

THE MARINE PRODUCTS EXPORT DEVELOPMENT AUTHORITY

(Ministry of Commerce and Industry, Govt. of India)

MPEDA House, PBNo. 4272, Panampilly Avenue, Panampilly Nagar PO,
Kochi – 682 036, Kerala

No. NTFISH-DEV/2/2025

Date: 12.11.2025

EXPRESSION OF INTEREST (EOI)

Selection of Seafood exporters for participating in a Pilot project on **“Quality Enhancement of Tuna and Allied Fishes.”**

Name of the Activity
Participating in a pilot project on “Quality Enhancement of Tuna and Allied Fishes” to strengthen the seafood export from the country.

The applicants shall submit their duly filled application in the prescribed format along with necessary documents by email to: **netfish@mpeda.gov.in**

For further queries /details:

Mail: netfish@mpeda.gov.in

Mobile:+91 9446139861

Contact person: Dr. Joice V. Thomas

Chief Executive

MPEDA-NETFISH



Chief Executive

MPEDA-NETFISH

EOI Document

THE MARINE PRODUCTS EXPORT DEVELOPMENT AUTHORITY

(Ministry of Commerce and Industry, Govt. of India)
MPEDA House, PBNo. 4272, Panampilly Avenue, Panampilly Nagar PO,
Kochi – 682 036, Kerala

No. NTFISH-DEV/2/2025

Date: 12.11.2025

EXPRESSION OF INTEREST (EOI) NOTIFICATION

**Sub: Invitation of “Expression of Interest” (EOI) for participation in the project”
Quality Enhancement of Tuna and Allied Fishes” – reg.**

- a. MPEDA, invites “Expression of Interest” (EOI) from eligible seafood exporters for participating in the pilot project on “**Quality Enhancement of Tuna and Allied Fishes**”. The project aims to develop tuna fishing vessels with skilled fishers through cluster-based interventions towards developing better quality tuna and allied fish export from the country.
- b. The applicants shall submit their duly filled application in the prescribed format along with necessary documents by email to: Email: netfish@mpeda.gov.in
- c. While applying, the applicant must certify that they have read and fully understood the Terms of Reference (TOR) and agree to abide by them as given in the Declaration part in the application (Annexure-1).
- d. The shortlisted exporters will be notified through email and may be called for further discussion.
- e. A Technical Committee will carry out the selection of eligible exporters for the pilot project constituted by MPEDA, based on a first-come, first-served basis, and subject to fulfilment of eligibility criteria as below.

Minimum Eligibility Criteria:

- Must be a registered exporter with MPEDA
- Exporters may participate individually or jointly with interested fishing vessel owners.
- Exporters collaborating with tuna fishing vessels equipped with long liners (>250 hooks) and hydraulic winches/pole and line/hook and line systems, along with insulated fish boxes/ refrigerated seawater systems/ other on-board handling and preservation facilities, shall be eligible.
- Exporter shall have experience handling or exporting tuna and allied fish species.
- The exporter shall apply in the prescribed format (Annexure I) along with all necessary supporting documents. Incomplete/deficient applications will be rejected.

- Foreign or Indian expert trainers with expertise in onboard handling and preservation of tuna and allied fish shall be engaged for training purposes.
- A list of items/components along with maximum financial ceilings for fishing vessel infrastructure, cold chain development, and trainer costs as provided in the project proposal.
- All bills and supporting documents for expenditure incurred under the project must be submitted to MPEDA-NETFISH through the respective Regional Division (RD) or Sub-Regional Division (SRD) office of MPEDA in the concerned region.
- Reimbursement will be processed upon submission of the Statement of Expenditure in the prescribed format (Annexure II), along with the Sales Proceeds Statement indicating higher unit value realisation (Annexure III) and the Fishing Vessel Log Sheet (Annexure IV).

