

NATIONAL CAPITAL REGION TRANSPORT CORPORATION LIMITED

(A JV of Government of India and participating state governments)

Expression of Interest for Leasing of PD Floors of Anand Vihar Station of Delhi-Ghaziabad-Meerut RRTS Corridor



Issued on: 18-08-2023.

Invitation for EOI.: Leasing of PD Floors of Anand Vihar Station of
Delhi -Ghaziabad-Meerut RRTS Corridor

Employer: National Capital Region Transport Corporation Limited.
Country, India

| | |
|-----------------------------------------------------------------|----|
| 1. DISCLAIMER | 3 |
| 2. Introduction | 4 |
| 2.1. Background | 4 |
| 2.2. Delhi – Ghaziabad – Meerut RRTS Corridor | 4 |
| 2.3. Delhi-Meerut Priority Section | 5 |
| 2.4. Anand Vihar RRTS Station | 6 |
| 3. The Opportunity | 7 |
| 4. Objective of the EOI Process | 8 |
| 5. Instructions to Bidders | 9 |
| 5.1. Proposed Commercial Structure | 9 |
| 5.2. Draft Eligibility | 10 |
| 5.3. Schedule of EOI submissions | 11 |
| 5.4. Preparation and submission of EOIs | 11 |
| 5.5. Right to accept and/or reject any or all EOIs | 12 |
| 5.6. Outcome of the EOI | 12 |
| ANNEXURE-I: Covering Letter | 13 |
| ANNEXURE-II: FORMS | 14 |
| FORM A: Details of Firm/ Applicant | 14 |
| FORM B: Suggestions/ Feedback | 15 |

1. DISCLAIMER

- A. Neither NCRTC 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 participation in the Pre-application Conference.
- B. Neither NCRTC 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.
- C. NCRTC reserves the right to reject any or all the applications submitted in response to this EOI document and/or any subsequent stage without assigning any reasons whatsoever. NCRTC also reserves the right to hold or withdraw or cancel the process at any stage under intimation to the Applicants who submit the applications or bids.
- D. NCRTC 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.
- E. Neither NCRTC 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

2. INTRODUCTION

2.1. BACKGROUND

National Capital Region Transport Corporation (NCRTC) – a joint venture company of the Govt of India and the states of Delhi, Haryana, Rajasthan, and Uttar Pradesh – has been given the mandate for designing, developing, implementing, financing, operating and maintaining the Regional Rapid Transit System (RRTS) projects in the National Capital Region (NCR) to provide comfortable and fast transit to NCR towns and meet the high growth in transport demand (“**Authority**”).

2.2. DELHI – GHAZIABAD – MEERUT RRTS CORRIDOR

The Delhi-Meerut corridor originates from Sarai Kale Khan in Delhi and terminates at Modipuram in Meerut. The project covers NCT-Delhi, Ghaziabad and Meerut.



The total length of the corridor is 82.15 km with a total of 25 stations (including Sarai Kale Khan), out of which NCT Delhi will have 4 stations, Uttar Pradesh will have 21 stations. Besides stabling yard at Jangpura, there will be two depots i.e., Duhai and Modipuram.

Projected footfall data as per the Detailed Project Report (DPR), forecasted for the years 2024, 2031, 2041 and 2051 is given in the table below. Footfall figures for each station are the total of boarding and alighting passengers.

