

MINUTES OF PRE-BID CONFERENCE HELD ON 8th MAY'2013 at DTTDC

(Development of Delhi Wellness & Recreational club near Garden of Five Senses, Said – ul- ajab, New Delhi on DBFOT basis)

S.No	Queries raised by potential bidders	Clarifications to the Queries																				
1.	As per clause 2.2.2.4 of the RFQ, the maximum marks allotted for the Technical Capacity is 40, out of which 25 marks shall be allotted for meeting the Technical Capacity as per any of the Project Categories (I-IV) and 15 marks shall be allotted for 'Additional Eligible Projects'. It is requested that no extra marks shall be kept for 'Additional Eligible Projects'	No Change in clause 2.2.2.4																				
2.	If the number of applications received in response to this RFQ is less than 3, will it lead to retendering?	DTTDC reserves the right to take necessary decision on this issue																				
3.	As per clause 2.2.2.1 of the RFQ “Technical Capacity” : For demonstrating technical capacity and experience (the “Technical Capacity”), the Sole Applicant or any one of the members of the Consortium,, over the past five (05) financial years preceding the Application Due Date, shall have experience in atleast one of the four Project categories as mentioned below: <table border="1" data-bbox="191 1180 717 1885"> <thead> <tr> <th>Project Category</th> <th>Project Experience</th> </tr> </thead> <tbody> <tr> <td>I</td> <td>Developed atleast three Eligible Projects where project cost of each eligible project was in excess of Rupees Fifteen Crores (Rs. 15 Cr. Equivalent to USD 3 Mn) Or</td> </tr> <tr> <td>II</td> <td>Developed a single Eligible Project of project cost exceeding Rupees Twenty Five Crores (Rs 25 Cr. Equivalent to USD 5 Mn) Or</td> </tr> <tr> <td>III</td> <td>Operated atleast three Eligible Projects where average annual revenues appropriated (in the last 3 financial years) from each eligible project was in excess of Rupees Ten Crores (Rs. 10 Cr. equivalent to USD 2 Mn) Or</td> </tr> <tr> <td>IV</td> <td>Operated a single Eligible Project wherein average annual revenues appropriated (in the last 3 financial years) exceeded Rupees Twenty Five Crores (Rs. 25 Cr. Equivalent to USD 5 Mn)</td> </tr> </tbody> </table>	Project Category	Project Experience	I	Developed atleast three Eligible Projects where project cost of each eligible project was in excess of Rupees Fifteen Crores (Rs. 15 Cr. Equivalent to USD 3 Mn) Or	II	Developed a single Eligible Project of project cost exceeding Rupees Twenty Five Crores (Rs 25 Cr. Equivalent to USD 5 Mn) Or	III	Operated atleast three Eligible Projects where average annual revenues appropriated (in the last 3 financial years) from each eligible project was in excess of Rupees Ten Crores (Rs. 10 Cr. equivalent to USD 2 Mn) Or	IV	Operated a single Eligible Project wherein average annual revenues appropriated (in the last 3 financial years) exceeded Rupees Twenty Five Crores (Rs. 25 Cr. Equivalent to USD 5 Mn)	The clause 2.2.2.1 of the RFQ is now rephrased as: “Technical Capacity” : For demonstrating technical capacity and experience (the “Technical Capacity”), the Sole Applicant or any one of the members of the Consortium,, over the past five (05) financial years preceding the Application Due Date, shall have experience in atleast one of the four Project categories as mentioned below: <table border="1" data-bbox="750 1150 1412 1717"> <thead> <tr> <th>Project Category</th> <th>Project Experience</th> </tr> </thead> <tbody> <tr> <td>I</td> <td>Developed atleast three Eligible Projects where project cost of each eligible project was in excess of Rupees Fifteen Crores (Rs. 15 Cr. Equivalent to USD 3 Mn) Or</td> </tr> <tr> <td>II</td> <td>Developed a single Eligible Project of project cost exceeding Rupees Twenty Five Crores (Rs 25 Cr. Equivalent to USD 5 Mn) Or</td> </tr> <tr> <td>III</td> <td>Operated atleast three Eligible Projects where average annual revenues appropriated (in the last 3 financial years) from each eligible project was in excess of Rupees Ten Crores (Rs. 10 Cr. equivalent to USD 2 Mn) Or</td> </tr> <tr> <td>IV</td> <td>Operated a single Eligible Project wherein average annual revenues