



## **REQUEST FOR EXPRESSION OF INTEREST**

**For**

**LONG TERM LEASING FOR DESIGNING, FINANCING, BUILDING, OPERATING,  
MAINTAINING & TRANSFERRING PROPERTIES FOR HOTELS**

**Bihar State Tourism Development Corporation Ltd., Patna**  
(A Government of Bihar undertaking)  
Beerchand Patel Path, Patna- 800 001  
Phone :- +91-612-2222622 Fax No:- 0612-2506218  
web: [www.bstdc.bih.nic.in](http://www.bstdc.bih.nic.in) E-mail: [contactbstdc@gmail.com](mailto:contactbstdc@gmail.com)

Bihar State Tourism Development Corporation Ltd. (BSTDC) invites EXPRESSION OF INTEREST for LONG TERM LEASING FOR DESIGNING, FINANCING, BUILDING, OPERATING, MAINTAINING & TRANSFERRING HOTEL PROPERTIES in Patna in the State of Bihar”.

The dates and details for the submission of the EOI are as follows:

1	Issue of request for Expression of Interest	4 <sup>th</sup> March 2019
2	Date of EOI conference	15 <sup>th</sup> March 2019 at 11 AM
3	Place for EOI conference	Hotel Patliputra Ashok, Beer Chand Patel Path, Patna, Bihar 80001
4	Date & time for submission of EOI	22 <sup>nd</sup> April 2019 at 3 PM
5	Place for EOI submission	Hotel Kautilya Vihar, Beer Chand Patel Path, Patna, Bihar 80001
6	Time for submission of EOI document	10 AM - 5 PM on working days

Please note that while all the information and data regarding this request for EOI is accurate to the best of our knowledge within the considerations of scoping the proposed project, BSTDC holds no responsibility for the accuracy of this information and it is the responsibility of the proposed bidders to check the validity of data included in the document. Applicants are advised to visit the concerned properties to gain first hand information.

The applicants have to bear all the costs regarding the preparation, submission, presentation etc. with regard to this EOI. No such costs shall be borne or reimbursed by BSTDC.

The Documents can be downloaded at the website: [www.bstdc.bih.nic.in/tenders](http://www.bstdc.bih.nic.in/tenders).

**ONLY INTERESTED ENTITIES PARTICIPATING IN THE PROCESS OF EXPRESSION OF INTEREST SHALL BE ELIGIBLE TO PARTICIPATE IN THE BIDDING FOR RFPs TO BE RELEASED SUBSEQUENTLY**

## REQUEST FOR EXPRESSION OF INTEREST

for

### LONG TERM LEASING FOR DESIGNING, FINANCING, BUILDING, OPERATING, MAINTAINING & TRANSFERRING HOTEL PROPERTIES FOR HOTELS

Bihar Tourism Development Corporation Ltd. (BSTDC) proposes to lease out its properties on “*as is where is*” basis for designing, financing, building, operating, maintaining & transfer hotels in the following locations:

1. Sultan Palace, Patna
2. Hotel Patliputra Ashok, Patna
3. Hotel Plot at Bankipore, Patna

#### Sultan Palace

Sultan Palace, the Site is an old palatial building in Patna located on Beer Chand Patel Marg, measuring 4.8 acres of land approx. The Palace was built in 1922.

Located centrally in Patna, Sultan Palace connected with the city by Beer Chand Patel Road. Many important public and administrative buildings like Secretariat, Municipal Corporation, GPO, High Court, Museum are located within 1 Km. of the site.

The building of the palace occupies 0.5 acres of the land approx. apart from the main building, the rest of the structures are subsequent constructions and can be demolished to make way for the modern new construction to house a hotel and other appropriate facilities. It is proposed to retain the architecture and flavour of the property by retaining at least the front palatial part of the building by restoring it as a palace and modifying/ demolishing the rear portions if not usable.

The property can be developed as a Heritage hotel with additions being made in the adjoining areas on either side of the existing structure with external architecture and façade matching the existing one.

#### Hotel Patliputra Ashok

Hotel Patliputra Ashok is located on Beer Chand Patel Path in the close vicinity of Income Tax Office and other elite offices like High Court, Patna Club, CAG Offices etc. it has a plot area of 1.5 acres approx.

The Hotel is being run at present with 4-star facilities by ITDC and is proposed to be taken over by BSTDC Shortly. It was built in the 70's and has 46 lettable rooms with Banquet Halls & facilities, Restaurant, swimming pool and full supplement of back of the house facilities.

