



Ministry of Ports, Shipping and Waterways

INVITES

Expression of Interest for Sagarmala Seaplane Services (SSPS)

Ref. No. : SDCL/NIT/20-21/08

January 2021

Contact

Sagarmala Development Company Ltd. (SDCL)
1st Floor, Thapar House, Gate No. 2
124, Janpath, New Delhi – 110 001
www.sdclindia.com



Disclaimer

The information in this document has been prepared to assist the applicants in preparing the non-binding EoI and it is clarified that

- (1) It does not constitute an invitation to offer or an offer in relation to the transaction.
- (2) This document does not constitute any contract or agreement of any kind whatsoever.
- (3) This document does not purpose to contain all the information that interested firms and their advisors would desire or require in reaching decisions as to the transactions. Interested applicant should form their own view as to what information is relevant to such decisions and make their own independent investigations in relation to any additional information.
- (4) Neither the information in this document nor any other written or oral information in relation to the transaction is intended to form the basis of or the inducement for any investment activity or any decision to enter into any contract.
- (5) Neither MoPSW/SDCL nor their employees or advisors shall be liable to any interested party or any Entity under law including the law of contract, tort, the principles of restitution or unjust enrichment or otherwise for ant loss, expenses or damage which may arise, or be incurred, or suffered, in connection with this document, or any matter that may be deemed to form part of this document, or any other information supplied by or behalf of MoPSW/SDCL or their employees or advisors or otherwise arising in any way from the selection process ahead.
- (6) It shall not be assumed that there shall be no deviation or change in any of the herein mentioned information. While this document has been prepared in good faith, neither MoPSW/SDCL nor any of their respective officers or employees or advisors or agents make any representation or warranty or shall have any responsibility or liability whatsoever in respect of any statements or omissions here from.

Notice Inviting Expression of Interest (EoI) for Operation of Seaplane services in SPV Framework in India

I. Introduction

- (1) Expression of Interest is invited from Airline operators, having a valid
 - (a) Scheduled Operators Permit (SOP) or a Schedule Commuter Operator (SCO) permit for scheduled Air transport service (passenger) issued by DGCA or Non-Scheduled Operators Permit for Non-Scheduled air transport service (passenger) or a valid Scheduled Regional Air Operator's Permit (Passenger) issued by the DGCA

for forming a Special Purpose Vehicle (SPV) with Sagarmala Development Company Limited (SDCL) to undertake joint development and operation of “**Sagarmala Seaplane Services (SSPS)**” in India (**hereinafter referred as Project**).

- (2) The SPV will be involved in development and operation of requisite landside and waterside infrastructure (such as floating jetties, seaplane parking space and facility for maintenance of seaplanes, waiting room, security, safety equipment etc.) and procurement / lease and operation of seaplanes.
- (3) SPV will operate the sea plane from water drome on both the end. This is to avoid the high cost of terminal building and runway.

