



Pre - Bid Presentation

INLAND CONTAINER DEPOT AND ALLIED SERVICES NEAR SILIGURI ON PUBLIC PRIVATE PARTNERSHIP

Siliguri Jalpaiguri Development Authority

16 July ,2013



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Project Introduction

| | |
|--------------------------------|---|
| Project | Development and Operations of Inland Container Depot (ICD) with allied services |
| Location | Dabgram Mouza, Jalpaiguri Dist near New Jalpaiguri Railway Station |
| Area | 24.5 Acres |
| Implementing Authority | Siliguri Jalpaiguri Development Authority (SJDA) |
| Proposed Components | <ul style="list-style-type: none"> • ICD as per standards prescribed by IMC; • Railway Siding • Other Warehousing Area and Logistic related activities; • Common Facilities – Petrol pump, OHR, Transformer, Eateries, etc. |
| Existing Infrastructure | <ul style="list-style-type: none"> • Two types of warehouses – with and without cooling facilities (approx. 6,000 sq.ft each) • Support civil, electrical and HVAC facilities |
| Distances | <ul style="list-style-type: none"> • NJP Railway Station – within a Km • SH-12A (Jalpaiguri Highway) – 5-7 kms • NH-31C (Sevoke Highway) – 10-11 kms |

Project Location



International boundary

Important linkages



Site in the regional setting

Distances from International boundary:

Nepal (naxalbari) : 40 kms

Bangladesh (Fulbari) : 18 kms

Site Connectivity



JONES LANG
LASALLE®



SILIGURI JALPAIGURI
DEVELOPMENT AUTHORITY

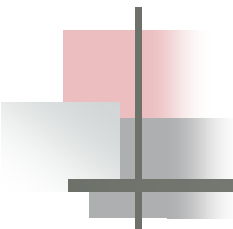
Region Profile

| | |
|---------------------------------|---|
| Location / Region | Siliguri City, SJDA Area |
| Area | Siliguri Municipal Corporation - 41.9 sq. Km Siliguri Jalpaiguri Planning Area (SJPA) – 1267 sq. Km |
| Population (Census 2011) | 509,709 (SMC); 1.58 Mn (SJPA) in 2001; 1.7 Mn (SJPA) estimated in 2011 |
| Geographic Location | 88° 26'E - Longitude and 26° 43' N – Latitude; Altitude: 122 m above the mean sea level |
| Connectivity | Air: Bagdogra International Airport Road: Major internal roads are Hill Cart Road, Bidhan Road and Sevoke Road. SH-12 A, NH-31 and 31A are highways connecting other states. Rail: Well connected by rail network to all major cities in the country. |
| Growth Potentials | <ul style="list-style-type: none"> • Gateway to north-east India, Bhutan, Nepal, Bangladesh and Myanmar • Location advantages - connected by road, air and rail • Major Economy – Tea, Floriculture, Pineapple, Agro-based Industry and Construction materials |
| Development Constraints | <ul style="list-style-type: none"> ❑ City level infrastructure is yet to develop to its highest potential ❑ Trade Routes to the ASEAN trade blocks yet to develop |

Demand Indicators – Trade in the Region

Exports from the Region

- Tea is the major export produce from this region. **Approx. 20% of the tea-production gets exported-, which amounts to be 60 MKGs (Million Kgs) annually;**
- Major Countries to Export - CIS-27%, Major W.European Countries – 16%, Mid-East Countries – 15%, Pakistan – 12%, USA/Canada – 7%, Others – 23%.
- Other produce of exports include **Fruits (mostly Pineapple), Flowers, Cactus, Construction Materials, etc.**
- **Pineapple Production** - West Bengal and Assam contributes 40%; West Bengal, Bihar and North-East India contributes 80% of Production;
- Total Exports of Pineapple from the Region is around **1800 to 2200 Tonnes per annum;**
- Major Countries to Export Pineapple- Nepal-30%, Mid-East Countries – 45%, Maldives – 12%, Bangladesh – 7%, Others – 6%.
- **Total exports – 11,000 to 12,000 TEUs of containers are required annually.**



