



Department of Tourism

Government of Kerala

Expression Of Interest



Development of Tourism Project at Vellanikkalpara Hilltop, Thiruvananthapuram on PPP Mode

TIM2023/EOI/25-26/646(2)



Kerala Tourism Infrastructure Limited

A Govt. of Kerala Undertaking

Table of Contents

1. Purpose of Expression of Interest (EOI)	5
2. Department of Tourism, Government of Kerala	5
3. Kerala Tourism Infrastructure Limited (KTIL)	5
4. Project Concept	6
4.1 Location Overview	6
4.2 Site Details	7
5. Indicative Project Development Opportunities	7
6. Roles and responsibilities	11
7. Submission of EOI	12
7.1 Required documents.	12
7.2 Language	13
7.3 Due Diligence	13
7.4 Right to Reject	13
7.5 Terms and Conditions	13
7.6 Jurisdiction	14
8. EOI Consultation Meeting	14
Appendix 1: Forms	15
Form I: Cover Letter	15
Form II: Details of the Applicant	17
Form III: Experience of the Applicant	18
Form IV: Indicative Development Concept	19
Form V: Suggestions Form	20
Appendix 2: Site Sketch	21

Disclaimer

1. The information contained in this EOI or subsequently provided to the prospective Applicants, whether verbally or in documentary or any other form by or on behalf of the Authority or any of its employees or advisors, shall be considered confidential and is not to be reproduced/ adopted/ displayed for any purpose whatsoever.
2. This EOI is not an Agreement and is neither an offer nor invitation by the Authority to the prospective Applicants or any other person. The purpose of this EOI is to provide the interested parties with information that may be useful to them in the formulation of their proposals.
3. 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.
4. This EOI may not be appropriate for all persons, and it is not possible for the Authority, its employees, or advisors to consider the investment objectives, financial situation and particular needs of each party who reads or uses this EOI.
5. The assumptions, assessments, statements, and information contained in the 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.
6. Information provided in this EOI to the Applicant(s) is on a wide range of matters, some of which may depend upon interpretation of law. The information given is not intended to be an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. The Authority accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on law expressed herein.
7. The Authority, its employees, consultants, representatives and advisors make no representation or warranty and shall have no liability to any person, including any Applicant under any law, statute, rules or regulations or tort, principles of restitution or unjust enrichment or otherwise for any loss, damages, cost or expense which may arise from or be incurred or suffered on account of anything contained in this EOI or otherwise, including the accuracy, adequacy, correctness, completeness or reliability of the EOI and any assessment, assumption, statement or information contained therein or deemed to form part of this EOI or arising in any way for participation in this EOI Process.
8. The Authority also accepts no liability of any nature whether resulting from negligence or otherwise howsoever caused arising from reliance of any Applicant upon the statements contained in this EOI.
9. 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.
10. The issue of this EOI does not imply that the Authority is bound to select/shortlist or appoint an Applicant and reserves the right to reject all or any of the Applicants or EOIs without assigning any reason whatsoever.
11. The Applicant shall bear all its costs associated with or relating to the preparation and submission of its EOI including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by Authority, or any other costs incurred in connection with or relating to its EOI. All such costs and expenses will remain with the Applicant and Authority shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by an Applicant in preparation for submission of the EOI, regardless of the conduct or outcome of the EOI process. Laws of the Republic of India are applicable to this EOI.
12. The Authority acknowledges the market interest and appreciates the concerns of market participants regarding their involvement in the next stage of the process.

13. Objective evaluation criteria and application parameters will be designed for the subsequent application stages to ensure transparency and fairness.
14. Potential innovations in engaging private partners/operators may be incorporated into the contract or concession agreement to enhance project delivery and sustainability.

Definitions

SL No.	Term	Definitions
1.	Applicant	Individual, Private Ltd, Partnership firm, LLP, , Proprietorship, , or other forms of Companies as per Companies Act of 2013 [Applicant should be a citizen of India or Company registered in India]
2.	Authority/ KTIL	Kerala Tourism Infrastructure Limited, represented by its Managing Director
3.	MD	Managing Director
4.	EOI	Expression of Interest
5.	LLP	Limited Liability Partnership
6.	PPP	Public Private Partnership

Table 1: Definitions of words used in the document.

