

BID SUMMARY

**Development of Inter City Bus Terminal
On PPP basis**

at Miyapur, Hyderabad, Andhra Pradesh

*(This Bid Summary is not part of the Request For Proposal (RFP) Document.
Purchase of RFP Document is a must for submission of Bids)*

July 2010



Hyderabad Metropolitan Development Authority

*Development of Inter City Bus Terminal at Miyapur, Hyderabad
on Design, Build, Finance, Operate & Transfer (DBFOT) basis*

Bid Summary

S.No	Key Information	Details
Projects Details		
1.	Project	Development of Inter City Bus Terminal at Miyapur, Hyderabad
2.	Grantor	Hyderabad Metropolitan Development Authority (HMDA)
3.	Project Site	<ul style="list-style-type: none"> • Area is 55.00 acres (approx) • Site located on Miyapur – Kompally Intermediate Ring Road, connecting NH-7 and NH-9 and about 2 km from Miyapur “X” Roads at NH-9 • Around 2 Km from proposed Metro Rail Terminal • Land Survey No. 20/P & 28, Miyapur Village, Serilingampally Mandal, Ranga Reddy District, Andhra Pradesh, falls within the limits of HMDA
4.	Suggested Project Components	<ul style="list-style-type: none"> • Passenger Terminal • Bus Bays/Platforms for Outstation Buses • Platforms & Bus Bays for City Buses • Budget Hotel & Dormitories • Dormitories/Rest Rooms for Drivers • Restaurants, Food Courts & Food Kiosk • Convenient Shops for the commuters • Health Centre/First Aid Centre • Bus Repair/Service Centers • Auto Spare Parts • Filling Stations • ATMs/ Bank Extension Centres • Two Wheeler, Three Wheeler and Four Wheeler Parking • Administrative Offices- RTA/Traffic/Insurance etc • Any other developments related to commuters and Bus Operators as per the applicable development controls
5.	Development Guidelines/ Controls	As per the provisions of Greater Hyderabad Municipal Corporation, Hyderabad Metropolitan Development Authority and any other Statutory Authorities
6.	Technical Specifications	<ul style="list-style-type: none"> • Genrally as per applicable BIS Codes and National Building code 2005, other Indian and International Standards. • Specifically, detailed in the section - III of the RFP document

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7.	Estimated Project Cost	<p>The Estimated Project Cost is around Rs 100 Crores (Rupees One Hundred Crores Only)</p> <p><i>(Estimated Project Cost includes Cost of Construction, Project Development Fee and Lease Rentals & Interest During Construction.)</i></p>
8.	Minimum Development Obligations	<p>Within three Years of the Agreement, the following are the Minimum Development Obligations:</p> <ul style="list-style-type: none"> • 1,00,000 sft Commuter Terminal • 200 Bus Bays/Platforms for Outstation Buses • 30 Bus Bays for City Buses • Idle Bus Parking for 1000 Buses • Two Wheeler Parking – 2000 nos. • Three Wheeler Parking – 100 nos. • Four Wheeler Parking – 200 ECS • Dormitories for Commuters – 200 capacity • Budget Hotel- 100 Keys • Food Court/Restaurant - Minimum two with 100 covers each • Dormitories for Drivers - 750 Capacity • Vehicle Service Centers - 4 • Fuel Filling Stations – 2 • Office Space for Administrative purposes – 10,000 sft • Medical and Emergency Facilities with minimum five (5) beds – 2000 sft • Adequate area and facilities for Police Outpost and Infrastructure services like, Fire Services, Electric Transformer/ Sub-station, STP, WTP, Roads, etc. <p><u>Other Obligations:</u></p> <ul style="list-style-type: none"> • Passengers shall be provided unlimited and unrestricted entry and waiting/ seating in the bus terminal area, free of cost. • Should not charge any fee from City Bus Services and Auto Rickshaws. • Development of any project componets which are not mentioned in the RFP should have prior approval of HMDA • Maintaining the facilities as per the ISO- 9001: 2008 Standards or equivalent. • Should not use more than 20% of the Passenger Waiting Area, Platform Bays for Commercial Use in the ground floor.

