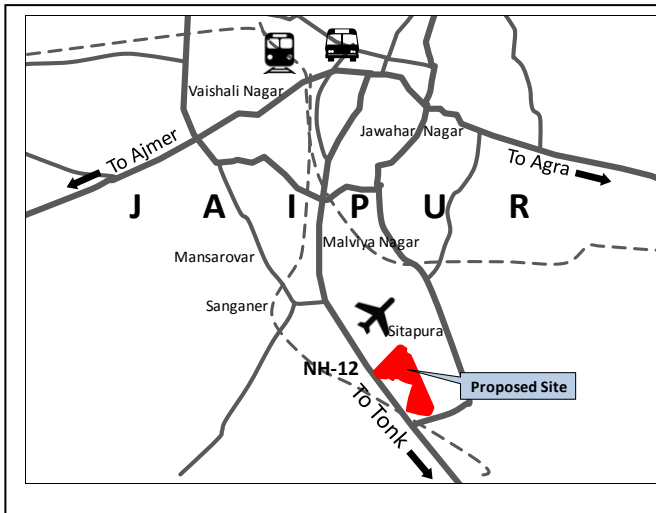


RIICO INVITES APPLICATIONS FOR DEVELOPMENT OF EXHIBITION-CUM-CONVENTION CENTRE, JAIPUR ON 42 ACRES PRIME LAND ON PUBLIC PRIVATE PARTNERSHIP (PPP)

Project: Rajasthan State Industrial Development & Investment Corporation Ltd (RIICO) intends to develop an Exhibition cum Convention Centre (the "Project") to position Jaipur as a MICE (Meetings, Incentives, Conference & Exhibition) Tourism Hub of Northern India.

Site Details: RIICO has earmarked a land parcel admeasuring **42 acres** for development of the proposed Project on a Public Private Partnership (PPP). The site is located on National Highway 12 (NH-12) at Sitapura Industrial Area, Jaipur at a distance of about **5 km from International Airport** and about 16 Km from the city



centre.

For the purpose of selection of private developer and for award of the Project, RIICO invites proposal from reputed and experienced private sector participants (fulfilling eligibility criteria as prescribed in RFP document) for developing the Project on Public Private Partnership (PPP).

Salient Information, Document Availability & Timelines:

Bid Summary	Can be downloaded from www.riico.co.in or www.pdcor.com
RFP Document	Can be purchased from RIICO on payment of non-refundable Demand Draft of Rs. 10,000/- (Rupees Ten Thousands only) , in favour of 'RIICO Limited' payable at Jaipur
Sale of RFP Document	From 4 th July 2011
Pre Bid Meeting	On 20 th July 2011 at RIICO
Due date & time for submission of Bids	Till 15:00 Hrs on 12 th August 2011

Note:

1. Any change / addendum / corrigendum shall be notified at RIICO website (www.riico.co.in) only.
2. RIICO reserves full right to change, modify or annul the bidding process entirely or in part at any time and without assigning any reason whatsoever.
3. RIICO reserves full right to accept or reject all or any bid, so received, without any liability or obligation for such acceptance or rejection without assigning any reason whatsoever.

For any further information or clarification, contact:

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BID SUMMARY

S. No.	Key Information	Details
1.	Project Title	Exhibition-cum-Convention Centre (E&CC) at Sitapura, Jaipur
2.	Location	Land admeasuring 42.0 acres located on National Highway 12 (NH-12) at Sitapura Industrial Area, Jaipur at a distance of about 5 km from International Airport and about 16 Km from the City Railway Station and Central bus stand.
3.	Grantor of Authorization	Rajasthan State Industrial Development and Investment Corporation Limited (RIICO)
4.	Minimum Development Obligations/Essential Facilities	<p>Exhibition cum Convention Center</p> <ul style="list-style-type: none">• Two Indoor Exhibition Halls of minimum 10,000 sqm each – Bidder will be required to make available at least 10,000 sqm of exhibition space (permanent or temporary in nature) along with support infrastructure as per requirements of RIICO for organizing two events viz. Cera Glass (to be held in December 2012) and Stone Mart (to be held in January 2013).• One Outdoor Exhibition Space of minimum 10,000 sqm• Multi-Purpose Convention Hall with modular retractable seating arrangement for 500-1000 delegates,• Two Meeting Halls of 50 and 30 Pax capacity each,• Two Board Rooms with 30 Pax capacity each,• Two VVIP Lounges with 30 Pax capacity each,• Administrative and Office Space,• Food and Beverages Facilities,• Provision of car parking to be made as per RIICO / Local Building Bye-Laws,• Other common and support facilities such as internal roads, street lights, water harvesting system, solid waste disposal, main sewer line, water supply including storage tank(s), transformer, electrical sub-station, green patches etc. <p>Any other facility in addition to facilities listed above which are incidental to the use of Exhibition cum Convention Centre.</p>