Demand Indicators – Trade in the Region

Potential Opportunities in the Region

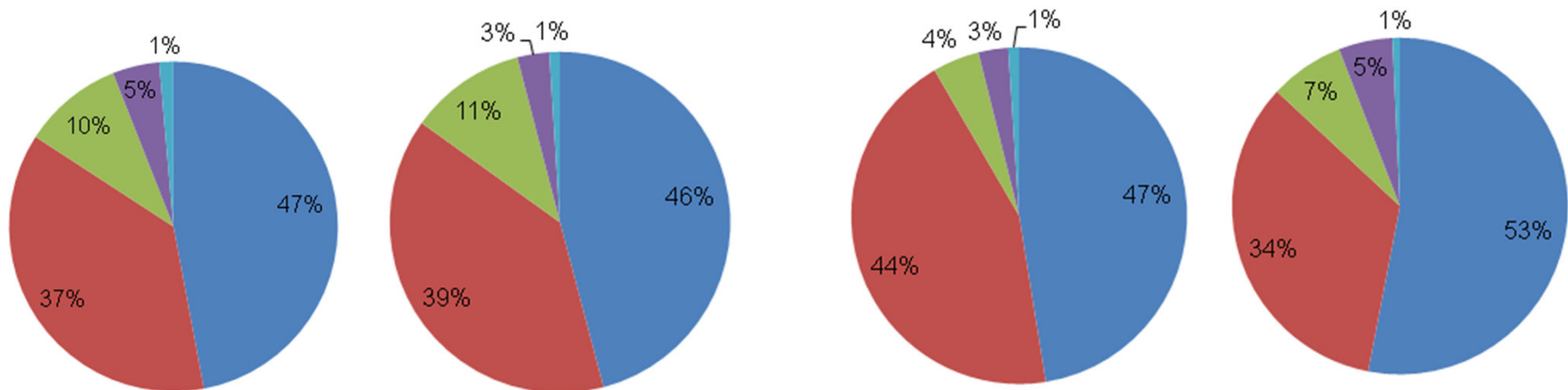
- Myanmar: Exports- INR 3,000 Cr (approx.); Imports – INR 7,500 Cr (approx.) in 2012-13
- Bangladesh: Exports- INR 28,000 Cr (approx.); Imports – INR 3,500 Cr (approx.) in 2012-13
- Nepal: Exports- INR 16,500 Cr (approx.); Imports – INR 3,000 Cr (approx.) in 2012-13
- Bhutan: Exports- INR 1,300 Cr (approx.); Imports – INR 900 Cr (approx.) in 2012-13

Source: Ministry of Commerce, Govt. of India

Demand Indicators – Movement of Goods

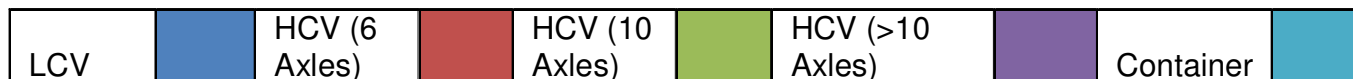
Goods Movement

- Approx. 2500 to 3000 Goods vehicle ply (both ways) on NH-31C and SH-12 A per day. However, only 5% of these are containers or large HCVs; (Source: JLL Traffic Survey, Apr - 2013);
- In-coming goods traffic by train to Siliguri is around 6-8 trains per week. Each train consists of 40-42 wagons. Most of these are for local consumers. The on-going goods traffic is of lower volume. (Source: Traffic and Transportation Master Plan for Siliguri Jalpaiguri Planning Area 2030);
- Most of these goods are stored in Govt. warehouses / storages.