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Implementation Format		
9.	Implementation Format	Public Private Partnership (PPP) Format.
10.	Authorisation Format	Build, Operate & Transfer (BOT) Basis.
11.	Institutional Structure for Implementation	Formation of Special Purpose Company (SPC) under companies Act of India, 1956 to be incorporated by the Preferred Bidder/Bidding Consortium.
12.	Authorization Period	<p>33 Years (including Construction Period) from the date of signing of Authorization Agreement. At the end of Authorization Period, the facility has to be transferred back to HMDA as per the terms and conditions specified in the RFP.</p> <p>Additional Term of extended period will be offered to the Developer on “Right of First Refusal” basis.</p>
Eligibility Criteria for Bidders		
13.	Financial Criteria	<p>The Bidder should have,</p> <p>Average Annual Turn-Over of Rs. 50 Crores (Rupees Fifty Crores) in the past three Financial Years (2007-08, 2008-09,2009-10) as per the Audited Financial Statements.</p> <p align="center">And</p> <p>Minimum Net-worth of Rs. 25 Crores (Rupees Twenty Five Crores Only) {(Subscribed and Paid up Share Capital + Free Reserves) – (Revaluation Reserves + miscellaneous expenditure not written off + accrued liabilities)} in the last financial year, as per the Audited Financial Statements</p>
14.	Experience Criteria	<p>The Bidder should have:</p> <p>a) Developed/Constructed a Passenger Terminal with minimum 25,000 Sq Ft built up area in the last five years from the date of issue of RFP</p> <p>(Or)</p> <p>(b) Developed/Constructed a single Project of 50,000 Sq Ft built up area (Commercial or Institutional only) in the last five years from the date of issue of RFP</p> <p>(Or)</p>

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		<p>(c) Developed/ Constructed a total built up area of 1,00,000 Sq ft (Commercial or Institutional only) (combined built up area considering not more than three projects) in the last five years from the date of issue of RFP (Or)</p> <p>(d) Companies /Firms having experience in the Public Transport Business and achieved an average annual turnover of Rs. 15 Crores, in the last three years from the date of issue of RFP</p>
15.	<p>Qualifications through Affiliates (If any)</p>	<p>The Bidding Company (in case of a single bidder)/ Consortium Member can draw upon the Technical Experience and Financial Capability of one or more of its Affiliates. In either case, the ownership relation between the Bidder and the Affiliate(s) must be explained.</p> <p>For purposes hereof, “Affiliate” means with respect to a specified Person, any Person which is a holding company or subsidiary of such specified Person, or any Person which directly or indirectly, (a) owns or controls such specified Person, (b) is owned or controlled by such specified Person, or (c) is owned or controlled by the same Person, who, directly or indirectly, owns or controls such specified Person. For the purposes of this Agreement, the terms "holding company" and "subsidiary" shall have the meaning ascribed to them under Section 4 of the Companies Act, 1956 and the term "control" shall mean:</p> <p>(i) control over the composition of majority of board of directors of a company; or</p> <p>(ii) control of more than 50% (fifty percent) of the issued equity share capital of a company</p> <p>(iii) and with respect to a Person which is not a company or corporation, the power to direct the management and policies of such person, whether by operation of law or by contract or otherwise</p>
16.	<p>Special Conditions for a Consortium (If any)</p>	<ol style="list-style-type: none"> 1. The maximum number of members in the Consortium shall be three including the Lead Member. 2. The above Financial criteria shall apply to the Consortium, as a whole, and the lead member shall fulfil a minimum of 50% of the financial criteria as mentioned above, and each other constituent member of the Consortium shall individually fulfil at least 5% of the Financial Criteria. 3. The Technical Criteria shall be applicable to any member of the Consortium or consortium as a whole. 4. The Consortium as a whole shall be required to commit to hold a minimum equity participation of 51% in the Project SPC at all times during a period that shall not be less than 10 (Ten) years from the date of signing of the Authorisation Agreement.