| Station Name | 2024 | 2031 | 2041 | 2051 |
|---------------------|------------------|------------------|------------------|------------------|
| Sarai Kale Khan | 2,14,570 | 3,64,672 | 4,34,332 | 6,08,881 |
| New Ashok Nagar | 1,22,604 | 1,44,417 | 1,70,969 | 2,36,688 |
| Anand Vihar | 2,56,643 | 2,73,331 | 3,29,552 | 4,32,376 |
| Sahibabad | 65,489 | 90,525 | 1,13,683 | 1,35,377 |
| Ghaziabad | 98,190 | 1,21,807 | 1,53,012 | 2,01,395 |
| Guldhar | 70,997 | 1,15,327 | 1,40,944 | 1,81,812 |
| Duhai | 58,566 | 1,17,767 | 1,41,623 | 1,69,286 |
| Muradnagar | 31,558 | 39,542 | 50,508 | 66,397 |
| Modinagar South | 19,856 | 26,870 | 33,124 | 41,210 |
| Modinagar North | 67,667 | 87,840 | 1,07,707 | 1,31,390 |
| Meerut South | 70,367 | 1,20,825 | 1,47,576 | 1,86,566 |
| Shatabdi Nagar | 1,83,218 | 2,38,617 | 2,92,780 | 3,67,759 |
| Begumpul | 3,34,085 | 3,95,354 | 4,84,206 | 6,47,236 |
| Modipuram | 18,410 | 42,775 | 50,907 | 63,279 |
| Partapur | 1,710 | 1,076 | 1,299 | 3,881 |
| Rithani | 18,805 | 23,710 | 29,997 | 36,472 |
| Brahmpuri | 18,916 | 22,906 | 28,928 | 34,875 |
| Meerut Central | 68,095 | 88,073 | 1,10,010 | 1,28,745 |
| Bhaisali | 28,463 | 30,896 | 38,983 | 52,263 |
| MES Colony | 31,907 | 35,959 | 44,899 | 58,127 |
| Daurli | 22,483 | 30,877 | 38,564 | 44,737 |
| Meerut North | 10,775 | 12,647 | 16,131 | 19,734 |
| Total | 18,13,374 | 24,25,813 | 29,59,734 | 38,48,486 |

**It is to be noted that NCRTC, its employees and advisors shall assume no responsibility for realization of these footfall numbers and shall not be liable for the same in any manner whatsoever to the Applicants/ Bidders. The Selected Bidder/ Concessionaire/ Licensee shall voluntarily and unequivocally agree to not seek any claim, compensation, damages, or any other consideration whatsoever on this account.*

2.3. DELHI-MEERUT PRIORITY SECTION

The 17 km long Priority Section of the Delhi-Meerut RRTS corridor will have several stations along the route, including major hubs like Anand Vihar, Sahibabad, Ghaziabad, Guldhar and Duhai. The construction work of these stations and the trail runs along the section have been completed and ready for operation. The improved connectivity provided by the Priority Section stimulates economic development along

the corridor. It attracts investments, facilitates the establishment of new businesses, and supports the growth of existing industries.

The Anand Vihar RRTS station will act as a crucial connectivity hub in the priority section, linking Anand Vihar with other important stations along the corridor, such as Sarai Kale Khan in Delhi and Modipuram in Meerut.

2.4. ANAND VIHAR RRTS STATION

Anand Vihar RRTS station is located near the Anand Vihar Metro Station and Anand Vihar Railway Station and is one of the largest RRTS station on the Delhi-Meerut RRTS Corridor.

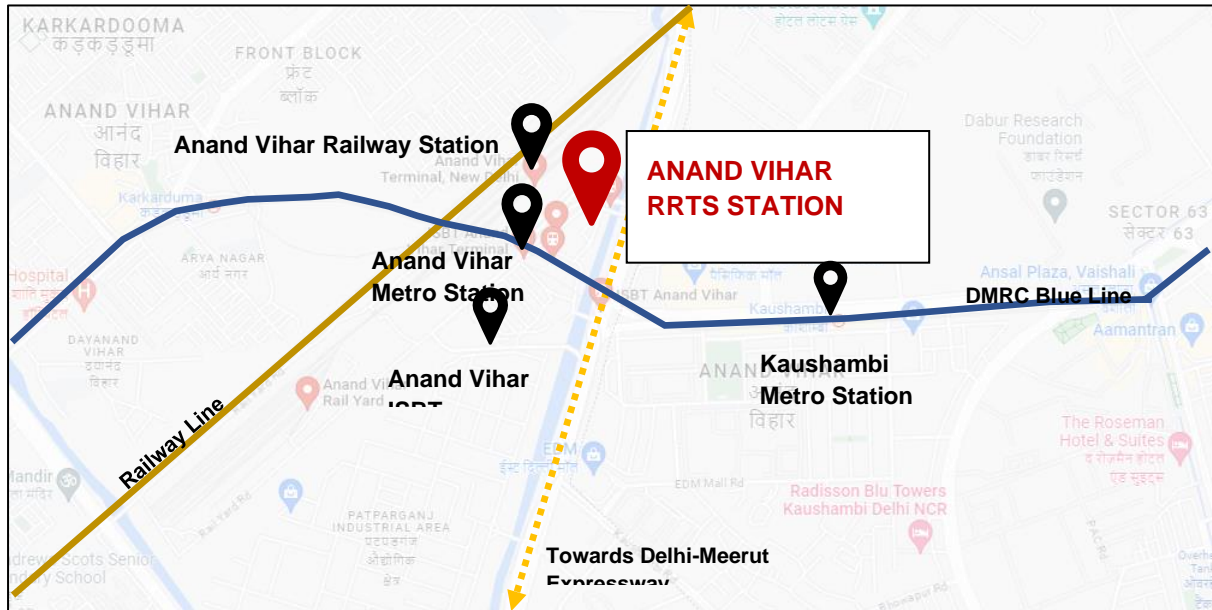


Fig: Location of Anand Vihar RRTS Station with respect to key landmarks around Anand Vihar

