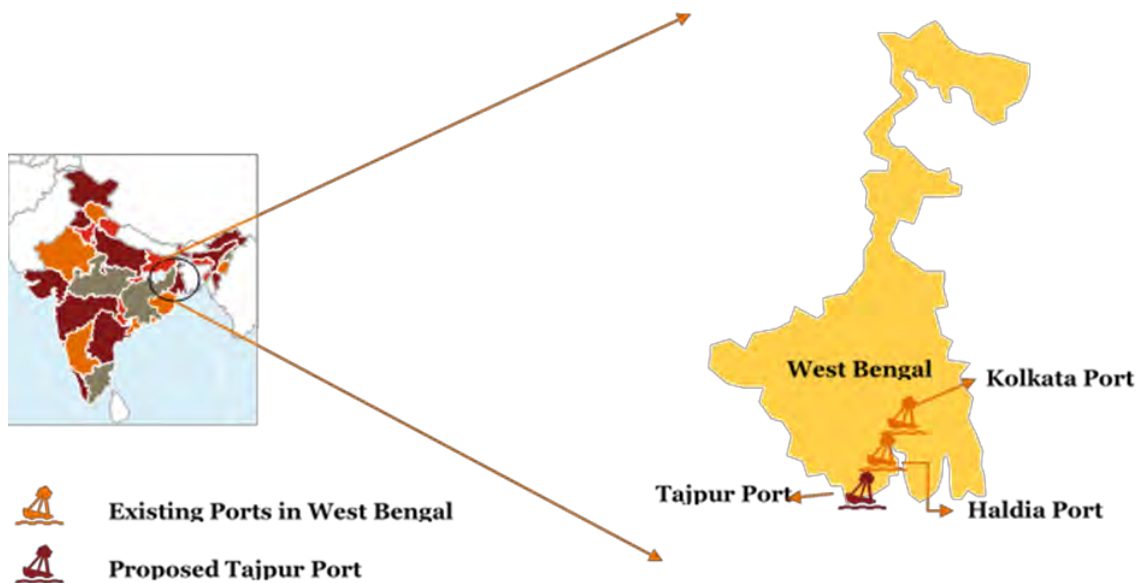
⁸ <https://wb.gov.in/business-maritime-industry.aspx>

⁹ <https://www.railway-technology.com/projects/eastern-dedicated-freight-corridor-edfc/>

growth rate for eastern region ports of 5.4% p.a. growth, i.e., the cargo traffic growth rate equivalent to India's average cargo growth rate for the period FY2010 to FY2018, the expected cargo at eastern ports would reach around ~ 340 million tonnes by 2030 and around ~ 580 million tonnes by 2040. Scope of brownfield expansion of existing ports in the state/ region is limited, resulting in the need for greenfield expansion of port infrastructure to handle/ sustain increased cargo traffic.

1.1.7. The expected increase in demand for cargo handling in the state, combined with capacity limitations faced by existing ports in the state, has created a need for the development of a new deep-sea port in the region. Given this context, the Government of West Bengal (GoWB) has envisaged development of a deep-sea greenfield port at Tajpur, located in Purba Medinipur district of West Bengal, near the tourist destination of Digha and Mandarmani beach.

Figure 1: Tajpur port location



1.1.8. Further, Govt. of West Bengal has proposed to develop the port at Tajpur via Public Private Partnership (PPP) mode. The private sector shall be responsible for design, construction, finance, operation, and maintenance of proposed port under a long-term PPP concession through West Bengal Maritime Board (WBMB).