It is expected that lessee for this property may or may not demolish the whole structure to make way for a 5star luxury property under an international or national brand of repute.

#### Hotel Plot at Bankipore

The plot of land proposed to be used for building a super luxury 5 star Deluxe hotel on a piece of land measuring 3.5 acres approx. It is located in the vicinity of Central Business District, Gandhi Maidan, District Collectorate, State Bank of India Regional Office and a large very modern state of the art convention centre. Legendary Gandhi Maidan and the adjoining area in the vicinity of this plot forms the part of the projected plans to be featured in the focussed development as Smart City Program of Patna.

1. The detailed Terms of Reference (TOR) for the assignment is given in the document. The Expression of Interest (EOI) can be downloaded at the website: [www.bstdc.bih.nic.in/tender](http://www.bstdc.bih.nic.in/tender)
2. BSTDC invites interested entities to indicate their interest in leasing the land/ properties for designing, building, financing, operating, maintaining & transferring the world class hotels with all modern amenities, facilities & services. Interested entities should provide information demonstrating that they have the required qualifications, financial & technical and relevant experience to undertake the assignment.
3. **ONLY INTERESTED ENTITIES PARTICIPATING IN THE PROCESS OF EXPRESSION OF INTEREST SHALL BE ELIGIBLE TO PARTICIPATE IN THE BIDDING FOR RFPs TO BE RELEASED SUBSEQUENTLY.**

## Terms of Reference

For

### **LONG TERM LEASING FOR DESIGNING, FINANCING, BUILDING, OPERATING, MAINTAINING, TRANSFERRING PROPERTIES FOR HOTELS**

#### **1.0 Background**

Tourism is one of the key drivers for the economic, social and cultural progress of an economy. Govt. of Bihar recognises this as a major factor for the employment generation and growth of the income for all strata of society.

In its endeavour to be recognised as a growing state in the field of positive tourism it has been decided to open the sector of hospitality with the participation of the leading players on national as well as on international scenario.

#### **2.0 Key project components:**

**The key components of the programme in the current project are:**

**i. Creating World class Hospitality facilities:**

The sector of hospitality is underserved and needs to be augmented with very good quality facilities for the discerning tourists, corporate bigwigs and high-end visitors. In view of this it is proposed to provide land on long term lease to the established players in national and international scenario in this field for creation of luxury class hotels.

**ii. Utilisation of the existing resources**

Existing resources in the form of pieces of land in different forms are available in the city in around the city centre and in the close vicinity of Central Business District. The underutilised resources in the form of Sultan Palace, bus stand at Bankipore and Hotel Patliputra Ashok on Beer Chand Patel Path are proposed to be leased out for the development as mentioned above.

**iii. Development under PPP mode**

It is proposed to provide lease for the aforesaid properties through a transparent process of e auction for an initial period of 3 + 30 years. Initial three years period shall be granted for the activities related to designing, planning, constructing and commissioning. Thereafter 30 years period shall be the period of operation.

**iv. Allotment of lease through transparent e auction method**

It is proposed to adopt the Two-stage bidding / e auctioning process to be adopted by BSTDC to Lease the plots of land / properties to the Selected Bidder on the terms and conditions to be set out in the RFP, which shall commence with the issuance of the RFP and till signing of Lease Deed.

- v. **ONLY INTERESTED ENTITIES WHO PARTICIPATE IN THE EOI SHALL BE ELIGIBLE TO PARTICIPATE IN THE SUBSEQUENT RFP/ RFQ FOR THESE PROPERTIES**

### **3.1. Project Development Objective**

i. **Sultan Palace**

It is proposed to develop Sultan palace as a Heritage Property under Classic category by retaining the front portions of the building and using rest of the land as per appropriate plans maintaining the architecture and characteristic of the property and extending the same to the external façade of new constructions that may be undertaken to make a good property of international class. It is proposed that the developed Heritage property should have about 150-200 rooms besides other facilities like high end retail mall etc.

ii. **Hotel Patliputra Ashok**

The property is a hotel running with 46 rooms and complete with all the ancillary facilities as may be required to operate a hotel at 4-star level. However, it is proposed to operate the hotel as a 5 star/ 5-star Deluxe facility. The successful bidder shall be free to take the decision with regards to developing the property after knocking it down fully, partially or in any other manner that it may consider appropriate. It is proposed that the project should be developed as approx. 80- 100 keys property.

iii. **Hotel Plot at Bankipore**

The land is located in the vicinity of Central Business District of the city of Patna. The smart city project for Patna is focussed closely in this area. The successful bidder shall be required to build a luxury hotel of 5 Star Deluxe category of about 150 - 200 rooms with necessary facilities as may be required.