Notice Inviting Expression of Interest: Data Sheet

1.	Organization	Kerala Tourism Infrastructure Limited
2.	Notice inviting EOI number.	
3.	Name of the Project	EOI for the Development of Vellanikkalpara Hilltop
4.	EOI published date.	01/11/2025
5.	Date of site visit/inspection Name of Contact Person: Sreekumar, Deputy Director- Thiruvananthapuram, Department of Tourism Contact Details: Email ID: ddtvm@keralatourism.org Phone number: 0471 2324453 Vinodkumar K, General Manager, KTIL Contact Details: Email ID: vinod@ktil.in Phone number: 0471 233 6233	05/11/2025 to 15/11/2025
6.	EOI Consultation Meeting	The meeting will be held on 17/11/2025, 11.00 AM at KTIL Office, Thycaud.
7.	Due date for receipts of queries through email	19/11/2025
8.	Due date of submission of EOI	28/11/2025, 05.00 PM
9.	Opening of EOI	02/12/2025
10.	For downloading the EOI document please visit (Tender section)	www.ktil.in/
11.	Address for Submission: Documents to be submitted in both soft copy & hard copy format clearly stating the Subject line as: "EOI for Development of Vellanikkalpara"	Managing Director, Kerala Tourism Infrastructure Limited, 4th Floor, Vipanchika Towers, TC 24/588 (6), Government Guest House Junction, Thycaud P.O., Thiruvananthapuram, Kerala 695014 Email ID: office@ktil.in Contact: 0471 233 6233

1. Purpose of Expression of Interest (EOI)

The purpose of this Expression of Interest (EOI) is to invite proposals from qualified developers, investors, and tourism professionals to partner in the development of a unique tourism destination at Vellanikkalpara Hilltop, Thiruvananthapuram. The project seeks to leverage the site's exceptional natural assets, including panoramic sky views and serene hilltop environment, to create innovative tourism experiences such as glass-roofed astro-stays, an on-site observatory, adventure activities, and immersive nature-based attractions. The EOI aims to identify capable partners interested in co-creating a sustainable, high-value tourism asset that enhances Kerala's position as a global wellness and experiential tourism hub.

This EOI document provides interested parties with relevant information and invites suggestions and responses regarding:

1. Project concept and indicative project components.
2. Total proposed capital investment, including own investment.
3. Proposed development model (e.g., lease, concession, revenue share, or other PPP models)
4. Revenue sharing models proposed for KTIL and the Government.
5. Suggestions for ensuring successful private participation-based development.
6. Feedback on any anticipated concerns or issues.
7. Expected duration of lease period.

Applicants are advised to carefully study this EOI document before submitting their responses. The feedback and suggestions received will be considered while formalizing the action plan for development and in subsequent stages of the process, if applicable.

2. Department of Tourism, Government of Kerala

The Department of Tourism, Government of Kerala plays a pivotal role in shaping and promoting tourism across the state. Its primary responsibilities include developing tourist destinations, enhancing infrastructure, and marketing Kerala as a global travel hotspot. The department actively collaborates with both central and state governments, as well as private stakeholders, to improve the quality of tourism services and facilities.

3. Kerala Tourism Infrastructure Limited (KTIL)

Kerala Tourism Infrastructure Ltd or (KTIL), is a Government of Kerala undertaking under Kerala Tourism Department, established in August 1989 to promote tourism investment and

to develop Tourism infrastructure in Kerala. KTIL was conceived to identify tourism infrastructure needs of the state and bridge any identified gaps.

PUBLIC PRIVATE PARTNERSHIP

KTIL pioneered the Public Private Partnership (PPP) model in tourism infrastructure development in Kerala. Following Projects are under the Public Private Partnership:

- M/s Taj Kerala Hotels and Resorts Limited (with TATA Group)
- M/s Oberoi Kerala Hotels and Resorts Limited (with Oberoi Group)

4. Project Concept

Vellanikkalpara Hilltop presents an unparalleled opportunity to develop a niche tourism product that appeals to a growing segment of experiential and astro-tourism travellers. Situated close to major technology and education hubs, and offering an escape into nature with unpolluted, open skies, the site meets rising demand for wellness, adventure, and immersive stargazing experiences. Its location within Thiruvananthapuram district makes it accessible yet peaceful, supporting short-stay, family, and corporate tourism. The project aligns with Kerala's strategy to diversify tourism offerings and increase contribution to the state economy through sustainable, innovative developments.

