

COCHIN PORT AUTHORITY
GENERAL ADMINISTRATION DEPARTMENT
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No.MSTC/TVC/COCHIN PORT TRUST/32/WILLIGDON ISLAND/24-25/63312 Dated: 14.05.2025

Replies to Pre-bid queries

Replies to the queries raised by bidders in the pre-bid meeting conducted at 14:30 hrs on 03.04.2025 in connection with the tender for Lease of 17.4 ha (43 acre) of land in Puthuvypeen for a period of 30 years on Tender-cum-Auction for setting up of Tank Farm for storage and handling of bunker fuel and other POL cargo (E-tender No. MSTC/TVC/COCHIN PORT TRUST/32/WILLIGDON ISLAND/24-25/63312 dated 18.03.2025) are given below.

S. No.	Query from prospective bidders	Cochin Port's Responses
1	Kindly Clarify whether the bidder can bid for any one of the plots mentioned in the tender.	No, tender condition prevails.
2	If No then: Whether the tender floated by the port is only for Global players/large corporates/conglomerates as the tender does not promote MSME's and other small players to participate since there is no provision in the tender to bid for individual plots. CoPA should allow all entrepreneurs to participate so that more competitive bidding can happen, and the correct price can be derived. With the current arrangement of bidding for both plots (plot 1 & 2) together, CoPA is apparently preferring participation from only Global or large players, which is not in spirit of the Central Govt. policy.	In Clause No. 2.8 of the tender document it is stated that The bidder should be a Registered Proprietorship firm or Partnership Firm or Company or Joint Venture (JV) or Consortium or other Statutory Body registered in India or any association or body of individuals or any institution / body corporate registered in India and capable of holding properties. The tendering is done for both plots together to ensure optimum utilization with focus on attracting port traffic and for obtaining optimum value for the lands, which in fact are the objectives of the Policy for utilizing Major Port's Lands. Hence the tender condition shall prevail.
3	What is the timeline for port to de-notify the plots from SEZ status of the plots.	It is expected to complete the de-notification, before handing over of the plot to the successful bidder.
4	What is the provision for the bidder to inter connect both the plots (Plot 1&2).	The plots can be interconnected through pipes for which CoPA will give permission subject to payment of applicable charges.
5	Kindly clarify the particular days/define the days which the bidder can use the MULT jetty as the Cochin Port can use the MULT jetty only for 204 days in a year.	This will be based on the schedule of LPG vessels handled by IOCL.
6	Kindly clarify LOA, beam and Draft of the barge jetty.	Please refer condition 2.2.2 of TD <u>LOA of barge</u> Sea side – 80 m, Lee side – 50 m

		Draft Sea side 7 m, Lee side 3 m DWT Sea side - Max. 5000, Lee side 500 to 1500"
7	Kindly provide the copy of the Concession Agreement (CA) with IOCL for Construction, Operation and Maintenance of the MULT at Puthuvyppeen as mentioned in the tender.	Being a document connected with a third party, and also since not relevant to the present tender, the request cannot be considered.
8	Kindly provide the cost for LPG Handling at IOCL in the event the importer is willing to import their cargo to IOCL.	In this regard, the bidder can directly contact IOCL
9	Kindly clarify the date of commissioning of LPG facilities of IOCL.	Not relevant for the tender.
10	Kindly clarify whether LNG/Ammonia handling facilities can be permitted to the bidder on the subject plots.	Will be permitted subject to obtaining applicable permission from statutory authorities.
11	Kindly provide the rent charges for the use of common user pipelines provided by CoPA.	It is included in the wharfage of the cargo being handled.
12	Kindly clarify whether the common user pipelines can be extended from the exchange pits to the respective plots for the transfer of the products.	Yes, subject to approval from CoPA and payment of applicable way leave charges from time to time.
13	Kindly clarify how many pipelines are permitted from the manifold to the leased area and their Right of Way to be provided by CoPA.	As per requirement of the lessee and subject to approval by CoPA on payment of applicable charges.
14	Kindly provide the distance from the leased area (Plot1 and Plot2) to the jetty.	Refer 2.2.1 of TD
15	Kindly provide the time frame for the disposal of sand from Plot1 and Plot2.	Refer 2.3 of TD
16	Please confirm whether apart from POL products the bidder can store and handle other/all liquid products such as petrochemicals, Hazardous/Non-Hazardous products, Oils, Acids, Chemicals etc. and the MGT would be adjusted accordingly in value.	Permitted subject to obtaining applicable permission from statutory authorities by the lessee. Quantity of such cargoes handled through MULT/Barge Jetties also will be reckoned for MGT calculation
17	Bidder requests that MGT be applicable from 6 th year of taking over of land since :- i) Statutory approvals will take about 08 to 10 months. ii) Project completion will take about 36 to 48 months. iii) Establishing of customer base for business will take about 12 months.	Tender condition prevails. Please refer Clause No. 2.4 of the Tender document
18	Kindly clarify whether the MGT of other products as mentioned at para-16 above will be considered for the annual MGT	Yes. Please refer the answer at para-16 above

