



## Infrastructure Corporation of Andhra Pradesh Limited (INCAP)

**DEVELOPMENT OF VACANT LAND ON DESIGN, BUILD, FINANCE,  
OPERATE AND TRANSFER BASIS UNDER PUBLIC PRIVATE PARTNERSHIP  
(PPP) MODEL AT VISAKHAPATNAM , TIRUPATI & VIJAYAWADA IN  
ANDHRA PRADESH FOR MEGA CONVENTION CENTRES**

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### **EXPRESSION OF INTEREST**

**February - 2015**



**Proposal due date: 17-03-2015**

**The Vice Chairman & Managing Director  
Infrastructure Corporation of Andhra Pradesh Ltd.  
#10-2-1. III Floor, FDC Complex, AC Guards,  
Hyderabad – 500028, AP, India  
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**Infrastructure Corporation of Andhra Pradesh Ltd.**  
(Under the control of Infrastructure & Investment Dept., GoAP)



**NOTICE INVITING  
EXPRESSION OF INTEREST (EOI)**

**Notice No. INCAP/D/ Convention Centres/100/2015 Dt:17-02-2015**

**Introduction:** Development of vacant lands on Design, Build, Finance, Operate and Transfer basis under Public Private Partnership mode at Visakhapatnam, Tirupati & Vijayawada for Mega Convention Centres.

**Expression of Interest (EOI):** Infrastructure Corporation of Andhra Pradesh (INCAP), under Infrastructure & Investment Department, is the nodal agency for conducting transaction advisory for development of Convention Centres in Andhra Pradesh. INCAP invites private developers (single entity or a group of entities) having development experience, technical expertise, financial capability and operational experience for Development of vacant lands on Design, Build, Finance, Operate and Transfer basis under Public Private Partnership mode at Visakhapatnam, Tirupati & Vijayawada for Mega Convention Centres in Andhra Pradesh under Public Private Partnership (PPP). Interested individuals/companies are requested to submit their expression of interest for the above work.

All other details including any date extensions, clarifications, amendments, etc., will be uploaded only on the website of INCAP and will not be published in Newspapers. Hence, applicants shall regularly visit the website of INCAP to keep themselves updated.

The EOI Proposal can be downloaded from the website: [www.incap.co.in](http://www.incap.co.in)

**How to Apply:** Interested Applicants are requested to submit EOI proposal no later than 1500 hours IST on or before March 17, 2015.

**Address for Communication:**

The Vice Chairman and Managing Director,  
Infrastructure Corporation of Andhra Pradesh Ltd.,  
# 10-2-1, III Floor, FDC Complex, AC Guards,  
Hyderabad - 500 028, Telangana, India.  
Tel: +91-40-2332 1771/2; Fax: +91-40-2332 1773  
Email: md@incap.co.in  
Website: [www.incap.co.in](http://www.incap.co.in)

For any queries, Please contact Chief General Manager, Technical INCAP

## 1. DISCLAIMER

- a. Though adequate care has been taken in the preparation of this Expression of Interest document (EOI document), the Applicant should satisfy himself that the document is complete in all respects. Intimation of discrepancy, if any, should be given to the Vice-Chairman & Managing Director at below mentioned address latest by 1500 hours of 23<sup>rd</sup> February 2015, in case, no such intimation is received by the said deadline, it shall be deemed that the Applicant is satisfied that the document is complete in all respects.
- Vice Chairman & Managing Director,**  
Infrastructure Corporation of Andhra Pradesh (INCAP),  
#10-2-1, 3rd Floor, FDC Complex,  
AC Guards Hyderabad, Andhra Pradesh, India -500028  
Phone: +91 40 2332 1771/2  
Email: md@incap.co.in
- b. Neither INCAP nor their employees or consultants make any representation or warranty as to the accuracy, reliability or completeness of the information in this EOI document. Each prospective applicant should conduct his own investigations and analysis and check the accuracy, reliability and completeness of the information in this EOI document and obtain independent advice from appropriate source before submission of this EOI proposal.
- c. Neither INCAP nor their employees or consultants will have any liability to any prospective Applicant or any other person under the law of contract, for any loss, expense or damage which may arise from or be incurred or suffered in connection with anything contained in this EOI document.
- d. INCAP reserves the right to reject any or all of the EOIs submitted in response to this EOI document at any stage without assigning any reasons whatsoever. INCAP also reserves the right to hold, or withdraw or cancel the process at any stage under intimation to the Applicants who submit the EOI.
- e. INCAP also reserves the right to modify or amend or add to any or all of the provisions of this EOI document or cancel the present Invitation and call for fresh Invitations.
- f. Neither INCAP nor their employees or consultants will have any liability in case of non-receipt of any correspondence from them to the Applicants due to the postal delays.
- g. The applicable laws for the purpose are the laws of India. Courts of Andhra Pradesh will have jurisdiction concerning or arising out of this EOI document.
- h. The Applicants are expected to know the relevant rules and regulations of the respective local authorities concerning the site and building-byelaws and Master Plan.