Terms of Reference (TOR):

- This is an invitation for participation in the MPEDA-supported pilot project.
- Exporters shall be responsible for the identification of tuna fishing vessels.
- Exporters shall arrange for foreign or Indian expert trainers as required.
- Exporters shall submit sales proceeds documents showing higher unit value realisation in the prescribed format, along with invoices and copies of shipping bills, to avail financial assistance under the project.
- Reimbursement shall be limited to the maximum ceiling specified for each eligible component under the proposal.
- All invoices, bills, and vouchers for expenditures incurred must be accompanied by copies of bank statements highlighting each payment along with the supplier's name.
- MPEDA reserves the right to accept or reject any application without assigning any reason.
- Misrepresentation of information or non-compliance with terms may result in disqualification.

Reimbursement to the Exporters:

Reimbursement of **75%** of the expenses incurred, subject to a **maximum of ₹25 lakh** per vessel for eligible items, shall be made by MPEDA-NETFISH to the exporters/fishing vessels through online mode. This will be based on the invoices and statements submitted by the exporters, demonstrating value realisation exceeding USD 4.0 per kg for frozen product and USD 10.0 per kg for chilled product, from tuna and allied species. The total sales proceeds, as per the unit values prescribed above, shall be equivalent to the amount or above the amount claimed by the applicant. The application will not be considered for assistance if this condition is not met.

Legal Terms and Compliance:

- a. In the event of any dispute arising during the implementation of this project, the decision of MPEDA shall be final and binding.
- b. For any legal proceedings or remedies, only the courts in Kochi shall have exclusive jurisdiction.

Important Dates:

- Announcement of Pilot Project: **12.11.2025**
- Interaction with interested stakeholders for clarification of doubts:
20.11.2025 at 11:00 AM
- Announcement of corrigendum, if any: **24.11.2025**
- Last date for submission of application: **12.12.2025**

Enclosed:

1. Annexure I – Application Format
2. Annexure II- Statement of Expenditure
3. Annexure III- Total Sale Proceeds Statement
4. Annexure IV- Fishing vessel log sheet
5. Project Proposal



Chief Executive
MPEDA-NETFISH

ANNEXURE I

Application Format for pilot project on “Quality Enhancement of Tuna and Allied Fishes”

S.No	Item	Particulars
1	Name of the Exporter / Firm:	
2	Authorized Person's Name & Designation	
3	Registered Office Address	
4	Email:	
	Phone:	
	Mobile:	
5	MPEDA Registration Number*	
6	Experience in Handling/Exporting Tuna or Allied Species	Yes/No: (If yes, provide brief details and attach proof)
7	Number of fishing vessels participating in the project (Put tick mark)	One / two Own vessel / Tie-up Agreement
8	Details of the fishing vessels	
	a. Name and Registration number of fishing vessel*	1. 2.
	b. Name of the owner	1. 2.
	c. Length of the fishing vessel (OAL)	1. 2.
9	Infrastructure facilities intended to establish for fishing	
	a. Long line with Hydraulic winch	Yes/No
	b. Hook & Line	Yes/No
	c. Pole and Line	Yes/No
10	Cold chain infrastructure facilities intended to establish on-board	
	a. Fish hold Capacity	1.tonnes 2.....tonnes
	b. Onboard freezer facility & Capacity	1. Yes/Notonnes 2 Yes/No.....tonnes
	c. Refrigerated Seawater system	1. Yes/No 2. Yes/No
	d. Slurry ice machine on-board	1. Yes/No 2. Yes/No
	e. Insulated fish boxes for chill killing	1. Yes/No 2. Yes/No
11.	Details of the trainers*	
	a. Foreign/Indian expert trainers	Yes/No
	If yes, number of trainers engaged Name Country Passport No* (Foreign Trainer)	

12	Intended export market	EU, USA, Japan. Other countries:
13	Intended export product	a. Chilled sashimi-grade tuna and allied fish products b. Frozen tuna and allied fish products
14	Area of fishing intended (tick the area)	• Arabian Sea • Bay of Bengal • Andaman waters • Lakshadweep waters
15	Harbour of Operation	
16	Other details, if any	

(* Proof shall be submitted along with the application)

Declaration by the Applicant

I/We hereby declare that:

1. I/We have read and fully understood the Terms of Reference (TOR) and all other details mentioned in the EOI notification Ref. No. __ dated __, regarding participation in the Pilot Project **“Quality Enhancement of Tuna and Allied Fishes”**
2. The information provided in this application is true, correct, and complete to the best of my/our knowledge.
3. I/We agree to comply with all rules, regulations, and decisions of MPEDA in connection with this EOI and the implementation of the pilot project.