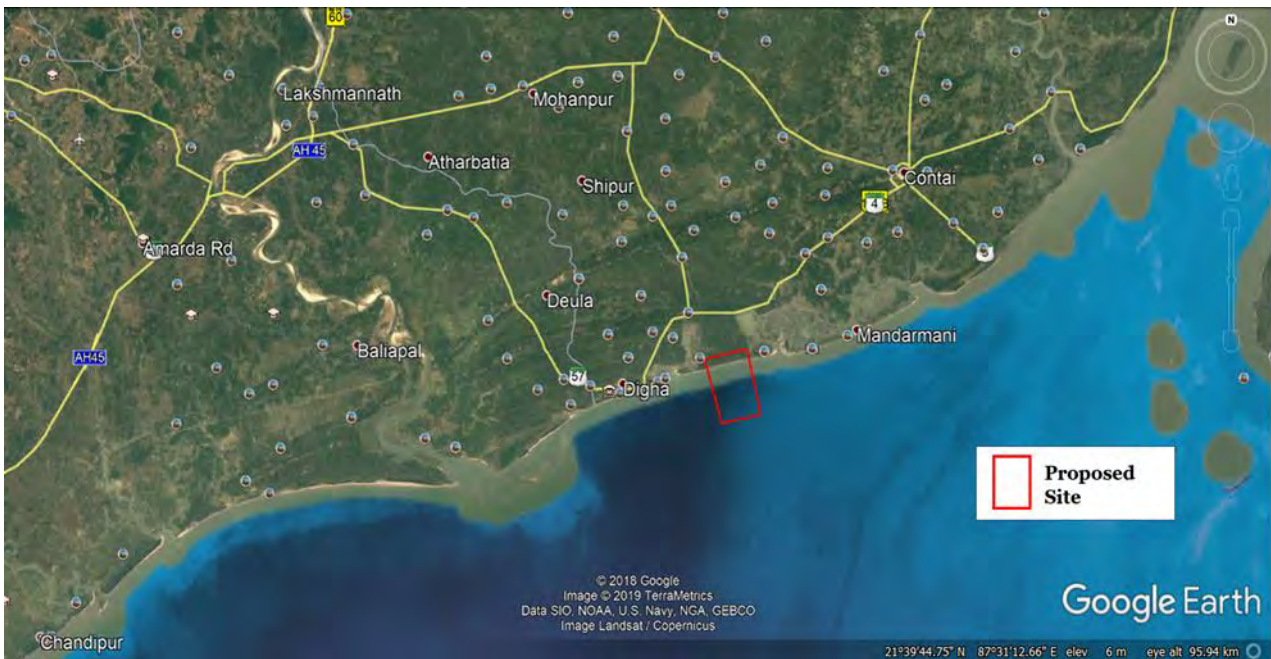
1.1.9. The region of Tajpur, West Bengal is near the mineral belts in the states of West Bengal, Odisha, Chhattisgarh and Jharkhand. These states are rich in deposits of iron ore, coal, gemstones and precious stones, limestone and gold. Further, these states house large power plants, steel manufacturing units, and other manufacturing facilities which drive the demand for bulk commodities such as coal (coking and non-coking), iron ore, limestone and other containerized products in the region. Given the context of demand potential of Tajpur hinterland and prevailing infrastructure challenges of existing ports in the state, proposed greenfield port at Tajpur seems an attractive opportunity. The proposed port is envisaged to be an all-weather deep seaport and provide a draft of ~12.5 m. The proposed deep-sea port at Tajpur, with its higher draft, additional capacity and greater efficiency, will provide an alternate option to industries for handling their goods. The port is also envisaged to offer a single point discharge for most of the vessels vis-à-vis immediate competition for the shippers operating through it to gain cost and time advantages over the competing ports in the state.

1.2. Proposed site details

1.2.1 The Tajpur port is proposed to be located on the sea near tourist destinations of Digha and Mandarmani beach, which is about ~170 kms from the capital city of Kolkata, at a driving distance of about 4-5 hours. The proposed site is near Tajpur in Ramnagar -1 Block of Purba Medinipur District of

West Bengal. Bay of Bengal is bordering south boundary of proposed site. The following diagram depicts an illustrative location of proposed site on Google Earth:

