



**Andhra Pradesh Maritime Board,
Government of Andhra Pradesh, India**

Expression of Interest (EOI) from Potential Applicants

for

Setting Up a Ship Building Cluster in Andhra Pradesh

(This document is meant for exclusive purposes of submitting a response to the EOI document and shall not be transferred, reproduced, or otherwise used for purposes other than that for which it is specifically issued)

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The information contained in this Expression of Interest document (the “EOI”) or subsequently provided to Applicant(s), whether verbally or in documentary or any other form shared on behalf of Andhra Pradesh Maritime Board (“Authority”) is provided to the Applicant to assist in preparing the non-binding EOI on the terms and conditions set out in this EOI and such other terms and conditions subject to which such information is provided.

This EOI includes statements, which reflect various assumptions and assessments arrived at by the Authority in relation to the Project. Such assumptions, assessments and statements do not purport to contain all the information that each Applicant may require. The assumptions, assessments, statements and information contained in this EOI may not be complete, accurate, adequate or correct. Each Applicant should, therefore, conduct its own investigations and analysis and should check the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments, statements and information contained in this EOI and obtain independent advice from appropriate sources.

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The Authority may, in its absolute discretion but without being under any obligation to do so, update, amend or supplement the information, assessment or assumptions contained in this EOI.

The issue of this EOI does not imply that the Authority is bound to select an Applicant for the Project and the Authority reserves the right to reject all or any of the Applications without assigning any reasons whatsoever.

The Applicant shall bear all its costs associated with or relating to the participation in this process regardless of the conduct or outcome of the process.

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NOTICE INVITING EXPRESSION OF INTEREST (EOI) FROM POTENTIAL APPLICANTS FOR SETTING UP SHIP BUILDING CLUSTER IN ANDHRA PRADESH



Andhra Pradesh Maritime Board
2nd floor, IHC Corporate Building, Mangalagiri,
Guntur – 522503, Andhra Pradesh, India.

Queries

Applicants shall post queries by email to ceo-apmb@ap.gov.in, with a copy (cc) to ceapmb@apmaritime.in and gmbd-apmb@ap.gov.in

Note: Please mention the subject of the email as:

Query on “**EOI for Setting Up Ship Building Cluster in Andhra Pradesh**”

EOI Schedule

Activities	Deadline
Issue of EOI Document	20.11.2024 from 16:00 hrs onwards
Last Date for sending queries or clarifications regarding EOI	04.12.2024 on or before 17:00 hrs
Last date for EOI Submission	30.12.2024 on or before 17:00 hrs

Officers In charge

Chief General Manager, Business Development and PPP- APMB

Website to download EOI

<https://www.apmaritime.in>

The right to accept/reject any or all EOI(s) received is reserved with Andhra Pradesh Maritime Board, Government of Andhra Pradesh without assigning any reason thereof.

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1. Introduction and Background

Andhra Pradesh, a leading maritime state in India, boasts a coastline stretching approximately 1,053 km—. Nestled along the eastern seaboard, this coastal gem holds immense promise for economic growth and development. The **Andhra Pradesh Maritime Board (APMB)**, established by the Government of Andhra Pradesh, is at the forefront of harnessing this potential.

The **Andhra Pradesh Maritime Board (APMB)**, invites global Expressions of Interest (EOI) from reputed national and international firms, consortia, or organizations to participate in the development of an integrated **Ship Building, Repair, Maritime Decarbonization and Industrial Ecosystem Cluster** in Andhra Pradesh, India. This initiative aims to align with India's strategic maritime goals and the global agenda of **decarbonizing** the Maritime Sector.

The cluster is envisaged as a **comprehensive ecosystem** that will bring together all major components of the shipbuilding industry: from **raw materials and ancillary industries** to **logistics, testing and quality control, shipbuilding academies** and **advanced technologies**. The aim is to develop an end-to-end solution that can meet the growing needs of the global shipbuilding market while contributing to **decarbonization, greening** and **electrification** efforts in the maritime sector.

Firms are encouraged to propose their vision and collaborate with global partners to transform Andhra Pradesh into a key global hub for **sustainable shipbuilding and repair**.



Figure: Location of Ports in Andhra Pradesh

2. Development of Ship Building Cluster

The potential for establishing a shipbuilding cluster in Andhra Pradesh is substantial, given the state's strategic location along India's eastern coastline, proximity to major shipping routes and access to a skilled workforce. AP is home to several ports like Visakhapatnam, Krishnapatnam and Kakinada providing a natural advantage for shipbuilding, repair and allied activities.