Place: _____

Date: _____

Signature of the Authorized Signatory & Seal

Name: _____

Designation: _____

Company Name: _____

ANNEXURE- II

STATEMENT OF EXPENDITURE

Sl. No.	Name of the supplier/Agency	Description of work/item	Invoice no.	Date of invoice	Total Amount Paid	
					Foreign Currency	Equivalent Indian Rupees

Signature :

Name :

Seal :

Place:

Date:

ANNEXURE III

TOTAL SALE PROCEEDS STATEMENT

Sl. No	Sale Document No. & Date	Invoice No. & Date	Name of the product	Qty (MT)	FOB in Rs.	Unit value (USD)	Port of Loading	Port of Discharge
TOTAL								

Certified that the exporter has achieved sale proceeds of Rs. 25 lakh and above from the trade of tuna and allied fish products under the project "Quality Enhancement of Tuna and Allied Fishes" for the period from _____ to _____.

The above statements, supporting documents, and the MPEDA database have been verified. It is recommended to consider an amount of Rs. (FOB Value) _____/- and quantity _____ tons towards the total sale proceeds of the applicant.

Signature of Exporter:

Name of Exporter:

Designation:

Place:

Date:

Counter signed by DD/AD of MPEDA RD/SRD in charge.

Name :

Designation :

RD/SRD :

ANNEXURE IV



VESSEL LOG SHEET

Area of catch: Arabian Sea (FAO- 51) / Bay of Bengal (FAO- 57)

Name of the vessel and Registration No

--	--

Voyage from _____ to _____ Date of landing _____ Port/Harbour _____

Sl. No.	Commercial name of fish items purchased	Quantity (kg.)	Remarks
1			
2			
3			

Supplied to Exporter:(name).and MPEDA Registration No.

Signature

Name of boat owner or his representative

Place

Date

Pilot project on

“Quality Enhancement of Tuna and Allied Fishes”

1. Export scenario:

- Global tuna imports in 2024 were worth USD 16.32 billion, and presently India is able to contribute with USD 0.088 billion (0.6%).
- India’s major tuna fish species traded are *Thunnus albacares*, (Yellow fin tuna), *Katsuwonus pelamis* (Skip jack tuna), and *Thunnus obesus* (Big eye tuna).
- India has a potential of 2,77,972 tons of tuna resources, on exploitation of 50% of the potential, we can achieve an export of USD 0.7 to 1 Billion (6.25% of World Trade) worth of Tuna and Tuna value added products.
- At present India exports tuna products mainly in the form of whole frozen to Thailand, Tunisia, Vietnam and Türkiye and fetches a lower unit price.
- India is having potential to export Tuna value added products such as Tuna loins, fillets, Retort pouch, Canned, Sashimi etc to developed countries like the USA, EU, and Japan and able to fetch higher prices for these products.
- India has significant potential to increase its export share to these markets by enhancing the quality of its tuna and focusing on the production of value-added products.

2. Background:

- During the 64th Technical Committee meeting of MPEDA held on 14th May 2025, concerns were raised about the poor quality of tuna in harbours, particularly due to high histamine levels.
- In response, MPEDA held virtual meetings with tuna exporters on May 22nd and June 20th, 2025, to improve the tuna quality for export as they are facing challenges in sourcing raw materials with histamine levels below 50 ppm.
- During the meeting, it was informed that key tuna markets for India, such as Thailand, Tunisia, and Türkiye, are hesitant to import Indian tuna due to poor quality, and are finding difficulty in entering new markets.
- It was suggested to conduct a pilot project to strengthen the value chain of tuna and allied fish by improving quality in selected harbours through the involvement of boat owners and exporters.

3. Problem statement:

- **Underutilization of fishery resources:** Though India has a potential of 2,77,972 tons of tuna resources, the 2023 landings were 1,26,642 tons, and exports stood at 51,626 tons. The country continues to underutilise its oceanic tuna fishery mainly due to the limited adoption of modern fishing techniques.