4.1 Location Overview

Vellanikkalpara Hilltop is located approximately 20-26 kilometers from Thiruvananthapuram city center and International Airport, with convenient road access via NH66 and MC Road. The site is within a rapidly urbanizing peri-urban belt, surrounded by tech hubs such as Technopark phases I & IV, Digital University Kerala, and Life Sciences Park, lying within a 6-15 km radius. The topography consists of a scenic rock bed hillock and natural grasslands, offering unobstructed views of the sky, ideal for astro-tourism. The area features a 9-acre tourism land parcel with existing access roads and basic infrastructure. Nearby attractions include Varkala, Kovalam, and other ecotourism circuits, making Vellanikkalpara well-positioned as a gateway for cultural, nature, and adventure tourism in Kerala.

4.2 Site Details

The overview of the site details is shown below:

Sl. No	Parameter	Details
1.	Land Area	37705 Sq.m9.31 Acres
2.	CRZ Zone	NA
3.	District/Taluk/Village	Thiruvananthapuram Nedumangadu & Thiruvananthapuram Koliyakode & Keezhthonnakal
4.	Sy. No/ Block No.	224/1, 225/1, Koliyakode Village 115/1 pt Keezhthonnakal Village 27;6
5.	Latitude-Longitude of site	8.653°N 76.885°E
6.	The name & distance (kms) from the land to the nearest: Airport, Railway station and other relevant public transport points	Airport: 20 Km Railway: 16 Km NH66 10 Km SH1 7 Km

5. Indicative Project Development Opportunities

Authority invites qualified developers, investors, and strategic partners for the conceptualization and development of Vellanikkalpara Hilltop. Listed below are indicative opportunities—not exhaustive, but intended to provide a general idea of the type of tourism experiences and infrastructure Authority envisions:

Astro Tourism Park with Tent Retreats

This development option leverages the natural topography of the Vellanikkalpara Hilltop to offer a dynamic astro-tourism park integrated with tent camping facilities. It is designed to attract local families, youth groups, special interest travellers, and corporate visitors through a blend of outdoor activities, astronomy-themed experiences, and immersive adventure sports.

- Key Features:**

- **Tent Stays for Camping Experience:** Camping tents offering sunset and night sky views, with private garden or porch areas to connect guests with nature.
- **Café cum Viewing Deck:** A multi-level café with open-air seating, allowing guests to enjoy snacks while gazing at the stars or watching the sunset from an elevated vantage point.
- **On-Site Tourist Observatory:** High-precision telescopes for stargazing, with placement carefully planned to reduce light pollution.
- **Watch Towers:** Strategically placed towers offering panoramic views of the

surrounding landscape and celestial horizon.

- **Food Kiosk and BBQ Zone** : A casual outdoor spot offering quick bites and grilled specialties, designed with communal seating for a relaxed, starlit dining vibe.
- **Children's Park**: Safe play area for children with creative structures and nature-friendly design.

Target Audience: Vacationers and picnic visitors, young local families, special interest domestic and international tourists, as well as corporate groups seeking unique outdoor experiences



Figure 1: Overall, View of Project Site; Image for Representation Only.



Figure 2: Observatory



Figure 3 : Campsites



Figure 4: Watching Towers



Figure 5: Food kiosks cum BBQ Zone



Figure 6: Café cum Viewing Deck

6. Roles and responsibilities

1. KTEL, Department of Tourism, Government of Kerala

- a) Authority may provide the designated land area as available under the Authority in accordance with Government guidelines / conditions based on a transparent application process in subsequent stages, if any.
- b) The ownership or title of the land shall continue to vest with Authority always and only the lease / concession/ rights of the use of the land or the structures built on it shall be transferred by the Authority based on the mode of development / project type / investment / rules and regulation and conditions that will be detailed out during the bidding stage.
- c) Facilitation and support for coordination with the participating Government agencies, state/ district authorities, and stakeholders.
- d) Maximum Period shall be based on the type of development, investment etc.
- e) Any other facilitation required, within the Authority's framework.

2. Investor/Firm/Agency

- a) Investor/firm shall be responsible for conducting feasibility study, ensuring insurance, safety and compliance to statutory provisions, rules and regulations, and social context.
- b) Investor/firm must create a detailed project plan based on Design, Build, Finance, Operate and Transfer (DBFOT) mode on PPP.
- c) Investor/firm to comply and will be solely responsible to comply and obtain all regulatory / legal clearances, licences, permits, certificates from relevant statutory

authorities and all aspects related and incidental to the project development & operation with respect to all applicable state / national rules, regulations, and laws.

- d) Investor/firm shall be responsible for developing the Project Concept, arrange finance, construction, O&M and revenue share with the Authority as per agreed bid parameters.

