



# Operationalisation of Container Terminal and Multi-Purpose Berths at Shahid-Beheshti-Chabahar Port

As presented on Pre-Application meeting

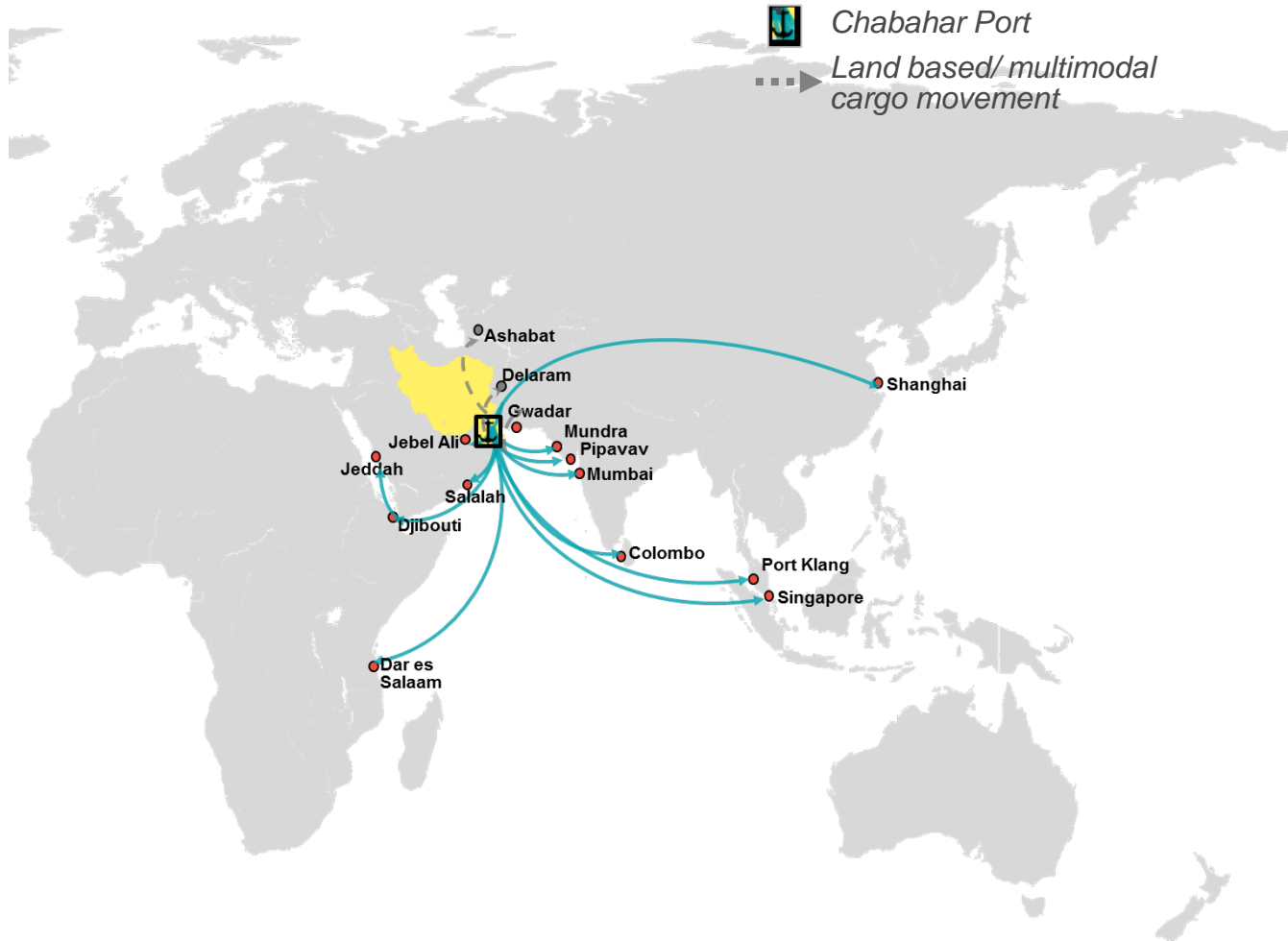
March 27, 2017

(Refer Addendum 01 and Replies to the Pre-Application Queries)

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The better the question. The better the answer.  
The better the world works.

