



EXPRESSION OF INTEREST -cum- QUALIFICATION

Development of Six (6) Land Parcels of Deccan
Infrastructure and Land Holdings Limited
in Andhra Pradesh

Gruhakalpa, Opp. Gandhi Bhavan,
M.J.Road, Nampally
Hyderabad - 500001

February 2008

DISCLAIMER

The information contained in this Expression of Interest-cum-Qualification Document (“EoI”) or subsequently provided to Applicants, whether verbally or in documentary form by or on behalf of Deccan Infrastructure and Land Holdings Limited ("DILL") or any of their employees or advisors (collectively referred to as "DILL Representatives"), is provided to the Applicants on the terms and conditions set out in this EoI document and any other terms and conditions subject to which such information is provided. This EoI document is not an agreement and is not an offer or invitation by the DILL Representatives to any other party. The purpose of this EoI document is to provide interested parties with information to assist the formulation of their Application.

This EoI document does not purport to contain all the information each Applicant may require. This EoI document may not be appropriate for all persons, and it is not possible for the Representatives to consider the investment objectives, financial situation and particular needs of each party reading or using this EoI document on a stand alone basis. Certain Applicants may have better knowledge of the projects than others. Each Applicant should conduct its own due diligence, investigations and analysis and should check the accuracy, reliability and completeness of the information in this EoI document and obtain independent advice from appropriate sources. The DILL Representatives make no representation or warranty and shall incur no liability under any law, statute, rules or regulations as to the accuracy, reliability or completeness of the EoI document and concerned with any matter deemed to form part of the EoI Document, the award of the projects, the information and any other information supplied by or on behalf of DILL Representatives or otherwise arising in anyway from the selection process.

DILL may in their absolute discretion, but without being under any obligation to do so, update, amend or supplement the information in this EoI document from time-to-time, after intimating the same to the Applicants.

DILL Representatives reserve the right to accept or reject any or all proposals without assigning any reasons thereof. The bidding process shall be governed by the laws of India and courts at Hyderabad will have jurisdiction over the matters concerning and arising out of this EoI document and corresponding process.

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SECTION 1. INTRODUCTION

1.1 Background

- 1.1.1 Deccan Infrastructure and Land Holdings Limited (herein referred to as “DILL”) undertake development of urban infrastructure, housing, commercial and other integrated projects in the State of Andhra Pradesh. DILL is a Government of Andhra Pradesh (“GoAP”) promoted company, registered under the Companies Act, 1956 as a subsidiary of Andhra Pradesh Housing Board (APHB). The contributions of APHB and GoAP in DILL are in the form of land holdings whereby APHB and GoAP hold 51% and 49% respectively.
- 1.1.2 DILL has ownership and possession of land parcels in Hyderabad and Visakhapatnam having potential for development across various real estate categories such as residential, commercial, retail, hospitality and healthcare. DILL envisages development of these land parcels under a suitable partnership framework.
- 1.1.3 DILL proposes to identify a private partner for development of six (6) land parcels, the details of which are set out in *Annexure I*. (“Land Parcel or Land Parcels as the context may require”) DILL invites Expressions of Interest (“EoI”) from interested parties for the purpose of assessing their credentials and subsequently short-list eligible bidders for the next stage of bidding process.
- 1.1.4 For the purpose of bidding, the land parcels have been classified into four categories – Category A, Category B, Category C and Category D. However, each of the land parcels within a category is considered as an independent project and will be taken up for development individually (“Project”). Though this EoI-cum-Qualification document is common to all the land parcels being bid out by DILL, separate agreements would be executed for each of the land parcel. A Bidder may be successful bidder for the development of more than one land parcel. The classification of the six (6) land parcels into various categories is as follows:

<i>Category</i>	<i>Land Parcels in the category</i>
Category A	1. Kukatpally (KPHB Colony, Hyderabad) - 30.00 acres 2. Shaikpet (Jublilee Hills, Hyderabad) - 6.28 acres
Category B	3. Madhurawada (Vizag) - 11.15 acres
Category C	4. Shaikpet (Jublilee Hills, Hyderabad) - 2.18 acres 5. Shaikpet (Jublilee Hills, Hyderabad) - 1.93 acres 6. Khairatabad (Hyderabad) - 1.80 acres
Category D	-None-

- 1.1.5 DILL has prepared this EoI-cum-Qualification document (hereafter referred to as EoI document) and is issuing the same to all the participants (“Applicants”) of the EoI process. Applicants are now required to provide detailed submissions as per provisions of this EoI document (“Applications”).