A well-developed shipbuilding cluster can enhance the maritime infrastructure, attract both domestic and international investment and contribute to India's goal of becoming a global shipbuilding hub. This initiative aligns with the "Make in India" and "Aatmanirbhar Bharat" (Self-Reliant India) campaigns, promoting indigenization of technology and reducing dependency on foreign imports.

Further, integrating a shipbuilding cluster into the state's industrial ecosystem will create employment opportunities, boost ancillary industries like steel, electronics, engineering and stimulate economic growth. By offering competitive incentives, infrastructure and policy support, AP can position itself as a preferred destination for shipbuilding investors globally.

2.1. The Project

The Government of Andhra Pradesh is committed to transforming the ship building sector in the state through this initiative. We encourage all interested parties to submit innovative and comprehensive proposals that will contribute to the growth and prosperity of the ship building industry and its stakeholders. The proposed venture should focus on contributing to the development of the state's shipbuilding industry and enhancing its competitiveness. Projects like shipyards, dry docks, repair facilities or any other shipbuilding-related infrastructure that promotes industrial development in Andhra Pradesh will be considered.

2.2. Existing Connectivity Infrastructure

Andhra Pradesh offers robust connectivity through a well-established network of ports, roadways, railways and airports. The state is home to 1 major port and 5 minor ports which are operational and 4 under development ports, strategically located along its extensive coastline. These ports are connected via national highways, dedicated rail corridors and air freight services, enabling the efficient transportation of goods to and from the proposed cluster.

The Visakhapatnam-Chennai Industrial Corridor (VCIC) and the upcoming Chennai-Bangalore Industrial Corridor (CBIC) and Hyderabad-Bangalore Industrial Corridor (HBIC) also pass through the region, providing seamless connectivity to inland industrial hubs and facilitating global exports.

This existing infrastructure provides a strategic advantage to the proposed shipbuilding cluster, ensuring smooth logistical operations and making Andhra Pradesh a prime location for a global maritime hub.

2.3. Key Benefits of the Project

The Ship Building, Repair and Decarbonization Cluster in Andhra Pradesh will offer the following key benefits:

- **Comprehensive Industrial Ecosystem:** The cluster will encompass the entire supply chain, from raw material sourcing to logistics and finished shipbuilding.
- **Strategic Location:** Andhra Pradesh is ideally positioned with its long coastline and proximity to major shipping routes. Firms may propose potential sites near existing ports or suggest new areas for cluster development, based on logistical needs.
- **Port Facilities and Government Support:** Applicants can specify port facilities they need to support their operations, such as access to docking, warehousing and logistical services. The Government of Andhra Pradesh is ready to extend support including infrastructure development, expedited clearances, fiscal incentives and logistical assistance etc.
- **Focus on Maritime Decarbonization:** The cluster will be a pioneer in maritime decarbonization efforts, contributing to global goals of carbon neutrality and sustainable shipping.
- **Global Trade and Investment Opportunities:** By partnering with international stakeholders, the cluster will enhance global trade and investment opportunities, making Andhra Pradesh a key player in the green shipping industry.
- **Economic Growth and Job Creation:** The project will generate significant employment, both directly and indirectly and boost local industries, spurring regional economic growth.

3. Instructions to applicants

The Andhra Pradesh Maritime Board invites Expression of Interest (EOI) for Setting Up Ship Building Cluster in the state. The EOI encourages applicants to propose innovative and comprehensive solutions for setting up the shipbuilding industry's infrastructure, promote economic growth and uplift the surrounding communities in Andhra Pradesh.

