



**HYDERABAD METROPOLITAN DEVELOPMENT AUTHORITY (HMDA)**

# **DEVELOPMENT OF LOGISTICS PARKS ON PPP AT BATASINGARAM AND MANGALAPALLY, HYDERABAD**

*Implementation on Design, Build, Finance, Operate & Transfer (DBFOT) basis*



## **BID SUMMARY**

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

**May 2011**

**Project Advisors**



**IL&FS Infrastructure Development Corporation Limited**

## DEVELOPMENT OF LOGISTICS PARKS AT BATASINGARAM AND MANGALAPALLY, HYDERABAD ON PPP MODE

### BID SUMMARY

*This Bid Summary is provided for both Batasingaram and Mangalapally Projects. However, separate proposals are to be submitted for each project. Bidders can submit proposals for any one or both the projects.*

S. No.	Key Information	Batasingaram	Mangalapally
1.	<b>Project Title</b>	Development of Logistics Park (Truck Terminal) at Batasingaram, Hyderabad, Andhra Pradesh, India on Public Private Partnership (PPP) basis.	Development of Logistics Park (Truck Terminal) at Mangalapally, Hyderabad, Andhra Pradesh, India on Public Private Partnership (PPP) basis
2.	<b>Grantor</b>	Hyderabad Metropolitan Development Authority (HMDA)	
3.	<b>Project Location</b>	Site located adjacent to NH-9 and about 7 km from Outer Ring Road (ORR) towards Vijayawada, at Batasingaram, Abdullapurmet (Mandal)	Site located near Outer Ring Road towards Nagarjuna Sagar Highway at Mangalapally, Ibrahimpatnam (Mandal)
4.	<b>Project Site Area</b>	~ 40 acres	~ 22 acres
5.	<b>Project Components- Minimum Development Obligations (MDO)</b>	<p><i>Sixty Percent (60%) of the following Project Components under Minimum Development Obligations (MDOs) to be operationalised by the selected developer within two years from the agreement date and remaining forty percent (40%) within three years from agreement date.</i></p> <ul style="list-style-type: none"> <li>▪ Truck Parking: 500 trucks</li> <li>▪ Warehousing : 2,00,000 (Two lakh) sft</li> <li>▪ Provision for Cold storages: 10, 000 MT</li> <li>▪ Office Complex for Operators: 10,000 sft.</li> <li>▪ Automobile Service Centers/ Accessories: 10,000 sft.</li> </ul>	<p><i>Sixty Percent (60%) of the following Project Components under Minimum Development Obligations (MDOs) to be operationalised by the selected developer within two years from the agreement date and remaining forty percent (40%) within three years from agreement date.</i></p> <ul style="list-style-type: none"> <li>▪ Truck Parking: 250 trucks</li> <li>▪ Warehousing : 100000 (One Lakh) sft</li> <li>▪ Provision for Cold storages: 5, 000 MT</li> <li>▪ Office Complex for Operators: 5,000 sft.</li> <li>▪ Automobile Service Centers/ Accessories: 5,000 sft.</li> </ul>