- 1.1.6 The Applications would be evaluated on the basis of the evaluation criteria set out in this EoI document in order to identify eligible Applicants (“Qualified Bidders”) for the next stage of the bidding process.
- 1.1.7 The Qualified Bidders would then be issued Request for Proposal (RFP) document. The RFP document would be a comprehensive project related document including techno-commercial evaluation process, general project configuration, components, scope of services of the preferred bidder, bidding parameters and other legal and commercial highlights of the agreement that would be executed between DILL and the Successful Bidders for the land parcel.

The Successful Bidders would develop the respective land parcel in accordance with the provisions to be set out in the RFP document. However for the purpose of information, the broad contours of the project structure to be considered by DILL for Draft Agreement are provided in *Annexure 2*.

1.2 Cost of EoI Document

- 1.2.1 The EoI document is available on the Internet and interested parties shall download the same from the website: www.deccaninfrastructure.com
- 1.2.2 In case the EoI document is downloaded from the above website, the demand draft towards cost of the document – Rs. 25,000 (Rupees Twenty Five Thousand Only) in favour of “Deccan Infrastructure and Land Holdings” payable at Hyderabad should be enclosed along with each Application.
- 1.2.3 Intimation of the downloading of document should be sent to Managing Director, DILL at the email – dsraju@deccaninfrastructure.com and by email to ppp.pias@in.ey.com to enable DILL to register the party as potential Applicant.
- 1.2.4 All subsequent notifications, changes and amendments will be posted on the website: www.deccaninfrastructure.com

1.3 Bidding Schedule

DILL would endeavour to adhere to the following schedule:

S. No.	Event Description	Date
1	Last date of receiving queries	March 03, 2008
2	Pre Application Meeting	March 05, 2008 (11.00 a.m.)
3	DILL's response to the queries	March 07, 2008
4	Application Due Date	March 18, 2008
5	Declaration of List of Qualified Applicants	By end of March 2008
6	Issue of RfP Document to Qualified Applicants	During first week of April 2008

In case of any revision in the Bidding Schedule, the revised dates shall be posted on the website: www.deccaninfrastructure.com

The pre-application meeting shall be held at the office of DILL at the time and date mentioned above.

SECTION 2. INSTRUCTIONS TO APPLICANTS

A. General

2.1 Eligible Applicants

2.1.1 The entities eligible for participating in the qualification process shall be any one of the following two categories:

- a. Category 1 : A single Business Entity ; or
- b. Category 2: A consortium of Business Entities (hereinafter referred to as “Consortium”), with one member designated as Lead Member and other as Other Member.

The term ‘Applicant’ would hereinafter apply to both the above-mentioned categories.

2.1.2 For the purpose of this EoI document, Business Entity shall mean any of the following :

- a. A company which is registered in India under the provisions of the Companies Act, 1956 or any other equivalent law or statute prevalent outside India; (Copy of registration certificate to be submitted along with Qualification Submissions); or
- b. A body corporate formed by means of a specific government statute in India (Copy of such statute to be submitted along with Qualification Submissions)

2.1.3 Any entity which has been barred by DILL, Government of Andhra Pradesh (GoAP), any other State Government in India (SG) or Government of India (GoI), or any of the agencies of DILL/GoAP/SG/GoI and the bar subsists as on the Application Due Date, would not be eligible to submit a Application, either individually or as a member of a Consortium. The Applicant shall execute an undertaking to this effect as per the format enclosed in *Appendix D-2*.