As a multi-modal transport hub, Anand Vihar RRTS station would integrate various modes of transportation, such as regional trains, metro lines, buses, and other public transport services. This integration would ensure seamless connectivity between different modes of transportation, making it easier and more convenient for passengers to switch between them.

With multiple transportation options available at the same location, commuters can choose the most suitable mode of transport based on their needs, preferences, and schedule. This would help in reducing travel time and making daily commutes more efficient. Anand Vihar station being a multi-modal hub can promote economic development, tourism, and business opportunities in the surrounding areas.

Anand Vihar station can act as catalysts for urban development and redevelopment in the surrounding areas. It can attract real estate investments and lead to the planned development of adjacent neighbourhoods.

The Anand Vihar RRTS station is planned to be an integrated multi-modal transport hub, connecting with other modes of public transportation like the Delhi Metro, city

buses, and inter-state buses. This integration would ensure seamless connectivity and easy transfers between different modes of transport for passengers. encouraging planned urban growth around the station to make it more convenient for people to access public transportation.

In addition to the platform and concourse area, the station has over 4,000 sq m of space earmarked for retail and F&B activities (also called “**PD Area**” in NCRTC parlance). Details of the PD Areas available at the Anand Vihar RRTS Station is as follows:

| Floor | Area (sq m) |
|-----------------------------------|--------------------|
| Concourse PD Area | 615 |
| Platform Restaurant Level PD Area | 2,020 |
| Platform Mezzanine Level PD Area | 1,664 |
| Total PD Area | 4,299 |

3. THE OPPORTUNITY

As one of the key RRTS stations on the Delhi-Meerut RRTS Corridor, the Anand Vihar RRTS station is expected to witness a significant influx of commuters, including residents, officegoers, students, and tourists.

The large amount of PD Area available at the Anand Vihar RRTS Station presents an excellent opportunity for retailers to set up various types of stores, such as convenience stores, bookshops, clothing outlets, electronic stores, and food and beverage establishments. Retailers can cater to the needs of commuters, providing them with convenience and a wide range of products and services. Food and beverage outlets, including cafes, fast food chains, and restaurants, are also expected to thrive at the Anand Vihar RRTS station.

The high passenger footfall at the Anand Vihar RRTS station opens advertising and marketing opportunities for retail and food chains.

NCRTC is looking to offer the PD Areas at the Anand Vihar RRTS Station to private players that have prior experience in operating multi-tenanted Retail and/or F&B hubs. The selected player (Concessionaire/ Licensee) is expected to operate and manage the PD Areas in the Anand Vihar RRTS Station on terms that are commercially beneficial for both NCRTC and the selected player.



Fig: Actual picture of Anand Vihar station

4. OBJECTIVE OF THE EOI PROCESS

NCRTC intends to qualify and select a suitable Partner (Concessionaire/Licensee) for the PD Area at Anand Vihar through an open competitive bidding process. NCRTC is in the process of formulating an RFP document containing inter alia technical and financial criteria for eligible bidders; procedure for bidding; scope of work and terms and conditions of the Agreement to be signed between the selected Bidder and the NCRTC subsequent to the bidding process.

Through this EOI process, the NCRTC intends to gauge the prospective players/ firms who would be interested in the Project as a whole or part of the PD Area and develop a common understanding of the proposed terms and conditions of the Concession/ License Agreement. The feedback would be important to formulate the eligibility and other terms and conditions at the subsequent RFP stage.

5. INSTRUCTIONS TO BIDDERS

5.1. PROPOSED COMMERCIAL STRUCTURE

NCRTC has proposed to provide the PD Area for Commercial & Retail, Office Space, Food court etc on fixed term license basis.