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		<p>5. The Lead Member of the Consortium shall be required to commit to hold a minimum equity stake not less than 26% in the Project SPC and every other constituent member of the Consortium, whose financials would be considered for evaluation, shall be required to commit to individually hold minimum 10% of equity in the Project SPC at all times during a period which shall not be less than Ten (10) years from the date of signing of the Authorisation Agreement.</p> <p>6. For evaluation of experience criteria, only such projects would be considered for evaluation, which have been developed/constructed by the constituent member either on its own or as a lead member of a Consortium/SPC.</p>
17.	Special Conditions for a Sole Bidder (If any)	In case of Sole Bidder, he shall be required to commit to hold a minimum equity participation of 51 % in the Project SPC at all times during a period that shall not be less than ten (10) years from the date of signing of the Authorisation Agreement.
Bid Conditions and Evaluation		
18.	Project Development Fees	Project Development Fee of Rs. 2.00 Crores (Rupees Two Crores only) to be paid within 15 days of issue of LoI, in the form of Demand Draft as specified in the RFP.
19.	Annual Lease Rentals	Authorisee shall pay the Annual Lease Rentals to HMDA during the Authorization Period of 33 years. The Lease Rental for the base year is Rs.1.00 Crore and annual increment of 5%, year on year basis.
20.	Upfront Authorization Premium/ Bid Parameter	<p>Upfront Authorization Premium (UAP) is the Bid Parameter. The Minimum Reserved UAP is Rs. 30 Crores (Rupees Thirty Crores). The bidders are required to quote over and above the Minimum Reserved UAP in the multiples of Rs 10 Lakhs.</p> <p>The UAP payable to HMDA is as below:</p> <ul style="list-style-type: none"> • Rs. 10.00 Crores as a pre-condition for signing the Agreement • The balance amount is payable in four equal yearly installments.

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21.	Revenue Share	<p>The selected developer has to pay 5% Gross Revenue towards the revenue share to HMDA from the fifth year of operations or Seven Years from the date of Agreement, whichever is earlier, subject to the following minimum amounts as below:</p> <table border="1"> <thead> <tr> <th>Years of Operation</th> <th>Amount (Rs Crores)</th> </tr> </thead> <tbody> <tr> <td>5th year to 10th year</td> <td>1.50</td> </tr> <tr> <td>11th year to 15th year</td> <td>2.00</td> </tr> <tr> <td>16th year to 20th year</td> <td>2.50</td> </tr> <tr> <td>21st year to 25th year</td> <td>3.00</td> </tr> <tr> <td>26th year to 30th year</td> <td>3.50</td> </tr> <tr> <td>31st year to 33rd year</td> <td>4.00</td> </tr> </tbody> </table>	Years of Operation	Amount (Rs Crores)	5 th year to 10 th year	1.50	11 th year to 15 th year	2.00	16 th year to 20 th year	2.50	21 st year to 25 th year	3.00	26 th year to 30 th year	3.50	31 st year to 33 rd year	4.00
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22.	Bid Validity	<ul style="list-style-type: none"> • 180 days from the due date of Bid submission 														
23.	Bid Security	<ul style="list-style-type: none"> • Rs 1.00 Crore (Rupees One Crore only) in the form of Demand Draft from a Nationalized Bank having operational branch in Hyderabad/Secunderabad. 														
24.	Bid Evaluation	<ul style="list-style-type: none"> • Outer Envelope: Mandatory Compliance • Envelope 1: Pass/Fail. • Envelope 2: Highest amount of Upfront Authorisation Premium quoted 														
25.	Equity/ Nominee Director of HMDA	<p>As the Project is a Public Utility in Nature, HMDA shall have its presence in the Project SPC through a Nominee Director. The Developer is required to convert the Rs. 1.00 Crore, First Year Lease rentals payable to the HMDA as equity shares and issue the same to HMDA within Six Months from the date of signing the agreement.</p>														
26.	Signing of Authorization Agreement	<p>Signing of Authorisation Agreement is within 30 days from the issue of Letter of Intent (LoI). The following are the pre-conditions for signing of Authorisation Agreement:</p> <ol style="list-style-type: none"> 1. Payment of non-refundable Project Development Fee of Rs.2.00 Crores within 15 days of issue of Letter of Intent (LoI). 2. Payment of Rs. 10 Crores Upfront Authorization Premium (UAP) in the form of Demand Draft. The developer may also request HMDA to adjust the Bid Security of Rs.1.00 Crore and pay the balance 9.00 Crores. 3. Payment of Six Months Advance Lease Rentals of Base Year 4. Submission of irrevocable and unconditional Bank Guarantee value equal to one installment of balance UAP for with a validity of four years. 														