	mentioned in the tender?	
19	The bidder requests to remit the EMD for this tender in the form of FDR which will be having a lien in favour of CoPA.	Tender condition prevails. Please refer Clause No. 2.9 of the Tender document
20	The bidder requests CoPA to arrange the pre-bid meeting virtually. However, queries for Pre-Bid meeting will be shared prior to the scheduled date.	Tender condition prevails
21	The bidder understands that Tank Farm related activities for storage and handling of Bunker fuel and POL cargo are permissible on tendered land. However, kindly clarify which specific activities to be carried out by the bidder will not be acceptable to CoPA as mentioned in the subject clause.	The tender is invited for lease of the land for Establishing Tank Farms for storage and handling of bunker fuel and other POL cargo using MULT/Barge Jetties at Puthuvypeen. Storage and handling of other cargoes are permitted subject to establishing facilities for handling the same in the jetties by the lessee and also obtaining applicable permission from statutory authorities by the lessee for handling and storage of the same.
22	Kindly provide the latest approved SOR as on date for the tendered plots.	Please refer Clause No.1.1 of the Tender Document
23	Kindly provide us with an estimate of the escalations that might take place in the SoR over the lease period.	Refer condition 2.39.1.1 of TD
24	Kindly confirm the following: Whether there are any building/ structures on the tendered plots?	No
25	Whether property tax is applicable for the tendered plots?	Property Tax will be applicable for the buildings/ structures constructed by the lessee in the leased land, as per rules.
26	What are the Municipal Corporation/ Panchayath arrears as on date on the tendered plots?	Not applicable.
27	In the event the bidder proposes stage wise construction on the tendered plot(s), the bidder requests CoPA to clarify the below: - i. In how many phases can the bidder propose to develop the Land? ii. Bidder requests the MGT to be considered on a proportionate basis matching with the stage wise construction / development of the land. iii. Bidder requests the applicability of MGT should be considered from the 6 th year from the date of the stage wise utilization of	After award of the lease, the bidder should submit their proposal for utilizing the land as per Clause No.5.12 of the Tender document Tender condition prevails Tender condition prevails