2.2 Requirements for a Consortium

2.2.1 Applications submitted by a Consortium should comply with the following additional requirements:

- a. The number of members in a Consortium would be limited to two (2) members;
- b. The Application should contain the information required from each member;
- c. The Application should include a description of the roles and responsibilities of the members;
- d. All the members shall be Business Entities;

- e. An Applicant who has applied for a Land Parcel in its individual capacity or as a part of a Consortium cannot participate as a member of any other Consortium applying for the same Land Parcel;
- f. Separate Application shall be made in case an Applicant having a status of Consortium desires to apply for a different Land Parcel in status of individual capacity or vice versa.

Illustration:

Option for Applicants for two land parcels say – Kukatpally and Khairatabad.

- ⇒ ***Entity X and Entity Y can apply for Kukatpally and/or Khairatabad in its individual capacities***
- ⇒ ***Entity X and Entity Y can apply for Kukatpally and/or Khairatabad as a single consortium***
- ⇒ ***Entity X and Entity Y consortium can apply for Kukatpally as consortium and they can apply in individual capacities for Khairatabad or vice versa***
- ⇒ ***If Entity X applies for Kukatpally in individual capacity, it cannot apply for Kukatpally as a part of any other consortium or vice versa***

- g. The members of the Consortium shall execute a Power of Attorney as per the format enclosed at ***Appendix B-2***;
- h. The members of the Consortium shall enter into a Memorandum of Understanding (MoU) and submit the same with the Application. The MoU should, inter alia:
 - i. convey the intent of the Lead Member to form a joint venture company with Other Member also as its shareholders. The minimum shareholding pattern of the Consortium Members shall be as indicated in ***Section 3.7*** hereinafter. Such joint venture company would enter into a agreement/s, with DILL and subsequently carryout all the responsibilities of the Successful Bidder in terms of such agreement/s, in case the Project(s) is awarded to the Consortium.;
 - ii. clearly outline the proposed roles and responsibilities of each member of the Consortium; and
 - iii. include a statement to the effect that the members of the Consortium shall be liable jointly and severally for the implementation of the Land Parcels/Project(s) in accordance with the terms of the Agreement. Also include a statement that till the joint venture company is formed, all correspondence of DILL would be addressed to Lead Member during the course of the bidding process.

The MoU entered into, between the members of the Consortium should be specific to the project/land parcel and should contain the above requirements, failing which the Application may be considered non-responsive.

2.3 Change in Consortium composition

- 2.3.1 Change in the composition of a Consortium will not be permitted by DILL during the Qualification Stage.
- 2.3.2 Change in the composition of a Consortium may be permitted by DILL during the RFP Stage, only if:
 - a. The modified Consortium would continue to meet the Qualification criteria for Applicants;
 - b. The new Consortium expressly adopts the Application already made by the original Consortium as if it were a party to it originally.
- 2.3.3 Grant of approval for change in the composition of a Consortium shall be at the discretion of the DILL and must be approved by DILL in writing before submission of Proposal by the bidder during the RFP Stage.
- 2.3.4 The modified Consortium would be required to submit a revised Memorandum of Understanding.

2.4 Number of Applications and respondents

Each Applicant shall submit only one (1) Application, in response to this EoI and may apply for one or more than one Land Parcel in a single Application. However, an entity shall make separate Applications in case of any change in status (Individual or Consortium) for Application for a different land parcel. Any Applicant/member of Consortium, who submits or participates in more than one Application except as permitted for different land parcels as per provisions of **Section 2.2.1 (e)** and **Section 2.2.1 (f)**, shall be disqualified and shall also cause disqualification of all the applications in which such Applicant/member of Consortium has participated.

2.5 Application Preparation Cost

The Applicant shall be responsible and shall pay for all of the costs associated with the preparation of its Application and its participation in the bidding process. DILL will not be responsible or in any way be liable for such costs, regardless of the conduct or outcome of the bidding process.

2.6 Project Inspections and Visit to the Sites

- 2.6.1 It is desirable that each Applicant submits its Application after visiting the respective land parcels and ascertaining for itself the location, surroundings, conducting necessary due diligence or any other matter considered relevant by it.
- 2.6.2 Location details of the site are provided in Annexure 1 of this EoI document. For the purpose of any further clarifications related to the location of the site, the Applicants may contact General Manager (Lands) on his mobile : +91 99595 52438 for lands in Hyderabad or Mr.B.Raja Gopala Rao on his mobile : +91 98499 06428 for land in Visakapatnam between 1030 hrs to 1700 hrs during Monday to Saturday.
- 2.6.3 It would be deemed that by submitting the Application for EoI, the Applicant has:
- a. made a complete and careful examination and accepted the EoI Document in total ;
 - b. received all relevant information requested from DILL related to EoI.
- 2.6.4 DILL shall not be liable for any mistake or error on the part of the Applicant in respect of the above.