3.1. Scope of Proposals:

This EOI welcomes a wide array of proposals from interested parties, encompassing the following core areas:

- **Ship and Boat Construction Yard:** A state-of-the-art shipyard with facilities for constructing ships, boats and other vessels of varying sizes and purposes, including cargo vessels, passenger ships and recreational boats etc.
- **Ship and Boat Repair Hub:** Dedicated infrastructure for repairing and overhauling vessels of all kinds. This facility will include dry docks, slipways, wet docks and other advanced tools.
- **Green Ship Recycling:** Implement a green ship recycling facility that adheres to environmental standards, promoting sustainable practices in the dismantling and recovery of materials from decommissioned vessels.
- **Ship Maintenance:** Development of facilities for overhaul and maintenance, supported by cutting-edge technologies and global best practices.
- **Raw Material and Ancillary Industries:** The cluster will include industries that provide raw materials such as steel plants, refineries, composites and electrical components. Ancillary industries such as fastener production, fabrication units and machinery suppliers will play a vital role in supporting the shipbuilding ecosystem.
- **Logistics and Warehousing:** Development of logistics hubs and warehousing facilities to support the seamless movement of materials and products, ensuring the timely delivery of critical components. Integration of Multi-Modal Logistics Parks (MMLPs) to connect road, rail and maritime networks efficiently.
- **Electrification, Greening and Decarbonization Hub:** A dedicated centre for promoting green technologies in shipbuilding. This will involve research and the development of electrified vessels, hybrid propulsion systems, fuel-efficient engines and alternative fuel-powered ships such as those using hydrogen, LNG or biofuels. The cluster will aim to decarbonize shipbuilding processes by reducing emissions, employing renewable energy sources and enhancing resource efficiency.
- **Testing, Quality Control and Certification:** Establishing state-of-the-art testing laboratories for quality control, ensuring adherence to international shipbuilding and safety standards.

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- **Shipbuilding Academies and Skill Development** Creation of shipbuilding academies and technical training centres to improve the skills of the workforce in shipbuilding, repair and green technologies.
- **Technology Transfer and Collaboration:** The project will encourage global collaboration to bring the latest technologies and best practices to the region, particularly in the areas of green shipbuilding, automation and decarbonization.
- **Tier-1 and Tier-2 Suppliers:** The cluster will actively engage with Tier-1 and Tier-2 suppliers, creating a robust ecosystem that caters to the entire lifecycle of shipbuilding, from design to manufacturing and assembly.
- **Innovation and Research Hub:** A Research and Development (R&D) centre that collaborates with global partners to advance sustainable shipbuilding, vessel automation, electrification technologies and maritime decarbonization. The R&D centre will focus on enhancing fuel efficiency, zero-emission technologies and automation in shipbuilding.
- **Collaborative Global Partnerships:** The cluster will foster partnerships with international maritime agencies and global technology providers for knowledge transfer, joint research and the implementation of best practices in sustainable shipbuilding and electrification.
- **Hospitality & Healthcare:** The cluster will incorporate essential hospitality services, including accommodations, restaurants and recreational facilities for workers, visitors and industry stakeholders. Healthcare facilities will be integrated into the cluster to provide comprehensive medical services, ensuring the well-being of the workforce and maintaining high standards of safety and health.
- **Safety & Security:** A focus on safety and security will be central to the development of the cluster, incorporating advanced safety protocols in shipbuilding and repair operations. The cluster will feature dedicated safety training programs and the latest security technologies to protect workers, assets and facilities. Firefighting systems, emergency response teams and surveillance technologies will be deployed to ensure 24/7 security across all areas of the cluster.

3.2. Key Objectives:

The primary objectives of the Ship Building, Repair and Decarbonization Cluster are:

- Develop a fully integrated shipbuilding and repair cluster that caters to ship construction, boat building, vessel maintenance and maritime electrification.
- Establish an ecosystem that includes raw material industries (such as steel and refineries), ancillary units, logistics hubs, Multi-Modal Logistics Parks (MMLPs), warehouses, testing facilities and quality control centres.
- Promote maritime decarbonization through green technologies, including electrification of vessels, alternative fuels and energy-efficient ship designs.

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- Offer opportunities for global collaboration and technology transfer in shipbuilding techniques, decarbonization methods and workforce development.
- Foster the overall shipbuilding ecosystem, from the smallest components like bolts and fasteners to the final construction of large ships.
- Improve labor skills through Shipbuilding Academies that train workers in advanced shipbuilding techniques and green technologies.
- Encourage the establishment of Tier-1 and Tier-2 supplier units that are critical for the success of the shipbuilding industry.

The Government of Andhra Pradesh is committed to transforming the ship building sector in the state through this initiative. We encourage all interested parties to submit innovative and comprehensive proposals that will contribute to the growth and prosperity of the ship building industry and its stakeholders.

Important Note: This is an open-ended EOI. Applicants are welcome to present proposals that align with the broader objectives of the initiative and extend beyond the areas specifically mentioned above.