Goods Movement – NH-31C

Goods Movement – SH-12A





Demand Indicators – Warehousing

Warehousing Areas

- Apart from the Govt. Warehouses, **the privately owned warehouse is around 11.0 lakhs sq.ft in or near Siliguri**. Bulk of these warehouses (over 65%) are allocated for Tea; (Source: Association of Warehousing Owners, Siliguri; and JLL Market Survey)
- The average size of these warehouses is approx. 10,000 sq.ft;
- The increase in the requirement is modest and can be pegged at 8% to 10% per annum;
- In the next 7-8 years, the subject site can offer warehousing space (approx. 3.0 lakhs), which is 30% of the increase in demand.
- The average warehousing rentals near the site vary from INR 9/ sft/ month (on Bypass Road) to INR 14/ sft/ month (on SH-12 A and NH-31C).

Demand Indicators – ICDs in the Region

ICDs in the Region

- No ICDs in 400 km radius of the subject site;
- As per IMC, minimum requirement of area for ICD is 10 acres, and min. no. of TEUs is 6000.



| | |
|-------------|--|
| West Bengal | Haldia, Durgapur, Cossipore, Purba Medinipur, Khidderpore, |
| Jharhand | Jamshedpur |
| Bihar | Fatuha |
| Odisha | Balasore, Kalinganagar |
| Assam | Amingaon |