The land including the existing building and all other structures as stated above for three properties will be transferred to the Developer on Lease basis for a period of 3 years for construction period and 30 years for operating the hotel.

BSTDC may also modify the development obligations for the proposed development depending on the response of the market players to this EOI.

### **3.2. Who should submit EOI**

The applicant may be a national /international hospitality facilities & hotel developer along with experience of hotel, resorts, hospitality operations with a proven track record in implementing large scale hospitality projects commensurate with the size and nature of proposed development. The eligibility criteria to qualify for this Expression of Interest is as follows:

### **Sultan Palace, Patna**

- i. Minimum Average Annual Turnover from hotel related business in the last three financial years 2017-18, 2016-17, 2015-16 should not be less than INR 500 crores.
- ii. The Bidder shall be a Public Limited company / Private Limited Company/ Limited Liability Partnership engaged in the hotels business as owners / builders / franchisers / franchisees / operators of hotels.
- iii. The Bidder must have at least three operating hotel properties / businesses with a total of at least 300 hotel rooms in India with an international or national hotel brand affiliation which have been operational for the last three years. At least one hotel should be in heritage category.

### **Hotel Patliputra Ashok, Patna**

- i. Minimum Average Annual Turnover from hotel related business in the last three financial years 2017-18, 2016-17, 2015-16 should not be less than INR 500 crores.
- ii. The Bidder shall be a Public Limited company / Private Limited Company/ Limited Liability Partnership engaged in the hotels business as owners / builders / franchisers / franchisees / operators of hotels.
- iii. The Bidder must have at least three operating hotel properties / businesses with a total of at least 300 hotel rooms in 5-star or higher category in India with an international or national hotel brand affiliation which have been operational for last three years.

### **Hotel Plot at Bankipore, Patna**

- i. Minimum Average Annual Turnover from hotel related business in the last three financial years 2017-18, 2016-17, 2015-16 should not be less than INR 1000 crores.
- ii. The Bidder shall be a Public Limited company / Private Limited Company/ Limited Liability Partnership engaged in the hotels business as owners / builders / franchisers / franchisees / operators of hotels.
- iii. The Bidder must have at least three operating hotel properties / businesses with a total of at least 500 hotel rooms in 5-star or higher category in India with an international or national hotel brand affiliation which have been operational for the last three years.

**Note: In case of Joint Venture, the financial and technical capacity of the Lead member shall be considered**

### **Selection Process**

This EOI is published only with the purpose of collection of information from interested hotel developers / hospitality business houses. Right to proceed with the project on PPP or public fund basis is reserved with BSTDC. However, the applications received shall be reviewed carefully and interactions with the applicants may be held before finalization of the terms and conditions of the project and further bidding process.

#### 4. Purpose of the Expression of Interest (EOI):

The objective of this EOI notice is to take feedback from the prospective developers / investors / hotel operators / franchisees and franchisers regarding project sizing, project structure, commercial structure and the development model for the proposed projects. BSTDC also desires to get the feedback from the respondents on eligibility criteria, concessional framework of PPP model, bidding parameters & evaluation methodology, nature of thrust activities etc., to be finally included in the bid documents.

**However, BSTDC shall be free to accept or reject any suggestion and its decision in this regard shall be final. Therefore, it would be desirable that only those companies / firms, who prima facie have technical and financial strength to undertake this Project, respond to this EOI.**

#### 5. What the Applicant has to do now

Interested applicants may download the “Expression of Interest” document from [www.bstdc.bih.nic.in](http://www.bstdc.bih.nic.in). The applicants must submit their Expression of Interest in the format duly filled and signed with required enclosures in a sealed envelope super scribed as “EOI for Long term leasing of Hotel Properties, Patna”.

It is expected that the submission should be completed in about 60 pages which should be bound and indexed for easy understanding.

#### **Nodal Officer for information about the EOI**

For any additional information pertaining to this EOI, the following nodal officer may be contacted.

Dr. Kamal Piyush  
Hospitality Management Expert  
Mobile: 9990566777, 8544418374

#### 6. GENERAL TERMS AND CONDITIONS:

In addition to the points contained in the foregoing sections, the following terms & conditions shall also apply:

- I. All costs incurred by Bidders/Developers in making this offer in providing clarification or attending discussions, conferences, or site visits, stationery cost and any other expenses should be borne by the Bidders/Developers and will not be reimbursed by BSTDC.
- II. Incomplete documents without necessary details shall not be considered.
- III. The language for submission of document shall be English.
- IV. The enclosed Schedules should be filled in fully and wherever not applicable it should be written as Not Applicable (NA).
- V. The person signing the document submission on behalf of the bidder shall enclose Power of Attorney duly authorized and notarized. The Power of Attorney shall be backed by copy of the board resolution in case of company/declaration signed by all partners in case of firm of the bidder in his/her favour.



