Expression of Interest: Invest & Operate Kayaking center, Children's Park & Riverside Cafe at Banglakadavu, Mathilakam

MPL/448/25 EOI/Banglakadavu **Date: 04-08-2025**

Pre Bid Meet: 13th August 2025 **Last Date of Application: 30th August 2025**

Investment Opportunity in Heritage Riverside Property

Step into history and invest in a timeless legacy.
Set beside scenic water channels and nestled along the riverside, this colonial-era bungalow once hosted distinguished officers of the East India Company and the Government of India—including renowned figures like William Logan, author of the Malabar Manual (1887); Rhodes Morgan, who chronicled Malabar's flora and fauna; and Henry Conolly, the visionary behind the iconic Conolly Canal.
Now, this storied building presents a rare opportunity: to create a unique tourism experience while upholding its historical integrity. With direct road access, proximity to a bridge, and a picturesque location ideal for village life explorations, the site is perfectly suited for responsible adaptive reuse.

Scope for Investment:

- Water-based Activities: Operate kayaking, paddling, and boating experiences from the adjacent bungalow kadavuboat jetty.
- Riverside Café: Establish a charming river-view café that retains the heritage character of the bungalow while offering a serene retreat for visitors.
- Leisure & Family Zone: Create a family-friendly zone with a small kids' park and local entertainment spaces to attract both tourists and the local community.

All proposals must respect the protected status of the building, ensuring its conservation while unlocking its potential as a destination rooted in history and nature.

How to Apply: Muziris Projects Ltd invites individual investors, agencies, and organisations to partner with us in developing and operating the centre into a kayaking centre, thematic riverside cafe & kids park. Interested parties may apply by submitting the required documents to our office.

For more information, please contact:
Mr. Zabin Ibrahim
Marketing Manager, Muziris Projects Ltd
📧 Email: marketing.muziris@keralatourism.org
📞 Phone: +91 90372 52480
🌐 Website (for application form): www.keralatourism.org/muziris/tenders

Documents Required: Please submit the following documents along with your application:

- A brief profile of your organization or individual background
- Valid ID proof
- Documents proving financial and operational capacity to invest in and manage the proposed project

Note: Only credible and experienced applicants will be considered. Incomplete submissions will not be evaluated.

Application Fee & EMD : Application Fee: ₹ 1000/-+ GST, Refundable EMD: ₹50,000/-

All applications must be submitted in a sealed envelope titled: "EOI - Invest & Operate Kayaking center, Children's Park & Riverside Cafe at Banglakadavu, Mathilakam" Inside the envelope, include two separate covers:

- Cover 1: Technical Bid
- Cover 2: Financial Bid

Technical Bid

- Refer to Annexure 1 for a checklist of required documents and evaluation criteria.
- Shortlisted applicants will be invited to deliver a 10-minute presentation demonstrating the viability and uniqueness of their proposal in line with Muziris water-based tourism objectives.

Financial Bid

- Only those who qualify in the technical round will be invited to submit their financial offer using the form provided in Annexure 2.

Muziris Projects Ltd reserves the right to select multiple operators, provided their proposals are unique and operationally viable within the project's scope & area.

EOI – Specific Terms & Conditions

1. Open to New Ventures:
No prior experience in the entertainment or related sectors? No problem. Fresh entrants are welcome if they present a strong proposal detailing:

- Concept and scope of operations
- Safety protocols aligned with government guidelines
- Investment plan and project feasibility
- Approval will be granted conditionally, subject to submission of all required licenses and certifications before operations begin.

2. Mandatory Regulatory Compliance
Successful applicants must secure all necessary approvals, NOCs, and licenses prior to launching operations.

- Water-based ventures must obtain permissions from relevant authorities (Maritime Board, Inland Navigation, etc.).
- Adventure tourism activities must be registered with the Kerala Adventure Tourism Promotion Society (KATPS).

3. Qualified Manpower is a Must

- Water activity teams must include certified swimmers trained in life-saving and water safety.
- All other roles must be filled as per a detailed staffing plan with qualifications, to be reviewed and approved by Muziris Projects Limited.

4. Pre-Launch Safety Audit
A joint inspection by Muziris Projects Limited and technical/safety experts will be conducted before operations commence to ensure compliance with all standards.

5. Site Visit Support
We encourage prospective investors to visit project locations. Our Marketing Manager at the Kodungallur office will assist with visit coordination and additional information.

6. Right of Admission: The Managing Director of Muziris Projects Limited reserves the right to accept or reject any application at his sole discretion.