2.7 Right to Accept or Reject any of the Applications

- 2.7.1 Notwithstanding anything contained in this EoI, DILL reserves the right to accept or reject any Application or to annul the bidding process or reject all Applications, at any time without any liability or any obligation for such rejection or annulment, without assigning any reasons thereof.
- 2.7.2 DILL also reserves the right to reject any Application if:
- a. at any time, a material misrepresentation is made or discovered, or
 - b. the Applicant does not respond promptly and diligently to requests for supplemental information required for the evaluation of the Application
- Rejection of the Application by DILL as aforesaid would lead to the disqualification of the Applicant.

B. Documents

2.8 Contents of EoI

The EoI Document comprises the contents as listed below, and would additionally include any Addenda issued in accordance with **Section 2.9**.

Expression on Interest

Section 1: Introduction

Section 2: Instructions to Applicants

Section 3: Qualification Evaluation Process

Section 4: Contents of Application

Appendix:

- a. Letter of Proposal as per *Appendix A*
- b. Power of Attorney as per *Appendix B-1*, authorising the signatory of the Proposal to commit the Applicant
- c. Power of Attorney for the Lead member of the Consortium as per *Appendix B-2*
- d. Details of Applicant as per *Appendix C*
- e. Anti-Collusion Certificate as per *Appendix D-1*
- f. Letter of Undertaking from Applicant as per *Appendix D-2*
- g. Undertaking of being a Business Entity as per *Appendix E*
- h. Statement of Development Experience as per *Appendix F-1*
- i. Certificate from the Registered Architect as per *Appendix F-2*
- j. Certificate from Statutory Auditor for Development Experience as per *Appendix F-3*
- k. Certificate from Statutory Auditor for proof of Revenues accrued by the applicant in the format set out in *Appendix F-4*
- l. Statement of Financial Capability as per *Appendix G-1*
- m. Certificate from Applicant's Auditor as per *Appendix G-2*

2.9 Amendment of EoI

- 2.9.1 At any time prior to the Application Due Date, DILL may, for any reason, whether at its own initiative or in response to clarifications requested by an Applicant, modify the EoI document by the issuance of Addenda.
- 2.9.2 Any Addendum thus issued will be sent in writing to all the Applicants to whom the EoI document has been issued.
- 2.9.3 In order to provide the Applicants a reasonable time to examine the Addendum, or for any other reason, DILL may, at its own discretion, extend the Application Due Date.

2.10 Pre-Application Meeting

- 2.10.1 To clarify and discuss issues with respect to the Project and the EoI, DILL shall hold Pre-Application meeting at the office of DILL.
- 2.10.2 Prior to the Pre-Application meeting, the Applicants are required to submit a list of queries and propose deviations, if any, to the Terms and Conditions as set out in the EoI issued by the DILL. Applicants must formulate their queries and forward the same to DILL as per the time schedule set out earlier in Section 1.3 of this Volume of the EoI Document ("Bidding Schedule"). DILL may, in its sole discretion or based on inputs provided by Applicants that it considers acceptable, amend the EoI.

- 2.10.3 The applications to be submitted by the Applicants would have to be unconditional and unqualified and the Applicants would be deemed to have accepted the Terms and Conditions of the EoI.
- 2.10.4 DILL will hold the Pre-Application meeting as per Bidding Schedule at the office of DILL at the address indicated in Section 2.11.1
- 2.10.5 Attendance of the Applicants at the Pre-bid meeting is not mandatory.

