



**INKEL Limited**

**INVITATION FOR EXPRESSION OF  
INTEREST**

From

Investors / Land Owners / Technology Partners for  
Joint Venture / Partnership (LLP) firms

For

**Development of Warehouses, Private Industrial  
Parks, Logistics facilities and Pre-fab facilities in  
Kerala**

Expressions of Interest (EOI)No:EOI/2022/IP

Issued: 20-11- 2022

Last Date of Submission: 20-12-2022

## **INVITATION FOR EXPRESSION OF INTEREST from Investors in Joint Venture (or any other mode) with INKEL Limited for the Development of Warehouses, Private Industrial Parks, Logistics facilities and Pre-fab facilities within Kerala**

### **Background**

The Indian logistics sector is on a growth trajectory, driven by burgeoning ecommerce market and technology driven transformation. The Indian warehousing market is also gaining momentum with increasing demand and supply over the years. 3PL and ecommerce players are the major occupiers, penetrating in tier-2 and tier-3 cities as well and eventually increasing share of secondary markets. Moving ahead, the demand for logistics and warehousing is expected to percolate to tier II or secondary markets, given the increasing prevalence to these cities, specifically due to the traction in the ecommerce segment.

Kerala has a geo-strategic location with respect to international logistics. The state is accessible through 17 seaports which include 1 major International Container Terminal (ICT) and another upcoming one at Vizhinjam. Kerala is historically a consumption driven state with a per-capita consumption expenditure in rural Kerala, twice that of rural India. This is attracting a lot of demand from MNC's to look at state as a strategic market. Kerala accounts for 5.4% of country's processed food exports and it hosts 75% of India's certified sea food units, 5 state of the art food processing parks including two mega food parks. All this constitute a good base for cargo with varying destinations (intra-state, inter-state, and export). All these units also have need for sourcing input materials, many of which comes from outside of the state. If these industries have to be competitive, their cost of logistics have to be as per International standards.

Government has an ongoing program for developing inland water navigation – which can reduce cost of transport by a high degree. It also has a program of developing coastal navigation connecting north-south of Kerala.

From an overview of logistics infrastructure, Kerala has 2.73 Lakh km of Roads, 1588 Km of Railways, 1687 Km of potential inland waterways, 585 km coastal route, 17 ports including major and minor ports and four cargo handling airports. Kerala has a total of 12 container freight stations (CFS) and 2 inland container depots. The state warehousing corporation has 56 depots with nearly 100% utilization. State also has 72929 MT of frozen storage capacity.

From a futuristic perspective, Kerala's urbanization rate which is at 70% is expected to reach more than 90% by mid-2030's. This will result in strong demand for urban logistics and need for reverse logistics and return cargo. The state is quite constrained in terms of Geography as 56% of the area is covered by Western Ghats. The presence of 4 international airport, 2 major ports, 7 intermediate ports and 12 minor ports and a coastline of around 590 km acts as a huge advantage along with excellent land/road connectivity makes Kerala in an ideal position for making the state a hub for Logistics/Warehousing.

### **The proposal**

INKEL Limited has issued this Expression of Interest (EOI), for the purpose of identifying those Land owners / investors and technical partners who have an interest in developing Warehouses, Private Industrial Parks, Logistics facilities and Pre-fab facilities in the State jointly with INKEL.

**The business model proposed include buying of land, leasing of land to INKEL on long-term and forging partnership as an LLP or JV company.**

INKEL Limited reserves the right to cancel this EOI at any time, at its sole discretion without assigning any reasons thereof. The Individuals or Companies submitting a proposal to the INKEL Limited, may note that this is a non-binding submission, with no contractual obligations by either party.

**Business Models:**

For the purpose of developing a Logistics facility,

- (a) INKEL Limited may buy the identified land, if suitable for constructing a warehouse or
- (b) INKEL Limited may form a SPV with the value of land as equity with a proportional share allotment. However, INKEL Limited will have the management control of the SPV.  
or
- (c) The land may be leased to INKEL Limited for a minimum period of 15 years at a lease premium as a percentage of the guideline value assigned by the Government or its market value.

The detailed terms and conditions for undertaking the development and defining the respective roles of INKEL Limited and the Private Partner/Investor shall be subsequently worked out mutually.

**Overview of Logistics facilities**

1. **Development of multipurpose modern warehouses:** The Warehouse the proposed development will be used for storing of goods by manufacturers, importers, exporters, wholesalers, transport businesses. The multipurpose warehouse shall cater only to the below listed types of Industries/Sectors: E-Commerce, FMCG, Electronics, Pharmaceutical, Retail, Consumer Goods, Chemical, Engineering, and Industrial. The warehouse/ Logistic Park shall be equipped with specialized infrastructure and latest technology such as
  - a. Automated Loading and Unloading Facility to be ensured in at least 25% of the total storage area of the warehouse
  - b. Minimum 5 % area to be developed for Air Condition Storage
  - c. Separate Entry and Exit gates to ensure smooth movement of Heavy Vehicles.
2. **Logistics Parks:** Logistics parks act as hubs for freight movement enabling freight aggregation and distribution. Freight from production zones will be shipped to nearby logistics parks, where it will be aggregated and shipped to a logistics park near the consumption zone on a larger sized vehicle. Freight arriving at the destination logistics park will be disaggregated and distributed to the consumption zones. The park is intended to be developed in 1-2 acres of land with modern mechanized and automated warehousing space, satisfying the special requirements of different commodity groups/sectors. The park would also house infrastructure for providing value added services such as packaging and labeling, inventory management, quality checking, kitting, sequencing, tracking, tracing etc. at logistics parks.