Indicative scope and terms are summarised in the table below. Applicants are expected to submit their opinions on the proposed terms along with their EOI.

| Sn. | Clause | Particulars |
|-----|---------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1 | Definition | <p>“Project”- Licensing of PD Floors and adjacent built-up areas of Anand Vihar Station on Delhi-Ghaziabad-Meerut RRTS Corridor.</p> <p>“Concessionaire” – Private party selected by NCRTC for undertaking operations and management of the project.</p> <p>“Authority” – NCRTC</p> <p>“Fee Commencement Date” – 6 months from the Agreement Date</p> |
| 2 | Lease Term | 30 years from the Agreement Date.(*) |
| 3 | Scope of work | <ul style="list-style-type: none">• The Concessionaire/Licensee shall undertake the complete maintenance of the Project for the entire License Period.• The Concessionaire shall undertake any incremental investment on the Project including raising non load-bearing walls and installation of furniture, fixture, equipment (the “Fit-out”) as per commercial requirements subject to compliance with Applicable Laws; provided that such Fit-outs shall not lead to damage or alteration of the structural integrity of the Project building structure or any existing structures on the Site.• The Concessionaire shall undertake marketing activities and sub-license the available built-up space within the Project and have exclusive right to demand, collect and appropriate revenue from sub-licensing activities.• The Concessionaire shall be responsible for payment of all utility bills pertaining to the Project.• The Concessionaire shall be responsible for providing security at the Project site. |

| | | |
|----|----------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| | | <ul style="list-style-type: none"> • The Concessionaire shall transfer the Project, upon termination or expiry of the Agreement, to the Authority, free of any consideration. • The Concessionaire shall abide by all Applicable Laws during the currency of the Agreement. |
| 4 | Condition Precedent for Authority | <ul style="list-style-type: none"> • Handover of bare-shell space (Licensed Area) • Provide clear and unobstructed entry and exit to and from the Project. • Provide access to utilities such as water and electricity for the Project. |
| 5. | Condition Precedent for the Developer | <ul style="list-style-type: none"> • Provide the Interest Free Refundable Security Deposit (IFRSD) equal to 12 months Concession Fee to the Authority. |
| 6. | Consideration payable to the Authority | <ul style="list-style-type: none"> • From the Fee Commencement Date till the expiry or earlier Termination of the Concession Agreement, the Concessionaire shall pay to the Authority a monthly Concession Fee which is payable in advance on a quarterly basis. • The Concession Fee would be as quoted by the Concessionaire in its Financial Bid and will be calculated as the product of Concessionaire's/Selected Bidder's financial bid for Concession Fee (Rs/sqm/month) and the Licensed Area. • The Concession Fee amount shall be subject to an automatic increment of 15% (fifteen percent) every 3 (three) years over the previous Concession Fee amount. |

5.2. DRAFT ELIGIBILITY

Parties should ideally have experience in Commercial and Retail sector and preferably involved with businesses, including but not limited to:

- Commercial & Retail projects
- Food courts

5.3. SCHEDULE OF EOI SUBMISSIONS

The indicative timelines of this EOI are detailed in the table below:

| Activity | Scheduled date |
|--------------------------------|--------------------------|
| Issue of EOI document | 18-08-2023 |
| Pre-application conference | 12-09-2023 at 4:00 PM |
| site visit | 14-09-2023 to 15-09-2023 |
| Due date for submission of EOI | 27-09-2023 |

Reputed domestic and international firms/groups/agency that possess the credentials for Media and Advertising, are invited to attend the pre-application Conference and participate in a discussion on the project, more specifically to the points contained in the Terms of Reference (Annexure I).

5.4. PREPARATION AND SUBMISSION OF EOIS

5.4.1. General

The Applicant must be a single entity.

The Applicant must submit Annexure I (Covering Letter) along Annexure II (Forms A, and B) with and the required details.

The Applicant may also submit additional documents, including company profile, details of key personnel and other relevant details to support the Application.

All documents must be sealed in an envelope and submitted to the official mentioned in 5.4.2 by courier by the due date. NCRTC may also seek soft copy of the submissions by email, which the Applicants are expected to furnish as per the instructions of NCRTC.

5.4.2. Submission of EOI

The envelope containing the EOI along with supporting documents shall be addressed to:

Group General Manager / ARS
National Capital Region Transport Corporation
GatiShakti Bhawan, INA
New Delhi – 110023
Ph. No. 011 2466 6700
E-mail: rajkumar.singh@ncrtc.in

Queries, if any, shall be addressed to the Group General Manager /ARS (at above address/ email)

5.4.3. 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.
- NCRTC shall not be responsible or in any way liable for such costs, regardless of the conduct or outcome of the EOI.