2.11 Application Correspondence

- 2.11.1 All correspondence / enquiries should be submitted to the following in writing by fax/registered post / courier:

ATTN. OF: Shri B. R. Meena, Managing Director
Deccan Infrastructure and Land Holdings Limited

ADDRESS: Gruhakalpa, Opp. Gandhi Bhavan, M. J. Road,
Nampally
Hyderabad –500 001
Phone: 040-24603571 to 575
Email: dsraju@deccaninfrastructure.com and a copy to
ppp.pias@in.ev.com

- 2.11.2 No interpretation, revision, or other communication from DILL regarding this solicitation is valid unless it is in writing and is signed by Managing Director or his authorised representative for DILL. DILL may choose to send to all Applications, written copies of DILL's responses, including a description of the enquiry, but without identifying its source, to all the Applicants.

C. Preparation and Submission of Application

2.12 Language and Currency

- 2.12.1 The Application and all related correspondence and documents should be written in the English language. Supporting documents and printed literature furnished by the Applicant with the Application may be in any other language provided that they are accompanied by appropriate translations of the pertinent passages in the English language and duly notarized. Supporting materials, which are not translated into English, may not be considered. For the purpose of interpretation and evaluation of the Application, the English language translation shall prevail.

2.12.2 The currency for the purpose of the Application shall be the Indian Rupee (INR). In case conversion of currency to INR is required, such conversion shall be based upon the RBI Reference Rate applicable fourteen (14) days prior to the Application Due Date. In all such cases, the original figures in the relevant foreign currency, the exchange rate used and the INR equivalent shall be clearly stated as part of the Application. DILL reserves the right to use any other suitable exchange rate, if the Application is submitted in any other currency, for the purpose of uniformly evaluating all Applicants.

2.13 Validity of Application

Application shall remain valid for a period not less than nine (9) months from the Application Due Date ("Application Validity Period"). DILL reserves the right to reject any Application, which does not meet this requirement.

2.14 Extension of Validity of Application

In exceptional circumstances, prior to expiry of the original Application Validity Period, DILL may request Applicants to extend the Application Validity Period for a specified additional period.

2.15 Format and Signing of Application

2.15.1 The Applicant would provide all the information as per this EoI. DILL would evaluate only those Applications that are received in the required format and are complete in all respects.

2.15.2 The Applicant shall prepare one original of the documents comprising the Application and clearly marked "ORIGINAL". In addition, the Applicant shall make one (1) copy of the Application, clearly marked "COPY". In the event of any discrepancy between the original and the copy, the original shall prevail.

2.15.3 The Application and its copy shall be typed or written in indelible ink and the Applicant shall initial each page. All the alterations, omissions, additions, or any other amendments made to the Application shall be initialled by the person(s) signing the Application.

2.16 Sealing and Marking of Applications

2.16.1 The Applicant shall seal the original and the copy of the Application in separate envelopes, duly marking the envelopes as "ORIGINAL" and "COPY". The envelopes shall then be sealed in an outer envelope.

2.16.2 Each envelope shall contain the following:

- a. Letter of Application as per Appendix A

- b. Copy of Registration Certificate/ government statute/ licence confirming the status of the Applicant in accordance to **Section 2.1.2**
- c. Power of Attorney for Signing of the Application (in case of Consortium, this would need to be provided by the Lead Member) as per **Appendix B-1**;
- d. In case of Consortium, Memorandum of Understanding between the members; and the Power of Attorney as per **Appendix B-2**
- e. Details of Applicant (in case of Consortium for each Member) as per **Appendix C**;
- f. Development Experience of Applicant with supporting certificates/document;
- g. Details of Proof of Payment of the Cost of EoI document
- h. Anti – Collusion Certificate as per **Appendix D-1**
- i. Undertaking as per **Appendix D-2**,
- j. Undertaking for Business Entity as per **Appendix E**
- k. Development Experience of the Applicant with supporting certificates/ documents as per **Appendix F-1, Appendix F-2, Appendix F-3 and Appendix F-4**
- l. Occupancy Certificate /Completion Certificate from the Local Authority or any other document to evidence completion and commission of the project
- m. Financial Capability of the Applicant (in case of Consortium for each Member) with supporting certificates/ documents as per **Appendix G-1 and Appendix G-2**;

2.16.3 Both the original and the copy shall be placed in a single larger envelope and sealed.

2.16.4 Each of the envelopes (outer and inner) shall clearly bear the following identification:

“Application for the Development of six (6) Land Parcels of DILL”