5.	Optional Facilities	<ul style="list-style-type: none"> • Four-Star or above category of Hotel with minimum 200 Keys • Business Centre, Commercial Development • Any other development with the approval of RIICO
6.	General Development Guidelines	<p>(a) Bidder shall follow all Town Planning/JDA Norms and any other Building Bye laws as applicable including Bye laws of RIICO</p> <p>(b) The following functions / products are not permitted for development</p> <ul style="list-style-type: none"> • Industrial activities • Hostel • “Warehousing” (except such warehousing facility which is incidental to the use of Exhibition-cum-Convention Centre)/ Wholesale Activity • Car Service Garage • Large Workshops • Other environmentally incompatible functions • Any other development which is in conflict with the interest of operations and functions of RIICO <p>(c) Site Services: Bidder shall have to make provision of following services on its own</p> <ul style="list-style-type: none"> • Electric Sub-station • Sewage Treatment Plant (if required) • Main Water Supply Line • Storm Water Disposal • Rain Water Harvesting System • Solid Waste Disposal • Fire Fighting Services
<p>The details of the Development Guidelines are provided in Annexure A10.</p>		
7.	Estimated Project Cost	Rs. 216.65 crore (Rupees two hundred sixteen crore and sixty five lacs only)
8.	Institutional Structure for Implementation	<p>Special Purpose Company (SPC) under the Company’s Act, 1956.</p> <p>Even, in case of a single firm being the ‘Preferred Bidder’, SPC formation would be mandatory.</p>
9.	Authorization Format	Design, Engineer, Finance, Construct, Market, Operate, Maintain and Transfer

10. Authorization Period 60 years (including construction period) from the Compliance Date, unless terminated earlier.

11. Construction Period for Minimum Development Obligations 24 (twenty four) months
The above stated time lines shall become applicable from the Compliance Date.

12. Land Use Industrial

13. General Building Bye Laws Building bye laws are as follows:

Maximum Ground coverage	Minimum Set Backs (M)				Maximum Height	FAR
	Front	Side	Side	Rear		
35%	18.0	9.0	9.0	9.0	as per clause 2.4*	1.00

* Refer RIICO's "Disposal of Land Rules, 1979" for further details.

14. Bid Submissions Outer Envelope

a) Envelope I	:	Bid Security & Proof of purchase of Bid documents
b) Envelope II	:	Technical Bid
c) Envelope III	:	Price Bid

15. Bid Security A Bidder is required to deposit, along with its Bid, a bid security of Rs.1.50 crore (Rupees One crore and fifty lacs only) (the "Bid Security"). The Bidders will have an option to provide Bid Security in the form of a demand draft in favour of "RIICO Limited" payable at Jaipur or a Bank Guarantee in favour of "RIICO Limited" as per format at Annexure A8 of this RFP, which can be invoked at any of the Bank's branch at Jaipur. The validity period of the demand

draft shall not be less than 180 (One hundred and eighty) days and in case of a Bank Guarantee, 240 (two hundred and forty) days from the Bid Due Date. The period of 240 days in case of Bank Guarantee shall be inclusive of a claim period of 60 (sixty) days, and may be extended as may be mutually agreed between the Authority and the Bidder from time to time.

16. Eligibility Criteria for the bidder

Financial Criteria:

The Bidder should have

- **Average Annual Turnover of Rs. 75.00 crores (Rupees Seventy Five Crores only)** in any three past consecutive Financial Years (2007-08, 2008-09, 2009-10 or 2008-09, 2009-10, 2010-11) as per the Audited Balance Sheet.

and

- **Minimum Net-worth of Rs. 50.00 crores (Rupees fifty crores only)** {(Subscribed and Paid up Equity Share Capital + Free Reserves) – (Revaluation Reserves + miscellaneous expenditure not written off + accrued liabilities)} as on 31st March, 2010 or 31st March, 2011 as per the Audited Balance Sheet.

Technical Experience Criteria:

A. Development Experience

Developed/Constructed a Commercial Complex / Shopping Mall / Integrated Commercial Office Space with all Business support facilities and infrastructure facilities of minimum total built-up area of 5,00,000 square feet (total area in not more than three locations) in last 10 financial years in India or abroad.