5.4.4. Pre-Application Conference

The Pre-application Conference will be held on **12-09-2023** at **04: 00 PM** through **Video Conferencing**. Applicants are requested to send the details of the participants for the Conference to rajkumar.singh@ncrtc.in by **6 PM till 11-09-2023**

5.5. RIGHT TO ACCEPT AND/OR REJECT ANY OR ALL EOIS

- NCRTC reserves the right to select, reject any or all EOI received without assigning any reason whatsoever and shall not, in any manner whatsoever, be accountable liable for any claims of the Interested Parties or any other third party in that regard.
- This Invitation for EOIs is neither an agreement nor an offer by NCRTC to the interested Parties. The purpose of this EOI process is to provide interested parties with information that may be useful to them in making their EOIs. The purpose of this EOI process is to provide interested parties with information that may be useful to them in making their EOIs for their suggestions/feedback to NCRTC for formulating terms and conditions related to the subject project. Each Interested Party should, therefore, conduct its own investigation and analysis and should check the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments, statements and information contained in this EOI and obtain independent advice from appropriate sources prior to submission of its EOI.

5.6. OUTCOME OF THE EOI

- Submission (Suggestions/Feedback) made by the parties shall be deliberated and discussed and criteria will be finalized for inviting Bids. This EoI is non-binding and the final selection will happen based on the RFP. Parties shall be selected for award of Grant of License based on the criteria finalized by NCRTC. Decision of NCRTC shall be final and binding.

(To be typed in Applicant's Letterhead)

To:

The GGM/ ARS

National Capital Region Transport Corporation
GatiShakti Bhawan, INA
New Delhi – 110023
CIN No.
Ph. No. 011 2466 6700
E-mail: rajkumar.singh@ncrtc.in

Sub: Submission of Expression of Interest for Commercial Exploitation of PD Floor Area of Anand Vihar Station on Delhi-Ghaziabad-Meerut RRTS corridor.

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 as below:

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 NCRTC or their authorized representatives to approach individuals, employers and firms to verify our competence and general reputation.
4. I/We submit the following forms in support of our suitability, technical know-how and capability for having successfully operated projects along with prescribed format.
5. We understand that NCRTC 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

ANNEXURE-II: FORMS
FORM A: DETAILS OF FIRM/ APPLICANT

| | | | | | | |
|-------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------|---------|-------------------------------------|---------------------|
| 1 | Name & Address of the applicant with Telephone No. / Fax No./ Website | | | | | |
| 2 | Name & contact details of Authorized signatory with Tel No./ Email ID | | | | | |
| 3 | a) Year of Establishment b) Date & Year of commencement | | | | | |
| 4 | Legal status of the applicant (please specify) a) A proprietary firm b) A Partnership or LLP c) A limited company or Corporation d) State owned organization | | | | | |
| 5 | Place of Registration and Principal places of Business | | | | | |
| 6 | Category of Work Experience (Tick on relevant experience) | <table border="1" style="width: 100%;"> <tr> <td style="width: 70%;">Experience in Commercial & Retail and F&B Industry</td> <td style="width: 30%;">Yes/ No</td> </tr> <tr> <td>Any other Business Experience</td> <td>(Please specify)</td> </tr> </table> | Experience in Commercial & Retail and F&B Industry | Yes/ No | Any other Business Experience | (Please specify) |
| Experience in Commercial & Retail and F&B Industry | | Yes/ No | | | | |
| Any other Business Experience | | (Please specify) | | | | |
| | | | | | | |
| | | | | | | |

Example:

| SN | Item | Description |
|----|--------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1 | What should be the recommended format for the prescribed project? | (please specify) |
| 2 | What should be the model for revenue for the Authority? Please share a typical cashflow sheet against the model you recommend. | <input type="checkbox"/> Monthly Fixed Rental <input type="checkbox"/> Revenue Share <input type="checkbox"/> Upfront premium & monthly fixed rental <input type="checkbox"/> Any other, (please specify) |
| 3 | What should be the level of finish to be provided by Authority? | (please specify) |
| 4 | What shall be the expected Commercial Operation Date? | <input type="checkbox"/> Please specify-- |
| 5 | Expected period of Lease? | <input type="checkbox"/> Please specify-- |