- **Lower unit value realisation:** The export unit value of frozen tuna remains low at USD 1.80/kg, which is significantly lower than the potential world market price for tuna due to poor cold-chain infrastructure and a lack of skilled workforce in tuna harvesting and handling.
- Comparison of unit price realisation for chilled/ frozen tuna with Sri Lanka is as follows.

HS Code	Unit Value in USD (as per trade map)		Difference in unit value (in USD)/Kg
	India	Sri Lanka	
030232 – Chilled yellow fin tuna	9.03	17.40	-8.37
030342- Frozen yellow fin tuna	1.80	8.50	-6.7

4. Objectives:

- **Promotion of Sustainable Fishing Methods:** Encourage the use of longline, hook & line, and pole & line methods with hydraulic winch systems to optimise resource utilisation and efficiently catch fast-moving tuna and allied fish species.
- **Improvement of On-board Cold Chain Infrastructure:** Support adoption of advanced preservation technologies such as ice slurry machines/ refrigerated seawater systems/ insulated fish boxes/ fish holds/ and onboard freezing units.
- **Capacity Building and Training:** Facilitate the engagement of Indian or Foreign expert trainers to train fishers in best practices for on-board handling and preservation of fish.
- **Quality Assurance for meeting international standards:** Support quality testing of tuna and allied species at landing sites /on-board fishing vessels and processing facilities to meet international standards.

5. Proposal:

This proposal aims to strengthen the value chain of tuna and allied fish species by enhancing quality standards at selected harbours through the active participation of exporters and boat owners. Financial assistance will be provided to exporters/boat owners by reimbursing a portion of the expenditure incurred for the following activities:

- Development of cold chain infrastructure on fishing vessels.
- Engagement of expert trainers for on-board fish handling and preservation practices.
- Support for quality testing.

Initially, four vessels will be supported under the pilot project based on the interest shown by exporters and boat owners, with further support to be provided subject to the availability of funds. Exporters will be selected through an open call by inviting

Expressions of Interest (EOI) through the MPEDA & NETFISH websites and through email to the registered exporters. The selection will be carried out upon receipt of applications in the prescribed format from the interested exporters. The applications will be evaluated by a Technical Committee headed by the Director, MPEDA. Upon selection, the beneficiaries will be informed to proceed with the project implementation.

6. Pattern of Financial assistance:

1. Exporters/ fishing vessel owners will be eligible for financial assistance covering 75% of the total expenditure incurred, subject to a maximum limit of ₹50.00 lakh under the pilot project for two fishing vessels, upon submission of original invoices, bills, or vouchers.
2. Each exporter will be assisted with a maximum for two vessels (₹25.00 lakh per vessel).
3. Expenses incurred on or after 01.04.2025 for eligible components prescribed in the proposal will be considered under the pilot project. The deadline to furnish the claims for expenditure and total sales proceeds will be 31.07.2026.
4. The reimbursement will be made directly to the respective bank account of the exporter/ boat owner based on valid proof of payment. However, the total assistance shall not exceed ₹25.00 lakh per vessel.
5. The reimbursement will be further restricted to the maximum ceiling prescribed for each eligible component under the proposal.
6. A copy of the bank statement must accompany self-attested invoices, bills, or vouchers as proof of payment made to suppliers, including the supplier's name.
7. Cash payments up to ₹50,000/- (Rupees Fifty Thousand only) will be accepted, upon submission of cash receipts.
8. The assistance will be extended only if Tuna and allied fish species achieve a unit value realisation more than USD 4.00 per kg (for frozen product) or USD 10.00 per kg (for chilled product), and will be subject to submission of documentary evidence.
9. Exporters must furnish document proof of sales proceeds of products with unit value as specified in 6.8 above, **equivalent to the amount of assistance claimed.**

7. Eligibility Condition:

1. Must be a registered seafood exporter with MPEDA.
2. Exporters may participate individually or jointly with interested fishing vessel owners.
3. Exporters collaborating with tuna fishing vessels equipped with long liners (>250 hooks) and hydraulic winches/pole and line/hook and line systems, along

with insulated fish boxes/ refrigerated seawater systems/ other on-board handling and preservation facilities, shall be eligible.