3.3. Eligibility Criteria for the Applicants

National and international firms, consortia, or organizations with expertise in shipbuilding, ship repair, ship recycling, maritime infrastructure, or green technologies are invited to submit their EOI. The following eligibility criteria apply:

1. Investors should have a proven track record of at least 7 years in shipbuilding, maritime electrification or large-scale industrial cluster development.
2. Investors must demonstrate access to state-of-the-art shipbuilding, tools and processes (automation, advanced materials, etc.).
3. Expertise in decarbonization, green shipbuilding or energy-efficient vessel design.
4. Strong financial and technical capacity to manage large-scale shipbuilding and repair operations.
5. Investors should provide a business plan outlining their long-term vision and commitment to staying in the region for at least 40 years.
6. Investors who are environmentally friendly shipbuilding techniques, including energy efficiency, sustainable materials and waste reduction processes will be preferred.
7. Investors must adhere to all national regulations regarding shipbuilding, labor laws and environmental standards.
8. Investors should be willing to collaborate with local industries, educational institutions and government bodies for skill development, R&D and technology transfer.

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9. Investors are encouraged to form joint ventures with Indian/local companies or local partnerships that contribute to the growth of the domestic shipbuilding sector.
10. Investors should have experience in developing shipbuilding infrastructure like dry docks, slipways, cranes and large fabrication areas.
11. Investors Should be committed towards generating local employment opportunities, with a focus on training and upskilling the local workforce.
12. Proposals should include plans for collaboration with technical institutes or universities to create a pipeline of skilled workers.
13. Ability to outline specific needs for government support, including non-financial support, infrastructure or regulatory assistance.

3.4. Availing EOI Documents

The EOI document can be downloaded from the website link <https://www.apmaritime.in> up to the date and time mentioned in the EOI.

3.5. Completeness of the EOI Response

Applicants are advised to study all instructions, forms, terms, requirements and other information in the EOI documents carefully. Submission of EOI shall be deemed to have been done after careful study and examination of the EOI document with full understanding of its implications. The response to this EOI should be full and complete in all respects.

3.6. EOI Response Preparation Cost

The Applicant is responsible for all costs incurred in connection with participation in this process, including, but not limited to, costs incurred in conduct of informative and other diligence activities, participation in meetings/discussions/presentations, preparation of EOI response, in providing any additional information required by APMB. APMB will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the process. All materials submitted by the Applicant shall become the property of APMB and may be returned at its sole discretion.

3.7. Submission of EOI Queries

The format for seeking queries is as follows

Subject: Query for EOI FOR SETTING UP SHIP BUILDING CLUSTER IN ANDHRA PRADESH		
Details of the query seeker	Name and Address of the Company	
	Name and Position of the Person submitting the query	

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	Contact details	Mobile: Email id:
S. No	EOI Reference (Page/ Section)	Points of Clarification required
1		
2		
3		

3.8. Amendment of EOI Document

At any time before the deadline for submission of EOI, APMB, may, for any reason, whether at its own initiative or in response to a clarification requested by a prospective Applicant, modify the EOI Document by an amendment.

In order to afford prospective Applicants reasonable time in which to take the amendment into account in preparing their EOIs, APMB may, at its discretion, extend the last date for the receipt of EOIs. The Applicants are advised to visit the official website of APMB <https://www.apmaritime.in> on regular basis for checking necessary updates. APMB also reserves the right to amend the dates mentioned in this EOI.

3.9. APMB's Right to Terminate the EOI Process

APMB reserves the right to terminate the EOI process at any time and without assigning any reason thereof. APMB makes no commitments, express or implied, that this process will result in a business transaction with anyone. This EOI does not constitute an offer by APMB.

3.10. Documents Establishing Applicants Qualification

The Applicant shall furnish, as part of its EOI documents establishing the Applicant's qualification in the formats provided in this EOI. The documentary evidence should be submitted by the Applicant as part of the response to the EOI. The documentary evidence of the Applicant's qualification shall be as specified in this EOI document.

