

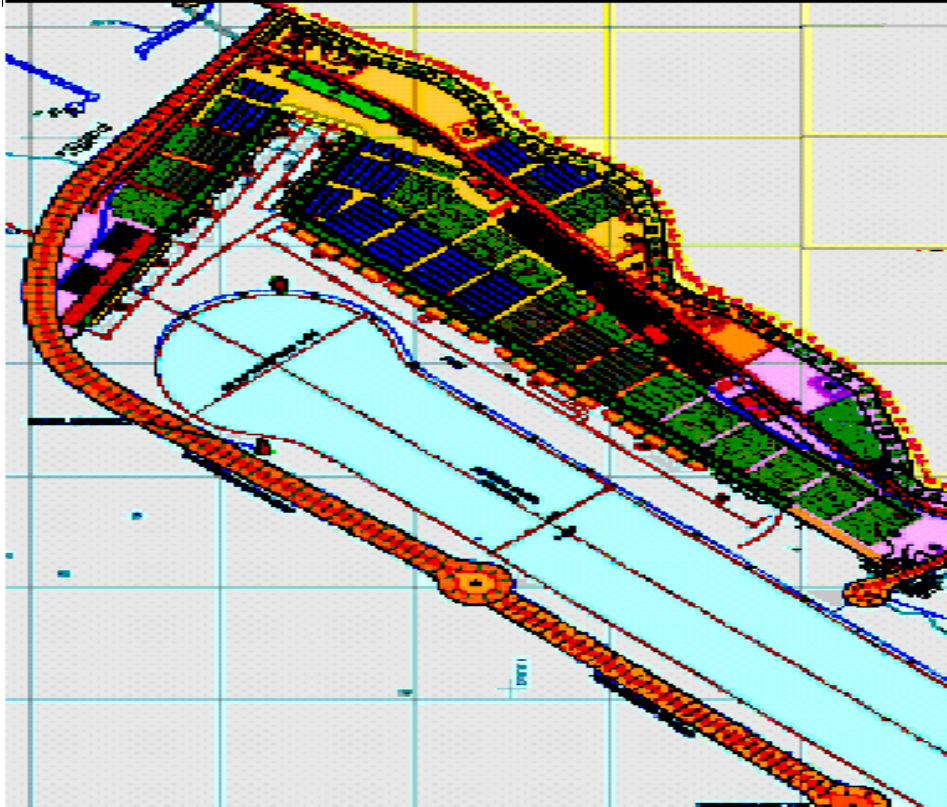


Government of Kerala / Vizhinjam International Seaport Limited



INTERNATIONAL DEEPWATER SEAPORT AND CONTAINER TRANSSHIPMENT TERMINAL

at Vizhinjam, Trivandrum, Kerala, India



REQUEST FOR PROPOSAL July 2007

Vizhinjam International Seaport Limited (VISL) a wholly owned Company of Government of Kerala (GoK), invites private developers/ investors to develop a Deepwater Seaport and Container Transshipment Terminal at Vizhinjam, Thiruvananthapuram (Trivandrum), Kerala, India.

Advantage Vizhinjam

Vizhinjam port is located 8 km south of Kerala's capital, Trivandrum on the west coast of India. The site offers the following unique advantages:

- Close proximity to international shipping routes and East-West shipping axis
- Availability of 20m contour within one nautical mile from the coast
- Minimal littoral drift along the coast and therefore hardly any maintenance dredging
- Links to national/regional road, rail network
- Flexibility in design and expansion being a Greenfield project
- Close to Trivandrum city that has an International airport, the required human resources and social infrastructure

The Project

Buoyant international container trade and growth in container traffic in India at a CAGR of 13 percent during the last decade and agglomeration (increased vessel sizes on order) necessitate establishment of an international transshipment terminal close to the

southern tip of the Indian peninsula. The proposed terminal will be ideal for attracting mother vessels ranging from Post Panamax to Malacca-max in a phased manner.

Detailed traffic assessment study indicates that Vizhinjam could be configured to meet these transshipment requirements of the region ideally.

A data room is set-up in the office of VISL at Thiruvananthapuram to access all report(s)/data available on the project.

A Futuristic Regional Hub

Available water depth of 16m to be increased to 18.7m in phased manner, at berth, would allow vessel sizes upto 12000 TEUs. This together with a design capacity of 1.8 million TEUs going upto 5.3 million TEUs would serve the transshipment needs of the region. The initial project cost enveloping state-of-the-art facilities and equipment is estimated to be INR 23.9 billion (approximately US\$ 580 million)

Project Team

GoK designated VISL as the nodal agency with the objective of overseeing developer selection process, acting as single point access and providing external support infrastructure (such as transport linkages and power/water supply) for the Port.

IL&FS Infrastructure Development Corporation Ltd. is the strategic advisor for project development, bid process management and selection of developer. The

technical consultants for the project are M/s L&T-RAMBOLL Consulting Engineers Limited, in association with ROGGE Marine Consulting GMBH, Germany, RAMBOLL, Denmark and L&T Capital Company Limited, who have carried out feasibility studies.

Issue of Request for Proposal (RFP) Documents

The Qualification Criteria (QC) stipulated in the RFP documents are available at the office of VISL and also on the website: www.vizport.org/ www.ilfsindia.com Interested parties are advised to obtain the RFP documents only after self-assessment of their eligibility as per the stipulated QC.

The RFP Documents may be obtained upon a written request from VISL office on any working day from 11:00 Hrs to 17:00 Hrs IST on payment of INR 30,000/- through a demand draft drawn in favour of the 'Vizhinjam International Seaport Ltd.' payable at any scheduled bank at Thiruvananthapuram.

Those who had procured the bid documents in response to the bid invited earlier in year 2005 can collect the RFP Documents **free of charge** from VISL through a written request.

Selection Process

The bidders are required to submit their detailed proposal in THREE covers

1. Cover-1: Statement of Qualifications
2. Cover-2: Technical Proposal
3. Cover-3: Financial Proposal

The Statement of Qualifications will be opened first and evaluated. The Technical Proposal of those parties whose bids meet the QC, would then be opened and evaluated. The Financial Proposal of those parties whose bids pass technical evaluation will finally be opened and evaluated. Further details are available in RFP documents.

The GoK/ VISL reserves the right to make changes to the terms of the RFP documents and reject any or all offers without assigning any reason thereof.

Deadline for receipt of proposals – 31 October 2007 4:30 PM IST

CONTACT INFORMATION

Project Licensor



GOVERNEMENT OF KERALA

Contact: L. Radhakrishnan IAS, Secretary (Ports)

Nodal Agency / Sponsor



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Project Advisors



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