# Chabahar Port

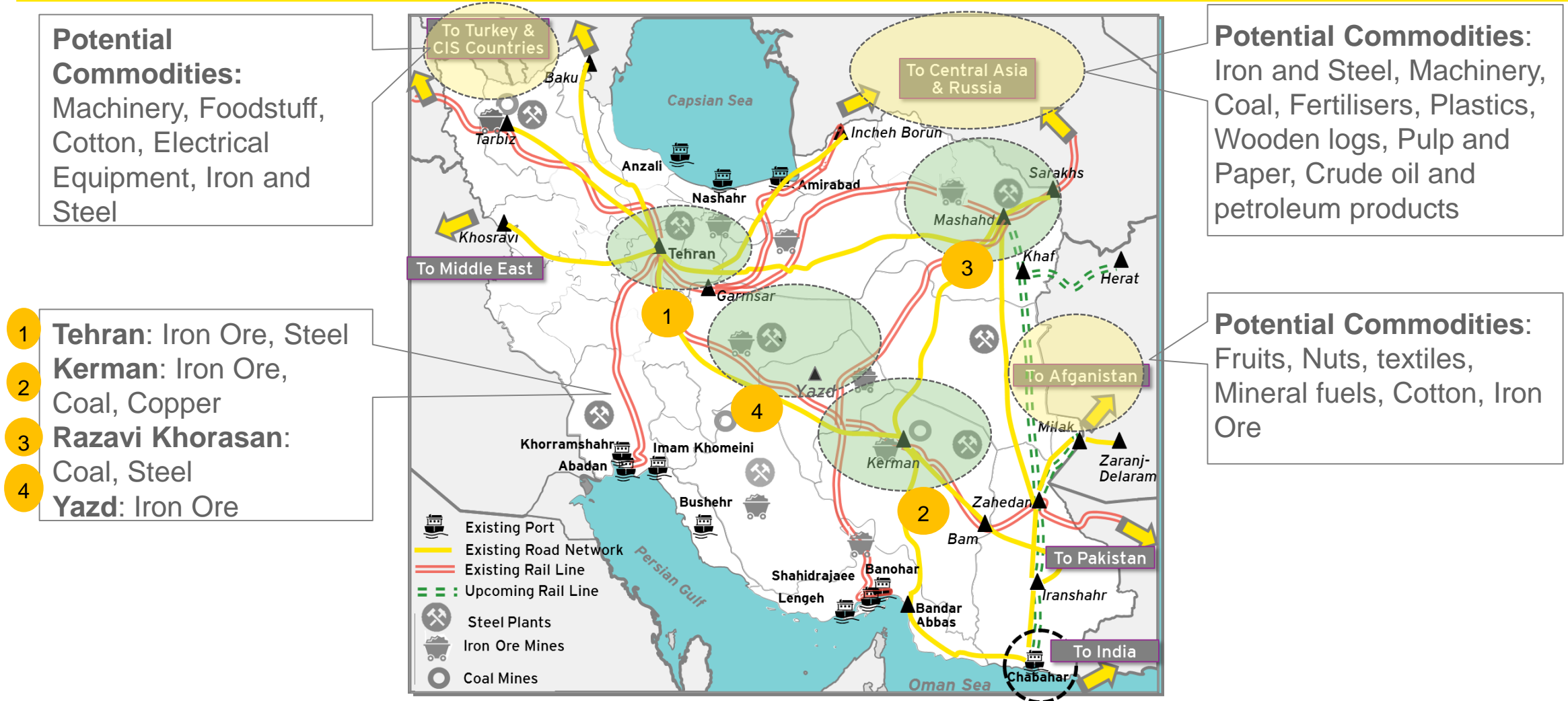
## Gateway to Persian Gulf...



- ▶ Strategic location on the cusp of Persian Gulf and the Indian Ocean entry points
- ▶ Transit connection with Afghanistan and Central Asia through the Eastern Transit Axis
- ▶ Potential to act as a significant link in International North South Transit Corridor
- ▶ Provides a shorter land bridging option to the European market
- ▶ Proximity to key ports in Western India-Kandla and JNPT
- ▶ Potential to act as a transit / transshipment hub for the region