7. Submission of EOI

1. Individual, Proprietorship, LLP, Private Limited Company, or other forms of Companies as per Companies Act of 2013, Partnership firm, [Applicant should be registered in India]
2. The EOI must be signed by a duly authorized person.
3. Applicants are responsible for all costs associated with preparing and submitting EOI documents. The Authority will not be responsible or liable for these costs, regardless of the process's outcome.
4. Applicants should regularly check the website (www.ktil.in) for amendments, clarifications, etc. No separate advertisements will be made.
5. At the sole discretion of the Authority, may or may not choose to invite any or all applicants, as well as other prospective operators/firms, for one-on-one or group meetings if it deems such meetings necessary. Moreover, the Authority retains the right, at its sole discretion, to request additional information in writing for the purpose of obtaining clarification or further information as deemed necessary.
6. It shall be deemed that by submitting the application, the applicant has made a complete and careful examination of the EOI, and accepted the risk of inadequacy, error or mistake in the information provided in the EOI or furnished on behalf of Authority. The Authority shall not be liable for any omission, mistake, or error in respect of any of the above or on account of any matter or thing arising out of or concerning or relating to the EOI or the Process, including any error or mistake therein or in any information or data given by the Authority.
7. By submitting an EOI application, the prospective Applicants who shall be deemed to acknowledge that they have carefully read all provisions of this EOI Document including the disclaimer, terms and conditions and annexures hereto, and have fully informed themselves about all existing conditions and limitations.
8. Interested parties are requested to submit the hard copy of the EOI document with supporting documents, previous assignments, and credentials, along with a covering letter, to the address – KTEL, 4th Floor, Vipanchika Tower, Thycaud P.O. Thiruvananthapuram-14 (Ph: 04712336233) and via email (subject line: "EOI for Development of Vellanikkalpara Hilltop ") to office office@ktil.in.

7.1 Required documents.

- a) **Cover letter:** Cover Letter expressing interest to participate in the prescribed format provided in [FORM I](#).
- b) **Details of Applicant:** A brief write up about the firm with basic information like business activity, financial information for the past three financial years, address for communication as in the prescribed format provided in [FORM II](#).
- c) **Experience and expertise credentials:** Applicant to provide details of experience and expertise credentials in respect of projects developed / managed or similar type of

assignments with description of project, project components, client, location, activities undertaken, project cost, revenue generated, operational model, other relevant details, and the present condition of the project to be provided along with list of similar jobs undertaken as per [FORM III](#).

- d) Indicative Development Concept** Indicative Development Concept for developing the proposed project with details of project type, project concept, total project cost, proposed model for development & revenue streams proposed for KTIL / Government, Business proposal with sections / chapters on operational plan, proposed business model, revenue and cost projections, jobs generated, marketing plan, licenses / approvals (required) etc. and other relevant details to be submitted along with [FORM IV](#).
- e) Suggestions Form:** The applicant can submit suggestions & provide feedback on concerns/ issues if any are being anticipated. [FORM V](#)

7.2 Language

The EOI prepared by the Applicant and all correspondence and documents relating to the EOI exchanged by the Applicant and the Authority, shall be in English language, provided that 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 application, 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.

7.3 Due Diligence

The Applicant shall be deemed to have conducted a due diligence exercise with respect to all aspects of the EOI before submission.

7.4 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.

7.5 Terms and Conditions

- a)** This EOI is not a tender call, and any proposal submitted in response to this EOI does not create a tender process. This EOI is not a pre-qualification / shortlisting process and the Authority or any of its designated agencies would be subsequent to this EOI, may take up a transparent and competitive application process for selection of the private partner / developer(s) for development of the proposed project.
- b)** Nothing in the EOI shall be construed to be a commitment on the part of the authority. The invitation for EOI being neither an agreement nor an offer for award of work and it is not an invitation to tender and reserves the right to annul or modify the process or issue another request for EOI later without assigning any reason whatsoever.
- c)** 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 MD, KTIL. The receipt by the Authority of any information (including any EOI proposals, ideas, plans, drawings, models, or other materials communicated or exhibited by any applicant, or on its behalf) shall not impose any obligations on the Authority. There is no guarantee by the Authority, its officers, employees, or agents, that the process initiated by the issuance of this EOI will continue, or that this EOI process or any EOI process will result in a contract with the Authority for the completion of the project.

- d) The Authority reserves the right to determine the course of action for selection of Contractor/ Concessionaire/ Lessee/ Operator for the project by inviting RFP in the next stage.
- e) This clause & the contents herein, is the essence of this EOI process for the proposed Project and shall be interpreted in the intent & spirit as mentioned herein.
- f) Applicants are encouraged to conduct a site visit at the location prior to submitting their application.