## 2.SCHEDULE OF SELECTION PROCESS

The indicative timelines of the project are as detailed in the table below.

Activity	Scheduled date
Issue of EOI document	February 17, 2015
Due date for EOI document submission	1500 hrs on March 17 <sup>th</sup> , 2015
Due date for opening EOIs received	1600 hrs on March 17 <sup>th</sup> , 2015

## 3.INTRODUCTION

### 3.1 Background

The Government of Andhra Pradesh's vision is to be amongst the top 3 states in India by 2022 and be the most preferred global destination by 2050. The state is a progressive state and the government is taking steps to provide an environment conducive to economic and social growth. These include formulation of investment friendly policies; creating world-class infrastructure; improving governance and taking necessary steps to attract investments into the state. Promotion of tourism is one amongst the many initiatives taken up by the government on a priority basis. One of the flagship projects in the tourism sector includes development of mega convention centres in Visakhapatnam, Tirupati and Vijayawada.

### 3.2 Project

#### 3.2.1 Visakhapatnam & Tirupati

Spread across 70-100 acres, the government of Andhra Pradesh, through INCAP intends to develop world-class mega convention centres and other allied components in Visakhapatnam and Tirupati on Public Private Partnership (PPP) model. These convention centres will play a key role in attracting industrialists, academicians, tourists and pilgrims from across the globe.

The key project components envisaged are as detailed in the table below.

S. No.	Project components (Indicative)*
1	Convention centre with a seating capacity of 8,000 to 10,000 pax
2	Exhibition Centre
3	Five Star category hotel
4	Shopping Mall, including multiplex

5	Leisure/Amusement Park/Entertainment zone
6	Food courts

*\*Size of the land parcel, Product mix and sizing may change at RFP stage*

### 3.2.2. Vijayawada

The government of Andhra Pradesh plans to develop a convention centre in an area of 30-50 acres on PPP basis. The key project components envisaged are as detailed in the table below.

S. No.	Project components (Indicative)*
1	Convention centre with a seating capacity of 3,000 to 5,000 pax
2	Exhibition Centre
3	Three star category hotel
4	Food courts

*\*Size of the land Parcel, Product mix and sizing may change at RFP stage*

### 3.3 Project Rationale

All these locations present lucrative opportunities to the potential investor for development of convention centres. A brief profile of the regions is detailed below.

#### 3.3.1 Visakhapatnam:

Visakhapatnam is the commercial and business hub of the state of Andhra Pradesh. The district contributes to 14% of the state GDP, which is the highest amongst all the districts. Visakhapatnam along with the three neighbouring districts of Srikakulam, Vizianagaram and East Godavari contribute to over 30% of state's GDP which is almost one third of the state GDP.

At present, Visakhapatnam has the only international airport in the state and also has the major deep draft sea port. A Greenfield international airport is planned at Bhogapuram near Visakhapatnam. The State Government has initiated steps to develop Visakhapatnam as a mega city with world class civic infrastructure facilities. The United States of America is keen to develop the city as a smart city and has agreed to be the lead partner in this initiative.

The metro-rail project for Visakhapatnam is already at an advanced stage of scrutiny by the Government of India. The Government has also decided to entrust the preparation of Feasibility Studies and Detailed Project Reports (DPRs) for Metro rail projects to the Delhi Metro Rail Corporation (DMRC).

Visakhapatnam has been chosen as the site for a new Indian Institute of Management and many more prestigious institutions at the national and the international level are expected

to follow suite. Visakhapatnam as an Industrial hub is home to several major international and national players across key sectors which include Pharmaceuticals, Chemical and Petrochemical, Metallurgy, Textiles and Apparels and Food Processing. Further, the district is a part of the Vizag Chennai Industrial Corridor and has been short-listed as an Industrial node. This coupled with ITIR will attract investors to the district leading to transformational development in the region.