- VI. Financial data, project costs, value of works etc. should be given only in Indian Rupees.
- VII. BSTDC reserve the right to accept or reject any application or suggestion without assigning any reason.
- VIII. The information furnished must be sufficient to show that the applicant is capable in all respects to successfully complete the envisaged work.
- IX. The document is not transferable nor returnable.
- X. While submitting the schedules duly filled in, the bidders shall enclose latest copies of brochures and technical documentation giving sufficient information about the applicant.
- XI. In case the applicant intends to give additional information for which specified space in the given format is not sufficient, it can be furnished in an enclosed sheet.
- XII. All the corrections and over writings should be signed by the applicant.
- XIII. BSTDC reserves the right to cross check and confirm the information details furnished by the applicants in the EOI document.
- XIV. It is expected that Certified True Copy of Documentary Proof/Certificates to the satisfaction of IT Department in this regard is submitted. Chartered Accountant certified statements will not be considered in place of Audited Annual Accounts.
- XV. Interested persons / companies/ firms who have reasonable technical experience and financial resources in terms of size of the Project, are invited to submit their EOI as per this format available on the web site.
- XVI. BSTDC reserves the right to accept or reject any or all the offers and reserves the right to postpone and/or cancel or short list the bidders without assigning any reason whatsoever.

**EOI for Long term leasing of Hotel Properties, Patna**

**FORM - A**

**DECLARATION REGARDING ACCEPTANCE OF TERMS & CONDITIONS CONTAINED IN THE  
EXPRESSION OF INTEREST (EOI) DOCUMENT**

To

Bihar State Tourism Development Corporation Ltd.  
Hotel Kautilya Vihar  
Beer Chand Patel Path  
R Block, Patna 800001  
Bihar

Sir,

I have carefully gone through the Terms & Conditions contained in the EOI Document  
[No. ] regarding applications for Expression of Interest (EOI) from interested firms / companies for **EOI for  
Long term leasing of Hotel Properties, Patna.**

I declare that all the provisions of this EOI Document are acceptable to my Company/ Consortium. I further  
certify that I am an authorized signatory of my company and am, therefore, competent to make this  
declaration.

Yours truly,

Signature:

Name : \_\_\_\_\_

Designation : \_\_\_\_\_

Company : \_\_\_\_\_

Address : \_\_\_\_\_

**EOI for Long term leasing of Hotel Properties, Patna**

**FORM – B**

**DECLARATION REGARDING CLEAN TRACK RECORD**

To

Bihar State Tourism Development Corporation Ltd.  
Hotel Kautilya Vihar  
Beer Chand Patel Path  
R Block, Patna 800001  
Bihar

Sir,

I have carefully gone through the Terms & Conditions contained in the EOI Document [No. \_\_\_\_\_] regarding applications for Expression of Interest (EOI) for **EOI for Long term leasing of Hotel Properties, Patna**

I hereby declare that my company/ Consortium has not been debarred / black listed by any Government / Semi Government organization. I further certify that I am competent authority/ I have been authorised by my company to make this declaration.

Yours truly, Signature:

Name : \_\_\_\_\_

Designation : \_\_\_\_\_

Company : \_\_\_\_\_

Address : \_\_\_\_\_

**EOI for Long term leasing of Hotel Properties, Patna**

**FORM – C**

**A. GENERAL INFORMATION (TO BE FURNISHED FOR THE BIDDER /EACH MEMBER OF THE CONSORTIUMSEPARATELY)**

- i. Name of the Firm / Company:
- ii. Type of Firm / Company (Proprietary/Partnership/ Private Ltd. Co. /Public Ltd. Co. etc.):
- iii. Details of Main Business:
- iv. Date of Incorporation/ Commencement of Business:
- v. Registered Office:
- vi. Postal Address:
- vii. Contact /Fax /email:
- viii. Details of Proprietor / Partners / Directors etc.:
- ix. Details of Contact Person for this EOI (Give names, office & residence addresses, Telephone, Fax, Email etc.)
- x. Details of Registration of Firms / Company etc.:

(Note: Certified copy of certificates for Date of Incorporation, Commencement of Business shall be submitted. In case of partnership Firm, copy of the Registration Certificate shall be submitted)

**Signature of Applicant (with seal)**

\*by a person having necessary  
authorisation / power of attorney to do  
so on behalf of the firm /  
company etc.