Figure 2: Proposed site location



Source: DRAFT TEFR for Tajpur Port

- 1.2.2 As per the Gazette Notification of Government of West Bengal registered no. WB/SC-320 dated 3rd December 2018, the following limit of triangular area for port are notified:
- (a) North East Limits - $21^{\circ}39'35.13''$ N/ $87^{\circ}38'56.71''$ E
 - (b) North West Limits - $21^{\circ}37'43.27''$ N/ $87^{\circ}30'8.00''$ E
 - (c) South East Limits - $21^{\circ}26'41.37''$ N/ $87^{\circ}41'5.42''$ E
- 1.2.3 The proposed site has straight beach front and has an approach road of ~5 km from NH116B to site.
- 1.2.4 The region is well connected by a network of rail routes, which are managed by South Eastern Railways. Digha is the nearest major railway station to the site and is in turn connected to Contai through a single rail line. However, the proposed site does not have rail connection at present. Rail connection from the port to the nearest rail line is required and can be taken up near the Badalpur station, which would be about 7 kms.
- 1.2.5 The other details for the port, based on the study undertaken, have been provided in the techno-economic feasibility study report. As per the design requirements in the master plan, equipment required, and other developmental cost, the total estimated cost for the development of the proposed port is expected to be around ~ INR 7,205 crores, excluding land acquisition and external infrastructure such as road/ rail connectivity costs (~but including IDC and escalation). Govt. of West Bengal envisages to provide adequate flexibility to concessionaire to develop/ operate the port and handle the commodities based on its own market and business assessment.
- 1.2.6 It is highlighted to the interested applicants that the techno-economic feasibility study covered block cost estimates. Additional surveys/ analysis might be required at DPR stage for a detailed assessment and for actual designing/ master planning of port by the private developer. Based on which, the design/ master plan undertaken by private player and accordingly, the actual capital costs may vary. Therefore, the interested applicants are encouraged to undertake their own due diligence and requisite study/ project assessment for the purposes of bidding at subsequent stages.

2. Project structure and details

2.1. Overview

- 2.1.1 For the development of deep-sea greenfield port at Tajpur on PPP basis, the Government of West Bengal envisages private player to be responsible for design, construction, finance, operation, and maintenance (DBFOT basis) of the proposed port under a long-term PPP concession of 30 years (extendible by a maximum of 20 years based on mutual agreement).
- 2.1.2 The Govt. of West Bengal envisages to provide adequate flexibility to the private player to develop/ operate the port and handle the commodities as per its own market and business assessment (based on the DPR to be prepared by the private player). The private player shall be responsible for the provision of port services and shall have the rights to levy, collect and retain charges from port users. Further, the private player shall have freedom of fixing and revising tariff for its various port services.

2.2. Project requirements:

For the development of proposed greenfield port, following shall be required:

- 2.2.1 Land: Procurement of Right of Way (RoW) and procurement of land for the port development.
- 2.2.2 Road connectivity: Procurement of RoW for road connectivity (external) and provision of road connecting the port to the nearest National Highway/ State Highway.
- 2.2.3 Rail connectivity: Procurement of RoW for rail connectivity (external), acquisition of land for rail connectivity and provision of rail line connecting the port to the nearest railway station.
- 2.2.4 Permits/ clearances: Procurement of all applicable permits including environmental and forest clearances, among others.
- 2.2.5 External infrastructure: Provision of external infrastructure viz. water supply up to port boundary and power supply from nearest substation up to port boundary.

Interested applicants are advised to submit their suggestions with respect to support required from Govt. of West Bengal on the abovementioned items. Please refer the Para 4.1.8 of this document in this regard.

3. Eligibility criteria for submission of Expression of Interest

3.1 Applicants interested in the project are required to submit their Expression of Interest, indicating the following Eligibility Criteria:

- a) Financial Capacity: Net worth of the Applicant should be more than INR 1800 Crores (Indian Rupee One Thousand Eight Hundred Crores).
- b) Technical Capacity: The Applicant should have an experience of development/construction, operations and maintenance of projects in the port sector

3.2 The following documents may be used to establish the eligibility

- a) Details of the company / each member of the consortium
- b) Audited annual accounts (P&L and Balance Sheet) of the company /all the consortium members for the last 3 years.
- c) Net Worth certificate signed by the auditor
- d) Details of the technical expertise and operational experience in port sector giving details for each project (Format for providing the credentials is provided in annexure to this note) –
 - Location of the project
 - Date of award of the project
 - Current status of the project
 - Cost of the project,
 - Design/ rated handling capacity
 - Infrastructure facilities provided etc.

