



**कोचिन पत्तन प्राधिकरण**  
**Cochin Port Authority**

**GENERAL ADMINISTRATION DEPARTMENT**

COCHIN-682009, KERALA, INDIA

Tele 0484-2666412, 2582100

**INVITATION OF EXPRESSION OF INTEREST  
(EOI)  
FOR  
“SELECTION OF AGENCY FOR OPERATION AND  
MAINTENANCE OF SAMUDRIKA  
CONVENTION CENTRE AT WILLINGDON ISLAND  
FOR A PERIOD OF 10 YEARS”**

EOI No: EM/T/365/Eoi\_SCC/2026-S

**March, 2026**



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*(This notice is issued only to elicit an Expression of Interest from Parties interested in the Project and does not constitute any binding commitment from Cochin Port Authority to proceed with the Project or invite any or all the Parties in the subsequent bidding process.)*

**SECTION I**

**GENERAL**

Cochin Port Authority, one among the twelve Major Ports of India, is the fastest growing maritime gateway to the peninsular India. This all-weather natural port is strategically located close to the trunk sea routes from Europe to Australia and to Far East. The diversion distance to Cochin from this trunk route is only 76 nautical miles. There is only 11 nautical miles diversion from the Gulf-Singapore sea route to Cochin. In addition, the Port is well connected with Railway & National Highway network, connecting all the major industrial towns. The Cochin International Airport is situated about 40 km away from the Port. Cochin lies beyond the cyclone zone and therefore, the risk of cyclones is negligible.

Cochin Port, India's first e-Port is ISO: 9001-2015 certified, ISPS and MARPOL regulation compliant, and offers round the clock navigation throughout the year.

The existing Port facilities are located mainly on Willindon Island, having an area of about 356 ha (880 acres). In addition to the above, an area of about 203 ha at Vallarpadam & Bolgatty and 308 ha at Puthuvypeen falls under the jurisdiction of Cochin Port. The International Container Transshipment Terminal (ICTT) by M/s India Gateway Terminal Private Ltd, a subsidiary of DP World is operational at Vallarpadam Port Based Special Economic Zone (PBSEZ).

## THE PROJECT

The Samudrika Convention Centre (SCC) of Cochin Port Authority was constructed in the year 2008 primarily for receiving cruise ship passengers when such vessels were berthed at the nearby cruise berth. Subsequently, with the construction of a dedicated Cruise Terminal at the Ernakulam Wharf premises, the SCC has been used only sparingly for cruise-related activities. Accordingly, the hall was subsequently being allotted on a rental basis for conducting marriage functions, exhibitions, conferences, major business meetings, and banquets. The air-conditioned Convention Centre is located close to the backwaters at the North End of Willingdon Island. The location enjoys good connectivity to important places in Cochin, such as M.G. Road (6 km), Kundanoor Junction (10 km), and Thoppumpady Junction (4 km).

### Facilities and Attractions

- 1,314 Sq m A/C Hall, without any obstruction of pillars (Total area available is 1,544 Sq m)
- Toilet complexes attached to the hall
- Ample space for Car Parking
- On the shore of backwaters

At present, the hall is not being allotted for functions due to leakage of the sheet roofing and the need for certain essential repairs. Cochin Port now proposes to appoint an agency for the Operation and Maintenance (O&M) of the Samudrika Convention Centre for a period of 10 years on revenue-share basis. The O&M contractor shall undertake the necessary repairs and modifications to the building to make it suitable for the intended purpose. The O&M contractor will be permitted to allot the facility for events and may fix the user charges/rates for such allotments, as deemed appropriate. Adequate open space adjacent to the hall will be provided for its exclusive use. Parking space for vehicles in the surrounding area will be available free of cost, subject to the requirements of ship operations and other port-related activities being carried out in the area.

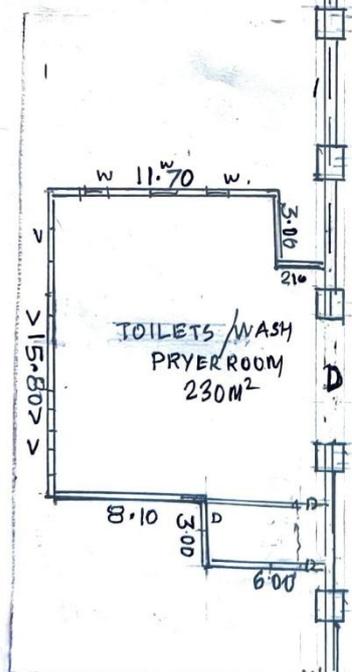
**Obligations of the Agency:** The Agency shall be appointed through competitive tender process. Upon appointment, the broad obligations of the agency will as follows:

- (i) To remit the applicable Security Deposit to the Port in respect of the property, equivalent to one year's revenue share.
- (ii) To obtain all statutory clearances and approvals required for the project from the competent authorities.
- (iii) To establish the essential/additional facilities in the property as required for implementation of the project.
- (iv) To remit the periodical revenue share, as applicable, to the Port for use of the property.
- (v) To carry out all necessary repairs and upkeep of the property during the operational period at its own cost.
- (vi) The SCC shall be provided to Cochin Port / Cochin Port employees, for a fixed number of days in a year, if required, at subsidized rates.
- (vii) To hand over the property to the Port upon completion/expiry of the contract period in a condition not inferior to that prevailing at the time of taking over possession, subject to normal wear and tear.

**SKETCH SHOWING THE EXISTING  
SAMUDRIKA HALL AT W-ISLAND**

SAGARA WAREHOUSE

AREA ALLOTTED TO  
IMMIGRATION DEPT



HALL  
66.70 X 19.70  
1314 M<sup>2</sup>

AREA 1544 M<sup>2</sup>  
ALL DIMENSIONS ARE IN MTR  
SCALE 1:300

G.P.V.C DOORS  
& WINDOWS

AECL  
05/03/2026

PILLAR 0.55 X 0.55 M  
Acp Sheet covering

PLAN

## OBJECTIVE OF THE EOI

The primary objective of this Eoi is to assess the market interest and obtain inputs from experienced operators for structuring a viable contract for the operation of Samudrika Convention Centre. The Cochin Port Authority seeks to understand the optimal revenue generation potential, appropriate project configuration, expected scale of investment, suitable contractual framework including tenure, and appropriate risk allocation mechanisms for the project. This Eoi is exploratory in nature and is intended to facilitate stakeholder consultation and gather industry feedback prior to the issuance of a detailed Request for Proposal (RFP) for selection of the operator.

**Qualifying Requirements for submitting Eoi:** The applicant 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. However, proposals from religious institutions or political institutions or for religious purposes shall not be entertained. There are no financial eligibility criteria prescribed for submission of the Eoi. However, financial eligibility criteria will be specified at the stage of inviting tenders for selection of the operator. The applicant shall possess adequate experience in the hospitality sector or in operating convention centres.

## PROPOSAL

Cochin Port proposes to appoint an agency for the Operation and Maintenance (O&M) of the Samudrika Convention Centre for a period of 10 years on revenue-share. Interested firms, meeting the qualifying requirements detailed above are hereby requested to submit their "Expression of Interest" (Eoi) for the project. The information submitted will be treated as confidential.

## EOI TIMELINES

S No	PARTICULARS	DATE
1	Publication of Eoi	17.03.2026
2	Bidders' conference (physical meeting at Cochin Port to clarify the queries of prospective bidders, if any)	26.03.2026 at 14.30 hrs
3	Last date and time for submission of Eoi	20.04.2026 at 14.30 hrs.

**NOTE:** This notice is issued only to elicit Expression of Interest (Eoi) from the parties interested in the project and does not constitute any binding commitment from the Cochin Port Authority to proceed with the project or invite any or all the parties in the subsequent bidding process.

**SECTION II**  
**INFORMATION & INSTRUCTION TO APPLICANTS**

**1. GENERAL:**

1.1 Letter of Interest and forms 'A', 'B' & 'C' seeking information/documents are given in Section-III

1.2 All information called for in the Forms A, B & C shall be furnished against the relevant columns.

1.3 The applicant may furnish any additional information, which is deemed necessary to establish capability to successfully complete the envisaged project.

1.4 The Eol document in the prescribed form duly completed and signed shall be submitted either in hard copy (sealed cover). The sealed cover superscripted "Expression of Interest for selection of agency for operation and maintenance of Samudrika Convention Centre, Willingdon Island" shall be delivered to "**The Secretary**, Cochin Port Authority, Willingdon Island, Kochi – 682009" on or before 14.30 hrs on 20.04.2026. Documents submitted in connection with Eol will be the property of Cochin Port Authority.

1.5 For further details, please contact Sri. Rajesh Pillai, Asst. Estate Manager, Cochin Port Authority, Cochin, India- 682009. Phone-0484 2582127, Email: [rajeshpillai@cochinport.gov.in](mailto:rajeshpillai@cochinport.gov.in).

**2. PARTICULARS:**

The particulars of the project given in Section-I, are only indicative / subject to change and may be considered only as advance information to assist the applicant.