BIDDING PROCESS

Muziris Projects Limited will follow a two-cover bidding system, consisting of a Technical Bid and a Financial Bid.

1. **Technical Bid Evaluation**

All technical bids will be opened and evaluated by an Evaluation Committee based on the criteria outlined in this tender document and the project presentation submitted by the bidder.

Each bidder will be awarded a Technical Score (St) out of 100.

Only those bidders who secure a minimum of 50 marks in the Technical Score (St) will qualify for Financial Bid evaluation.

2. **Financial Bid Evaluation**

The financial bids of only those bidders who qualify the technical evaluation ($St \geqslant 50$) will be opened.

The bidder offering the highest financial proposal (Fm) will be awarded a Financial Score (Sf) of 100.

Financial Scores for the remaining qualified bidders will be calculated using the following formula:

$Sf = (Fi / Fm) \times 100$

Where:

- Sf = Financial Score of the bidder
- Fi = Financial Proposal under consideration
- Fm = Highest Financial Proposal received

This method ensures that bidders offering higher financial contributions are appropriately incentivised.

3. **Combined Score and Final Ranking**

The final ranking of bidders will be based on a Weighted Composite Score (S), combining the Technical and Financial Scores in the ratio of 80:20.

The Combined Score will be calculated as:

$S = (St \times 0.80) + (Sf \times 0.20)$

The bidder with the highest Combined Score (S) will be ranked first and considered for award of the work.

Note: Given that tourism is an experience-driven sector, greater weightage is assigned to technical competence to ensure the selection of an operator with a strong, visitor-focused project proposal.

General Terms & Conditions

1. **Agreement Execution:** The selected bidder shall enter into a formal agreement with Muziris Projects Limited within 15 days of receiving confirmation of selection, based on the Quality and Cost-Based Selection (QCBS) process.
2. **Security Deposit:** Prior to signing the agreement, the bidder shall deposit a refundable security amount of INR 5,00,000 (Rupees Five Lakhs only) or an amount decided by Muziris Projects Limited considering assets. This deposit will be returned upon successful completion or lawful termination of the agreement, subject to compliance with all contractual obligations.
3. **Tenure of Operations:** The operational period will be for 10 years, commencing from the official date of project operations. Tenure shall be decided by Muziris projects limited as per the investment/financial obligation by the investor.The agreement shall be renewed every three years, contingent upon:
    a. Satisfactory operational performance
    b. Adherence to financial commitments
    c. Mutual consent of both parties
4. **Sustainability Commitment:**The selected bidder shall comply with the Sustainable Development Goals (SDGs) adopted by Muziris Projects Limited by signing a Sustainability Pledge, which will form part of the agreement.
    a. Progress on SDGs will be evaluated annually.
    b. Performance in sustainability goals will be a key criterion in determining eligibility for renewal or extension of the agreement.
5. **Local Employment Mandate:** The bidder shall commit to ensuring that a minimum of 30% of total employment across various operational roles is sourced locally, provided the required skillset is available, or can be developed through local training and empowerment initiatives supported by Muziris Projects Limited.
6. **Financial Transparency:** The bidder shall maintain complete financial transparency in its operations by adhering to proper accounting, taxation, and statutory reporting practices.
    a. Any act of financial misconduct, fraud, or engagement in illegal practices shall result in penalties or termination, as determined by Muziris Projects Limited.

7. **Termination Clause:** Either party may initiate termination of the agreement by providing a 30-day written notice.
    - Muziris Projects Limited shall conduct a site assessment before termination to evaluate any physical or operational damage.
    - The operator is required to remedy any identified damages before the end of the notice period.
    - All outstanding dues must be cleared by the operator to facilitate the return of the security deposit and formal closure of the agreement.
8. **Dispute Resolution:** In the event of any disputes arising under this agreement, the matter shall first be attempted to be resolved through mutual discussion. Unresolved which, it shall be referred to arbitration under the Arbitration and Conciliation Act, 1996. The jurisdiction will be the courts of Ernakulam District, Kerala.