OR

Developed/Constructed Hotel / Hotels of Four (4) Star or above category having 100 rooms (in a single facility) in last 10 financial years in India or abroad.

OR

Developed/Constructed a Convention Centre of minimum capacity of 1000 delegates (in a single facility) in last 10 financial years in India or abroad.

OR

Developed/Constructed an Exhibition Centre / Facility of total built-up area of 1,00,000 square feet (permanent structures having a total area in not more than two facilities) in last 10 financial years in India or abroad.

B. Operation & Maintenance Experience

The preferred bidder /Authorizee shall be required to provide a binding agreement / contract before the Compliance Date with an entity having Operating & Managing experience in any of the following categories continuously for a minimum period of 3 (three) years in last 10 (ten) years in India or abroad as on the date of the letter of acceptance:

A Convention/Conference facility of minimum total capacity of 1000 delegates (in a single facility),

OR

A Hotel of Four (4) Star or above category having a minimum 100 rooms (in a single facility)

OR

An Exhibition Centre /facility of minimum total area of 50,000 sq ft. (in a single facility)

High Net Worth Criteria

- Prospective bidders having High Networth of Rs 750.00 crore (Rs. Seven Hundred and Fifty Crores only) and above as on 31st March, 2010 or 31st March, 2011 as per the Audited Balance Sheet, will be exempted from the Technical Experience Criteria (Development) mentioned above.

OR

- Real Estate Infrastructure Funds having Assests under Management (AUM) of Rs. 1000.00 crores (Rs. One Thousand Crores only) and above as on March 31, 2010 or 31st March, 2011 as per the Audited Balance Sheet, will be exempted from the Technical Experience Criteria (Development) mentioned above.

OR

- **Core Infrastructure Companies** with Networth of Rs 500.00 crore (Rs. Five Hundred Crore only) and above as on 31st March, 2010 or 31st March, 2011 as per the Audited Balance Sheet, will be exempted from the Technical Experience Criteria
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(Development) mentioned above. **Core Sector** would be deemed to include road, power telecom, ports, airports, railways, metro rail, industrial parks / estates, logistics parks, dams and bridges.

However, in case of High Net Worth Criteria, the bidder shall have to demonstrate the High Net Worth independently and not the consortium as a whole. They are also required to provide a binding agreement/contract before the Compliance Date with an entity having Operating & Managing Experience as specified above.

17. Payments to be made by the Preferred Bidder
- a) **Total Annual Premium:** The minimum 'Reserve Annual Premium' of Rs. 1.5 crore (Rupees One Crore Fifty Lacs only) plus 'Additional Annual Premium' as quoted by the bidder. The Total Annual Premium shall be escalated by 15% every three years on compounding basis. Taxes as applicable shall also be payable by the Preferred Bidder.
 - b) **Project Development Fee:** The Preferred Bidder shall pay a Success Fee of Rs. 2.15 crore (Rupees Two Crore and Fifteen Lacs only) to PDCOR for project development. Taxes as applicable shall also be payable by the Preferred Bidder.
 - c) **Urban Assessment Rent:** No Urban Assessment Rent is applicable as on the date of issue of this RFP. However, the Authorizee will be required to pay any such rent as may be imposed by RIICO / GoR at a later stage.
 - d) **Annual Lease Rental:** The Preferred Bidder shall, effective from the date of signing of Land Lease Agreement (Lease Deed) and during the Authorization Period, shall pay Annual Lease Rentals to RIICO. The Annual Lease Rentals for the project site is Re. 1.00 (Rupee One only) per acre. Taxes as applicable shall also be payable by the Preferred Bidder.
 - e) **Other Statutory Payments in Accordance with RIICO Disposal of Land Rules, 1979:** Preferred Bidder shall pay to Grantor Economic Rent, Service Charges including Fire Station Charges and any other charges, cess, duties as leviable under RIICO's "DISPOSAL OF LAND RULES, 1979" and will be subject to change as and when revised by RIICO.