II. Background

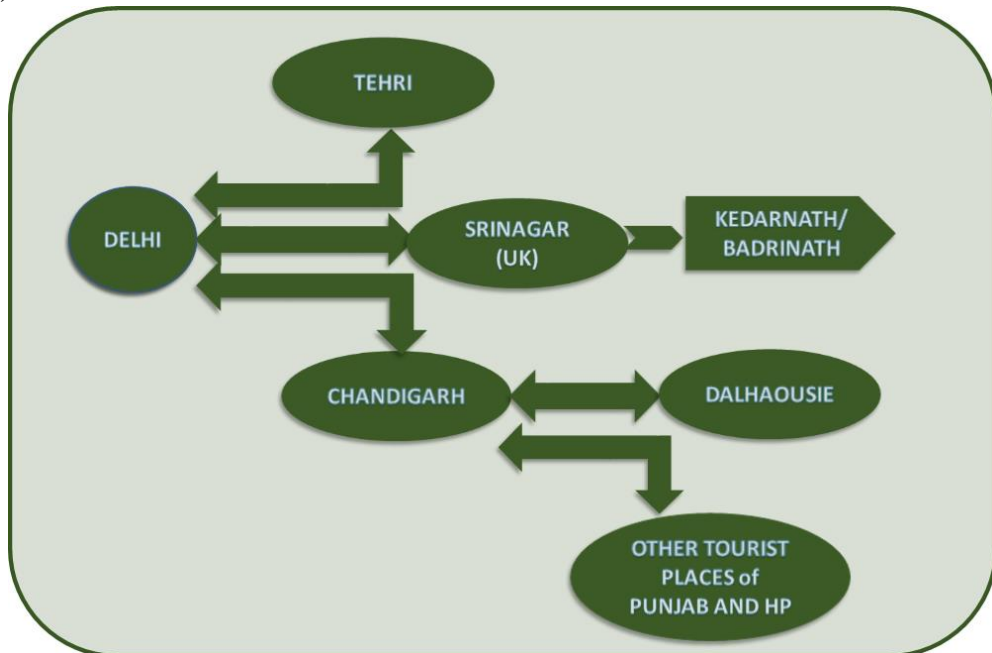
- (1) SDCL is a company under the administrative control of Ministry of Shipping (MoS), Government of India. The company was incorporated on 31st August 2016, as part of ongoing efforts to promote port led development in the country under the ambitious Sagarmala Programme of the Government of India. SDCL is exploring investment opportunities in the areas of Port Development/Port Modernization, Port Connectivity, Port led Industrialization and Coastal Community Development- the four pillars of the Sagarmala Programme.
- (2) SDCL is exploring plans to leverage on the long coastline of India and the numerous water bodies and rivers across India by commencing seaplane operations, thereby providing connectivity and easier accessibility to remote locations. The key focus of SDCL is to ensure faster and hassle free travel of tourists and pilgrims through seaplanes to destinations which are currently accessible through long and tortuous road journeys. With this seaplane initiative, SDCL aims to provide a boost to coastal tourism as well as riverine / lake / dam tourism. To achieve this aim, SDCL plans to evaluate various hub-and-spoke origin-destination pairs in terms of quantum of passengers, alternate mode of transport and ease of accessibility and the ability / willingness to pay of the target market.

III.

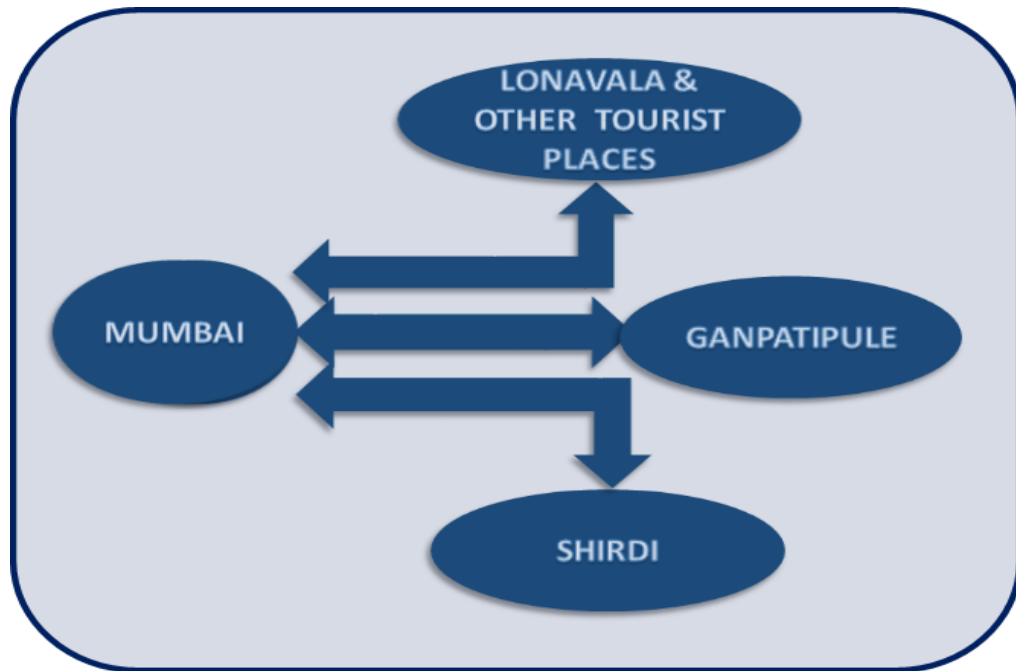
Objective

- (1) SDCL is desirous of associating with companies in the aviation sector (Applicants) having experience of operating aircraft on a commercial basis. SDCL plans to form SPVs with such companies to jointly identify hubs / origins-destinations, procure all clearances and approvals, develop land-side facilities/waterfront facilities, procure / lease seaplanes and develop and operate seaplane and facilities on the commercially and financially viable basis.
- (2) To start with, through this SPV, SDCL intends to commence commercial operations on the following hubs and spokes subject to technical and financial feasibility of the routes (O-D pairs). These routes may be part of UDAN scheme or otherwise. Few of the routes are given as below:

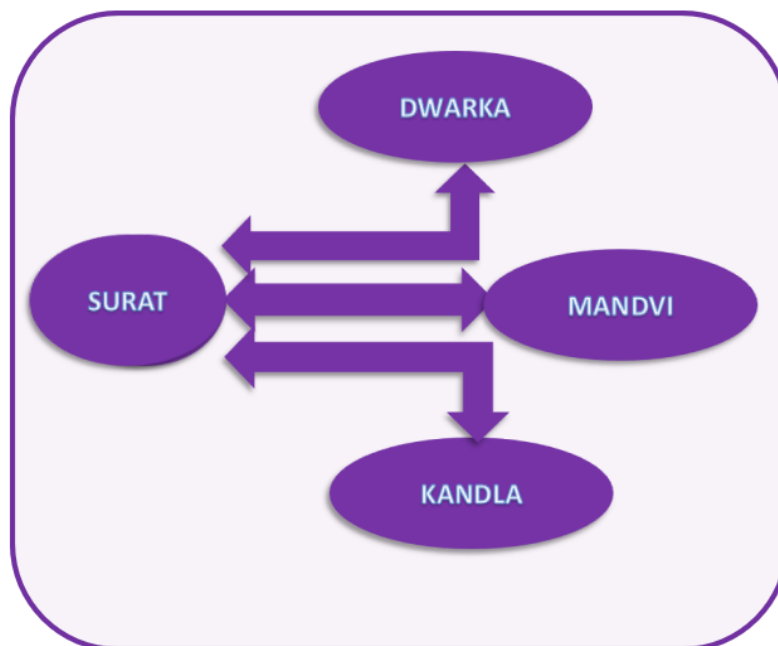
(a) DELHI - HUB



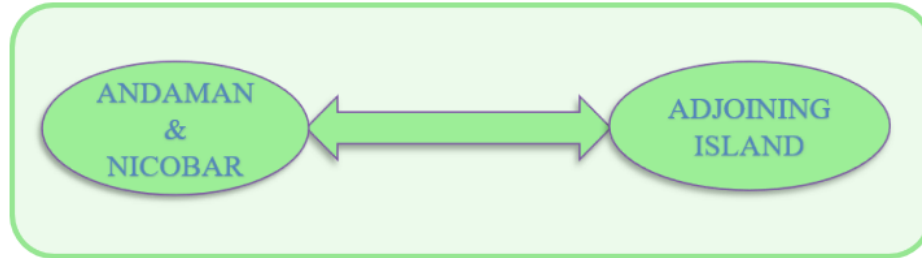
(b) MUMBAI - HUB



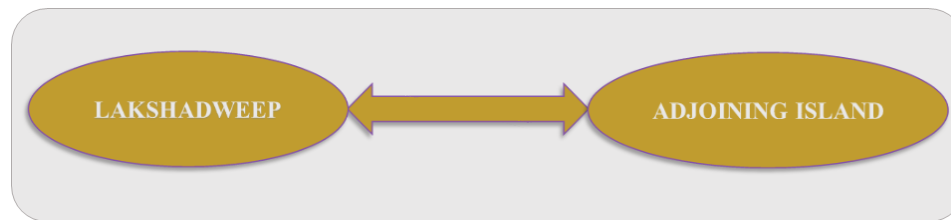
(c) SURAT HUB



(d) ANDAMAN & NICOBAR ISLAND TO ADJOINING ISLANDS



(e) LAKSHADWEEP TO ADJOINING ISLAND



(f) ANY OTHER HUBS AND SPOKES SUGGESTED BY THE PRIVATE OPERATOR

- (3) The technical and financial feasibility of the aforesaid O-D pairs will inter alia take into account current accessibility issues, current infrastructure for seaplane services and associated costs, flow of traffic to these destinations and seasonality, alternate access options currently available, hydrographic survey of the water bodies etc.
- (4) The objective of this EoI is to gauge the interest of the various companies in the project and also to understand the requirement and facilitation required in order to make the project operational.
- (5) The indicative list of the O-D pairs are provided in point (2) above. However, commercial operations on the indicative O-D pairs shall subject to Technical and Financial due diligence of O-D pairs proposed to be conducted by proposed SPV.
- (6) Applicants are encouraged to provide any other O-D pairs based on their experience and knowledge. The Applicants should use Annexure-II to provide information to such suggested O-D pairs and also details of select O-D pairs (provided in point (2) above) on which Applicant is willing to operate the services.