Annexure 1 Technical Assessment

TECHNICAL ASSESMENT - PRESENTATION TOPICS & SCORE CRITERIA	SCORE
Project Viability & Location	15
Design Plan	15
Operations Plan	15
Financial Plan	15
Key Sustainability Features	15
Other	
Sector Experience	10
Proof of capacity to Invest	10
Project Execution Time Line	5
Total Score	100

Additional Terms & Conditions

- **Minimum Technical Score Requirement:** Bidders must score at least 50 out of 100 to qualify for financial bid evaluation.
- **Bid Disqualification:** Incomplete bids or those missing the required documents (application form, EMD, or supporting proofs) will be rejected.
- **Financial Score Weightage:** Financial proposals will carry 20% weightage in the final evaluation.
- **Technical Score Weightage:** Technical proposals will carry 80% weightage, aligning with the project's emphasis on quality and sustainability.
- **Decision of the Committee:** The selection committee's decision, approved by the Managing Director, shall be final and binding.
- **Tie-break Clause:** In case two or more bidders score the same Combined Score (S), preference will be given to the bidder with the higher Technical Score.

Annexure 2 Financial Bid

Financial Proposal Submission (Cover 2 – Financial Bid)
For Investment under Muziris PPP Projects
(To be filled and submitted by the Investor)

Investment & Financial Offering

Particulars	**Details to be Filled by Investor ** Only applicable**

Proposed Investment Amount ₹ _____
(Capital expenditure for infrastructure, setup, branding, etc.)

Revenue Share to MPL (% of Gross Revenue)_____ %
(Mention slabs if applicable with projected revenue)

One-time Asset Lease Fee to MPL ₹ _____
(Applicable if leasing MPL-owned asset with upfront payment)

Annual Lease Amount to MPL ₹ _____
(If annual lease is proposed for MPL asset)

Expected Lease Period_____ Years (Max 10 years)
Attach Projected IRR/ROI (Optional)

Note: MPL will consider the financial score based on the overall financial offering made by the bidder. Investors may provide a combined or individual financial offering across the relevant fields, as applicable.

Additional Documents to Attach

- Detailed Business Plan / Revenue Model
- Proposed Project Timeline & Implementation Plan
- Any supporting Financial Feasibility or Projections
- MOA / Corporate Profile (for companies)

D. Declaration by Investor

We hereby submit our financial proposal for investment in the selected Muziris PPP project. We acknowledge that:

The quoted investment amount and revenue share form the basis for financial evaluation under QCBS.
All taxes, statutory clearances, and operational responsibilities post-allotment shall be borne by us.
This proposal is made in good faith and is binding in the event of selection, subject to further agreement with MPL.

Signature of Authorized Signatory: _____
Name: _____
Designation: _____

Company Seal (if any): _____
Date: _____

Terms & Notes (For Financial Evaluation under QCBS)

1. **Quality and Cost-Based Selection (QCBS)**
   - The selection of investor-operators for Muziris PPP Projects will be based on QCBS.
   - The evaluation will comprise:
     - Technical Score (T) – 80% weightage
     - Financial Score (F) – 20% weightage
2. **Financial Score Calculation (F = 20%)**
   - The highest financial benefit to MPL (in terms of combined upfront premium, revenue share, lease fee, etc.) will be awarded the full 100 points in financial score.
   - Financial scores for other bidders will be computed relative to this highest score, using the formula: $Sf = (Fi / Fm) \times 100$
     Where:
     Sf = Financial Score of the bidder
     Fi = Financial Proposal under consideration
     Fm = Highest Financial Proposal received

The weighted financial score used in final evaluation = $Fi \times 0.20$

- **Currency and Taxation:** All financials must be quoted in INR (Indian Rupees), excluding applicable taxes (e.g., GST).Taxes will be paid as per prevailing government norms at the time of execution.

- **Investment Tenure:** The investor is expected to commit for a minimum investment period as defined in the project EOI/RFP. Lease/concession agreement terms will define extension, exit, and escalation clauses.

- **Disqualification Criteria:** Proposals with missing, misleading, or conditional financial offers will be summarily rejected. MPL reserves the right to cancel or modify bidding at any stage without assigning reason.

Partner with Muziris Projects Limited to Create "1000" Experiences Around Muziris . Join us in curating immersive experiences across the heritage-rich Muziris region. As a partner, you'll gain:

- Featured placement in our "1000 Experiences" platform
- Exposure through domestic and international marketing campaigns
- Direct access to global tour operators and travel consolidators

This is more than an investment — it's a shared journey to position Muziris among the world's most successful heritage tourism circuits. Let's grow the region, together.

For more information, please contact:

Mr. Zabin Ibrahim
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📞 Phone: +91 90372 52480
🌐 Website (for application form): www.keralatourism.org/muziris/tenders

Application Form Download:

The application form is available on our website at the same link. It must be submitted along with the pre-qualification documents and details of the specific EOI being applied for.

🔹 Note: A separate application form must be filled and submitted for each EOI, along with proof of application fee payment.