18. Price Bid
- Total Annual Premium:** The Reserve Annual Premium as fixed by RIICO is Rs. 1.5 crore (Rupees one crore fifty lacs only). The Bidder shall quote "Additional Annual Premium" over and above Reserve Annual Premium.
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19.	Complimentary Facilities	The Preferred Bidder shall be obliged to provide free usage of the Exhibition-cum-Convention Centre to the Government of Rajasthan/RIICO or their nominated agency or authorized entity for a maximum total period of 15 (fifteen) days in a Financial year. This shall however exclude food, beverages as well as stay in hotel.
20.	Selection Parameter	Maximum 'Total Annual Premium'.
21.	Technical Specifications	As per applicable Bureau of Indian Standards Codes and other Indian & International Standards and practices.
22.	Bid Validity	180 Days from the Bid Due Date.
23.	Signing of Authorization Agreement (AA)	<p>The Preferred Bidder would be issued a Letter of Award (LoA), inviting to sign the Authorization Agreement (AA) on fulfilling conditions precedent.</p> <p>The Preferred Bidder shall return a duplicate copy of Letter of Award (LoA) as issued by RIICO, duly signed by Authorized Signatory within 7 (seven) days from the date of issue of LoA.</p> <p>Within 30 days from the date of issue of LoA, the Preferred Bidder shall sign the AA with RIICO, provided that the payments including Construction Performance Security and Project Development Fee as defined earlier, have been made by the Preferred Bidder. The period of 30 days has been provided to the Preferred Bidder so that it can incorporate the SPC as per the terms of the RFP document and does such other acts as are required prior to the signing of AA.</p>
24.	Responsibilities of the Successful / Preferred Bidder	<ul style="list-style-type: none"> <li data-bbox="695 1430 1484 1486">i. Submit a detailed Master Plan along with working drawings within stipulated time. <li data-bbox="695 1507 1484 1564">ii. Procure required clearances for commencing and implementing the Project. <li data-bbox="695 1585 1484 1642">iii. Achieve Financial Closure for the project including mobilizing of debt and equity. <li data-bbox="695 1663 1484 1719">iv. Develop and implement all the common infrastructure and facilities earmarked for the project. <li data-bbox="695 1740 1484 1797">v. Maintain and improve the project facilities over time to provide the desired levels of service to the users. <p data-bbox="678 1854 1484 1883">Fulfill all other terms & conditions set forth in bidding documents</p>

during the Authorization Period.

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| 25. | Construction Performance Security | Performance | The Preferred Bidder shall within 30 (thirty) days from the date of Letter of Award provide a Construction Performance Security of Rs. 5.00 crores (Rupees Five Crores only) to RIICO as per format placed at Appendix XII of the Draft Authorization Agreement. |
| 26. | Operation & Maintenance (O&M) Security: | Performance | The Authorizee shall for due and punctual performance of obligations during the Operations Period, furnish an irrevocable and unconditional Bank Guarantee (as per format placed at Appendix XIII of the Draft Authorization Agreement) from Nationalized/Scheduled Bank having a branch at Jaipur, Rajasthan, for an amount equivalent to the 'Total Annual Premium' or Rs. 2.50 crores (Rupees two crore fifty lacs only) whichever is higher. The amount for the Bank Guarantee shall be escalated by 15% on compounding basis every 3 (three) years. |
| 27. | Incentive for early / timely completion and compensation for delayed completion | | <p>Preferred Bidder shall be entitled to get incentive for timely completion of the Essential Facilities as under:</p> <ul style="list-style-type: none"><li data-bbox="711 995 1497 1129">i. Project Completion occurring within a time period of 18 months from Compliance Date the Total Annual Premium shall become payable only after 36 months from Compliance Date.<li data-bbox="711 1155 1497 1289">ii. Project Completion occurring after 18 months but before 24 months from Compliance Date the Total Annual Premium shall become payable only after 24 months from Compliance Date. <p>Preferred Bidder shall be liable to pay compensation to the Grantor for any delay in completion of the Essential Facilities as provided hereunder:</p> <ul style="list-style-type: none"><li data-bbox="711 1453 1497 1696">i. In the event that Project Completion does not occur on or before the Scheduled Project Completion Date for any reasons attributable to Authorizee, the Grantor shall be entitled to recover liquidated damages from the Preferred Bidder at the rate of Rs 5.00 lacs (Rs five lacs only) per day for each day of delay subject to a maximum of Rs 5.00 crores (Rs five crores only) for a delay of 100 days.<li data-bbox="711 1717 1497 1814">ii. For any delay beyond 100 days, the Grantor shall have the right to terminate the Agreement in accordance with the provisions of RFP. |

28. Schedule of Bid Process	S.No.	Activity	Date
	(i)	Issue of RFP	From July 4 th , 2011
	(ii)	Pre Bid Meeting	At 15:00 hrs on July 20 th , 2011 at RIICO
	(iii)	Due date and time for submission of Bids	Till 15:00 Hrs on August 12 th , 2011
	(iv)	Opening of Technical Bids	At 15:30 Hrs on August 12 th , 2011
	(v)	Opening of Financial Bids	To be intimated in due course