4. Information and Instructions to Applicants

4.1. Instructions

- 4.1.1 All information called for in the enclosed forms should be furnished against the relevant columns in the forms. If for any reason, information is furnished on a separate sheet, this fact should be mentioned against the relevant column. Even if no information is to be provided in a column, a „nil“ or „no such case“ entry should be made in that column. If any particulars/ query is not applicable in case of the applicant, it should be stated as „not applicable“. The applicants are cautioned that not giving complete information called for in the application forms or not giving it in clear terms or making any change in the prescribed forms or deliberately suppressing the information shall result in the applicant being summarily disqualified.
- 4.1.2 The application should be typewritten. The applicant should sign each page of the application.
- 4.1.3 The applicant may furnish any additional information, which is deemed necessary to establish capability to successfully complete the envisaged project. Superfluous information need not be furnished, and no information shall be entertained after submission of EOI document unless specifically called for.
- 4.1.4 Any information furnished by the applicant found to be incorrect either immediately or at a later date, would render him liable to be debarred from taking up the project.

The EOI document in prescribed form duly completed and signed should be submitted on the website <https://wbenders.gov.in>. Documents submitted in connection with EOI will be property of WBMB.

No.WBIDC/ WBMB/EOI/2020/3160 Dt:28-12-2020

EXPRESSION OF INTEREST FOR DEVELOPMENT, OPERATIONS AND MAINTENANCE OF GREENFIELD PORT AT TAJPUR IN THE PURBA MEDINIPUR DISTRICT OF WEST BENGAL

- 4.1.5 Prospective applicants, in case of facing technical issues in submission of EOI, can seek clarification from the NIC help desk eproc@nic.in or 24x7 help line numbers 0120-4001 002 / 0120-4001 005 / 0120-6277 787 International bidders are requested to prefix 91 as country code.
- 4.1.5 Particulars: The particulars of the project given in the memorandum are indicative only – subject to change and may be considered only as advance information to assist the applicant.
- 4.1.6 Information to be given in required formats: Applicant should furnish the following:
- a) ORGANISATION INFORMATION: Applicant is required to submit the information in respect of his organization as given in Form-B (Annexure III).
 - b) LIST OF PROJECTS: Applicant is required to submit the list of similar projects successfully completed/ongoing during the last ten years as given in Form-C (Annexure IV).
- 4.1.7 Letter of Transmittal: The applicant should submit the letter of transmittal attached with the „EOI“ document as Annexure-I in the company letter head.
- 4.1.8 **Suggestions:** The applicants are requested to submit their suggestions and views, which are considered important by them in a separate sheet as in Form-A. Such suggestions may be on the following aspects:
- Support required from the Govt. of West Bengal / Authority with regards to Section 2 of this document is specifically required to be conveyed for each of the following: 1) where the private partner takes onus of meeting all requirements by himself at his cost; 2) where the private partner intends to meet few requirements by himself and few where he expects Govt. of West Bengal / Authority to provide the requirements but he is willing to bear the costs for all the requirements 3)

Requirements that he is willing to meet by himself and bear cost (percentage part or full) and requirements he expects State to meet and percentage part/full costs that he is willing to bear

- Eligibility criteria (proposed as part of RFQ cum RFP) with regards to Section 5 of this document
- Bidding parameter with regards to Section 5.4 of this document
- Other aspects related to the project

4.1.9 **Other Inputs:** The applicants may also submit their other inputs regarding structuring of the bid with regards to the project along with their EOI as part of Form-A.

4.1.10 WBIDC will conduct a meeting with all the applicants post the submission of EOI, where, such suggestions/ inputs shall be taken up for discussion.

4.1.11 Important dates with critical list of activities has been specified in the Annexure V.

4.2. Submission of EOI

4.2.1 EOI should be submitted by the interested applicants at e-procurement website <https://wbtenders.gov.in> not later than the time specified on the prescribed date (as the server time displayed on the e-procurement website). The Authority, may, at its discretion, extend this deadline for submission of EOI by amending the EOI document, in which case all rights and obligations of the Authority and applicants previously subject to the deadline will thereafter be subject to the deadline as extended.