**B. Details of Projects undertaken as developer in Public Private Partnership (PPP)**

<b>S. No.</b>	<b>Name of the Project with details</b>	<b>Client (along with contact details)</b>	<b>Value of the Project</b>	<b>Period of Execution and Date of Completion</b>	<b>Present Status of the Project</b>

(Note: Documentary proof to be attached)

[Attach additional sheets if required]

**Signature of Applicant (with seal)**

\*by a person having necessary  
authorisation / power of attorney to do so on  
behalf of the firm /  
company etc.

**C. Details of Other Commercial Projects (Other than PPP Projects)**

<b>S. No.</b>	<b>Name of the Project with details</b>	<b>Client (along with contact details)</b>	<b>Value of the Project</b>	<b>Period of Execution and Date of Completion</b>	<b>Present Status of the Project</b>

(Note: Documentary proof to be attached)

[Attach additional sheets if required]

**Signature of Applicant (with seal)**

\*by a person having necessary authorisation / power of attorney to do so on behalf of the firm /company etc.)

**D. O & M Experience - Details of the operational hotels in Star Category as per the guidelines of Ministry of Tourism or any other relevant organization**

<b>S I . No.</b>	<b>Project Name</b>	<b>Location</b>	<b>Date of Commencement of Operation</b>	<b>Category as per Ministry of Tourism Guidelines/ any other relevant organization</b>	<b>Other facilities like F&amp;B, conference facilities etc</b>	<b>Certificate issued by Ministry of Tourism/other relevant organization for the category of Hotels</b>	<b>No. of rooms</b>	<b>Year</b>

(Note: Documentary proof to be attached)

[Attach additional sheets if required]

**Signature of Applicant (with seal)**

\*by a person having necessary authorisation / power of attorney to do so on behalf of the firm /company etc.







**E. Details of Minimum Tangible Net Worth of Applicant**

(Details of tangible Net Worth of the applicant, as per the audited financial results of the last financial year, to be provided)

<b>S. No.</b>	<b>Details</b>	<b>Figures as per Latest Audited Annual Accounts (INR Crore)</b>
1.	Share capital (excluding Preference Share Capital and Share application Money)	
2.	Reserves and Surpluses (Other than revaluation reserve and Intangibles)	
3.	Intangible Assets, Misc. expenses not written off, Losses, Amortization etc.	
	Net worth (1+2-3)	

*Enclose Latest Audited Annual Accounts*

**F. Annual Turnover, Profit after Tax Statement of the last three financial years**

(Annual Turnover, Profit after tax statement of the applicant for the last three financial years to be provided, duly certified by the statutory auditor)

<b>S. No.</b>	<b>Financial Year</b>	<b>Annual Revenue (INR Crore)</b>	<b>Profit after Tax (INR Crore)</b>
	2017-18		
	2016-17		
	2015-16		

*Enclose Audited Annual Accounts of last three financial years*

**Signature of Applicant (with Seal)**

\*by a person having necessary authorisation / power of attorney to do so on behalf of the firm / company etc.

**G. Feedback for the implementation of the project and bidding process**  
(please provide separate sheets for each of the properties)

Name of the Project:

<b>S. No.</b>	<b>Description</b>	<b>Applicant's Response</b>
1.	Whether you would be willing to participate in the development of Hotel Properties in Patna	Yes / No (Please give brief reasons for your response)
3.	Would you be willing to develop the area as a sole developer or in joint venture	
4.	Your comments / opinion on scale (area) of the Project	
5.	How do you want to develop the area	Single Product specific / multi product specific etc.
6.	Considering the extent of area and the available resources, how much time it would take for you to develop the project	
7.	What support is expected from State Government/ BSTDC	
	Provide suggestions on the bidding parameter	
9.	Would you be interested in participating in the bidding if this is project comes for bidding?	Yes / No
10.	Preferred option for payment of land cost	Upfront / Deferred with interest (specify time period)
11.	Details of PPP Model to be followed (or any other model proposed)	
12.	Your opinion on Eligibility / Qualification Criteria	
	i. Minimum turnover	
	ii. Threshold Net Worth	
	iii. Similar industrial projects done in the past	
	iv. Other past project experience	
	v. Any other parameter	

Note: Aforesaid table is only indicative. Interested firm / companies can use additional sheets to substantiate their averments in detail.