	the land.	
28	The bidder requests CoPA to provide the following details- I. Road connectivity II. Railway connectivity III. Electricity connectivity IV. Water connectivity.	The plots are well connected with road from the Kalamukku Jn. of Vypeen. There is no rail connectivity to the plot. Electricity connectivity will be provided by CoPA on payment of charges. The lessee shall make their own arrangements for water connection.
29	Kindly provide copy of PESO approval and Environmental Clearance for MULT Jetty and Barge Jetty.	The bidder can contact the office and collect/ verify the approvals. Please note that the PESO approval is granted for handling only LPG at MULT Jetty. In order to obtain commissioning permission for handling POL products at MULT Jetty/Barge Jetty, the lessee/operator shall establish the facilities for handling POL at MULT/Barge Jetties and apply for commissioning permission from PESO. CoPA will render necessary assistance in this regard. Fire Fighting facilities for handling POL ships/ barges is in place at MULT/Barge Jetties as per OISD 156 Standard.
30	Kindly provide data for the last three years of various cargoes handled on these berths and cargo wise volume.	Not relevant to the tender
31	Kindly provide the HTL/LTL, CRZ/ Non-CRZ demarcation report for the area of MULT jetty and Barge jetty, if available.	Please refer to the 'Coastal Zone Management Plan 2019', which is available in the website of Kerala Coastal Zone Management Authority (KCZMA). Web link- https://keralaczma.gov.in/images/pdf/coastal-zone-management-plan-2019-final/ernakulam/KL-31.pdf
32	Kindly provide the approval letter and the Coastal Zone Management Plan (CZMP) or CoPA approved by Ministry of Environment, Forest and Climate Change, GOI.	Please refer to the 'Coastal Zone Management Plan 2019', which is available in the website of Kerala Coastal Zone Management Authority (KCZMA). Web link- https://keralaczma.gov.in/images/pdf/coastal-zone-management-plan-2019-final/ernakulam/KL-31.pdf
33	Kindly confirm whether the plot 1 and plot 2 are in CRZ area or non-CRZ area? Kindly provide the HTL/LTL, CRZ/ Non-CRZ demarcation report of the tendered plots, if available.	Please refer to the 'Coastal Zone Management Plan 2019', which is available in the website of Kerala Coastal Zone Management Authority (KCZMA). Web link- https://keralaczma.gov.in/images/pdf/coastal-zone-management-plan-2019-final/ernakulam/KL-31.pdf

34	The bidder requests CoPA to provide the plot dimensions of the tendered plots (Plot 1 & 2) and the Auto CAD drawings for the same	Link of the KML Sketch of the Plot is given below and the dimensions are available from the sketch. https://www.google.com/maps/d/edit?mid=1FL6z907Q_ozGdDgOy6eZ8vX3mT2UCuE&usp=sharing
35	The bidder requests CoPA to extend the bid submission date of the tender by one month as we need to conduct technical due diligence and market study for the tendered plots (Plot 1&2).	The bid submission date is extended upto 14.30 Hrs on 30.05.2025.
36	In line with the EOI floated earlier the two Plots (which are also physically apart) may be considered separately so that bidders can participate in any of the two plots separately.	Tender condition prevails
37	Invited tender and EOI is mismatching since the Plot-1 of 7.69ha (19acre) & Plot-2 of 9.71ha (24 acre) is jointly considered in the recent tender. However, it was exhibited separately at the time of EOI for Plot 1 & Plot 2. PLL as a Co-Developer is willing to participate only in the Plot No.2 falling adjacent to its Terminal, utilizing its own jetty to accommodate future business opportunities.	Tender condition prevails
38	<p>In the Tender it was shown that, Plot-1 and a portion of Plot-2 falls under Puthuvypeen Port Based Special Economic Zone (PBSEZ). CoPA has filed an application to the SEZ Authorities to de-notify the above area from SEZ status. Accordingly, the entire area in both plots will have Non-SEZ status.</p> <p>PLL's existing LNG terminal falls in "SEZ" land as Co-Developer. PLL wishes to maintain the SEZ Status for the Plot No.2. This will enable usage of land in same category and optimization of future terminal developments. This request was also made during the submission of EOI. Hence, option for SEZ/Non-SEZ shall be separately considered.</p>	CoPA has already taken action for de-notifying the area from SEZ status. However the SEZ Status can be reinstated later by filing application for the same before the SEZ Authorities, if required by the lessee. However 15% escalation on the then prevailing annual lease rent will be applicable from date notifying the area as SEZ, since the tender is invited considering the plot as a Non-SEZ area. Escalation/ Revision as per the tender condition will be applicable on the above enhanced lease rent.
39	PLL being a Co-Developer had already set up infrastructure for importing, Storage and Regasifying the Natural Gas for onward dispatch of RLNG through Gail Network to meet various customer demands through an initial investment of Rs.4500 Crores. Additionally, PLL is having its own infrastructure including marine assets like Jetty for Unloading LNG Vessels, Craft jetty. Hence this clause will not be applicable since PLL will not be using MULT Jetty.	Tender condition prevails