S. No.	Key Information	Batasingaram	Mangalapally
		<ul style="list-style-type: none"> <li>▪ Vehicle Testing Centre</li> <li>▪ Dormitories/ Accommodation: 200 Persons.</li> <li>▪ Restaurants/ Dhabas: 5,000 sft built up area/Minimum two facilities</li> <li>▪ Provision for Fuel Station – 1 no.</li> <li>▪ Administrative and other statutory bodies- 2500 sft</li> <li>▪ Commercial space - 2000 sft</li> <li>▪ Office space for 3PL operators – 10,000 sft built up</li> <li>▪ Electronic Weigh Bridge- 1 No.</li> <li>▪ Primary Health Centre – 1500 sft Built up area</li> </ul> <p>Support Facilities and on-site infrastructure like internal road network, parking areas with hard pavement to sustain truck/ trailer loads, security, water supply, noise &amp; air pollution prevention arrangements, rain-water harvesting, sewage treatment, solid waste management, landscaping and other services required for the facility.</p>	<ul style="list-style-type: none"> <li>▪ Dormitories/ Accommodation: 100 persons.</li> <li>▪ Restaurants/ Dhabas: 3,000 sft built up area/Minimum two facilities</li> <li>▪ Provision for Fuel Station – 1 no.</li> <li>▪ Administrative and other statutory bodies - 1250 sft</li> <li>▪ Commercial Space - 1500 sft</li> <li>▪ Office space for 3PL operators – 5,000 sft built up</li> <li>▪ Electronic Weigh Bridge – 1 No.</li> <li>▪ Primary Health Centre – 1000 sft Built up area</li> </ul> <p>Support Facilities and on-site infrastructure like internal road network, parking areas with hard pavement to sustain truck/ trailer loads, security, water supply, noise &amp; air pollution prevention arrangements, rain-water harvesting, sewage treatment, solid waste management, landscaping and other services required for the facility.</p>
6.	<b>Estimated Landed Project Cost</b>	<p>Rs. 35.00 Crore</p> <p><i>(Cost includes developing minimum development obligations, Interest During Construction, Lease Rentals during construction, , Stamp duty and Registration Charges, Permissions, Approvals, etc)</i></p>	<p>Rs. 20.00 Crores</p> <p><i>(Cost includes developing minimum development obligations, Interest During Construction, Lease Rentals during construction, , Stamp duty and Registration Charges, Permissions, Approvals, etc)</i></p>
<b>Implementation Structure</b>			
7.	<b>Implementation Format</b>	Public Private Partnership (PPP)	
8.	<b>Institutional Structure for Implementation</b>	Special Purpose Company (SPC) shall be formed by the Preferred Bidder under the Indian Companies Act- 1956, exclusively for implementation of the Project in terms of the Concession Agreement,	

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9.	<b>Concession Format</b>	Design, Build, Finance, Operate & Transfer (DBFOT)	
10.	<b>Concession Period</b>	33 years including construction period from the date of signing of the Concession Agreement. Additional Term of extended period will be offered to the Developer on “Right of First Refusal” basis.	
11.	<b>Lease Period</b>	Thirty Three Years and co-terminus with the Concession Period.	
12.	<b>Project Completion Period</b>	60% of the MDOs shall be completed within Two Years and remaining 40% within Three Years from the date of signing of Concession Agreement	
<b>Eligibility Criteria</b>			
13.	<b>Financial Criteria</b> <i>(Applicable for Batasingaram or Mangalapally or both)</i>	<p>The details provided by the Bidder shall be evaluated on the basis of following Eligibility Criteria:</p> <p><b><u>Financial Criteria:</u></b></p> <p>The Bidder should have:</p> <p>i <b>Average Annual Turn-over of Rs. 20 crore</b> (or equivalent) in any of the past three (3) consecutive financial years (2010-11, 2009-10, 2008-09 &amp; 2007-08) as per the audited financial statements.</p> <p><b>AND</b></p> <p>ii <b>Minimum Net-worth of Rs. 10 crore</b> (or equivalent) in the latest financial year (2010-11 or 2009-10) as per the audited financial statements.</p>	
14.	<b>Experience Criteria</b> <i>(Applicable for Batasingaram or Mangalapally or both)</i>	<p><b><u>Experience Criteria:</u></b></p> <p>(i) The Bidders should be Third Party Logistics (3PL) Operators with an average turnover of Rs. 10 Crores in any of the past three consecutive financial years (2010-11, 2009-10, 2008-09 &amp; 2007-08) as per the audited financial statements.. The turnovers shall be strictly in logistics operations (transport and transshipment of goods).</p> <p>(OR)</p>	