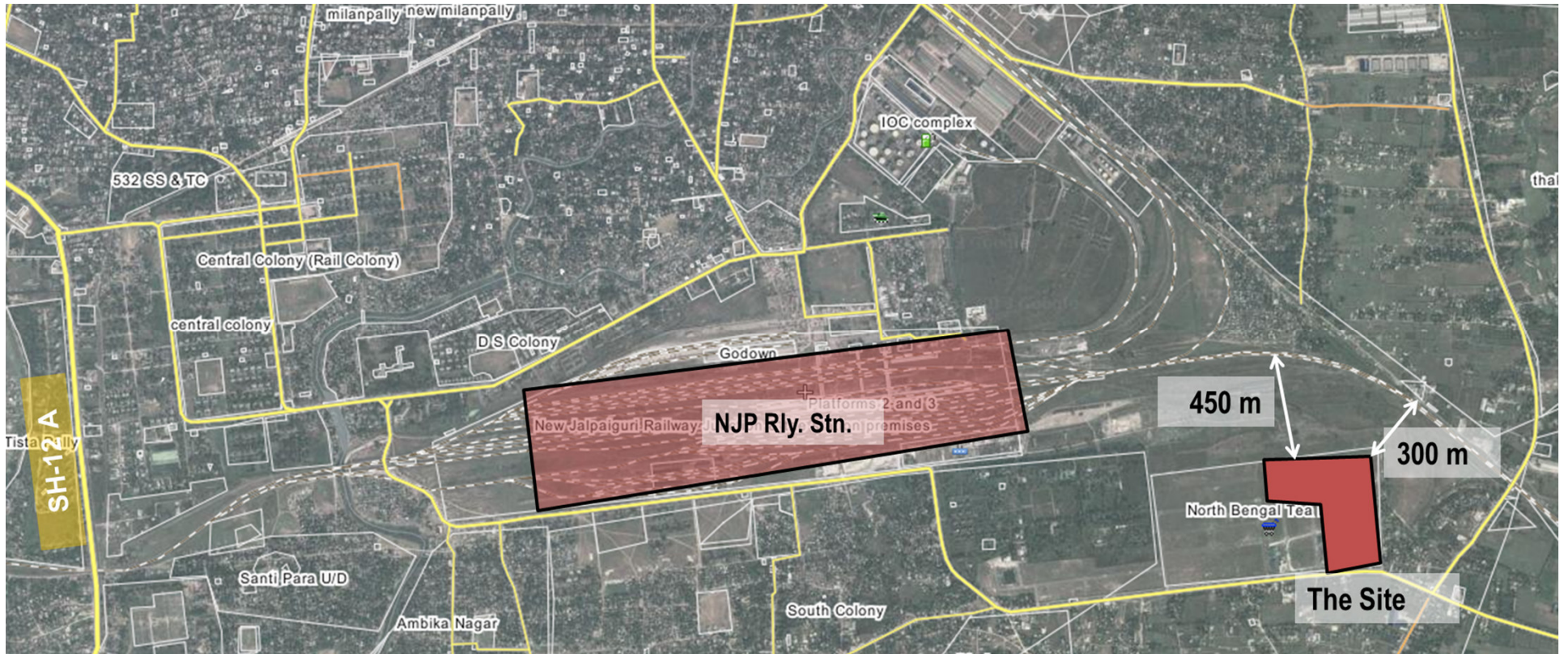
Site Attributes

Important Distances

- New Jalpaiguri Railway Station – Less than 1 km; Tea Park – Adjacent to the site;
- Warehousing Area – within 5km radius;
- SH-12 A – 5 to 7 kms.
- Petrol Pump – 200 m