appropriated (in the last 3 financial years) exceeded Rupees Seventeen Crores Fifty Lakhs (Rs. 17.5 Cr. Equivalent to USD 3.5 Mn)</td> </tr> </tbody> </table> <p>Note: For the purpose of this RFQ, the “Eligible Projects” would include:</p> <ul style="list-style-type: none"> •Wellness Centers / Resorts (spa/yoga/ayurveda/naturopathy/etc.) • Hospitals (minimum 100 beds) 	Project Category	Project Experience	I	Developed atleast three Eligible Projects where project cost of each eligible project was in excess of Rupees Fifteen Crores (Rs. 15 Cr. Equivalent to USD 3 Mn) Or	II	Developed a single Eligible Project of project cost exceeding Rupees Twenty Five Crores (Rs 25 Cr. Equivalent to USD 5 Mn) Or	III	Operated atleast three Eligible Projects where average annual revenues appropriated (in the last 3 financial years) from each eligible project was in excess of Rupees Ten Crores (Rs. 10 Cr. equivalent to USD 2 Mn) Or	IV	Operated a single Eligible Project wherein average annual revenues appropriated (in the last 3 financial years) exceeded Rupees Seventeen Crores Fifty Lakhs (Rs. 17.5 Cr. Equivalent to USD 3.5 Mn)
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<p>4.</p>	<p>As per Clause 2.2.2.2 of the RFQ</p> <p>Financial Capacity: The Sole Applicant or Consortium members [subject to terms hereof] together shall have the following financial eligibility criteria for submission of RFQ.</p> <table border="1" data-bbox="191 1039 699 1417"> <tr> <th style="text-align: center;">Minimum Average Annual Turnover in the past three financial years before the Application Due Date as per the Audited Annual Reports</th> <th style="text-align: center;">Minimum Network in the preceding financial year before the Application Due Date as per the audited annual Report</th> </tr> <tr> <td style="text-align: center;">Rs 25 Cr. Or USD 5 Mn or Equaling</td> <td style="text-align: center;">Rs 15 Cr. Or USD 2 Mn or Equaling</td> </tr> </table> <p>Usually, as a rule of thumb, the annual revenues appropriated from a project seldom exceed 60% of the Project Cost. As the Project Cost in this case is Rs 25 Crores, we believe that the Average Annual Turnover too in this project too should not be more than Rs 15 Crores. Hence it is requested to modify/dilute this clause.</p>	Minimum Average Annual Turnover in the past three financial years before the Application Due Date as per the Audited Annual Reports	Minimum Network in the preceding financial year before the Application Due Date as per the audited annual Report	Rs 25 Cr. Or USD 5 Mn or Equaling	Rs 15 Cr. Or USD 2 Mn or Equaling	<p>The clause 2.2.2.2 of the RFQ is now rephrased as:</p> <p>Financial Capacity: The Sole Applicant or Consortium members [subject to terms hereof] together shall have the following financial eligibility criteria for submission of RFQ.</p> <table border="1" data-bbox="748 1039 1312 1381"> <tr> <th style="text-align: center;">Minimum Average Annual Turnover in the past three financial years before the Application Due Date as per the Audited Annual Reports</th> <th style="text-align: center;">Minimum Network in the preceding financial year before the Application Due Date as per the audited annual Report</th> </tr> <tr> <td style="text-align: center;">Rs 20 Cr. Or USD 4 Mn or Equaling</td> <td style="text-align: center;">Rs 15 Cr. Or USD 3 Mn or Equaling</td> </tr> </table>	Minimum Average Annual Turnover in the past three financial years before the Application Due Date as per the Audited Annual Reports	Minimum Network in the preceding financial year before the Application Due Date as per the audited annual Report	Rs 20 Cr. Or USD 4 Mn or Equaling	Rs 15 Cr. Or USD 3 Mn or Equaling
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<p>5.</p>	<p>As per Clause 2.2.1.2 of the RFQ:</p> <p>An Applicant may be a Sole Proprietor or Partnership firm or a Company (Public or Private Ltd.) or any combination of them with</p>	<p>Clause 2.2.1.2 of the RFQ is now rephrased as:</p> <p>An Applicant may be a Sole Proprietor or Partnership firm or a Trust or a Company (Public or Private Ltd.) or any combination of them with a formal intent to enter into an agreement or</p>								

