



COCHIN PORT AUTHORITY
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INVITATION FOR EXPRESSION OF INTEREST (EOI)
FOR
DEVELOPMENT OF MARINA FACILITY AT Q4 EXTENSION
AREA, MATTANCHERRY WHARF ON PPP BASIS

EOI NO: TM/EOI/MARINA-Q4/2026

08th April, 2026



**COCHIN PORT AUTHORITY
INVITATION FOREXPRESSON OF INTEREST (EOI)
FOR
FOR DEVELOPMENT OF MARINA FACILITY AT Q4 EXTENSION AREA,
MATTANCHERRY WHARF**

(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

COCHIN PORT AUTHORITY

Cochin Port Authority (CoPA) is a Major Port Authority constituted under the Major Port Authorities Act, 2021 and functions under the administrative control of the Ministry of Ports, Shipping and Waterways, Government of India. Strategically located on the south-west coast of India, Cochin Port is an all-weather port with established maritime, industrial and logistics infrastructure.

The Willingdon Island forming major part of the Port area offers excellent connectivity by means of road and rail. Cochin Port is connected to all industrial locations of India by rail and by National Highways NH-544, NH-66 and NH-85. A fully operational International Air Port is located just 35 Km from Cochin Port.

Cochin Port is strategically located on the South-West coast of India and serves as a gateway port for Kerala and the hinterland. With growing cruise tourism, coastal tourism, recreational boating and high-net-worth marine leisure demand, Kochi presents strong potential for development of a modern, integrated marina catering to yachts, leisure vessels and marine tourism activities.

Cochin lies beyond the cyclone zone and therefore, the risk of cyclones is negligible. The investor shall obtain all statutory and mandatory clearances as may be required under law including environmental clearances from appropriate authorities, before execution/commissioning of the project and from time to time thereafter.

THE PROJECT

Cochin Port Authority proposes to develop a Marina Facility at the Q4 Extension Area, Mattancherry Wharf through private participation under an appropriate PPP framework. The project envisages creation of berthing facilities for yachts and leisure vessels, floating pontoons and gangways, marina utilities, shore-side

support infrastructure, clubhouse and ancillary facilities, and such other marine tourism related amenities as may be permissible under applicable regulations.

The final configuration of the project, including capacity (number of berths), layout, scale of waterfront development, and phasing strategy, shall be determined after assessment of market response to this EOI. The project is proposed to be structured on a long-term PPP basis, wherein the private partner shall design, finance, construct, operate and maintain the marina facility in accordance with contractual terms.

Development of the project shall be subject to applicable statutory provisions including CRZ regulations, environmental laws, port safety norms and maritime operational requirements. The successful private partner shall be responsible for obtaining all necessary approvals prior to implementation.

PHYSICAL FEATURES OF PROJECT LOCATION:

The proposed site comprises approximately 4.8 acres of land at Q4 Extension Area, Mattancherry Wharf, under the ownership and administrative control of Cochin Port Authority. The site is located within the inner harbour area and enjoys navigational accessibility suitable for development of a marina facility, subject to detailed marine and technical studies.

The applicable Scale of Rates (SoR) for lease of land under commercial category is presently Rs. 13.2 lakhs per acre per annum. Based on current rates, the indicative annual lease rental for the site is approximately Rs. 64 lakhs, subject to revision as per prevailing policy guidelines.

The site is strategically located within the inner harbour, offering navigational accessibility and proximity to:

- Fort Kochi & heritage tourism zone
- Existing cruise terminal facilities
- City centre and hospitality infrastructure
- Cochin International Airport (approx. 35 km)

An indicative satellite imagery view of the proposed site (highlighted with yellow), sourced from publicly available platforms (Google Maps), is provided below for reference and for general understanding of the location only.



OBJECTIVE OF THE EOI

The primary objective of this Expression of Interest is to assess market appetite and obtain inputs from experienced developers and operators for structuring a viable marina project at Kochi. Cochin Port Authority seeks to understand optimal project configuration, feasible berth capacity, investment scale, suitable concession tenure and appropriate risk allocation mechanisms.

This EOI is exploratory in nature and intended to facilitate stakeholder consultation prior to issuance of a detailed Request for Proposal (RFP). Responses received will assist the Port Authority in determining the most suitable PPP model, revenue structure and concession framework for implementation.

PROPOSED PPP STRUCTURING

The project is proposed to be implemented on a long-term PPP basis, wherein the selected private partner shall undertake design, financing, construction, operation and maintenance of the marina facility during the concession period.

Interested applicants are invited to suggest suitable structuring models, including but not limited to lease-based concession, revenue share model, hybrid lease plus revenue share arrangement, DBFOT Concession model, or minimum guaranteed revenue structure. The tenure of concession/allotment will be a maximum period of 30 year. The final PPP structure shall be determined after evaluation of EOI responses and internal approval processes.

QUALIFYING REQUIREMENTS

The applicant shall be a legally recognized entity capable of undertaking infrastructure development or marina operations in India, including a Company, Joint Venture, Consortium, Infrastructure Developer, Investment Fund or Marine Infrastructure Specialist.