3.11. Format and Signing of EOI

- a) The Applicant shall prepare one hard copy of the EOI.
- b) The EOI document shall be signed, at the time of submission, by the Applicant or a person or persons duly authorized to bind the Applicant to the provisions of the EOI. The later authorization shall be indicated by a copy of written power-of- attorney accompanying the EOI. All the pages/ documents of the EOI shall be signed by the person authorized to sign the EOI.
- c) Submission of EOI: Proposals not conforming submission of required documents as listed may lead to rejection of the Proposal. Submission of forged documents will also result in rejection of the Proposal. The Applicant should submit the Proposal as per the requirement of EOI which should be received in the office of the CEO, Andhra Pradesh Maritime Board, Government of Andhra Pradesh with the proper postal address of APMB on or before due date and time as

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mentioned in the EOI. The postal cover should also highlight the: Project Name: “**Setting Up Ship Building Cluster in Andhra Pradesh**”. The Proposal received after due date and time will not be entertained. APMB is not liable/ responsible for any delay in receipt of documents for the reason whatsoever. APMB will not consider any proposal that arrives after the deadline as prescribed in the EOI. Any Proposal received after the deadline will be out rightly rejected by APMB.

3.12. Late Submission of EOI

EOI being submitted after the specified time limit and date will not be accepted.

3.13. Language of EOI

The responses prepared by the Applicant and all correspondence and documents relating to the documents exchanged by the Applicant and APMB, shall be written in English language. Any printed literature furnished by the Applicant in another language shall be accompanied by an English translation, in which case, for purposes of interpretation of the EOI, the English translation shall govern. If any supporting documents submitted are in any language other than English, translation of the same in English language is to be duly attested by the Applicant.

4. Formats for EOI Submission

Annexure I – Documents Checklist

Checklist for the Documents to be submitted in EOI response

S.No	Documents to be Submitted	Suggested Format	Submitted (Y/N)	Documentary Proof (Page No.)
1	Covering Letter	Annexure II		
2	Details of the Applicant	Annexure III		
3	Company Experience - Documentary Evidence for Relevant experience	Annexure IV		
4	Financial Capability of the applicant through a statutory Auditors Certification	Annexure V		
5	Project Proposal consisting of the Implementation Structure and Broad Financials	Annexure VI		

Annexure II – Submission Covering Letter

On the letterhead of the Applicant

Date:

To

The Chief Executive officer,
Andhra Pradesh Maritime Board
2nd floor, IHC Corporate Building, Mangalagiri,
Guntur – 522503, Andhra Pradesh, India.

Sub: Submission of EOI for Setting Up Ship Building Cluster in Andhra Pradesh

Sir,

Being Duly Authorised to represent and act on behalf of _____, understanding the information provided, the undersigned hereby apply in response to the EOI document for “Setting Up Ship Building Cluster in Andhra Pradesh”.

The details as per the EOI document are submitted herewith for the evaluation.

Yours faithfully,

Authorised Signatory
(Name, Title and Address)

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Annexure III – Details of Company

S.No	Item	Details (to be filled by the Applicant in response to EOI)
1	Name of the Company	
2	Registered Address for Communication	
3	Mobile no and Email id	
4	Website address if any	
5	Details of Company Registration (Please enclose a copy of the registration certificate authorized by the concerned government authority)	
6	Registration Number and Year of Registration	
7	States/Countries where the Company operates	
8	Company Profile	
9	Audited financial statements of the last 3 financial years from the relevant experience in Local Currency along with Certificate of Conversion of Local Currency in US Dollar, certified by the Statutory Auditor	

Contact Details of officials for future correspondence

Description	Details
Name	
Designation	
Address	
Mobile	
E-mail	

Annexure IV –Company Experience

Documentary Evidence for Relevant experience

Annexure V – Financial Capacity of Company

Previous three years Turnover from relevant experience and net-worth certificates in Indian Rupees along with Certificate of Currency Conversion in US Dollars certified by the Chartered Accountant (Currency Conversion Certificate required only for firms registered outside India)

Financial Year	Annual Turn Over
2021-22	
2022-23	
2023-24	

Annexure VI – Project Proposal

The Applicant shall submit the detailed proposal duly incorporating the following details

- Nature of the Project
- Name of the Ship Building or related Project
- Proposed investment
- Proposed components
- Extent of land required
- Proposed Revenue share/ Annual Premium/ Upfront fee etc, to the Authority
- Proposed Concession Period
- Approximate Time frame required for commencement
- Benefits of the Project
- Direct and Indirect Employment generated from the Project
- Support required from the Authority
- Any additional suggestion or specific views

The applicant shall submit different Annexure for each of the Proposal submitted