	<p>a formal intent to enter into an agreement or under an existing agreement to form a Consortium. All the entities shall have statutory registration as per their respective acts. A Consortium shall be eligible for consideration subject to the conditions set out in Clause 2.2.1.5 below</p> <p>As hospitals and wellness centers are mainly owned and/or operated by “Trust”, the Applicant should include “Trust” as well.</p>	<p>under an existing agreement to form a Consortium. All the entities shall have statutory registration as per their respective acts. A Consortium shall be eligible for consideration subject to the conditions set out in Clause 2.2.1.5 below</p>																						
6.	<p>What is the formula of calculating the Net Worth?</p> <p>As per Annexure III (Point no. 2): Net-worth related data for the preceding financial year (as per Clause 2.2.3.2 & 2.2.11) of the RFQ:</p> <p style="text-align: right;"><i>All figures in Rs Cr.</i></p> <table border="1"> <thead> <tr> <th>Description</th> <th>Amount (in Rs Cr.)</th> </tr> </thead> <tbody> <tr> <td>Subscribed Share Capital</td> <td></td> </tr> <tr> <td>(add) Paid up Share Capital</td> <td></td> </tr> <tr> <td>(add) Free Reserves</td> <td></td> </tr> <tr> <td>(Subtract) (Revaluation reserves + Miscellaneous Expenditure+ Expenditure not written off+ accrued liabilities)</td> <td></td> </tr> <tr> <td>Net-worth</td> <td></td> </tr> </tbody> </table>	Description	Amount (in Rs Cr.)	Subscribed Share Capital		(add) Paid up Share Capital		(add) Free Reserves		(Subtract) (Revaluation reserves + Miscellaneous Expenditure+ Expenditure not written off+ accrued liabilities)		Net-worth		<p>Refer Clause 2.2.3.2 for formula of calculating the Net Worth</p> <p>Annexure III (Point No.2): Net-worth related data for the preceding financial year (as per Clause 2.2.3.2 & 2.2.11) is now rephrased as:</p> <p style="text-align: right;"><i>All figures in Rs Cr</i></p> <table border="1"> <thead> <tr> <th>Description</th> <th>Amount (in Rs Cr.)</th> </tr> </thead> <tbody> <tr> <td>Subscribed and Paid-up Equity</td> <td></td> </tr> <tr> <td>(add) Reserves</td> <td></td> </tr> <tr> <td>(Subtract) (Revaluation reserves +Miscellaneous Expenditure not written off + Reserves not available for Distribution to Equity Shareholders)</td> <td></td> </tr> <tr> <td>Net-worth</td> <td></td> </tr> </tbody> </table>	Description	Amount (in Rs Cr.)	Subscribed and Paid-up Equity		(add) Reserves		(Subtract) (Revaluation reserves +Miscellaneous Expenditure not written off + Reserves not available for Distribution to Equity Shareholders)		Net-worth	
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7.	<p>Currently, as per the RFQ, the name of the Project is ‘Delhi Wellness & Recreational Club’. Will the developer be allowed to change the name of the Project?</p>	<p>Yes, may be considered but with prior approval of DTTDC.</p>																						
8.	<p>Are there any encroachments on the project site at present?</p>	<p>No</p>																						
9.	<p>What is the land use of the project site at present?</p>	<p>Recreational (as per Master plan of Delhi 2021). Change of Land Use, if required at any stage, shall be the responsibility of the selected Bidder.</p>																						
10.	<p>Since the core of the project is ‘Wellness’, the developer will be providing services related to Ayurveda, Yoga, Naturopathy and other Medical & Cosmetic services etc. Is there any provision/clause for providing these services free to poor/BPL section of the society?</p>	<p>Detail will be provided at the RFP stage</p>																						