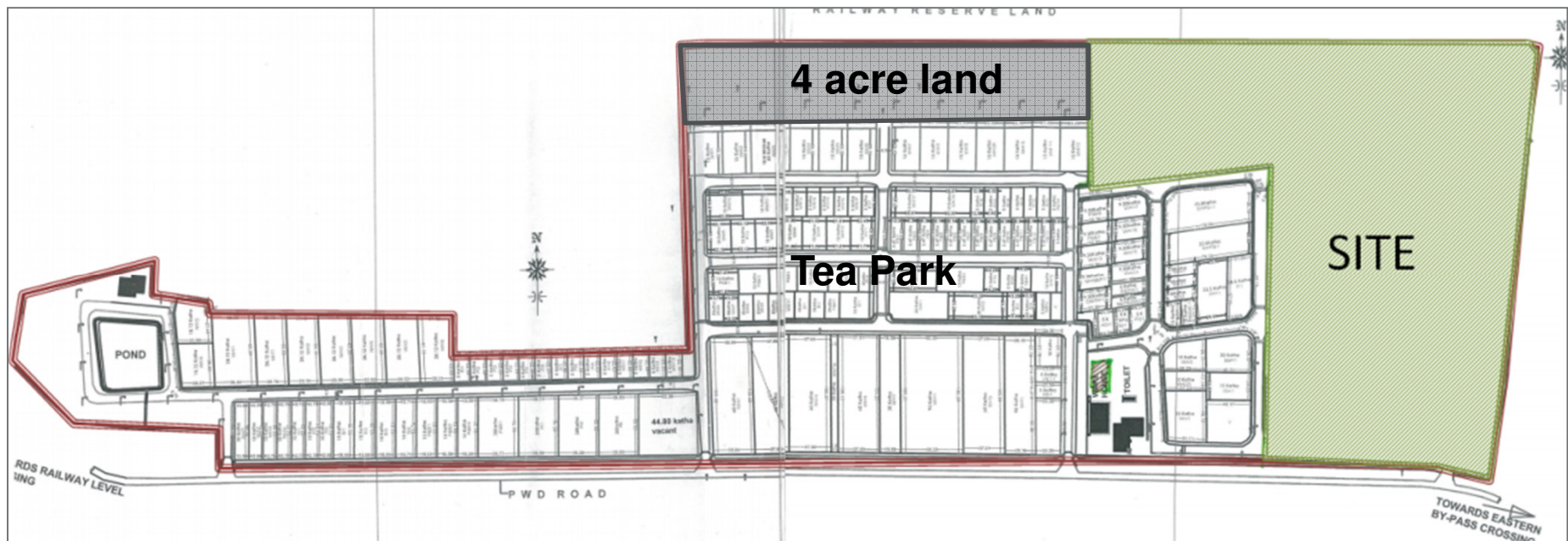
Site Attributes



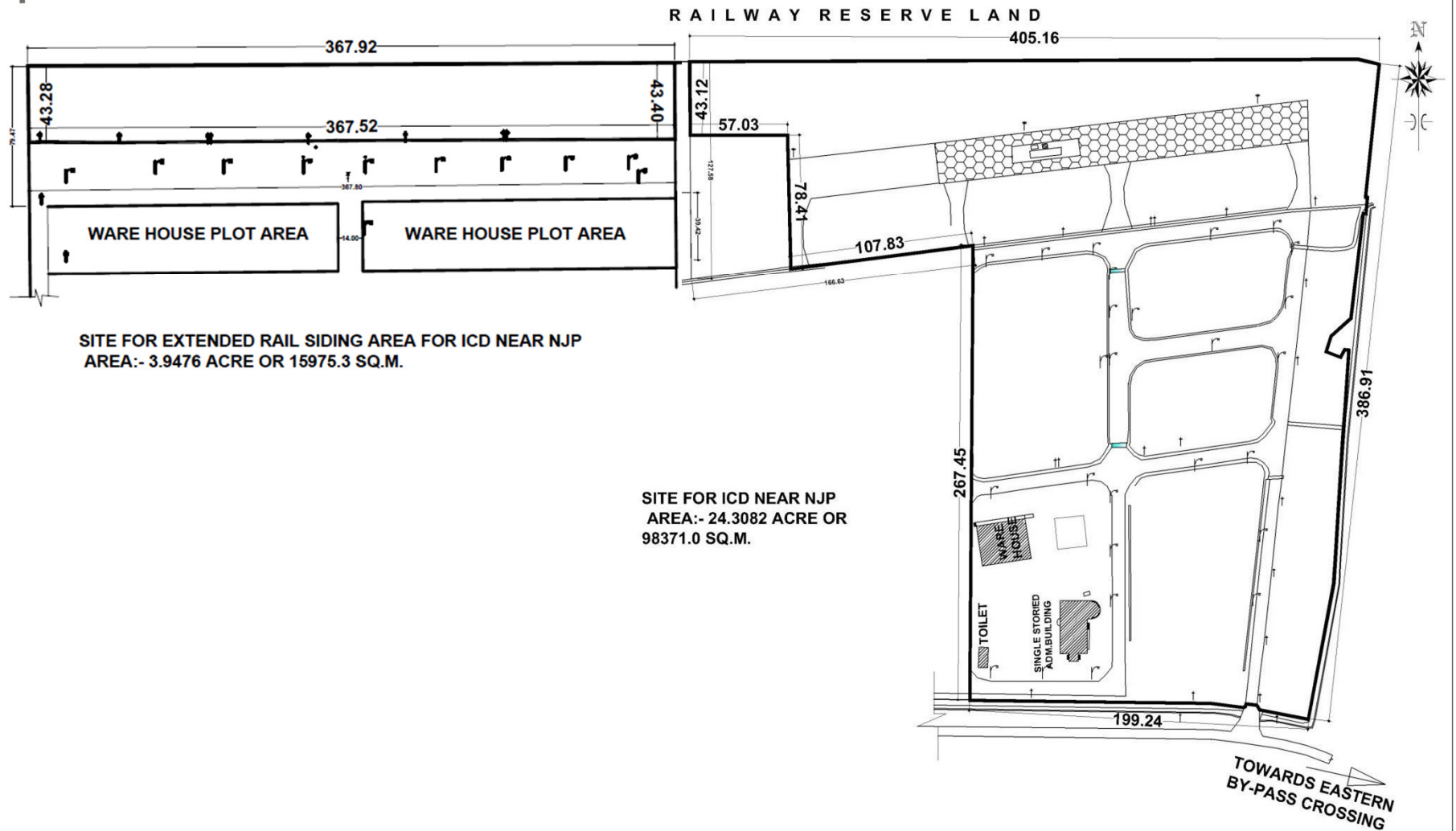
Site Attributes

Important Facts

- Total Area – 24.5 acres (excl. the part of rail-siding area);
- Width of the access road – 8 m (Black Top), 30 m (RoW);
- Development on site – Land Fill, Boundary wall, Internal Roads, drains, OHT, 2 no. warehouse, admin office, power and water supply provision
- Rail head within a Km.
- Approx.4 acre land available with SJDA adjacent to the site for possible Rail Siding