IV. Obligation of Various Parties in SPV framework

(1) Obligations of SPV:

- (a) SPV to conduct a detailed assessment of the various identified O-D pairs and devise a Business Plan
- (b) Procurement of appropriate Seaplane for operations on the specified routes, operate them and their maintenance (as per industry standards)
- (c) Obtain all permissions/clearances/approvals for the project
- (d) Firm up the amount of statutory charges in discussion with Authorities.
- (e) Do market making by demonstrating the benefit of the project on ground
- (f) Prepare strategy to attract passenger to increase the revenue and profit of the SPV
- (g) Developing and operating support facilities
- (h) Tie- up with cab /taxi service providers for seamless first/last mile connectivity
- (i) Work with state Government agencies regarding clearances and approval required for the project.
- (j) Collect ticket price from the passenger at the rate approved by SPV Board.
- (k) Pay all dues and statutory user charges as per stipulation by Authorities
- (l) Scheduling of the Seaplane as per seasonal demand of passenger for overall profitability of the SPV.
- (m) Appoint requisite number of officials for uninterrupted operation of Seaplane that include ground staff, crew etc.
- (n) Coordinate with Authorities for all operational needs and discuss the issues if any
- (o) Tie- up with the various MRO for repair and maintenance of the Seaplane and for annual inspection of the Seaplane for certification of sea-worthiness
- (p) Suitable safety measure to be inbuilt in the Seaplane to avoid any kind of accidents.
- (q) Deployment of officials for smooth functioning of Seaplane both on board and on shore operations.
- (r) SPV to obtain the requisite insurance inclusive of third party insurance as per the Industry practice

(2) Obligation of SDCL

The obligation of SDCL in the proposed SPV would be as follows –

- (a) Assist SPV in carrying out detailed assessment of the Project(s) including market / demand assessment study, develop feasible business model for operation of seaplanes
- (b) Assist SPV in obtaining permissions/clearances/approvals for the Project(s).
- (c) Provide equity into the SPV (maximum 49%)
- (d) Assist SPV in developing the Waterdrome facilities.
- (e) Work with state government agencies for development of road connectivity from nearest State/National Highway as the case may be.
- (f) Work in close coordination with DGCA/MoCA/AAI for obtaining all statutory clearance, safety regulation etc as per Civil Aviation Requirement for Terminal Building

(3) Obligation of SPV Partner

The obligation of SPV Partner in the proposed SPV inter alia includes the following:

- (a) Assist SPV in carrying out detailed assessment of the Project(s) including market / demand assessment study, develop feasible business model for operation of seaplanes
- (b) Assist SPV in obtaining permissions/clearances/approvals for the Project(s).
- (c) Assist SPV in developing and operating the facilities.
- (d) Finalize suitable seaplanes for deployment on identified routes in consultation of SDCL.
- (e) Provide equity into the SPV
- (f) Prepare SOP for operation and maintenance of seaplanes
- (g) Assist SPV in tie-up regarding MRO of the aircraft
- (h) Depute experienced staff in consultation with SDCL in the proposed SPV for overall management and operations of the Project(s).
- (i) Provide technical inputs on aviation matters, including safety and security.
- (j) Use license for the Operation of Seaplane of SPV

- V. The above Obligation of SPV, SDCL and SPV Partner are indicative and will be finalized in due course of time after detailed consultation with the respondents of this EOI.
- VI. The purpose of this EoI is to gauge the interest of the various companies in this project.
- VII. The Expression of Interest along with all the parts of Annexure-I and supporting documents should be submitted as a single consolidated document (in PDF format) by email only to projects@sdclindia.com with the subject “Expression of Interest for SSPS ” on or before 1500 hours IST on 22nd January 2021 (EoI Due Date). Applications received after the EoI Due Date will not be considered. The prescribed formats for submission of EoI can be downloaded from website www.sdclindia.com, <http://shipmin.gov.in> or <http://www.sagarmala.gov.in/notification/tender> or www.ipa.nic.in
- VIII. SDCL reserves the right to annul or modify the bidding process or issue another EoI at a later date without assigning any reason whatsoever. During Evaluation of the EoI, SDCL may seek additional information from Applicants who respond to this notice inviting EoI.
- IX. After the submission of response to EoI by the Applicants, SDCL will call all the EoI respondents (physically or through Video conferencing) to make presentation on the submission made by the respective Applicants and interact with SDCL on the project. The date and time of such presentation will be intimated to all the EOI respondents after EOI Due Date.
- X. For any query, please write to projects@sdclindia.com .
- XI. Nothing in this advertisement shall be construed to be a commitment on the part of SDCL. SDCL does not guarantee to proceed further than the EoI, this invitation for EoI being neither an agreement nor an offer for award of work.