Many IT majors such as WIPRO and Tech Mahindra have evinced their interest in setting up Special Economic Zones and it is also home to manufacturing and R&D facilities of pharmaceutical majors.

As per the Tourism Mission, Visakhapatnam district has 39 tourist spots which are the highest amongst all districts. The city is also endowed with scenic beaches and lies close to Araku Valley Hills and the Buddhist circuit which offer significant tourism potential making it an attractive locale for basing the Convention centre.

### **3.3.2 Tirupati**

Tirupati is a town in the Chittoor district of Andhra Pradesh and is an important destination in terms of religious tourism as it receives the maximum number of pilgrims in the country. The Hill temple of Lord Venkateswara at Tirumala is the major contributor to tourism in the district.

Chittoor is home to leading industries across sectors and Sri City, which is the Nation's leading Special Economic Zone. Further, both the corridors planned in the state viz. Chennai Bengaluru Industrial Corridor and Vizag Chennai Industrial Corridor pass through the district.

The state government has decided to develop it as one of the mega cities in the state. An international airport is also planned. The same will be developed by expanding the existing airport. Additionally, there are plans to house leading institutes like Indian Institute of Technology, an Indian Institute of Science, Education & Research and Apollo Health Centre.

### **3.3.3 Vijayawada**

Vijayawada and its surrounding areas of Guntur, Tenali and Mangalagiri is the proposed region for setting up of the new capital city of the state of Andhra Pradesh. The state administration is working towards building a world class capital city with all the modern facilities and amenities. A new international airport and metro rail network is also proposed.

Situated along the Chennai-Howrah and Chennai-Delhi Railway route, this is the largest railway junction in South India. Being in the vicinity of West Godavari district and spread over the Krishna & Guntur district the region contributes close to 29% of the state GDP and is an industrial hub of the state especially related to agro processing and auto components.

The district also houses many of the important educational institutes of the state. The central government has proposed to set up an AIIMS and National Institute of Disaster Management in Vijayawada. Vijayawada has been recognized as one of the 3 mega cities of Andhra Pradesh along with Visakhapatnam and Tirupati.

## 4. RESPONSIVENESS

### 4.1. General

- The Applicant for pre-qualification may be a single entity or a group of entities, coming together to implement the Project.
- However, no applicant applying individually or as a member of a Consortium, as the case may be, can be member of another Applicant Consortium. The term Applicant used herein would apply to both a single entity and a Consortium.
- In case of an individual applicant/ a consortium, details to be furnished as per Form B

### 4.2. Role of the Applicant

- The selection of the Applicant for development of the convention centres on Design Build Finance Operate Transfer (DBFOT) basis will be done through Public-Private Partnership model in line with the Government Guidelines.
- The selected Applicant has to Design, Engineer, Finance, Construct, Operate, Maintain & Transfer the proposed project.
- Interested National and International Applicants of repute are hereby invited to submit their “Expression of Interest” (EOI) for participating in global competition for Development of Mega Convention Centres at Visakhapatnam, Tirupati & Vijayawada.

### 4.3. Eligibility criteria for Submission of EOI

- The Applicant for Expression of Interest may be a single entity or a group of entities, coming together to implement the Project.



- Applicants interested in the project are required to submit their Expression of Interest in writing, indicating their Technical & Financial eligibility criteria as mentioned below:

#### **4.3.1 Technical Criteria:**

The Applicant shall have experience of at least one project in any of the below mentioned categories (As per FORM C)

i. Development/construction of a star category hotel

Or

ii. Development/construction of a Real Estate project

Note:

- i. Development means Conceptualize, design, finance, build and market
- ii. Construction shall mean responsibility for physical construction of an owned project or project of other business entities as a contractor.
- iii. Real Estate Project would include development of residential projects (viz. townships, housing colonies, apartments/group housing, cottages/villas etc.); commercial/retail projects (viz. malls, shopping complexes, office complexes, town/district centres etc.); Convention Centres, Exhibition halls and amusement parks etc.
- iv. Applicant shall attach necessary supporting documents for consideration of projects completed/under development/construction.

#### **4.3.2 Financial Criteria (Details of Net-Worth) :**

- Applicant shall furnish the Net-Worth details of the last three financial years (2011-12, 2012-13 & 2013-14) (As per Form D)

INCAP reserves the right to verify the above details from the respective authorities. The applicant shall give authorization to INCAP to do the same.