4.2.2 Applicants interested in the Project are required to submit their Expression of Interest **on or before 1500 hours IST on 19.02.2021** and the same will be opened at 1600 hours IST 22.02.2021

4.2.3 The Applicants are advised in their own interest to ensure that completed Expression of Interest is submitted well before the dates stipulated in the document.

4.2.4 EOI received after the date and time stipulated in this document shall not be considered and shall be summarily rejected.

4.2.5 If any unscheduled holiday occurs on the date of submission / opening of the EOI response, then the next working day shall be the prescribed date of submission / opening of the EOI response. Venue and time shall remain unchanged.

4.2.6 The Reference Website of the Authority is: <http://www.wbidc.com>. All details including any due date extensions, clarifications, amendments, addenda, corrigenda, etc., in respect of this notification will be uploaded to the website of WBIDC and on <https://wbtenders.gov.in> and may not be published in Newspapers. Applicants are advised to regularly visit these websites to keep themselves updated.

4.2.7 Prospective applicants with suitable credentials will be provided with Extracts of Draft TEFR upon request made to ceowbmb.ice-wb@bangla.gov.in

4.3. Steps subsequent to submission of EOI

4.3.1 WBMB may get in touch with the applicants submitting a response to the EOI to get further clarifications, if required.

4.3.2 A meeting will be conducted with interested applicants post the submission of EOI to discuss their views and suggestions submitted by them as part of their respective EOIs.

4.3.3 After assessing the responses from the applicants, WBMB will initiate the bidding process (through the issuance of RFQ cum RFP) for selecting a developer for the development, operations and maintenance of Greenfield port at Tajpur, West Bengal.

4.3.4 It is made clear that the bidding process would not be confined only to the applicants expressing interest for the project or who would be submitting the EOI. The bidding would be an independent process consisting of the Request for Proposal (RFP) and Notice Inviting Tender (NIT) for submission of bids in the Tender process to be undertaken by WBMB.

5. Proposed Bidding Process

The Authority has envisaged to adopt a single-stage bidding process (Request for Qualification cum Proposal or RFQ cum RFP) for the selection of private player for award of this project. The bidding process will be undertaken via online mode only.

A bidder could either be a single entity or a consortium. Bidders would be required to submit their Technical Bid (technical capacity, financial capacity, and O&M experience details) and Financial Bid (Bidding Parameter), before an assigned due date. Bidders are proposed to be evaluated based on the following criteria.

5.1. Technical criteria

The technical capacity ("Technical Capacity") of a applicant will be assessed on the following parameters:

- Category 1 - Project experience of Eligible Projects in port sector
- Category 2- Project experience of Eligible Projects in core sector
- Category 3- Construction experience of Eligible Projects in port sector

such that over past 10 years, sum of the following

- i. amount paid for the development of Eligible Projects in Category 1 and/ or Category 2; and/or
- ii. amount paid for, or received payments for, construction of Eligible Projects in Category 3; and/or
- iii. collected and appropriated revenues from Eligible Projects in Category 1 and/ or Category 2

is equal to or more than INR 14,500 crores.

Herein, „port sector“ would be deemed to include ports, onshore and offshore terminals, berths, jetties, quays, container handling system, bulk / liquid material handling system, port based terminal facilities, container freight station / inland container depots, storage tanks / tank farms, pipelines, warehousing at port site.

The „core sector“ shall include infrastructure sub-sector set forth in the Harmonized Master List of Infrastructure Sub-sector issued by Department of Economic Affairs, Ministry of Finance, Government of India, and as may be revised and updated from time to time.

For a project to qualify as an Eligible Project under Categories 1 and 2, it should have been undertaken as a PPP project on BOT, DBFOT, BOLT, BOO, BOOT or other similar basis and capital cost of the project should be at least INR 720 crores. Further, the entity claiming project experience should have held at least 26% equity in the company owning Eligible Project.

For a project to qualify as an Eligible Project under Category 3, the entity claiming construction experience should have undertaken overall responsibility for engineering and construction of the Eligible Project and held at least 50% equity in the company owning Eligible Project. Further, the entity should have paid for execution of its construction works or received payments for construction works of more than INR 720 crores.