11.	What will be the exchange rate followed for currency conversion?	For conversion of US dollars to rupees, the rate of conversion shall be Rupees [50 (fifty)] to a US Dollar. In case of any other currency , the same shall be first converted to US Dollars as on the date 60(sixty) days prior to the Application Due Date , and the amount so derived in US Dollars shall be converted into rupees at the aforesaid rate. The conversion rate of such currencies shall be the daily representative exchange rates published by the International Monetary Fund for the Relevant Date.
12.	Is there any binding/ceiling on the debt-equity ratio for this project?	Refer Clause 2.2.5.5 point IV and point V.
13.	Is it necessary to put the entire 'Promoter Contribution/Funding' in form of Equity Share Capital or it can be put in the form of unsecured loans from the promoters as well?	Not applicable to RFQ.
14.	Will DTTDC help the selected developer in getting required permissions/approvals for the project?	It shall be the responsibility of the bidder to secure all the necessary approvals, sanctions, permits etc, from the concerned authorities for development and operation of the project at their cost and expense. DTTDC will provide reasonable assistance to the selected bidder in obtaining clearances and approvals for the project
15.	Will there be any flexibility of having an external operator for some of the services that will be part of Delhi Wellness & Recreational Club?	Yes, sub-leasing may be considered with prior approval of DTTDC.
16.	Currently the construction period for the project has been kept as 12 months. Keeping in mind the complexity of the project in terms of various approvals that need to be taken, it is requested that the construction period be enhanced from 12 months to 24 months?	No Construction Period given in the RFQ. It may be considered as 18 months and Detail will be provided at the RFP stage.
17.	Usually the concession period for most of the PPP projects in India is 30 - 33 years. It is requested that the concession period for this project should also be raised to minimum 30 years	Concession Period is raised to 30 years.
18.	Is there any fauna element present in the Forest area/green belt adjoining the project site?	No
19.	Is there any provision of renewal of contract at the end of the Concession Period?	Detail will be provided at the RFP stage
20.	Will there be any ceiling on the tariffs/user charges to be charged by the developer for various products/services at the Wellness & Recreational Club?	No

21.	<p>Can we incorporate the following list of activities under the head of 'Recreational Club'</p> <ol style="list-style-type: none"> 1. Food courts 2. Shopping 3. Watching movies 4. Skin Care Regime , Music , Dance 5. Bowling, Museum etc. 	<p>As the core theme of the proposed project is 'Wellness' , the developer is essentially expected to provide services related to Ayurveda, Yoga, Naturopathy and other Medical & Cosmetic services etc. DTTDC will provide a Minimum Development Plan (MDP) at the RFP stage which will clarify what all services and facilities in this Project shall be mandatory, desirable & permissible.</p>
22.	<p>As per Clause 2.2.2.1 –'Technical Capacity' – Please clarify the exact meaning of "Over the past five Years"</p>	<p>"Over the past five years " means (2008-09 , 2009-10 , 2010-11 , 2011-12 and 2012-13)</p>
23.	<p>With regard to Technical Experience, we are requesting you to consider the experience in the Food Courts with Multiplex as an Additional experience.</p>	<p>No change in "Eligible Projects"</p>
24.	<p>As per clause 2.7.3 of the RFQ In case of the highest bidder disqualified / rejected , then the second highest bidder is to be considered for the Project Award , which is the natural course to be adopted in all Projects (BOT or PPP) Or The second highest bidder should be given option to match the Highest Bidder, but not all the remaining bidders. Hence considering the above said words , we are requesting you to amend the clause 2.7.3</p>	<p>No change in Clause 2.7.3 Also Refer Clause 1.2.12 in this regard</p>
25.	<p>There is no clause in the RFQ application with regard to exclusion of Construction Period of the project which should be apart from the Concession Period as the project</p>	<p>The Concession Period includes Construction Period and Detail will be provided at the RFP stage</p>
26.	<p>There is no clause in the RFQ document with regard to assignment or mortgage by the Successful bidder or Concessionaire of its interest in the Project including " Lease Hold Rights and obligations under this Concessional Agreement to the Financial Institutions / Banks in connection with the availing of required funds for the Design , Build , Operate & Transfer of the Project"</p>	<p>Detail will be provided at the RFP stage</p>
27.	<p>As per clause 2.2.21, the figures are asked for 3 years for qualify but in point 3.3 and 3.4 , the data being asked is for 5 years which seems inconsistent</p>	<p>No change</p>
28.	<p>Since the marks for Technical Capacity, Financial Capacity and Presentation are 40, 20 and 40 Respectively and it is mentioned in point 1.3 that the presentation will be invited later on. So how someone can get 70 out of 100 to qualify for the RFP. Does it mean that the total marks are 40+20=60 and out of which 70% shall be obtained to qualify which shall be 42. Please clarify this.</p>	<p>Minimum score required by the bidders(in each of the categories mentioned below) to qualify for the presentation is: Technical Capacity: 25 Marks Financial Criteria 1: 5 Marks Financial Criteria 2: 5 Marks</p>