Site Attributes



Project Attributes (Illustrative)

| | |
|--|--|
| Implementing Authority | Siliguri Jalpaiguri Development Authority (SJDA) |
| Location | Dabgram Mouza, Jalpaiguri District near New Jalpaiguri Railway Station |
| Area | 24.5 acres |
| Possible Components <i>(for illustration only)</i> | <ul style="list-style-type: none"> • ICD – 10 acres as per min. size requirement prescribed by IMC; • Warehousing Area – 12 acres – Approx. 3.0 lakh sq.ft BUA; • Common Facilities – Petrol pump, OHR, Transformer, Eateries, etc. |
| Existing Infrastructure | <ul style="list-style-type: none"> • Two types of warehouses – with and without cooling facilities • Support civil, electrical and HVAC facilities |
| Distances | <ul style="list-style-type: none"> • NJP Railway Station – with in a Km • SH-12A (Jalpaiguri Highway) – 5-7 kms • NH-31C (Sevoke Highway) – 10-11 Kms |

Project Brief

| | |
|--|---|
| Concession Period | 30 years Concession (renewable on mutually agreed terms and conditions) |
| Bidder | Single entity or Consortium of Max. three firms |
| Single Stage 2 Envelope Proposal Submission | The outer enveloper should contain a. Envelope I – Technical Proposal b. Envelope II - Financial Proposal |
| Bid Criteria | Highest Maximum Annual Concession Fee for 1 st Year |
| Bid Validity | 180 days from last date of submission of Proposal |
| Bid Security | INR 25 lakh |
| Validity of Bid Security | 180 days from last date of submission of Proposal |
| Performance security | 10% (Bidders' Investment + SJDA's Investment) Here, Bidders' Investment shall be the amount of Investment as specified by the Bidder in their Technical Proposal in Format 9 and SJDA's Investment shall be the amount already invested by SJDA into the Project i.e INR14 Crore |
| Validity of Performance security | Till the issuance of Project Completion certificate from the date of submission of performance security. |
| Institutional Structure | Special Purpose Vehicle (SPV) to be formed by the preferred bidder under Company's Act 1956 |



Implementation Structure

- ☐ A Consortium of **maximum 3 members** will be allowed to participate in the selection process
- ☐ Lead member to have minimum **26% equity in Project SPV**
- ☐ Other members to have **minimum 10% equity** in Project SPV



Payment of Consideration

Annual Concession Fee

- Annual Concession Fee for the 1st Year shall be payable upon signing of the Concession Agreement
- Annual Concession Fee for next Year shall require to be covered through Bank Guarantee in favour of SJDA and the same shall be submitted upon payment of the respective Annual Concession Fee
- Bank Guarantee for the respective Concession Year shall be released upon payment of Annual Concession Fee and Bank Guarantee for the next Annual Concession Payment
- Annual Concession Fee shall be escalated by 10% in every 5 Years



Bid Parameter & Upfront Consideration

Whoever quoted the highest Annual Concession Fee for Year 1 is the Preferred Bidder

Concession Agreement shall be signed between SJDA and the preferred bidder after the preferred bidder has:

- Paid to SJDA the Upfront Premium cum reimbursement of Project Development Expenses of INR2.50 Crore plus Applicable Service tax
- Paid to SJDA the Requisite Bank Guarantee of as Performance Security.



Eligibility Criteria

Experience

Technical Criteria

- ✓ Bidder (Single or Consortium) to demonstrate the capability, as developer or operator of **at least one project** in any of the following categories: Industrial Park, SEZ , Logistics Parks, FTWZ, Container Freight Station / ICD, Rail Terminal Operator, Warehouse Developer / Operator, Cold Storage Operator / Developer, Material Handling Service Provider through Railways or any other Infrastructure Project (of more than INR 100 Cr. in the last 5 years)

(Certification from Chartered Accountant to be provided as specified)

Financial Criteria

- ✓ Combined Minimum Net Worth: INR10 Crores (Rupees Ten Crores only) as on 31 March 2012 and Combined Annual Turnover: INR30 Crores (Rupees Thirty Crores only) during last 3 Financial Years ending 31 March 2012.