7.6 Jurisdiction

The district court at Thiruvananthapuram has exclusive jurisdiction to determine any proceeding in relation to the EOI.

Contact Information

For any queries regarding the process, applicants are requested to contact through the modes given below:

Email: office@ktil.in

Phone No: 0471 233 6233

8. EOI Consultation Meeting

An EOI consultation meeting for prospective applicants shall be held if deemed necessary for the process before the submission due date, in hybrid mode, meeting link for which shall be provided in KTIL website.

Address for the meeting: KTIL, 4th Floor, Vipanchika Tower, Thycaud P.O. Thiruvananthapuram – 14 (Ph: 0471 2336233).

Appendix 1: Forms

Form I: Cover Letter

To,
Managing Director,
Kerala Tourism Infrastructure Limited,
4th Floor, Vipanchika Towers, TC 24/588 (6), Government Guest House Junction,
Thycaud P.O., Thiruvananthapuram, Kerala 695014

Sub: Submission of Expression of Interest (EOI) for – Development of of Tourism Project at Vellanikkalpara Hilltop on PPP Mode

Dear Sir,

With reference to your EOI document No: ____/____/____ (Devp) dated ____/____/____, I/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 Vellanikkalpara Hilltop.

We understand that the purpose of this EOI is to create initial awareness about the project and identify potential Firms interested in the Development of Vellanikkalpara Hilltop. Further, the issue of this EOI does not imply that the Authority 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 the Authority may, at its exclusive discretion, either invite fresh EOI/ applications only from those interested Parties who had submitted their EOIs or from any other perspective Party(ies).

1. 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.

2. We understand that we have carried out our own investigations and analysis and have checked the accuracy, adequacy, correctness, reliability and obtained independent advice from appropriate sources prior to submission of this EOI.

3. Further, we understand after evaluation of all the proposal received by the Authority the Authority may ask for additional details if required and reserves the right to reject all or any of the applicants for EOIs without assigning any reason whatsoever.

4. We also understand that this EOI process is not for selection of a Contractor/ Concessionaire/ Lessee/ Operator for the project and the Authority reserves the right to adopt a suitable selection process as it deems necessary.

Signature

(Name of the person)



(In the capacity of)

Individual// 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)

Witness

Signature _____

Name _____

Address _____

Form II: Details of the Applicant

(Provide copies of supporting documents)

SL.No	Particulars	Details
1	Basic Information	
a)	Name of the Individual /company / firms	
b)	Country of incorporation / registration*	
c)	Address for communication	
d)	Date of Incorporation*	
2	Brief description of Company including details of its main lines of business*	
3		
4	Details of the Authorized Signatory of the Applicant: (a) Name (b) Designation (c) Address (d) Telephone Number (e) E- Mail Address	
5	Turnover for the past 3 years 1. 2024-2025 2. 2023-2024 3. 2022-2023	
6	Net worth for the last 3 years 1. 2024-2025 2. 2023-2024 3. 2022-2023	

Form III: Experience of the Applicant

Using the format below, provide information on each assignment for which your firm/ entity was legally contracted, either individually as a corporate entity, or as one of the major entities within an association, for carrying out services similar to the ones proposed under this assignment. *(Multiple Form III shall be submitted for showcasing various relevant projects.)*

Sl. No.	Name of Project	Project Cost (in Rs.)	Location of the Project	Name of the client	Start Date	End Date

Signature of the authorised signatory

Form IV: Indicative Development Concept

(Fill in the details related to the proposed Project in Form IV)

Details		Description
Project Name		
Project type		
Project Concept		
Total Project Cost (Lakh INR)	1. Own Investment 2. Debt 3. Others (Please specify) 4. Total	
Proposed model for Development, Operation & Management and for Revenue Streams to Authority (PPP/land-lease/revenue-sharing/lease-revenue-sharing/O&M Contract/ Concession/ BoT or other investment modes)		
Expected Lease Period		
I have attached the detailed Indicative Development Concept. The Development Concept covers proposed operational plan, revenue sharing model, revenue & cost projections, jobs generated, marketing plan, licenses/approvals (required) etc.		[YES / NO]
Other Relevant Details if any		

Form V: Suggestions Form

Provide suggestions, feedback or concern you have regarding the project. The suggestions provided will be carefully considered, but their implementation is not guaranteed.

Suggestions	
Feedback	

Appendix 2: Site Sketch