- (1) **Name of the Applicant:**
(2) **Applicant Information**

| S.No | Particulars | Details |
|-------|---|---------|
| (a) | Name of the Applicant | |
| (b) | Country and Year of Incorporation | |
| (c) | Address of corporate Headquarters and its Branch office(s) in India | |
| (d) | Details of Individual(s) who will serve as point of contact: | |
| (i) | Name | |
| (ii) | Designation | |
| (iii) | Mobile Number | |
| (iv) | Email ID | |

Note: Enclosure

- (a) Certificate of Incorporation
- (3) **Company Profile covering following heads**
- (a) **Commencement of Airline Operation**
- (i) Type of License/permit obtained from DGCA/MoCA
 - (ii) Duration of such License
 - (iii) Year of Commencement of Operation
- (b) **Fleet Size**
- (i) Number, Type, Model and Age of Aircrafts under possession of Applicants
 - (ii) Mode of Procurement of the such Aircrafts such as Lease/Outright Purchase/Sale and Lease back etc
- (c) **Operating Parameters**
- (i) Destination served
 - (ii) Average Daily passenger per annum in the past two years
 - (iii) Flying hour per annum in the past two years
 - (iv) Company staff strength (both on rolls and on contract)
- (d) **Financial Parameters**
- (i) Turnover of the Company in the past two years
 - (ii) Networth of the Company as on 31st March 2020



(4) Provide the details of Aircraft likely to be used for intended purpose

| S.No | Particulars | Details |
|-------------|--|----------------|
| 1. | Various types of Aircraft(s) available nationally/internationally which could be used for intended purpose subject to the present guidelines of DGCA | |
| 2. | Seating Capacity | |

Annexure-II

NAME OF THE APPLICANT:

Details of O-D Pairs including O-D pairs suggested by Applicants (Kindly fill separate sheet for each of the O-D Pairs)

(a) O-D pairs

| S.No. | From | Name of State and District | To | Name of State and District | Air Distance (in NM) |
|-------|------|----------------------------|----|----------------------------|----------------------|
| | | | | | |

(b) Name of Existing Water Bodies at origination and destination points along with following details

| S.No. | Origination point | Name of Water Bodies | Available depth of waterbodies alongwith clear distance in km |
|-------|-------------------|----------------------|---|
| | | | |

(c) Provide the details of the Existing Infrastructure both at Origination and Destination points along with requirement of proposed Infrastructure.

(d) Existing preferred mode of transportation between the identified O-D pairs (Rail/Road)

| S.No. | Preferred mode of transportation | Distance (in km) | Travel Time (in Hour) | Cost (in Rs) |
|-------|----------------------------------|------------------|-----------------------|--------------|
| | | | | |

(e) Benefits accrued due to the deployment of Seaplanes as compared to existing mode of transportation on the following parameters

| S.No. | Particulars | Existing Mode of Transportation | Through Proposed Seaplane |
|-------|----------------------------|---------------------------------|---------------------------|
| (a) | Travel Time (in hours) | | |
| (b) | Cost (in Rs per passenger) | | |
| (c) | Distance (in km) | | |
| (d) | Any other Benefits | | |



- (f) Is the location for the land/water side development identified, if yes kindly provide the coordinates?
- (g) Is any study conducted for assessment of passenger traffic and the viability of the project, if yes kindly share the copy of the study?
- (h) Kindly provide the details of clearance and permission required for operationalization of the seaplane services with the indicative timelines for obtainment of such clearances and permissions.

| S.No | Name of Clearances/Permission required | Name of Authority | Indicative timelines |
|------|--|-------------------|----------------------|
| | | | |
| | | | |
| | | | |

- (i) **Indicate the facilitation and Assistance required from SDCL/MoPSW for Operationalization of the said O-D**