For the purposes of technical evaluation, Eligible payments and/or receipts for projects claiming experience under Category 1, as defined above, will be multiplied by a factor of 1.25, while those claiming under Category 2 and 3 will be multiplied by a factor of 1.0 and 0.75 respectively.

5.2. Financial criteria

The financial capacity of Applicant will be assessed on the following parameters:

- Minimum Net Worth (the “Financial Capacity”) of Rs. 1,800 crores at the close of the preceding financial year.
- Applicants would need to furnish their audited annual reports of preceding ten years, for establishing their net worth and to ensure that the applicant has sufficient financial strength to undertake the project.

5.3. O&M Experience

The Applicant must include an O&M member (in case of a consortium), who would be responsible for performing the O&M obligations of the port. If the Applicant is not a Consortium, it should have equivalent O&M Experience of its own. If the Applicant does not have the requisite O&M Experience, it shall be required to enter into an O&M agreement with an entity having the required O&M Experience for the O&M obligations of the port.

- The O&M member/ contractor should have an experience of 5 (five) consecutive calendar years, preceding the bid due date in operations and maintenance of Port;

Herein, “Port” includes any terminal, offshore terminal, captive jetty, ship and repair yard or roadstead or port facility (such as facilities provided for or in relation to Port activities or the administration of the Port and includes:(a) maritime structures and other buildings, structures and enclosures; and (b) railways; and (c) machinery, equipment, vessels, vehicles and aircraft; (d) specific location in a Port where passengers or commodities are transferred between land and water carriers or between two water carriers, including wharves, piers, sheds, warehouses, yards, and docks), which is normally used for the loading, unloading, repair and anchoring of ships, or any other place at which a ship can call

- The O&M member/ contractor should have handled aggregate annual cargo (necessarily including Containers of more than 0.1 million TEUs) of more than 5 MTPA for each year at any number of port(s) around the world in any 3 (three) calendar years of such five-year period.

The entity claiming the requisite O&M experience should have either held more than 50% equity in the company owning the Eligible Project/ company to which Eligible Project has been leased out/ company operating the Eligible Project or should have been the designated operator of the Eligible Project, for the entire period for which O&M experience is being claimed.

5.4. Bidding Parameter

Technical and financial criteria to be defined in RFQ cum RFP. Financial bids of technically qualified bidders shall be opened.

Indicative bidding parameter could be the highest premium rate or Concession Fee to be paid by the Concessionaire to the Authority (based on revenue share model): Premium Rate (Blended charge in INR per metric ton of cargo handled at the port, irrespective of the cargo type) offered by the bidder to Authority

This is a preferred parameter but if the prospective bidder would like to suggest a better alternative, he is welcome to do so in the prescribed form referred in 4.1.8

6. Select proposed provisions of Concession

6.1. Performance Security

For the performance of its obligations, it is envisaged that the concessionaire will be required to provide an unconditional bank guarantee of amount equivalent to INR 150 crore to Authority/ State Government or its representative agency as performance security.

6.2. Reclaimed Land

For the development of port, the concessionaire may, at its own cost, reclaim and use further land on the waterfront within the port limits over and above the land allotted to the it. Such reclaimed land shall vest in the Authority and shall be handed over to the Authority on the termination of the concession agreement.

6.3. Detailed Project Report

The concessionaire shall be required to submit a Detailed Project Report (DPR) including master plan, designs and drawings (covering developmental activities for the implementation of project, project implementation schedule, project milestones, construction activities, plans for mobilization of finances, etc.) for the port. The DPR shall be reviewed by the independent engineer, based on which, DPR shall be approved.

6.4. Lock-in obligations

The selected bidder would be required to incorporate an SPV for the development, operations and maintenance of port, and the concession of the port will be granted to that SPV.

The concessionaire will be required to commit that each of the members, whose experience has been evaluated in the RFQ cum RFP, shall subscribe to 26% or more of the paid up and subscribed equity of the SPV and shall further commit that each member shall, for a period of 5 years from the COD of the Project, hold equity share capital not less than 26% of the subscribed and paid up equity share capital of the SPV.