(Certification from Chartered Accountant to be provided as specified)



Proposal Requirements

Substantially Responsive Proposal

- ✓ Is received by the Proposal Due Date including any extension there of;
- ✓ Is signed, sealed and marked as stipulated in the RFP document;
- ✓ Is accompanied by the Power of Attorney in the format specified;
- ✓ Is accompanied by Bank Guarantee towards Proposal Security (INR 25 lakh);
- ✓ Is accompanied by Demand Draft towards Cost of RfP document (INR 10,000/-);
- ✓ Contains all the information as requested in the RFP
- ✓ Mentions the validity period
- ✓ Formats of General Documentation i.e Format 1 to Format 10 completed in full as applicable and submitted with the Technical Proposal & Format 11 submitted as Financial Proposal
- ✓ Chartered Accountant's certificate for Net-worth, Annual Turnover & Project experience and eligibility



Formats to be submitted with Technical Proposal

- Format 1: Cover Letter
- Format 2: Description of the Bidder (Single or Consortium)
- Format 3: Project Experience (duly certified by Chartered Accountant)
- Format 4: Financial Qualification along with Audited Annual Accounts for last 3 years (duly certified by Chartered Accountant)
- Format 5: Power of Attorney for Appointing the Lead Member Company (duly notarized)
- Format 6: Power of Attorney for Authorised Signatory (duly notarized)
- Format 7: No Deviation Certificate
- Format 8: Consortium Agreement (duly notarized)
- Format 9: Project Implementation Work Plan and Capital Investment Plan (Excluding Annual Concession Fee to be payable to SJDA)
- Format 10: Bank Guarantee for Proposal Security
- Cost of RfP Document



Tenants of Development Agreement

- ☐ The Project Scope includes:
 - ✓ conceptualizing, planning, designing, financing, construction of Inland Container Depot and allied facilities & infrastructure
 - ✓ obtaining the Applicable Permits under the Applicable Law
 - ✓ marketing of the Project and generating revenue from the Project
 - ✓ operating and maintaining the Project
- ☐ Formal possession of the Site will be handed over on signing of the Concession Agreement
- ☐ The site will be handed over on “as is where is” condition
- ☐ The Developer will have right to create mortgage/ charge over the development right for availing finance
- ☐ The Concession Period of 30 years shall be renewable on mutually agreed terms
- ☐ Upon expiry of Concession Period, the Project will vest with SJDA free from all encumbrances