29.	Since turnover as already qualified for marks in Technical Capacity, why Double Weight of it has been given in Financial Capacity again, it seems duplicate marking based on turnover which in fact is wrongly enlisted for the reasons stated above. It shall also be accordingly corrected	No Change in Clause 2.2.2.1 and Clause 2.2.2.2
30.	What will be the plot ratio for the site?	Bye-laws as prescribed in DDA Master Plan 2021 for Recreational Land Use may be followed.
31.	What will be permitted height & storey of the project?	Bye-laws as prescribed in DDA Master Plan 2021 for Recreational Land Use may be followed.
32.	Since the multistory is not permitted so what is effective total covered area for the project?	Bye-laws as prescribed in DDA Master Plan 2021 for Recreational Land Use may be followed.
33.	What is meant by temporary structure?	No mention of temporary structure in RFQ. Bye-laws as prescribed in DDA Master Plan 2021 for Recreational Land Use may be followed.
34.	What will be Revenue sharing ratio – is it fixed or variable?	Revenue Sharing detail, if any, will be provided at the RFP stage
35.	What will be the Minimum Guarantee amount?	Minimum Guarantee detail , if any, will be provided at the RFP stage
36.	Is lease rent to be payable quarterly or annually?	Lease Rent detail, if any, will be provided at the RFP stage
37.	Will there be any rent free period during development of project during getting permissions / approvals to run the business?	Detail of Rent Free period, if any, will be provided at the RFP stage
38.	Since this project requires about 25 Crores which means 1 crore per year almost as depreciation. Is there any commitment to extend this after this period of 25 years to same successful bidder or they have to write it off fully?	Detail will be provided at the RFP stage
39.	Can the proposed SPV be formed later if project is awarded or it has to be from start of RFQ itself?	Refer Clause 2.2.5 as applicable to the selected Bidder.
40.	Any minimum specified paid up capital for the proposed SPV?	Refer Clause 2.2.5.5 point IV and point V.
41.	Can shareholding be owned by Singapore company which is solely run by NRI (Indian Citizens)?	Refer Clause 2.2.10
42.	We have noted villagers are using the passages being used within land. We anticipate some dispute with them .So how DTTDC is ensuring to give us a dispute free land?	Land belongs to DTTDC and is free from any dispute.
43.	Can an internal gate be permitted from the site to existing garden?	May be considered at later date as per design and plan submitted by selected Bidder but DTTDC shall reserve the right to take necessary decision on this.
44.	Will the project be considered wellness industry or hotel/resort?	The core theme of the proposed project is 'Wellness' , the developer is essentially expected to provide services related to Ayurveda, Yoga, Naturopathy and other Medical & Cosmetic services etc.