The applicant should demonstrate experience in marina development or operation, waterfront infrastructure projects, marine civil works, port infrastructure, hospitality or marine tourism projects during the past ten years. Consortium applications shall clearly identify the lead member and define roles and responsibilities of participating entities.

Applicants should demonstrate adequate financial capacity commensurate with the scale of investment proposed. Detailed financial and technical eligibility criteria shall be prescribed at the RFP stage

PROPOSAL

Interested applicants are requested to submit a concept proposal outlining their vision for the marina development, proposed capacity, indicative investment size, suggested PPP structure, broad development phasing, target market segments, environmental management approach, and any support required from Cochin Port Authority.

Applicants are encouraged to submit innovative, sustainable and financially viable development concepts that enhance marine tourism, attract domestic and international yachting traffic, strengthen waterfront economic activity and generate long-term revenue for Cochin Port Authority.

After assessing responses to this EOI, Cochin Port Authority may initiate further process for defining detailed tender conditions and issuing a global competitive bidding process.

All information submitted shall be treated as confidential.

EOI TIMELINES

S.NO	PARTICULARS	DATE
1	Publication of EOI	08/04/2026
2	Last date for seeking Clarification	17/04/2026
3	Pre-Eoi meeting with interested parties	30/04/2026 1500 hrs
4	Last date for publishing corrigendum, if any	08/05/2026
5	Last date and Time for Submission of EOI	15/05/2026, 1500hrs.
6	Date & Time of opening of EOI	15/05/2026, 1530hrs.

SECTION II

INFORMATION & INSTRUCTION FOR 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 EOI document in the prescribed form duly completed and signed shall be submitted (hard copy) in a sealed cover. The sealed cover superscripted "**Development Of Marina Facility at Q4 Extension Area, Mattancherry Wharf on PPP Basis**" shall be delivered to "**The Traffic Manager, Cochin Port Authority, Willingdon Island, Kochi – 682009**" on or before 23/04/2026. A soft copy, MS-Word compatible, shall also be submitted in the same sealed cover. Documents submitted in connection with EOI will be the property of Cochin Port Authority.
- 1.5. For further details please contact
Sri. Anilkumar.D, Senior Deputy Traffic Manager, Cochin Port Authority,
Cochin, India- 682009. Tel.:0484-2582201/ Tele Fax: 0091484 2666418,
Email: anilkumar@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. LIST OF PROJECTS (Form-B)

Applicant is required to submit the list of similar assignments/projects successfully completed/ongoing during the last seven years in Form 'B'.

C. SUGGESTIONS (Form-C)

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 'EOI' document.

5. DISCLAIMER

The information in this document has been prepared to assist the applicants in preparing the non-binding EOI 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, and 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 and the interested parties may undertake their own due diligence. The dimensions/measurements of the proposed site indicated herein are approximate figures only and may vary.

6. After assessing the response to this EOI from the Applicants, further process for defining the tender will be initiated by CoPA.

SECTION-III

LETTER OF INTENT

(To be typed in Firm's Letterhead)

To

The Traffic Manager,
Cochin Port Authority
Willingdon Island
Kochi – 682009

Sir,

Sub: Submission of Expression of Interest for Development of Marina Facility at Q4 Extension Area, Mattancherry Wharf on PPP Basis.

Having examined the details given in EOI Notice and EOI document 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 EOI 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 expertise and capability for successfully developing, establishing and operating Marine Tourism / Beach Tourism / Hospitality / Waterfront Development projects.

(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	Name & Address of the applicant with Telephone No./ email	
2	a) Year of Establishment b) Date of commencement of operations	
3	Legal status of the applicant (attach copies of original document defining the legal status) a) Proprietorship firm b) Partnership firm c) Limited company or Corporation/ Joint venture/ Consortia d) Others (Please specify)	
4	Names of Directors & other executives involved in this project with designation and contact information.	
5	Applicant's annual turnover in the last three financial years (Rs.)	2024-25: 2023-24: 2022-23:
6	Brief write up about Applicants business during the last three financial years	
7	Any other information considered necessary but not included above	

We have attached:-

1. Brochures, if available, of the Applicant

Signature

Designation

FORM – ‘B’

Details of similar facilities developed / operated by Applicant in the last Seven years

Name	
Role and Responsibility in the project	
Location	
Description	
Time taken to complete the project.	
Time for which the project has been successfully in operation	
Project cost	
Any other information considered necessary but not included above	

Signature

Designation

Note: Please use separate sheet for each Project.

FORM – ‘C’

Suggestions and views of Applicant

Details of the Marina Project envisaged including the model of contract, period of contract, etc (Attach separate sheets, if required)	
Approximate Land area and water area required.	
Approximate timeframe for completion of the project	
Approximate built-up area envisaged for each facility	
Approximate investment (In Crs) with breakup of each facility	
Details of Assistance, if any, required from Cochin Port Authority.	
Suggestions or views (Please attach additional sheet)	

Note:Applicant may enclose sketch/drawing of his proposal as attachment to Form-C. Applicant may add any other detail considered to be important

Signature

Designation