



No. EM/T/365/EoI_SCC/2026-S

Dated: 08.04.2026

Replies to queries

Replies to the queries raised by a prospective bidders in connection with the Expression of Interest (EoI) invited by Cochin Port Authority (CoPA) for selection of an agency for operation and maintenance of Samudrika Convention Centre, Willingdon Island, (vide EoI No. EM/T/365/EoI_SCC/2026-S dated 17.03.2026) are given below.

Sl No	Query	Details of Query	COPA's Response
1	Previous Rental Rates	Kindly provide details of the previous rental rates / fee structure for SSC for various event categories such as marriages, exhibitions, conferences, business meetings, and banquets	<u>Rate per day</u> <ul style="list-style-type: none">• For normal events: Rs.1,50,000/-• For Cruise Activities : Rs.1,00,000/-• Marriage Functions for Port Employees and Pensioners : Rs.75,000/- * GST (currently @ 18 %) and electricity charges are to be paid extra.
2	Historical Utilization & Performance	Can the Port share historical data on: <ul style="list-style-type: none">• Number of events conducted annually• Average occupancy/utilization rate• Revenue generated from the facility	33 events during the year 2024-25
3	Tourism & Experiential Potential	Given the prime waterfront location, is the Port open to positioning SSC for tourism-oriented activities such as cultural programs, destination weddings, experiential events, and ticketed shows	Yes, subject to ensure that proper decorum is maintained in the area
4	Revenue Sharing Model	Kindly clarify: <ul style="list-style-type: none">• Expected/benchmark revenue share (%)• Definition of revenue (gross vs net of taxes)• Whether revenue share is fixed or slab-based• Any minimum guaranteed payment obligation	The applicant is free to propose the same as per their business model
5	Commercial & Pricing Flexibility	Will the operator have the flexibility to: <ul style="list-style-type: none">• Independently fix pricing• Adopt dynamic pricing models• Offer bundled services (F&B,	Yes

		décor, entertainment, etc.)	
6.	Estimated Repair Cost & Scope	Kindly provide: <ul style="list-style-type: none"> • Approximate estimated cost for repair/renovation • Detailed scope of work (civil, roofing, electrical, HVAC, interiors, etc.) 	No estimate has been prepared in this regard
7.	Development & Expansion Scope	Are structural modifications, expansions, or additional developments (permanent or temporary) permitted, including utilization of open spaces for events or F&B facilities?	Modifications, expansions, or additional developments (whether permanent or temporary) in the existing building shall be permitted only with the prior approval of the CoPA. No permanent construction shall be permitted in the nearby open area.
8.	Venue Usage Rights	Will the operator have full exclusive use of the venue, or will the Port also use it occasionally?	The SCC (Samudrika Convention Centre) shall be provided to Cochin Port for a fixed number of days in a year free of cost and also to Port employees, for a fixed number of days in a year, if required, at subsidized rates. The maximum number of days required by port and port employees will be fixed in advance while tendering.
9	Tenure, Lock-in & Exit Conditions	<ul style="list-style-type: none"> • Is there a lock-in period for the contract? • What are the termination conditions for both parties? • Will compensation be provided for unamortized investments in case of early termination? • Is there any provision for extension beyond 10 years based on performance? 	The applicant is free to propose the same as per their business model.
10.	Approvals & Regulatory Clearances	<ul style="list-style-type: none"> • What are the mandatory licenses/approvals required (fire, FSSAI, liquor, event permits, etc.)? • Will the Port provide facilitation support for obtaining these approvals? • Are there any CRZ or environmental restrictions applicable? 	The operator shall ascertain and obtain all mandatory licenses/ approvals required for the project from the competent authorities. The Port shall extend necessary assistance, wherever required, for obtaining such approvals. At present, there are no CRZ or environmental restrictions for the utilization of the SCC facility.
11	Utilities & Infrastructure	<ul style="list-style-type: none"> • What is the current status of utilities (power, water, sewage)? • Will these be provided by the Port or charged separately? 	Being an existing facility, electricity, water connection, and sewage facilities are available at the SCC. Electricity and water shall be provided on a chargeable basis as per the applicable rates of the Port.
12.	Access, Security & Parking	<ul style="list-style-type: none"> • Will parking be exclusively available during events? • Are there any access 	The open spaces, adjacent to the hall can be used for parking purpose on free of cost, subject to the requirements

		restrictions due to port operations or security protocols (ISPS compliance)	of ship operations and other port-related activities being carried out in the area.
13.	Branding & Marketing Rights	Will the operator have the right to independently brand, market, and position the venue, including digital and on-ground promotions?	Yes
14.	Competition & Future Developments	Are there any plans to develop similar or competing event venues within the Port premises?	At present, the Port does not have any plan to develop similar facilities within the Port area. However, the Port reserves the right to allot any port land to third parties for undertaking similar activities, either on land lease basis or under a PPP model, subject to requirement and in accordance with the applicable policies and procedures.
15.	Integration with Tourism & Cruise Ecosystem	Can SCC operations be integrated with cruise tourism, port-led events, and visitor programs?	Yes. However CoPA shall not provide any assurance or commitment in this regard.
16.	Eligibility Criteria Clarification	<ul style="list-style-type: none"> • What will be the minimum experience requirement (years/sectors)? • What financial criteria (turnover/net worth) are likely to be introduced at the RFP stage 	This will be decided based on the response to this EoI invitation
17	Lease Period	Is it possible to consider extending the lease period from 10 years to 20 years, considering the investment required for repairs and installation?	As per the present proposal, the SCC shall be allotted on a revenue-sharing basis and not on a lease basis. The tenure for the arrangement has been proposed as 10 years.

Note: This document also forms part of the EoI Document No. EM/T/365/EoI_SCC/2026-S dated 17.03.2026

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