4. Exporter shall have experience in handling or exporting tuna and allied fish species.
5. The exporter shall apply in the prescribed format (Annexure I) along with all necessary supporting documents.
6. Foreign or Indian expert trainers with expertise in onboard handling and preservation of tuna and allied fish shall be engaged for training purposes.
7. A list of items/components along with maximum financial ceilings for fishing vessel infrastructure, cold chain development, and trainer costs as provided in the project proposal.
8. All bills and supporting documents for expenditure incurred under the project must be submitted to MPEDA-NETFISH through the respective Regional Division (RD) or Sub-Regional Division (SRD) office of MPEDA in the concerned region.
9. Reimbursement will be processed upon submission of the Statement of Expenditure in the prescribed format (Annexure II), along with the Sales Proceeds Statement indicating higher unit value realisation (Annexure III) and the Fishing Vessel Log Sheet (Annexure IV).

8. Work plan: (2025-26) – 9 Months (November 2025 – July 2026)

Activity	Month
Announcement of the Pilot Project	November 2025
Invitation for Participation in the Pilot Project by Interested Exporters with Fishing Vessels	November 2025
Implementation of Pilot Project on Quality Enhancement of Tuna and Allied Fishes for Export	December 2025 - May 2026 (6 months)
Monitoring and evaluation by the committee (MPEDA/State Fisheries/Exporter representative of the region)	Every fishing voyage
Submission of bills and vouchers along with sales proceeds documents as proof of higher unit value realisation.	January 2026 - July 2026

9. Eligible items with maximum assistance:

S. No	Eligible Component	Maximum assistance (₹ lakh)
Infrastructure, cold chain development, quality testing, capacity building training, etc., in one fishing vessel.		
1	Long line with hydraulic winch, >250 hooks and AIS radio buoys.	7.00
2	Ice slurry machine/Refrigerated water system/Fish hold, electric fish stunner, fish finder, Foam sheet for tuna handling etc.	6.00

3	Bio toilet on board fishing vessel	2.00
4	Tuna kit for on-board tuna handling and processing	0.05
5	Insulated Tub (1000L)	0.45
6	Tripod with pulley	0.05
7	Trolleys for the transportation of tuna in the fishing harbour	1.00
8	Histamine kits	1.20
9	Foreign trainers for a maximum of 3 persons per vessel for 6 months. *In case of engaging Indian expert trainers, ₹1 lakh/month/person will be considered.	15.30
10	Trainers' accommodation for a maximum of 3 Persons for 6 months	0.54
11	Air Ticket for Foreign Trainers- To & Fro for a maximum of 3 Persons)	0.90
12	Insurance for Fishing crews	1.00
13	Communication devices for traceability	1.00
	Total	36.49

Rounded: ₹ 37.00 Lakh

(Approximately ₹ 37.00 Lakh is estimated per fishing vessel)

10. Role of stakeholders

S. No	Stakeholders	Role
1	Fishing boat owners	• Supply of a boat with registration, license, crew and necessary facilities including a toilet. • Tie up an arrangement with the exporter • Ensure safe fishing voyages • Insurance for trainers and crew engaged in fishing
2	Exporters	• Identification of a fishing vessel • Identification of foreign/Indian expert trainers • Providing facilities such as RSW/ Insulated fish box/fish hold, tuna kit, etc. • Purchase of fish by checking the quality. • Submission of sales proceeds documents for proof of better unit value realisation, along with supporting documents.
3	State fisheries department	• Permission for the fishing vessel owners to engage foreign trainers for onboard training, if required. • Propagation of the model to other harbours.
4	MPEDA	• Implementation and Monitoring by MPEDA-NETFISH • Reimbursement of project-related expenses to exporters (75% of the expenditure incurred, subject to a maximum of ₹25.00 lakh per vessel) upon satisfactory fulfilment of pilot project conditions. • Facilitation of visa arrangements for foreign trainers

11. Expected Outcomes:

- Landing and export of better-quality tuna.
- Replication of the model to other fishing harbours/vessels.

12. Conclusion:

This project offers a scalable and sustainable pathway to unlock India's tuna fishing potential, enhance fisher incomes, reduce post-harvest losses, and tap into lucrative international markets.

XXXXXXXXXX