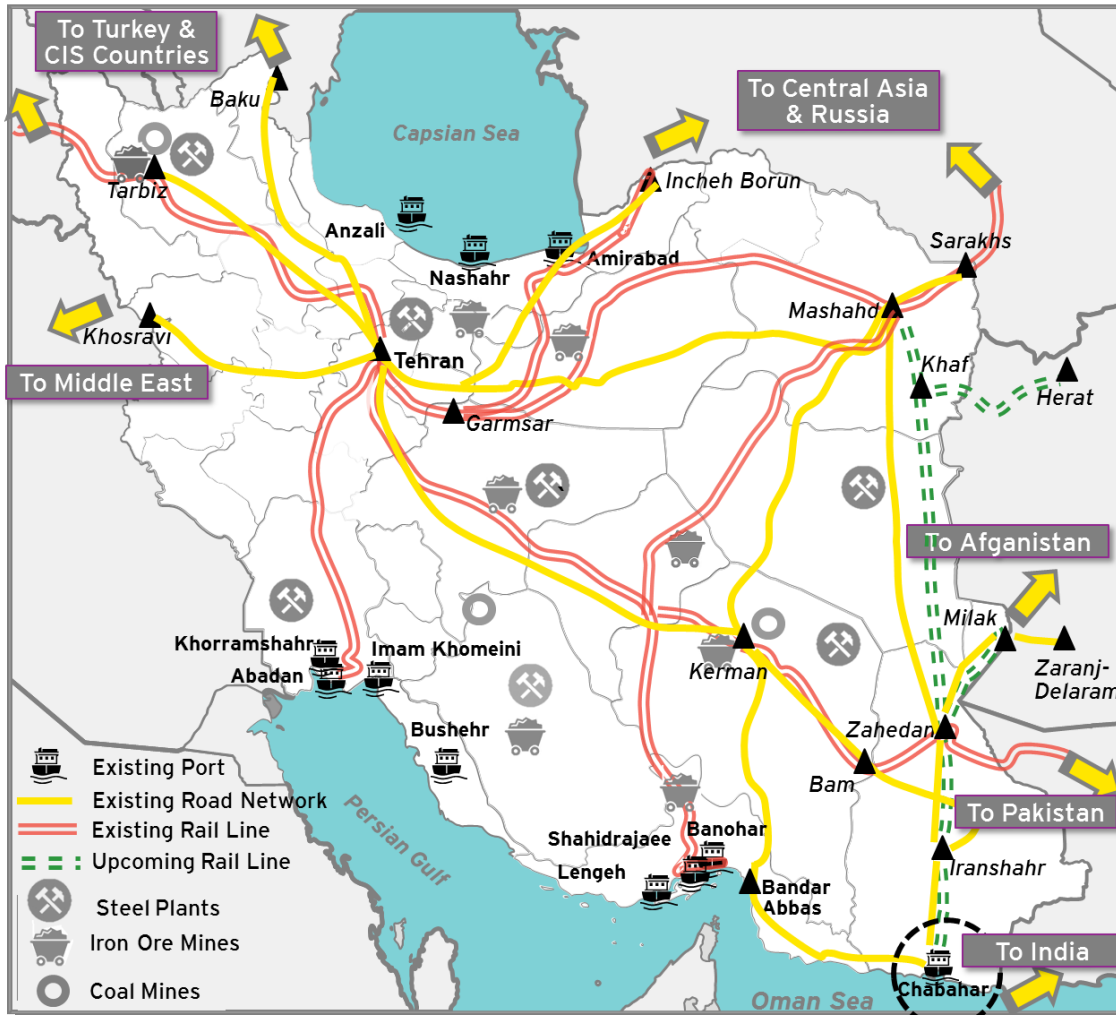
# Hinterland

Hinterland of the port include Iran & other landlocked countries in CIS and Central Asia



# Connectivity

## Proving access to landlocked regions



Source: Techno Economic Feasibility Study on Indian Participation in Development of Chabahar Port, 2012; Parstimes; railwaygazette.com accessed on 12<sup>th</sup> January 2017; EY Analysis

### Current linkages

- ▶ Existing road network is well connected to CIS nations, Europe, Central Asia, Afghanistan and Middle Eastern countries

### Future linkages

- ▶ Railway line between Chabahar to Zahedan (Approx. 630 Km)
- ▶ Rail between Chabahar and Hajigak mines in Afghanistan via Zaranj and Delaram

# Infrastructure development

## Integrated infrastructure development

### Phase I

- ▶ 2 Container Berths (640 meters)
- ▶ 3 Multi-Purpose Berths (600 meters)

### Phase II

- ▶ Container Berth (360m)

**The selected bidder will be responsible for management , operation and maintenance during Phase I only**

### Shahid Beheshti Terminal

- ▶ Total area: 254 hectares
- ▶ Open storage area: 16 hectares
- ▶ Warehouses : 30,000 sq. mt
- ▶ Draft : 14 to 16 m