2.16.5 The envelopes shall be addressed and submitted to:

ATTN. OF: Shri B. R. Meena, Managing Director
Deccan Infrastructure and Land Holdings Limited

ADDRESS: Gruhakalpa, Opp. Gandhi Bhavan, M. J. Road,
Nampally
Hyderabad –500 001
Phone: 040-24603571 to 575

2.16.6 If the envelopes are not sealed and marked as instructed above, DILL assumes no responsibility for the misplacement or premature opening of the contents of the

Application submitted and such Application may, at the sole discretion of DILL, be rejected.

- 2.16.7 All contents of the Application should be clearly numbered, indexed and arranged in a sequence and shall be bound firmly.

2.17 Application Due Date

- 2.17.1 Applications should be submitted before **1600 hours IST on the Application Due Date** mentioned in the Bidding Schedule, to the address provided in **Section 2.16.5** in the manner and form as detailed in this EoI. Applications submitted by either facsimile transmission or telex will not be acceptable.
- 2.17.2 DILL may, in exceptional circumstances, and for reasons to be recorded in writing, extend the Application Due Date, by issuing an Addendum in accordance with **Section 2.9**, uniformly for all Applicants.

2.18 Modifications/ Substitution/ Withdrawal of Applications

- 2.18.1 The Applicant may modify, substitute, or withdraw its Application after submission, provided that written notice of the modification, substitution, or withdrawal is received by DILL by the Application Due Date. No Application shall be modified, substituted, or withdrawn by the Applicant after the Application Due Date.
- 2.18.2 The modification, substitution, or withdrawal notice shall be prepared, sealed, marked, and delivered in accordance with **Section 2.16**, with the envelopes being additionally marked “MODIFICATION”, “SUBSTITUTION” or “WITHDRAWAL”, as appropriate.

D. Evaluation of Application

2.19 Application Opening

- 2.19.1 DILL would endeavour to open the Applications immediately after the Application Due Date for the purpose of evaluation.
- 2.19.2 Applications for which an acceptable notice of withdrawal has been submitted in accordance with **Section 2.18** shall not be opened.
- 2.19.3 DILL would subsequently examine and evaluate Applications in accordance with the criteria set out in **Section 3** of this EoI Document.

2.20 Confidentiality

Information relating to the examination, clarification, evaluation, and recommendation for the Applicants shall not be disclosed to any person not officially

concerned with the process. DILL will treat all information submitted as part of Application in confidence and would require all those who have access to such material to treat the same in confidence. DILL will not divulge any such information unless it is ordered to do so by any authority pursuant to applicable law or order of a competent court or tribunal, which requires its disclosure.

2.21 Tests of responsiveness

- 2.21.1 Prior to evaluation of Applications, DILL will determine whether each Application is responsive to the requirements of the EoI. A Application shall be considered responsive if the Application:
- a. is received/deemed to be received by the Application Due Date including any extension thereof pursuant to **Section 2.17.2**;
 - b. is signed, sealed and marked as stipulated in **Section 2.15** and **Section 2.16**;
 - c. contains all the information as requested in this document;
 - d. contains information in formats same as those specified in this document;
 - e. mentions the validity period as set out in **Section 2.13**; and
- 2.21.2 DILL reserves the right to reject any Application which is non-responsive and no request for alteration, modification, substitution or withdrawal shall be entertained by DILL in respect of such Applications.

2.22 Clarifications

To facilitate evaluation of Applications, DILL may, at its sole discretion, seek clarifications in writing from any Applicant regarding its Application.

2.23 Consultant(s) or Advisor(s)

To assist in the examination, evaluation, and comparison of Applications, DILL may utilise the services of consultant(s) or advisor(s). **Ernst & Young Private Limited** has been engaged as consultant to DILL for providing assistance in the identification of Preferred Bidder for the Land Parcels.