#### **4.4. EOI preparation cost**

The Applicant shall be responsible for all of the costs associated with the preparation of its EOI and its participation in the EOI. INCAP shall not be responsible or in any way liable for such costs, regardless of the conduct or outcome of the EOI.

#### **4.5. Right to accept any EOI and to reject any or all EOIs**

- Notwithstanding anything contained in this document, INCAP reserves the right to accept or reject any EOI and to annul the EOI process and reject all EOIs, at any time without any liability or any obligation for such acceptance, rejection or annulment, without assigning any reasons.
- INCAP reserves the right to reject any EOI if:
  - a. At any time, a material misrepresentation is made or uncovered, or
  - b. A material concealment is detected, or
  - c. The Applicant does not respond promptly and thoroughly to requests for supplemental information required for the evaluation of the EOI.  
Such misrepresentation / improper response / concealment would lead to the disqualification of the Applicant.

### **5. Preparation and submission of EOI**

#### **5.1. Validity of EOI**

The EOI submitted by Applicant shall be valid till the completion of EOI process.

#### **5.2. Sealing and marking of EOI**

- The envelop shall indicate the name, address and contact phone number of the Applicant
- The envelope shall clearly bear the following identification:

**“Expression of Interest for selecting a Developer for “Development of vacant lands on Design, Build, Finance, Operate and Transfer basis under Public Private Partnership mode at Visakhapatnam, Tirupati & Vijayawada for Mega Convention Centres”**

- The envelop shall be addressed to:

**Vice Chairman & Managing Director,**  
Infrastructure Corporation of Andhra Pradesh (INCAP),  
#10-2-1, 3rd Floor, FDC Complex,  
AC Guards Hyderabad, Andhra Pradesh, India -500028  
Phone: +91-40-2332 1771/2; Email: md@incap.co.in

**ANNEXURE I**

**LETTER OF TRANSMITTAL**  
(to be typed in Applicant's Letterhead)

From:

To:

The Vice Chairman & Managing Director,  
Infrastructure Corporation of Andhra Pradesh,  
#10-2-1, III Floor, FDC Complex, AC Guards,  
Hyderabad – 500 028, India.  
Tel: +91-40-2332 1771/2; Fax: +91-40-2332 1773  
Email: md@incap.co.in  
Website: www.incap.co.in

**Sub: Submission of Expression of Interest (EOI) for Development of vacant lands on Design, Build, Finance, Operate and Transfer basis under Public Private Partnership mode at Visakhapatnam, Tirupati & Vijayawada for Mega Convention Centres**

Sir,

Having examined the details given in EOI Notice and Project Information details for the above project, I/we hereby submit our Expression of Interest and the relevant information

1. I/We hereby certify that all the statements made in the information supplied in the enclosed form and the accompanying statements are true and correct.
2. I/We have furnished all information and details necessary for EOI and have no further pertinent information to supply.
3. I/We also authorize INCAP or their authorized representatives to approach individuals, employers and firms to verify our competence and general reputation.
4. I/We submit the following certificates in support of our suitability, technical know-how and capability for having successfully developed / constructed Real estate projects/ Hospitality sector projects along with prescribed format.
5. We understand that INCAP will be at liberty to finalize project parameters and issue RFQ/RFP for the project.

**Signature(s) of Applicant(s)**

Enclosures  
Seal of applicant  
Date of submission

**FORM A**  
**Salient features / suggestions of the applicants at a glance**

<b>S No</b>	<b>Description</b>	<b>Details/ Suggestions</b>
<b>1</b>	<b>Name of firms /Applicants</b>	
<b>2</b>	<b>Experience in convention centres developed and / or operated and / or maintained</b>	
<b>Suggestions for the development of Convention centres at Visakhapatnam, Tirupati &amp; Vijayawada.</b>		

**FORM B****Name of Firms/ Applicants**

(Organization structure)

1	Name & Address of the applicant with Telephone No. / Fax No.	
2	a) Year of Establishment b) Date & Year of commencement	
3	Legal status of the applicant (attach copies of original document defining the legal status) a) A proprietary firm b) A firm in partnership c) A limited company or Corporation / Joint venture /Consortia d) State owned	
4	Place of Registration and Principal places of business	
5	Name & Title of Directors and key officers to be concerned with the project, with designation of individuals authorized to act for the organization	
6	Copies of last three years Annual Reports	
7	Any other information considered necessary but not included above	

Note: The above details shall be furnished by individual applicant and by each member of the Consortium