3. **Private Industrial Parks:** Government of Kerala vide its Industrial Policy has recognized private Industrial Parks as an institutional mechanism to attract investments from private individuals /institutions. An extent of 10 Acres will be eligible for getting assistance from the Government. The extent of land (not less than 10 acres) preferably not a wet or paddy land can be developed into an industrial park with all necessary infrastructural facilities such as power, water, sewage treatment etc.. The developed plot could then be leased to entrepreneurs for a long period or a Standard Design Factory could be built to rent out space. The subsidy available with the department of Industries can be used to develop the infrastructure.
4. **Pre-fab facilities:** The importance of pre-fabricated structures has grown dramatically in recent years, particularly in the real estate industry. In India, India Prefabricated Buildings Industry is likely to grow at a CAGR of 8% by 2027. The demand for residential and commercial real estates is expected to increase significantly through 2030. Modular & prefabricated construction has proven to be more effective in reducing construction time.

#### **Eligibility conditions:**

In the case of land offered – the party shall have a clear title with no encumbrances on the land. The minimum extent of land should be 5 acres and not a paddy or wet land. However, if the land is wet or a paddy land, the minimum extent should be 15 acres. In which case the binding agreement will be signed only after receiving all clearances.

In the case of technology partner – such as constructing a modern warehouse, or a pre-fab facility, the party shall have a minimum 3 years of Business experience in the respective field viz Industry, Transport (including transport services), Logistic Parks, Storage, Real-Estate. The party should also have sufficient financial liquidity for constructing warehouses, industrial parks etc..

#### **The EOIs to be submitted by the Interested Parties shall, include:**

Form I – Covering Letter expressing interest to participate in the prescribed format

Form II - Details of Interested Parties in the form & manner as prescribed in the format

#### **Documents to be submitted by the interested parties**

1. Proof of possession of land [ownership or power of attorney]
2. Details of land – extent, type of land, survey No, access to highway etc..
3. Experience of the applicant in respect of projects developed and managed, its location, project cost, category of project, date of commencement of operations and the present condition of the project.
4. Company Incorporation documents and net worth
5. Concept plan for developing warehouse, industrial park and Logistics facilities to be developed along with details of minimum FAR, maximum FAR etc.
6. Preferred mode of engagement: JV, BOT etc.

#### **Independent Due Diligence & Disclaimer**

##### **Right to Reject**

The Authority at its own discretion reserves the right to select, reject any or all EOI received without assigning any reason whatsoever and shall not, in any manner whatsoever, be accountable

liable for any claims of the Interested Parties or any other third party in that regard reject all or any EOI.

### **No Contract**

The Expression of Interest is an inquiry only. By responding to this EOI and participating in the process as outlined in this document, Joint Venture Proponents expressly understands and agree that no contract of any sort is implied or formed under, or arises from this EOI and that no legal obligations between parties has, or will be, pre-determined. Each Interested Party should conduct its own investigation and analysis and should check the accuracy, adequacy, correctness, reliability and obtain independent advice from appropriate sources prior to submission of its EOI. The Authority will have no obligation to enter into negotiations or a contract with any Joint Venture Proponent as a result of this Expression of Interest.

### **Confidentiality**

Information provided by the entities to the Authority is strictly confidential. Such information shall not be used or disclosed in any way without the prior written approval of the Authority. The Proponents shall not make any statement of fact or opinion regarding any aspect of the EOI to the media or any member of the public without the prior written authorization of the Managing Director, INKEL Limited.

### **Pre-bid meeting:**

A pre-bid meeting is proposed on 30<sup>th</sup> November 2022 at 10 -30 am in online mode. Those interested to attend the meeting will have to register at [www.inkel.in/pre-bid](http://www.inkel.in/pre-bid) meeting on or before 29<sup>th</sup> November 2022.

### **Submission of EoI**

The EoI submission must be clearly labeled “**Expression of Interest for investment opportunities in Development of Warehouses, Private Industrial Parks, Logistics facilities and Pre-fab facilities in the State**” and be submitted at below address

Managing Director  
INKEL Limited  
Door No. 7/473 ZA-5 & 6  
Ajiyal Complex  
Post Office Road  
Kakkanad  
Cochin 682030

or via mail to [eo@inkel.in](mailto:eo@inkel.in)

### **Contact Details**

Any queries relating to the EOI process should be directed to the following email address. [eo@inkel.in](mailto:eo@inkel.in) , Telephone: 0484 - 297810

In case of hard copy submission the applicant shall submit 2 sets of hard copy one labelled “Original” and one marked “copy”.