40	In case of upfront payment of lease rent for 30 years, generally GST is not subject for SEZ. Hence, CoPA may please clarify whether GST will be levied in case of SEZ land.	Since the allotment is proposed on Non-SEZ category, GST is applicable for the upfront payment
41	Subletting of the property is not feasible as per the existing tender. CoPA may consider the same since future business development is merely depended on B2C model / ease of doing business concept in port land.	Please refer Clause No.4.7 of the Tender Document
42	In the cases of existing Co-developers and being the successful bidder, the condition that the construction to be completed within 2 years else 50% of annual lease rent to be paid additionally may be reviewed	Please refer Clause No.5.12 of the Tender Document
43	A condition to be included in bid documents that the new bidders facilities not to cause any hindrance or threat or blockage to the safe working conditions of the existing facilities including the green ecosystem in the area. Preferably NOC to be obtained from existing lessees like PLL, PEL, IOCL GAIL and BPCL handling LNG, LPG, Crude and Hazardous liquids etc before finalizing the construction plan.	This will be considered while granting approval by CoPA for construction for the project in the land.
44	In case a third party occupies these parcels of lands, the methodology for calculating capital / channel dredging expenses may be made clear to the existing co-developers contributing the dredging cost in the tender.	The tender is invited for the lease of land parcels and in no way connected with channel/ capital dredging.
45	Considering the invited tender for 17.4 Ha, future dumping area for dredged sand for existing Co-Developer may be earmarked for sand disposal economically.	Will be considered separately, as the present tender is only for lease of land parcels.
46	MGT shall be applied 3 years from getting the MOEF and CRZ clearances whichever is later. The construction needs to be done only in pile foundations and this sort of volumes will need big tankages, hence this request.	Tender condition prevails
47	The date of bidding to be extended to 31/5/25 since major approvals from Committee of Functional Directors is needed.	The bid submission date is extended upto 14.30 Hrs on 30.05.2025.
48	As highlighted in the meeting the main front side approach of the 19 acre plot is blocked by cable trays fixed for both jetty connections. This shall be removed by CPT and made underground to provide easy and fast access to project area	Plot will be handed over in as is where is condition. Cable trays/ utilities should be relayed/ rerouted by the successful bidder at their cost, if required, in consultation with CoPA.

49	Confirm the possibility of taking on lease a partial portion of land 10-15 acres	Tender condition prevails
50	Whether Minimum guaranteed throughput can be reduced to 300 TMTPA against the tender terms of 850 TMTPA and also the applicability of MGT from 6 th year onwards.	Tender condition prevails
51	Requested to extend the bid submission period by another 2 months. Date for submission requested extension till 30.06.25	The bid submission date is extended upto 14.30 Hrs on 30.05.2025.
52	<p>The bidder acknowledges that the specified quantity of 8,50,000 MTPA is the requirement for bunkering fuel to be fulfilled by them. However, the bidder has requested the client (Cochin Port Authority) to waive the criteria for bidders promoting low-carbon fuels such as green ammonia and methanol.</p> <p>The reasons for this waiver request are as follows:</p> <ol style="list-style-type: none"> 1. Developing these facilities at the port aligns with the Harit-Sagar initiative launched by the Ministry of Shipping to achieve the sustainable goals of the Government of India. 2. Low-carbon fuels like green methanol and ammonia have a different cost structure. The production cost of green fuels is 2–3 times higher than conventional fuels like LNG and LPG, resulting in narrower revenue margins. Therefore, the bidder requests a waiver for the mentioned criteria. 	Tender condition prevails
53	The bidder seeks clarification on whether they can apply for a single plot of 24 acres or 19 acres. If allowed, what will be the criteria in case the bid price matches another bidder applying for the entire 43-acre land?	Tender condition prevails

Note: This document also forms part of the tender document No.MSTC/TVC/COCHIN PORT TRUST/32/WILLIGDON ISLAND/24-25/63312 dated: 11.04.2025

**Sd/-
Secretary**