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		<p>(ii) The Bidder should have developed and commissioned as a Contractor or Developer, either on its own or as a Lead Member of a Consortium:</p> <p>(a) 'Related sector projects' minimum cumulative Project Cost of Rs. 15.0 Crore (Rupees Fifteen Crore only) within past five (5) years immediately preceding the date of submission of Bid. The following sectors would be considered as 'related sector projects':</p> <ul style="list-style-type: none"> <li>▪ Truck Terminals/ Logistics Parks</li> <li>▪ Freight Logistics Facility(ies)</li> <li>▪ Warehouses/ Cold Storages of all types</li> <li>▪ Inland Container Depot / Container Freight Station</li> <li>▪ Integrated Freight Complex</li> <li>▪ Air Cargo Complex</li> <li>▪ Container Terminal at Ports</li> <li>▪ Railway Station / Terminal</li> <li>▪ Airport Terminal</li> </ul> <p>(OR)</p> <p>(b) 'Other sector projects' of minimum cumulative projects cost of Rs. 100.0 Crore (Rupees One Hundred Crore only) within past five (5) Years as a Developer or Contractor, preceding the date of submission of Bid. The following sectors only be considered as 'Other sector projects':</p> <ul style="list-style-type: none"> <li>▪ Roads/ Expressways</li> <li>▪ Bridges</li> <li>▪ Industrial Parks</li> <li>▪ Sea/ River Port</li> </ul>	
15.	<b>Qualifications through Affiliates (If any)</b>	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.	

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		<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 Document, 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>(a) control over the composition of majority of board of directors of a company; or</p> <p>(b) control of more than 50% (fifty percent) of the voting shares of such Person</p> <p>(c) 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><b>Special Conditions for a Consortium (If any)</b></p>	<ol style="list-style-type: none"> <li>1. The maximum number of members in the Consortium shall be three including the Lead Member.</li> <li>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 fulfill at least 5% of the Financial Criteria.</li> <li>3. The Technical Criteria shall be applicable to any member of the Consortium or consortium as a whole.</li> <li>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 Concession Agreement.</li> <li>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 Concession Agreement.</li> </ol> <p>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>	
<p><b>Bid Conditions</b></p>			

**Bid Summary**

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17.	<b>Annual Lease Rentals</b>	Developer shall pay the Annual Lease Rentals to HMDA during the Concession Period of 33 years. The Lease Rental for the base year shall be Rs 4.00 Lakhs with an annual increment of 5%, year on year basis.	Developer shall pay the Annual Lease Rentals to HMDA during the Concession Period of 33 years. The Lease Rental for the base year shall be Rs.1.5 lakhs with an annual increment of 5%, year on year basis.
18.	<b>Project Development Fee</b>	Onetime non refundable payment of Project Development Fee of Rupees Ninety Lakhs (Rs. 90,00,000/-) plus service tax to be paid by the Preferred Bidder within 15 days from the date of issue of Letter of Intent (LOI).	Onetime non refundable payment of Project Development Fee of Rupees Sixty Lakhs (Rs. 60,00,000/-) plus service tax to be paid by the Preferred Bidder within 15 days from the date of issue of Letter of Intent (LOI).
19.	<b>Bid Parameter - Revenue Share as Additional Development Premium (ADP)</b>	<p>Gross Revenue Share as Additional Development Premium (ADP) is the bid parameter. The minimum ADP for the base year (3<sup>rd</sup> year of COD) is Rs. 35 lakhs (Rupees Thirty five lakhs). The bidders are required to quote over and above the minimum ADP for the base year.</p> <p>The bidder shall pay to HMDA every year, either the ADP quoted as above or 5% (five percent) of the Gross Revenue, whichever is higher.</p> <p>The ADP quoted shall be payable at the start of each Financial Year starting from Third Year (3<sup>rd</sup> Year) of COD with an annual increment of 5% each year.</p>	<p>Gross Revenue Share as Additional Development Premium (ADP) is the bid parameter. The minimum ADP for the base year (3<sup>rd</sup> year of COD) is Rs. 15 lakhs (Rupees Fifteen lakhs). The bidders are required to quote over and above the minimum ADP for the base year.</p> <p>The bidder shall pay to HMDA every year, either the ADP quoted as above or 5% (five percent) of the Gross Revenue, whichever is higher.</p> <p>The ADP quoted shall be payable at the start of each Financial Year starting from Third Year (3<sup>rd</sup> Year) of COD with an annual increment of 5% each year.</p>
20.	<b>Bid Validity</b>	180 days from the due date of bid submission	
21.	<b>Bid Security</b>	<b>Rs. 35 lakhs (Rupees Thirty Five Lacs only)</b> in the form of a Demand Draft drawn from any Nationalised Bank , in favor of <b>‘Metropolitan Commissioner, HMDA’</b> and	<b>Rs. 20 lakhs (Rupees Twenty Lacs only)</b> in the form of a Demand Draft drawn from any Nationalised Bank , in favor of <b>‘Metropolitan Commissioner, HMDA’</b> and