**3. INFORMATION TO BE GIVEN IN THE REQUIRED FORMATS:**

Applicant should furnish the following:

**A) ORGANISATION INFORMATION (Form-A)**

Applicant is required to submit the comprehensive information in respect of his organization in the Form – 'A' attached.

**B) SUGGESTIONS (Form-B)**

The Firms are requested to submit their proposals/views/suggestions that can be considered for the Project formulation, in Form-C. Additional sheets can be used.

**4. LETTER OF INTENT**

The applicant should submit the Letter of Intent (Section III) attached with the 'Eol' document.

**5. DISCLAIMER**

The information in this document has been prepared to assist the applicants in preparing the non-binding Eol and it is clarified that

- It does not constitute an invitation to offer or an offer in relation to the transaction.

- This document does not constitute any contract or agreement of any kind whatsoever.
- This document does not purport to contain all the information that interested firms and their advisors would desire or require in reaching decisions as to the 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.
- Neither the information in this document nor any other written or oral information in relation to the transaction is intended to form the basis of or the inducement for any investment activity or any decision to enter into any contract.
- Neither Cochin Port Authority nor their employees or advisors shall be liable to any interested party or any Entity under law including the law of contract, tort, the principles of restitution or unjust enrichment or otherwise for any loss, expenses or damage which may arise, or be incurred, or suffered, in connection with this document, or any matter that may be deemed to form part of this document, or any other information supplied by or on behalf of Cochin Port Authority or their employees or advisors or otherwise arising in any way from the selection process ahead.
- 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 Cochin Port Authority 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.

**6.** Based on the responses received from the applicants to this EoI, Cochin Port Authority (CoPA) will initiate the next stage of the process for finalizing the tender conditions and issuing the Request for Proposal (RFP).

**SECTION-III**  
**LETTER OF INTENT**  
**(To be typed in Firm's Letter head)**

To

**The Secretary,**  
Cochin Port Authority  
Willingdon Island  
Kochi – 682009  
Phone: 0484 – 2582100

Madam,

**Sub: Submission of Expression of Interest (Eol) for selection of agency for Operation and Maintenance of Samudrika Convention Centre (SCC) in Willingdon Island.**

Having examined the details given in Eol Notice and Eol Document No.EM/T/365/Eol-Samudrika/2026 dated 17.03.2026 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 and information supplied in the enclosed forms 'A', 'B' & 'C' and accompanying statements are true and correct.
2. I/We have furnished all information and details necessary for Eol and have no further pertinent information to supply.
3. I/We also authorize Cochin Port Authority or their authorized representatives to approach individuals, employers and firms to verify our competence and general reputation.
4. I/We submit the following certificates/documents in support of our suitability, technical knowhow and capability for successfully completing, setting up of the project and its infrastructure facilities at Cochin Port Authority.

(i)..... (Copy enclosed)

(ii)..... (Copy enclosed)

Signature(s) of Applicant(s)

Enclosures  
Seal of applicant  
Date of submission

## FORM – ‘A’

### Organizational Structure of Applicant

1	Details of applicant	Name		
		Address		
		Telephone		
		E-mail id		
		Other details, if any		
2	a) Year of Establishment			
	b) Date of commencement of operations			
3	Legal status of the applicant a) Proprietorship firm b) Partnership firm /LLP c) limited company or Corporation/ Joint venture/ Consortia d) Others (Please specify)			
4	Names of Directors/Key Officials involved in this project with designation and contact information.			
5	Applicant's annual turnover in the last three financial years.	2022-23:		
		2023-24:		
		2024-25:		
6	Brief write up about Applicants business during last three financial years			
7	Any other information considered necessary but not included above			

Signature  
Designation

## FORM – ‘B’

**Note: If required sketch of the required plot(s) can be included.**

### Suggestions and views of Applicant

1	Detailed proposal outlining the intended use of the Samudrika Convention Centre during the contract period of 10 years, including nature of activities, target customers, frequency of use, and operational strategy.	
2	Details of any additional infrastructure, amenities, or value-added services proposed to enhance the functionality and attractiveness of the Hall.	
3	Specific requirements, if any, from the Port Authority for successful implementation and operation of the project (e.g., utilities, access, permissions, support services, etc.).	
4	Estimated capital investment proposed for development, renovation, equipment, and other related works (with broad break-up, if possible).	
5	Proposed percentage or quantum of revenue share payable to the Port Authority during the contract period (on monthly or yearly basis).	
6	Any further suggestions, innovative ideas, or clarifications relevant to the project. (Additional sheets may be attached, if required.)	

Applicant may add any other detail considered to be important

Signature

Designation