Developers obligations

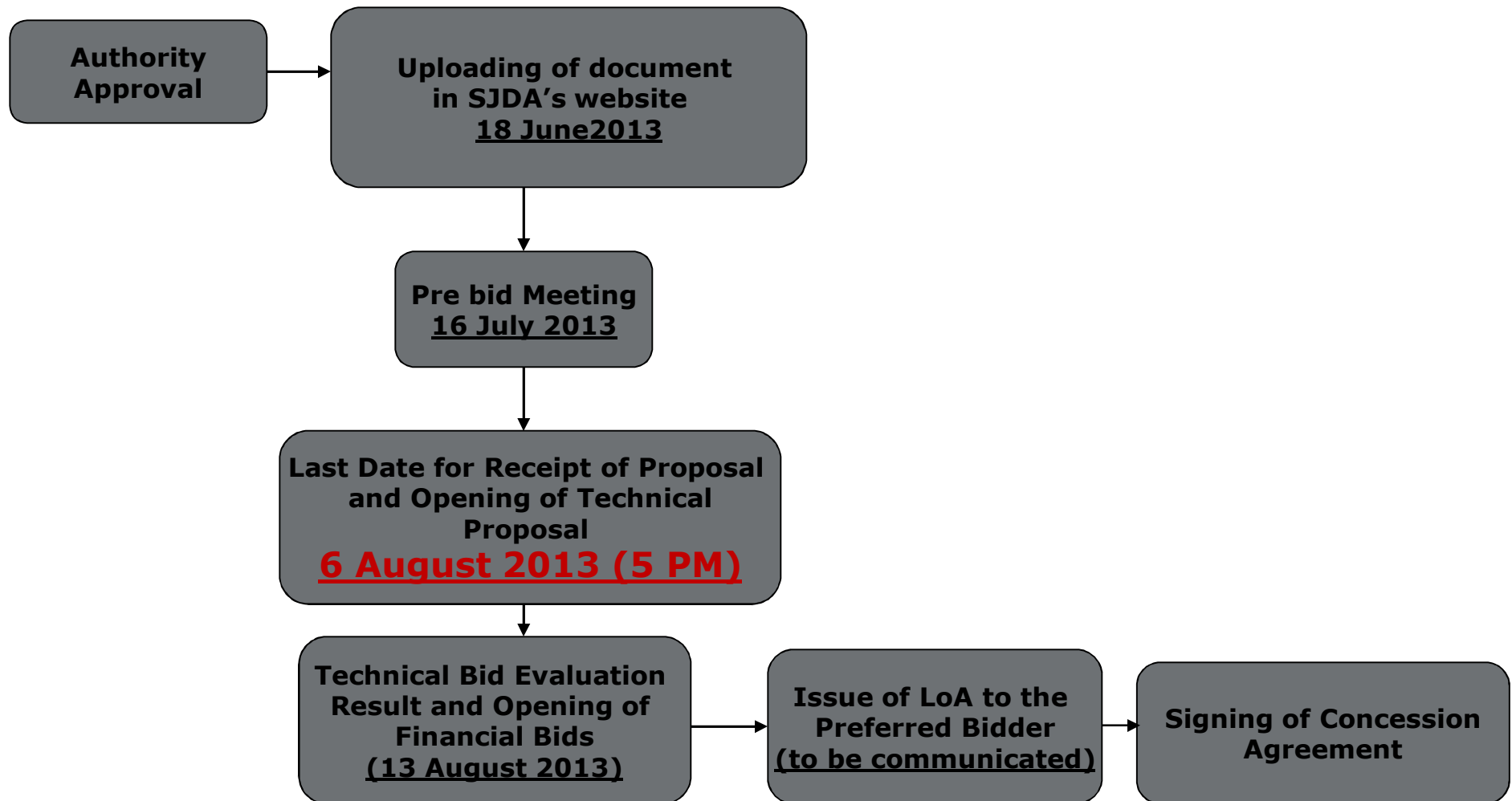
- ☐ Compliance of development controls mentioned in the RfP;
- ☐ Undertake time bound execution of the Project;
- ☐ Make timely payment of consideration to SJDA;
- ☐ Follow all relevant act, rules, regulations, guideline during construction and post construction period;
- ☐ Responsible for compliance of relevant act, rules, regulation for their employees including employees of its subcontractors;
- ☐ Responsible for safety, soundness and durability of the Project;
- ☐ Maintaining the Site from all encroachments and take all steps to remove the same, if any.



SJDA's obligations

- ☐ enable the Developer to have access to the Site, free from encumbrances;
- ☐ permit use of the Site by the Developer without hindrance from SJDA or persons claiming through or under it;
- ☐ assist and provide all reasonable administrative support to the Developer in obtaining Applicable Permits including approval for Railway Siding and Inland Container Depot;
- ☐ upon written request from the Developer, assist the Developer in obtaining access to reasonable infrastructure facilities and utilities, including water, electricity and telecommunication facilities;
- ☐ provide full cooperation to the Developer in order to achieve the objectives of this Concession Agreement.

Timeline





Discussions....