**FORM C**

**Project credentials**

**(Separate form shall be furnished for each project experience claimed)**

<b>1. Project Name:</b>
<b>2. Location:</b>
<b>3. Name of Client:</b>
<b>4. Brief Description of Project:</b>
<b>5. Current Status of the Project (completed / ongoing / operational)</b>
<b>6. Name of associated Firm(s), if any:</b>
<b>7. Date of –</b> <b>a. Date of award of the Project</b> <b>b. Project Completion Date:</b> <b>c. Commercial Operations Date:</b>
<b>8. Project cost :</b>

**Signature(s) of Applicant(s)**

Please use separate sheet for each project

**FORM D**  
**Financial Criteria**  
**Net-Worth Details**

Financial Year	Single Applicant/Lead Member	Consortium Member 1	Consortium Member 2
<b>2013-14</b>			
<b>2012-13</b>			
<b>2011-12</b>			

**Signature of Authorised person:**

**Note: The above Financial Capability shall be duly certified by a Statutory Auditor**



**Name of the work:** Development of vacant land on design, build, finance, operate and transfer (DBFOT) basis under Public private partnership (PPP) mode at Vishakhapatnam, Tirupati & Vijayawada in Andhra Pradesh for mega convention centres.

**Replies to queries received:**

<b>Criteria in EOI</b>	<b>Particulars concerning clause</b>	<b>Queries received</b>	<b>Response furnished by INCAP</b>
Role & Eligibility	National & International Applicants of repute, having international exposure are hereby invited to submit EOI	Is the national applicant must have international exposure	Desirable, but not Mandatory
	Single entity or group of entities are eligible to participate.	What is the eligibility criteria for consortium and how the different strengths of consortium members are evaluated for determination of eligibility?	Please refer clause 4.1 and 4.3 of EOI document
		Since it is a PPP project, the extent of involvement of the GoAP and its economic interest in the project to be specified?	These details will be specified in the RFP document, at a later stage
Technical Criteria	Development/ construction of a star category hotel or a real estate project	What is the size of the hotel or real estate project in terms of value to qualify the technical criteria?	Please refer clause 4.3.1
		Is the project under construction also eligible or project must be competed?	Completed projects will be considered



		What are the no. of year's experience applicant must have?	Please refer clause 4.3
		Specify the nature of supporting documents required as proof in support of projects undertaken by the applicant	Please refer clause 4.3.1 & 4.3.2
		One applicant/ Consortium can bid for all three projects? or there any restrictions?	No such restrictions
Real Estate Project means	Townships, Housing, Colonies, apartments/ grouhousing, cottages/villas, malls, shopping complexes, office complexes and town/district centers etc.	What is the size of the projects in term of value for qualification?	Please refer clause 4.3.1
Financial Criteria	Net worth details of the last three financial years to be submitted (2011-12,2012-13 & 2013-14)	Eligible net worth must quantified in terms of value?	Yes, Please refer clause 4.3.2
<b>Project Components in Visakhapatnam &amp; Tirupati</b>			
Components	<ul style="list-style-type: none"> <li>a. Convention center with seating capacity of 8000 to 10000 pax</li> <li>b. Exhibition center</li> <li>c. Five star category hotel</li> <li>d. Shopping Mall including multiplex</li> <li>e. Leisure/Amusement</li> <li>f. Park/Entertainment zone</li> <li>g. Food courts</li> </ul>	Is there any ballpark economic study done by GoAP for this location? If so provide.	Necessary details will be provided during the RFP process at a later stage.
Approximate land available in Visakhapatnam & Tirupati	70-100 Acres	The location of land and its nature/profile & vicinity to habitat of land must be specified	It is envisaged to develop the convention centers in the vicinity of the cities mentioned in the notice.

			The exact location and profile of the land will be provided during the RFP process at a later stage.
<b>Project in Vijayawada</b>			
Components	a. Convention center with seating capacity of 3000 to 5000 pax b. Exhibition center c. Three star category hotel d. Food courts	Is there any ballpark economic study done by GoAP for this location? If so provide.	Necessary details will be provided during the RFP process at a later stage.
Approximate land available in Vijayawada	70-100 Acres	The location of land and its nature/profile & vicinity to habitat of land must be specified.	It is envisaged to develop the convention centers in the vicinity of the cities mentioned in the notice. The exact location and profile of the land will be provided during the RFP process at a later stage.

**Sd/-**  
(K.SAMBASIVA RAO)  
**Vice Chairman & Managing Director**  
**INCAP**