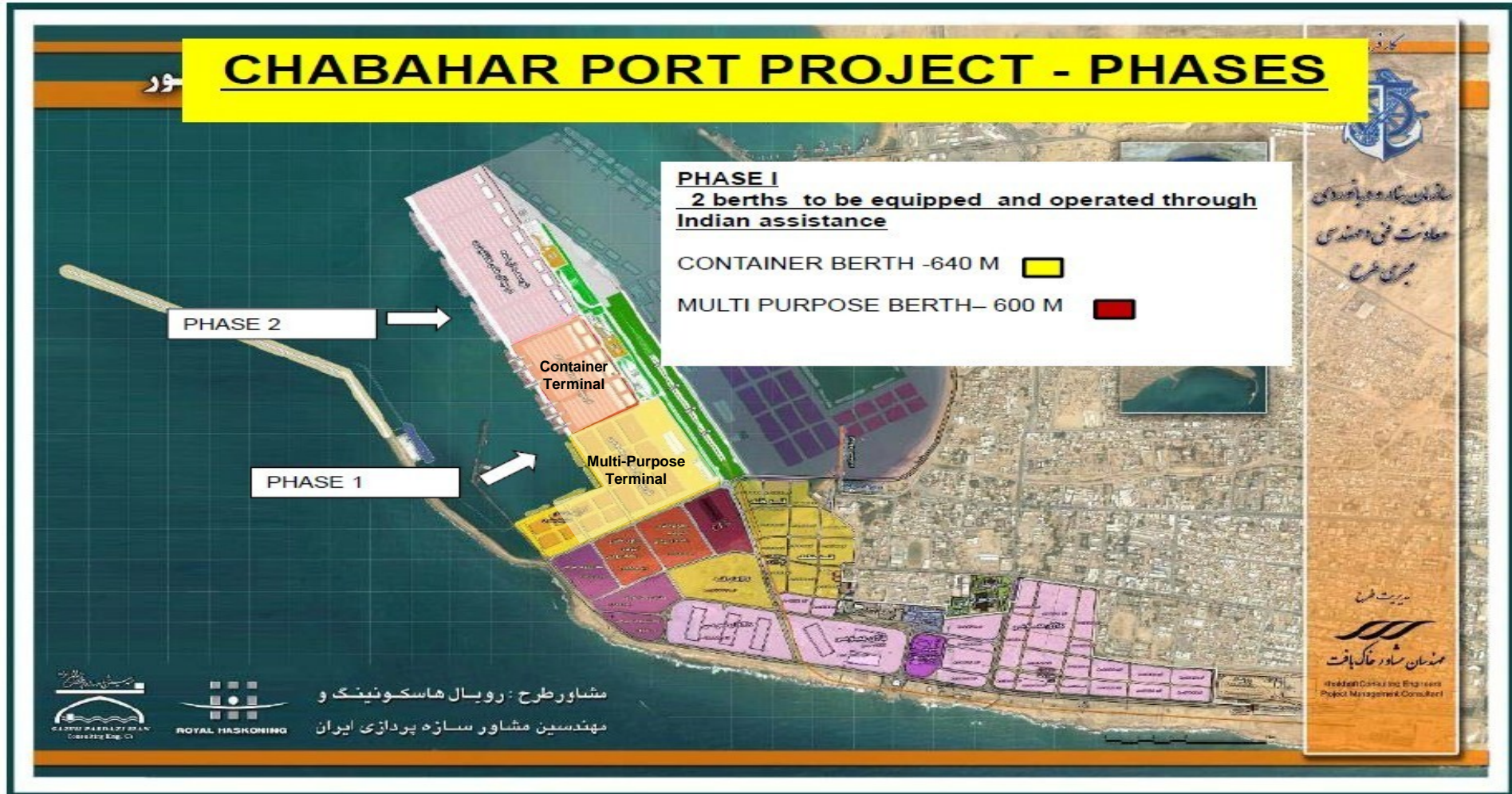
### Equipment (under procurement)

Multi-purpose Berth	Quantity (Nos.)	Container Berth	Quantity (Nos.)
Mobile Harbour Crane (140 T)	02	Post-Panamax RMQC (65 T)	04
Mobile Harbour Cranes (100 T)	04	RTG Crane (40 T)	14
Rough Terrain MHC (100 T)	03	Tractor-Trailers	32
Rough Terrain MHC (60 T)	03	Reach Stackers	02
Fork Lifts (15 T, 7T, 3T)	10	Empty Handlers	02
Tractor-Trailers	10		