Similarly, the O&M member/ contractor (whose O&M experience was evaluated for the purposes of technical evaluation and pre-qualification in response to the RFQ cum RFP) shall commit to operate and maintain the port for a period of not less than 5 years from the COD.

6.5. Sub-licensing

Concessionaire, with prior approval of Authority, shall be allowed to sub-license any terminal or berth(s) of the port in accordance with the provisions of concession agreement. Concessionaire cannot sub-license any such part of the port prior to commencement of construction.

7. Annexure

7.1. Annexure I: Letter of Transmittal

LETTER OF TRANSMITTAL

(to be typed in Applicant's Letterhead)

From:

To:

**The CEO,
West Bengal Maritime Board
Department of Industry, Commerce & Enterprises,
Government of West Bengal,
4, Abanindranath Tagore, Sarani, Kolkata – 700 016
Tel: +91-33-22553802 Fax: +91-33-22553888
Email: ceowbmb.ice-wb@bangla.gov.in
Reference Website: www.wbidc.com**

Subject: Submission of Expression of Interest (EOI) for Development, Operations and Maintenance of Greenfield Port at Tajpur in the Purba Medinipur District of West Bengal

Sir,

Having examined the details given in EOI Notice and Project Information Memoranda 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 in the information supplied in the enclosed form and the 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 WBMB or their authorized representatives to approach individuals, employers and firms to verify our competence and general reputation.
4. I/We submit the following certificates in support of our suitability, technical know-how and capability for having successfully developed / constructed Ports along with prescribed format.
5. We understand that WBMB will be at liberty to finalize project parameters and issue global RFQ/RFP for the project.

Signature(s) of Applicant(s)

Enclosures

Seal of applicant

Date of submission

7.2. Annexure II: Form A

FORM A

Salient features / suggestions of the applicants at a glance

S No	Description	Details
1	Name of the firms/Applicants	
2	Experience in Port facilities developed and/or operated and/or maintained	

3 Suggestions for the development of greenfield port at Tajpur:

S.N.	Item	Suggestion	Rationale
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4 Other Inputs for the development of greenfield port at Tajpur

S.N.	Item	Inputs
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7.3. Annexure III: Form B

FORM B

Name of Firms/ Applicants

(additional form for each member of the Consortium shall be furnished)

- 1 Name & Address of the applicant with Telephone No./Fax No.

- 2
 - a) Year of Establishment
 - b) Date & Year of commencement

- 3 Legal status of the applicant (attach copies of original document defining the legal status)
 - a) A proprietary firm
 - b) A firm in partnership
 - c) A limited company or Corporation / Joint venture /Consortia
 - d) State owned

- 4 Place of Registration and Principal places of business

- 5 Name & Title of Directors and key officers to be concerned with the project, with designation of individuals authorized to act for the organization

- 6 Copies of last three years Annual Reports

- 7 Any other information considered necessary but not included above

7.4. Annexure IV: Form C

FORM C

Project Credentials

(Separate form shall be furnished for each project experience claimed)

- 1 **Project Name:**

- 2 **Location:**

- 3 **Name of the Client:**

- 4 **Brief description of the project**

- 5 **Current Status of the Project (completed/ongoing/operational)**

- 6 **Name of the associated Firm(s), if any:**

- 7 **Date of –**
 - a) **Award of Projects:**
 - b) **Project Completion Date:**
 - c) **Commercial Operations Date:**

- 8 **Project Cost:**

- 9 **Design/ Rated Capacity:**

Signature(s) of Applicant(s)

Please use separate sheet for each project

7.5. Annexure V: Important Dates

S No.	Activity	Timeline
1	Start of downloading of Information Memorandum for EOI (A#1)	28.12.2020
2	Last date for submission of EOI (A#2)	19.02.2021
3	Date of opening of EOI (A#3)	22.02.2021
4	Meeting with interested applicants (A#4)	Tentatively 30 days from A#3
5	Finalization of project structure and contours (A#5)	Tentatively 90 days from A#4
6	Launch of the Bidding Process (A#6)	Tentatively 30 days from A#5