2.24 Application Evaluation

- 2.24.1 The Qualification Submissions of the Applicants would first be checked for responsiveness as set out in **Section 2.21** above. All Applications found to be substantially responsive shall be evaluated as per the Qualification Criteria set out in **Section 3**.
- 2.24.2 Applicants who meet the qualification criteria shall be short-listed for respective land parcels (“Qualified Applicants”) for receiving of RFP documents in the second stage of the bidding process.

2.25 Notifications of Qualification

DILL will notify the Qualified Bidder by facsimile and by a Letter of Qualification (LOQ) that it has been qualified for the next stage of bidding process.

SECTION 3. EVALUATION FOR QUALIFICATION

3.1 Evaluation Parameters

3.1.1 The Applicant's competence and capability is proposed to be established by the following parameters:

- a. Experience of Applicant in terms of:
 - i. Development of Urban Infrastructure Projects ; and
 - ii. Revenues from Urban Infrastructure Projects
- b. Financial capability in terms of:
 - i. Net worth; and
 - ii. Annual sales turnover.

3.1.2 On each of these parameters, the Applicant would be required to meet the evaluation criteria as detailed in this Section.

3.2 Eligible Experience

3.2.1 The following shall qualify as eligible experience :

- a. Development of Urban Infrastructure Project between April 01, 2004 and Application Due Date; and
- b. Revenues from Urban Infrastructure Project(s) accrued between April 01, 2004 and Application Due Date

3.2.2 For the purpose of this EoI document,

- a. Urban Infrastructure Project shall mean a project involving an urban infrastructure building –
 - Residential:- residential complexes, villas, row houses
 - Commercial:- office complexes, business centres, educational institutions
 - Retail:- malls, multiplexes, shopping complexes, amusement parks/arcades
 - Hospitality:- hotels, resorts, convention centres
 - Healthcare:- hospitals, nursing homes, allied medical centres
- b. Built Up Area or BUA shall mean aggregate area of all floors of all parts of the building including thickness of walls, under ground/ multi-car parking area but excludes paved parking around the building, stair rooms, lift rooms, lobbies and other common areas of such building, as the case may be and certified as such by the Registered Architect and supported by the completion certificate/occupation certificate issued by the local authorities.

- c. 'Development' shall encompass activities related to designing, financing, contracting/construction and marketing of the Urban Infrastructure Project. DILL's/ evaluation committee's (constituted by DILL) interpretation of whether the project(s) demonstrated by the Applicant for experience is eligible as Development of Urban Infrastructure Project(s) shall be final and binding on the Applicants.
- d. Registered Architect shall be an individual registered as an architect under the Council of Architecture or equivalent institute/body outside India.
- e. Revenues from Urban Infrastructure Projects shall mean income from sale/rentals/lease premium from Urban Infrastructure Projects accrued to the Applicant between April 01, 2004 and Application Due Date and shall be certified by the Statutory Auditor of the Applicant
- f. The aforesaid interpretation would be based on the documents including certification from Registered Architect/Statutory Auditor in the format set out in *Appendix F-2/ Appendix F-3* and *Appendix F-4* to be submitted by Applicants. However, DILL reserves the right to carry out independent verification of the veracity and sanctity of the information submitted by Applicants.

3.3 Evaluation Criteria for Experience

- 3.3.1 For the purpose of qualification under the EoI document for respective categories of land parcels, the Applicant shall demonstrate both the threshold criteria set out in *Section 3.3.2* and *Section 3.3.3*.
- 3.3.2 Development of a Urban Infrastructure Project which has been commissioned between April 01, 2004 and Application Due Date having at least the following :

<i>Category</i>	<i>Minimum BUA to be demonstrated in square feet</i>
Category A	10,00,000
Category B	7,50,000
Category C	3,00,000
Category D	1,25,000

For the purpose of qualification under Development criteria, experience in terms of BUA of maximum of two (2) projects shall be aggregated.

- 3.3.3 Applicant shall demonstrate accrual of Revenues from Urban Infrastructure Projects between April 01, 2004 and Application Due Date for atleast the following:

Category	Accrual of Revenues from Urban Infrastructure Projects (in Million Rupees)
Category A	750
Category B	500
Category C	350
Category D	250

3.4 Financial Capability

3.4.1 Financial Capability of the Applicants would be evaluated on the basis of the following:

- a. Net worth as at the end of the most recent financial year (Ref. *Appendix G-1* and *Appendix G-2*); and
- b. Average annual turnover for the last two (2) completed financial years (Ref. *Appendix G-1* and *Appendix G-2*).