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		payable at Hyderabad, shall be furnished along-with the submission of the Bid.	payable at Hyderabad, shall be furnished along-with the submission of the Bid.
22.	<b>Performance Security</b>	<b>Rs. 3.50 Cr. (Rupees Three Crores Fifty Lakhs only)</b> in the form of a <b>Bank Guarantee from any Nationalised Bank with</b> operable Branch at Hyderabad, shall be furnished on or before signing the Concession Agreement valid for three years from the date of signing of Concession Agreement.	<b>Rs. 2.0 Cr. (Rupees Two Crores only)</b> in the form of a <b>Bank Guarantee from any Nationalised Bank with</b> operable Branch at Hyderabad, shall be furnished on or before signing the Concession Agreement valid for three years from the date of signing of Concession Agreement.
<b>Bid Submissions</b>			
23.	<b>Bid Submissions</b>	Bids shall be submitted in the following two sealed envelopes all put together in an “Outer Envelope”: a) Envelope 1: Technical Bid b) Envelope 2: Price Bid	
<b>Bid Evaluation</b>			
24.	<b>Bid Evaluation</b>	<ul style="list-style-type: none"> <li>▪ Outer Envelop : Mandatory compliances</li> <li>▪ Envelope 1: Compliance - Pass/Fail</li> <li>▪ Envelope 2: Highest Quote of Additional Development Premium</li> </ul>	<ul style="list-style-type: none"> <li>▪ Outer Envelop : Mandatory compliances</li> <li>▪ Envelope 1: Compliance - Pass/Fail</li> <li>▪ Envelope 2: Highest Quote of Additional Development Premium</li> </ul>
25.	<b>Signing of Concession Agreement - Pre Conditions</b>	Signing of Concession Agreement will be within 30 days from the issue of Letter of Intent (LoI).The followings are the pre-conditions for the signing of Concession Agreement. <ul style="list-style-type: none"> <li>▪ Payment of Project Development Fee within 15 days</li> <li>▪ Payment First Year Annual Lease Rentals</li> <li>▪ Submission of Performance Security (Bank Guarantee).</li> </ul>	
<b>Other Details</b>			
26.	<b>Facility to be open to public/ general usage</b>	The facilities specified as Minimum Development Obligations are for the purpose of common use to the users/industry/local trade. .In case the developer wants to develop the facilities for his exclusive use, they should be over	

**Bid Summary**

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		and above the minimum development obligations.	
27.	<b>Cost of RFP/Bid Document</b>	Rs. 10,000/- (Rupees Ten Thousand only) through a DD, drawn from Nationalized/ Scheduled bank in favour of “Metropolitan Commissioner, HMDA” and payable at Hyderabad. .	
Important Dates			
28.	<b>Issue of RFP</b>	From May 16, 2011 to June 25, 2011	
29.	<b>Last date of receipt of queries</b>	June 16, 2011	
30.	<b>Pre-Bid Meeting</b>	Pre-bid meeting: 3.00 PM on <b>08.06.2011</b> at HMDA, Tarnaka, Hyderabad	
31.	<b>Last date of receipt of Bids</b>	16:00 Hrs (IST) on <b>30.06.2011</b>	
32.	<b>Date and Time of Opening of Bids</b>	16:30 Hrs (IST) on <b>30.06.2011</b> or any other date intimated from time to time.	
<b>Note: Amendments/Addendum/Corrigendum, to the RFP if any, shall not be advertised in newspapers, but shall be posted on the website: <a href="http://www.hmda.gov.in">www.hmda.gov.in</a>, <a href="http://www.ilfsindia.com">www.ilfsindia.com</a>, <a href="http://www.iidcindia.co.in">www.iidcindia.co.in</a> only</b>			

**Contact Details for Facilitation:**

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

## Location Map of Batasingaram and Mangalapally