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Bid Submissions		
27.	Outer Envelope	<ol style="list-style-type: none"> 1. Covering Letter 2. Checklist of Submissions. 3. Bid Security of Rs. 1.00 Crore (Rupees One Crore only) in the form of Demand Draft 4. Letter of Undertaking that the bidder is not barred by GoI/GoAP or any other Government agency for participating in any category of real estate/ infrastructure projects. 5. Consortium Agreement (in case of Consortium) 6. Power of Attorney for the Bid Signatory 7. Power of Attorney for lead member (in case of Consortium) 8. Proof of Purchase of the RFP Document 9. Project Undertaking to comply with the following requirements as specified in RFP: <ul style="list-style-type: none"> • The Minimum Development Obligations as indicated in RFP; • Development Controls of GHMC, HMDA, or any other statutory authorities like RTA etc. • The Technical Specifications, the Performance Standards etc. as stipulated in the RFP; • The Environmental Norms of the State and Central Governments; • Any other regulations as may be applicable.
28.	Envelope 1: Technical Bid	<p>Bidders are required to submit Capability Statement in Envelope I of the Bid submission as detailed in RFP. The documents required to be submitted are as below:</p> <p><u>For Experience Criteria</u></p> <ol style="list-style-type: none"> 1. Proof of Project Completion 2. Certified details regarding built up area or Revenue <p><u>For Financial Criteria</u></p> <ol style="list-style-type: none"> 1. Audited financial statements of last three financial years (2007-08, 2008-09 & 2009-10). 2. Statutory Auditor's Certificates regarding financial details. <p>The above details are to be submitted as per the formats given in the RFP.</p>
29.	Envelope 2: Price Bid	<p>The Bidders shall be required to submit their Price Bids in the format as provided in the RFP duly filled and signed.</p>

S.No	Key Information	Details
Important Dates		
30.	Issue of RFP	<p>Purchase of RFP Document is a must for submission of the Bids.</p> <p>RFP can be collected from the following address from 01.07.2010 to 26-07-2010 between 11:00 hrs and 17:00 hrs (IST) on all working days by submitting a Demand Draft for Rs.10,000/- in favor Metropolitan Commissioner, HMDA, payable at Hyderabad</p> <p>IL&FS Infrastructure Development Corporation Ltd # 502, Apurupa Classic, Next to Global Hospital Opp Lane to JV Park, Road No.1, Banjara Hills Hyderabad - 500 034 Tel: 040-66101275</p> <p>The Bid summary can be downloaded from the websites www.hmda.gov.in, www.ilfsindia.com, www.iidcindia.co.in</p>
31.	Site Visit & Pre-bid Meeting	<p>Site Visit: From 11.00 to 13.00 Hrs on 16.07.2010</p> <p>Pre-bid meeting: 16.00 Hrs on 16.07.2010 at HMDA, Tarnaka, Hyderabad</p>
32.	Due Date for Receipt of Bids	16:00 Hrs (IST) on 30.07.2010
33.	Date and Time of Opening of Bids	16:30 Hrs (IST) on 30.07.2010 or any other date intimated from time to time.

Contact Details for Facilitation:

HMDA	Shri. Madhwaraja, Chief Engineer, HMDA- Ph: 040- 27014060 ce@hmda.gov.in
IL&FS IDC (Project Advisors)	<p>Mr. Srinivas Banda – Mobile: 09348485767 srinivas.banda@ilfsindia.com</p> <p>Mr. P.V.Ramana Rao – Mobile: 09959358880 venkataramana.rao@ilfsindia.com</p>