**Chabahar Free Trade Zone (FTZ) with a total area of 14,000 Ha**

# Chabahar port layout

## Phase wise development plan

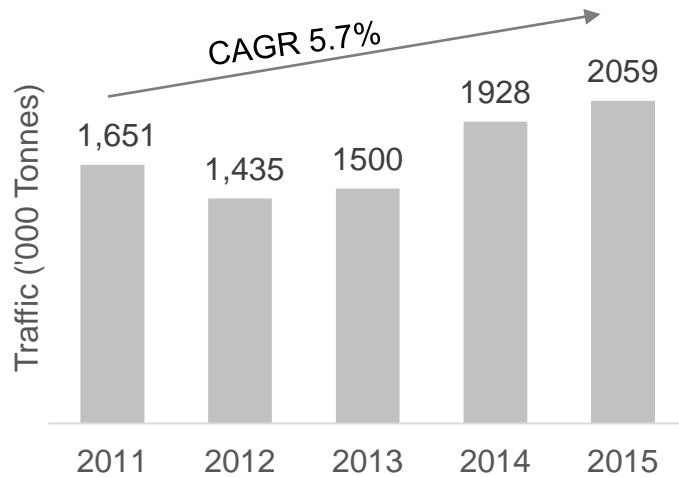


Note: Location of the facilities are indicative

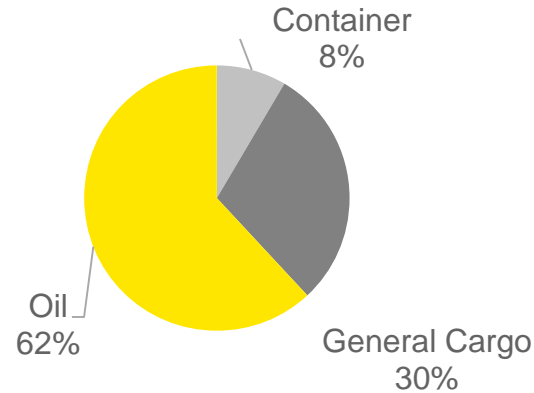
# Chabahar Port Traffic

Growing trade volumes ...

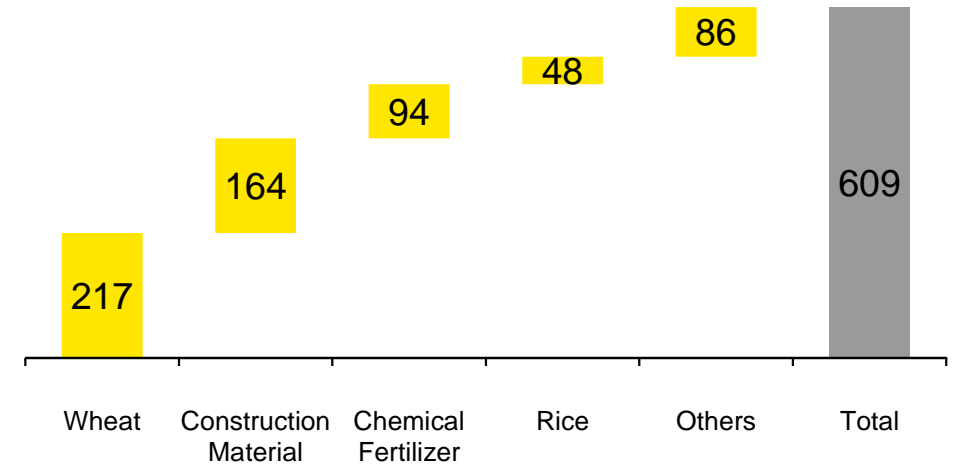
## Port Throughput



## Cargo Composition (2015)



## General Cargo for 2015 (in '000 Tonnes)



- ▶ Share of Oil in the total traffic has decreased from 77% in 2013 to 62% in 2015
- ▶ General Cargo share in total traffic has increased from 17% in 2013 to 30% in 2016
- ▶ Share of container tonnage in the total traffic has increased from 6% in 2013 to 8% in 2015

- ▶ Four commodities contribute for ~85% of total general cargo handled at Chabahar
- ▶ Total general cargo volumes are dominated by imports, particularly wheat
- ▶ Construction material is the only commodity exported from the port