Proposals must be submitted not later than 17:30 hrs. on 20-12-2022

**FORM I : COVER LETTER**  
(ON LETTER HEAD OF COMPANY)

To,  
**Managing Director**  
INKEL Limited

**Sub: Submission of Expression of Interest (EOI) from – “xx” with INKEL Limited for the Development of Logistics facilities in the State”**

Dear Sir,

1. With reference to your EOI document No.EOI/2022/IP dated 20-11-2022, We, having examined the EOI Document thoroughly and understood its contents, hereby inform you that I/We am/are willing to submit proposal for the development of Logistics facilities in joint venture with INKEL Limited. With reference to the captioned subject, I/We the undersigned am/are hereby expressing our Interest to participate in the project.
2. We understand that the purpose of this EOI is to create initial awareness about the Project and identify potential Parties interested for development of Logistics facilities. Further, the issue of this EOI does not imply that INKEL Limited is bound to undergo any contract and the Authority reserves the right to reject all or any of the submissions hereunder without assigning any reasons whatsoever. It is also hereby clarified that INKEL Limited may, at its exclusive discretion, either invite fresh EOI/ bids only from those interested Parties who had submitted their EOIs or from any other prospective Party(ies).
3. We understand that we satisfy the requirements to participate in this EOI as outlined in the EOI document and have prepared our expression of interest for the captioned project as specified in EOI Document.
4. We understand that we have carried out our own investigations and analysis and have checked the accuracy, adequacy, correctness, reliability and obtained an independent advice from appropriate sources prior to submission of this EOI.
5. Further, we understand after evaluation of all the proposal received by INKEL Limited, the Authority may shortlist and select suitable proposals and may ask for other detail and undertake further negotiations in relation to this EOI

Signature

(Name of the person)

(In the capacity of)

Individual/ Association of owners/ Company Seal

(Name of the Entity)

Duly authorized to submit the EOI to undertake the project, for and on behalf of (Fill in block capitals)

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Witness

Signature \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

**FORM-II: DETAILS OF INTERESTED BIDDER**

*(for both individuals and companies/firms)*

<b>S.No.</b>	<b>Particulars</b>	<b>Details</b>
1	<b>Basic Information</b>	
a)	Name of the Individual /company / firms	
b)	Country of incorporation / registration	
c)	Address for communication	
d)	Date of incorporation and/or commencement of Business	
e)	Ownership details	1. 2.
f)	List of current directors/partners	
2	<b>Brief description of Company including details of its main lines of business</b>	
3	<b>Details of individual (s) who will serve as the point of contact/communication within the firm:</b>  (a) Name (b) Designation (c) Address (d) Telephone Number (e) E- Mail Address	
4	<b>Particulars of the interested party / Authorized Signatory of the Applicant:</b>  (a) Name (b) Designation (c) Address (d) Telephone Number (e) E- Mail Address	
5	<b>Interested area for collaboration</b> i. Warehouses ii. Private Industrial Parks iii. Logistics facilities iv. Pre-fab facilities in the State <b>(please tick the appropriate sector)</b>	



6	Concept plan for developing warehouse, industrial park and Logistics facilities to be developed along with details of minimum FAR, maximum FAR etc.	
7.	<p><b>Preferred mode of engagement: JV, BOT etc.</b></p> <ul style="list-style-type: none"> <li>● In case of sale of land to INKEL, what is the proposed consideration (<i>cost for entire extent of land to be indicated</i>)</li> <li>● In case of lease, mention lease value as a percentage of guideline value or as a percentage of market value (<i>please indicate specifically whether the % is related to guideline value or market value</i>)</li> <li>● In case of equity participation whether willing to invest up to 49% in the company (<i>49% will include cost of land and funds of required over and above the land cost</i>)</li> </ul>	
8.	<p><b>Land details (if in possession)</b></p> <ul style="list-style-type: none"> <li>● Address</li> <li>● District/Taluk/Survey No.</li> <li>● Owner of land</li> <li>● Current purpose of use as per revenue records</li> <li>● Accessibility from the nearest road, railway station and airport</li> <li>● Extent of land in acres</li> <li>● Approximate land cost per acre</li> <li>● Permissible FAR basis the local rules of various category of buildings based on latest regulations</li> <li>● Any lease or sub lease</li> <li>● Is there any litigation on the land?</li> <li>● Is the land encumbrance free?</li> <li>● Any regulations on CRZ/environment regulation application?</li> <li>● Any Trunk infrastructure is available – Water, Sewage, Power, Road etc.</li> </ul>	
9.	<b>Concept plan</b> for developing warehouse, industrial park and Logistics facilities to be developed along with details of minimum FAR, maximum FAR etc.	
10.	<b>Experience</b> of the applicant in respect of projects developed and manages, its location, project cost, category of project, date of commencement of operations and the present condition of the project.	

**Note:**

In case of Company, Memorandum and Articles of Association/Company Brochures to be attached.  
In case of Partnership Firm partnership deed should be attached

**Registration for Pre bid meeting  
(30-11-2022 at 10-30 am)**

Please fill the online form available at [www.inkel.in/pre-bid](http://www.inkel.in/pre-bid)

Or Scan the code below

