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)
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 / transhipment hub for the region
Potential Commodities:
Iron and Steel, Machinery, Coal, Fertilisers, Plastics, Wooden logs, Pulp and Paper, Crude oil and petroleum products

Potential Commodities:
Fruits, Nuts, textiles, Mineral fuels, Cotton, Iron Ore

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

Potential Commodities:

1. Tehran: Iron Ore, Steel
2. Kerman: Iron Ore, Coal, Copper
3. Razavi Khorasan: Coal, Steel
4. Yazd: Iron Ore

Potential Commodities:
Machinery, Foodstuff, Cotton, Electrical Equipment, Iron and Steel

Hinterland
Connectivity
Proving access to landlocked regions

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

Source: Techno Economic Feasibility Study on Indian Participation in Development of Chabahar Port, 2012; Parsimes; railwaygazette.com accessed on 12th January 2017; EY Analysis
**Infrastructure development**

Integrated infrastructure development

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**Phase I**

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

**Phase II**

- Container Berth (360m)

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**Shahid Beheshti Terminal**

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

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**Equipment (under procurement)**

<table>
<thead>
<tr>
<th>Multi-purpose Berth</th>
<th>Quantity (Nos.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mobile Harbour Crane (140 T)</td>
<td>02</td>
</tr>
<tr>
<td>Mobile Harbour Cranes (100 T)</td>
<td>04</td>
</tr>
<tr>
<td>Rough Terrain MHC (100 T)</td>
<td>03</td>
</tr>
<tr>
<td>Rough Terrain MHC (60 T)</td>
<td>03</td>
</tr>
<tr>
<td>Fork Lifts (15 T, 7T, 3T)</td>
<td>10</td>
</tr>
<tr>
<td>Tractor-Trailers</td>
<td>10</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Container Berth</th>
<th>Quantity (Nos.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Post-Panamax RMQC (65 T)</td>
<td>04</td>
</tr>
<tr>
<td>RTG Crane (40 T)</td>
<td>14</td>
</tr>
<tr>
<td>Tractor-Trailers</td>
<td>32</td>
</tr>
<tr>
<td>Reach Stackers</td>
<td>02</td>
</tr>
<tr>
<td>Empty Handlers</td>
<td>02</td>
</tr>
</tbody>
</table>

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

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

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Source: Port Development Plan-Chabahar Port, PMO, Iran; Source-IPGPL Tender for MHC,RTGC, RMQC- IPA
Chabahar port layout

Phase wise development plan

Note: Location of the facilities are indicative
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 2015

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

- **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

**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

<table>
<thead>
<tr>
<th>Technical Eligible Criteria</th>
<th>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;</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>► 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.</td>
</tr>
<tr>
<td></td>
<td>OR</td>
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<tr>
<td></td>
<td>► 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.</td>
</tr>
<tr>
<td>Financial Eligibility Criteria</td>
<td>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</td>
</tr>
</tbody>
</table>
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

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

<table>
<thead>
<tr>
<th>Cost of RFQ process</th>
<th>Cost of RFP process</th>
<th>Bid security amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>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</td>
<td>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</td>
<td>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</td>
</tr>
</tbody>
</table>
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