Source: Ports & Maritime Organization Iran

# Chabahar Port Project

## Operationalization of Container and Multi-Purpose Berths

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- ▶ **Project:** Operations and maintenance of container berths (640m with 16 m draft) and multipurpose berths (600m with 14 m draft), including:
    - ❑ development of support infrastructure for the berths and paved back up area (33 Ha for container berth & 37 Ha for multi-purpose berth)
    - ❑ develop market for the port – meet minimum traffic guarantees
    - ❑ procure and implement operational software and integrated management system at its own cost
    - ❑ assistance in preparation of layout for the installation of equipment
    - ❑ to work in consonance with the IPGL during the installation of all equipment for ensuring efficient operation of the terminal
    - ❑ establishment of the office equipped with basic amenities like furniture, cooling & heating system to name a few with in the port premises at the space provided by IPGL at its own expense
    - ❑ develop, obtain and maintain applicable permits, insurances, SoPs and comply with all related standards, guidelines, covenants and executive guidelines as approved by ABI
- Contract Period:** 10 years
- ▶ Operator is free to participate in the development of Free Zone, rail links and port related ecosystem



# Understanding the eligibility criteria under the RFQ

# Eligibility criteria for applicants

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## Bidding Entity

- ▶ An Applicant may be a private or a government-owned entity or any combination of them with a formal intent to enter into an agreement or under an existing agreement to form a Consortium.
- ▶ The Applicant for pre-qualification may be a single entity or a group of entities (the “Consortium”), coming together to implement the Project.
- ▶ The single entity/Lead member of the consortium shall be an **Indian entity** and hold at least 51% (fifty one per cent) until the expiry of the ten year term
- ▶ The **lead member** of the consortium shall be an entity having **experience of management, operations and maintenance of container/multipurpose terminals** in India or an entity having its core business as a maritime logistics service provider in India.
- ▶ Maritime logistics service provider would include shipping lines, port terminal operators, non vessel operating common carriers (NVOCC), stevedores and freight forwarders.

# Technical and financial eligibility criteria

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## **Technical Eligible Criteria**

Managing, operating and maintaining of container/multipurpose terminals at ports (located in any country) with following minimum throughput per annum, in each of the past 5 years preceding the date of issuance of the RFQ;

- ▶ Minimum handling capacity of container throughput per annum of 3.50 lakhs TEUs from a single terminal or an aggregate handling capacity of 3.50 lakhs TEUs with minimum throughput of 1.00 lakhs TEUs per terminal per annum.

OR

- ▶ Minimum handling capacity of berth throughput per annum of 5 lakh tonnes from single terminal or an aggregate handling capacity of 5 lakh tonnes with minimum throughput of 1.25 lakhs tonnes per terminal per annum.

## **Financial Eligibility Criteria**

Minimum Net Worth (the “Financial Capacity”) of INR 60 crore (INR sixty crores) or equivalent USD or Euro as per the prevalent rate as on the date of issuance of the RFQ at the close of the preceding financial year

# Technical and financial eligibility criteria

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## Other salient provisions regarding eligibility

- ▶ In case of a Consortium, the combined technical capacity and Net Worth of those Members, who shall have an equity share of at least 26% (twenty six per cent) each in the Operating Company, should satisfy the above conditions of eligibility; provided that each such Member shall, for the term of the Management Agreement, hold equity share capital not less than: (i) 26% (twenty six per cent) of the subscribed and paid up equity of the Operating Company
- ▶ Experience shall be measured in accordance with Equity TEUs (volumes adjusted according to shareholding) of the entity claiming experience in the container/multipurpose terminal

# RFQ requirements and timelines

Activity	Date
Download of RFQ Document	17-03-2017
Last date for receiving queries regarding RFQ	24-03-2017
<b>Date and Time of Pre-Application Conference</b>	<b>27-03-2017</b>
Response to queries	30-03-2017
Last date of submission of Applications	14-04-2017
Date of Opening of RFQ Application	14-04-2017
Declaration of qualification after evaluation	Within 15 days of Application Due date

Cost of RFQ process	Cost of RFP process	Bid security amount
INR 25,000 (Rupees twenty five thousand) to be paid by cheque drawn in favour of India Ports Global Ltd, payable at par in Mumbai	INR 1,00,000 (Rupees one lakh) to be paid by cheque drawn in favour of India Ports Global Ltd, payable at par in Mumbai	INR 2,50,00,000 (Rupees two crores fifty lakhs) to be paid by cheque drawn in favour of India Ports Global Ltd, payable at par in Mumbai

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