45.	Will it be subject to /exempted from luxury tax /service tax which is implied on hotels?	No proposal for tax exemptions for this project made by DTTDC. Bidder is required to make his own assessment on this issue.
46.	Will it entitle for duty free imports as given in customs act of India in lieu of foreign exchange earnings.	No proposal for duty free imports for this Project made by DTTDC. Bidder is required to make his own assessment on this issue.
47.	How much time will be given for presentation by applicants?	The bidders who qualify for Presentation shall be intimated at least 2 weeks prior to the date of presentation. Around 30 minutes may be provided to each bidder qualified for presentation stage.
48.	What is the approximate timeline in which RFP will be issued?	It is intended to issue RFP in August'2013 to the Bidders shortlisted at RFQ stage.
49.	Clause 2.2.10 condition of 15% Resident Indian shall be removed as: <ul style="list-style-type: none"> - It is contradicting to 100% investment by NRI or wholly owned subsidiary which is permitted mostly in Tourism Projects even in controlled countries and shall be removed - It is contradicting Singapore bilateral trade treaty CECA which was signed by both Prime Ministers - When even Singapore Govt. can give it to us as Indian National despite we being foreigner, why our own country can't give it to us? 	No change
50.	According to clause 1.3 of the RFQ: The due date of submission of the RFQ applications is 7 th June'2013. It is requested that the date of submission of RFQ application be extended by atleast 1 week.	According to clause 1.3 of the RFQ: The due date for submission of the RFQ applications has now been extended to 24th June'2013

Note: In view of the modifications done with regard to "Technical Capacity' and 'Financial Capacity' as part of Pre-Bid Meeting Minutes, the Marking Scheme as per clause 2.2.2.4 stands changed and may be read as given in Addendum herewith

ADDENDUM

2.2.2.4 Marking Scheme

	Project Category (A)	Project Experience (B)	Marks allotted	
TECHNICAL CAPACITY	I	Developed atleast three Eligible Projects where project cost of each eligible project was in excess of Rupees Fifteen Crores (Rs. 15 Cr. Equivalent to USD 3 Mn) Or	Marks for meeting the Technical Capacity' as per any one of the Project Categories mentioned in Column (A)	25
	II	Developed a single Eligible Project of project cost exceeding Rupees Twenty Five Crores (Rs 25 Cr. Equivalent to USD 5 Mn) Or		
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		The bidder shall be allotted 3 marks for every 'additional Eligible Project' belonging to any of the four Project Categories mentioned above	Marks for additional projects as per any one of the Project Categories mentioned in Column (A)	15
		Maximum Marks allotted for Technical Capacity <i>* Bidders fulfilling the criteria as per High Network Route(HNR)mentioned in clause2.2.2.3 shall be allotted maximum of 25 out of 40 marks for Technical Capacity</i>		40
FINANCIAL CAPACITY		Average Annual Turnover in the past three financial years before the Application Due Date as per the Audited Annual Reports:		
		Below Rs 20 Cr.		Bidder disqualified
		Rs 20 Cr – Rs 50 Cr.		5
		Above Rs 50 Cr- Rs 100 Cr.		7.5
		Above Rs 100 Cr.		10
		Net-worth in the preceding financial year before the Application Due Date as per the audited annual Report:		
		Below Rs 15 Cr		Bidder disqualified
		Rs 15 Cr.-Rs 25 Cr.		5
		Above Rs 25 Cr – Rs 50 Cr.		7.5
	Above Rs 50 Cr.		10	
	Maximum Marks allotted for Financial Capacity		20	
PRESENTATION		Bidders who meet both Technical and Financial Capacity may be invited for presentation wherein marks shall be assigned as under:		
		Project Development Plan		25
		Project Team Capability		10
		Activity and time scheduling		5
	Maximum Marks allotted for Presentation		40	
		Maximum Total Marks		100
*Bidder/s scoring a minimum of 70 out of 100 marks shall be qualified for the RFP stage				