3.4.2 The Applicants should provide information regarding the above based on audited annual accounts for the respective financial years. The financial year would be the same as the one normally followed by the Applicant for its Annual Report.

3.4.3 The Application must be accompanied by the audited annual financial statements of the Applicant (of the Lead Member and Other Member in case of a Consortium) for the last two (2) completed financial years.

3.4.4 In case the annual accounts for the latest financial year are not audited and therefore the Applicant could not make it available, the Applicant shall give an undertaking to that effect and the statutory auditor shall certify such undertaking. In such a case, the Applicant shall provide the Audited Annual Financial Statements for two years preceding the latest financial year which would be used for the purpose of evaluation.

3.5 Qualification Criteria for Financial Capability

3.5.1 For the purpose of Qualification, an Applicant would be required to demonstrate the financial capability as set out below.

Category	Net Worth (in Million Rupees) as on the last completed financial year	Average Annual Turnover (In Million Rupees) for the last two completed financial years
Category A	750	1500
Category B	600	1200
Category C	400	800
Category D	200	400

3.5.2 For the purposes of evaluation only figures from the latest two audited annual financial statements would be considered.

3.5.3 Explanation:

- a. Net worth =
(Paid-up equity capital + Reserves) – (Revaluation Reserves + Miscellaneous Expenditure not written-off + Non Tangible Assets)
- b. Annual Turnover =
Annual Sales from operations + other income earned in cash for the year

3.6 Contents of Qualification Submissions

3.6.1 Experience related –

- a. Experience Capability Statement in the format set out in **Appendix F-1**
- b. Certificate from Registered Architect for proof of experience in the format set out in **Appendix F-2**
- c. Certificate from Statutory Auditor for proof of development experience in the format set out in **Appendix F-3**
- d. Occupancy/ completion certificate from local authorities
- e. Certificate from Statutory Auditor for proof of Revenues accrued by the Applicant in the format set out in **Appendix F- 4**

3.6.2 Financial capability related -

- a. Financial Capability Statement in the format set out in **Appendix G-1**;
- b. Certificate from Auditor for proof of experience in the format set out in **Appendix G-2**;
- c. Audited annual reports for the latest two completed financial years

3.7 Special Conditions for a Consortium

3.7.1 In case the Applicant is a Consortium,

- a. The Lead Member should meet the experience criteria for both the Development of Urban Infrastructure Project (s) and Revenue accrued from Urban Infrastructure Project(s) between April 01, 2004 and Application Due Date.
- b. The Lead Member shall also meet atleast forty (40) percent of the aggregate financial capability in terms of networth and annual turnover (calculated in accordance with this EoI) of the consortium and the consortium as a whole should meet the financial capability criteria as set out in **Section 3.5**.

- 3.7.2 The Lead Member shall commit to hold an equity stake equal to fifty (50) percent or more of the aggregate shareholding of the SPV in the Project at all times during the Agreement Period.
- 3.7.3 The Other Member shall commit to hold a an equity stake equal to eleven (11) percent or more of the aggregate shareholding of the SPV in the Project at all times during the Contract Period
- 3.7.4 The Other Member can, after five (5) years from the date of execution of Agreement and upon obtaining necessary approvals from DILL, reduce its stake below the specified minimum shareholding.

3.8 Declaration of Qualified Applicants

Applicants meeting both the Experience Criteria and Financial Capability Criteria for each of the categories shall be declared as Qualified Applicants for respective category of Land Parcels. The RFP document shall be issue to the Qualified Applicants only for the category /categories for which such Applicant meets the qualification criteria.



SECTION 4. CONTENTS OF APPLICATION

4.1 Qualification Submissions

Qualification Submissions shall have three sub-parts:

4.1.1 General Submissions

- a. Letter of Proposal as per *Appendix A*
- b. Power of Attorney as per *Appendix B-1*, authorising the signatory of the Proposal to commit the Bidder
- c. Power of Attorney for the Lead member of the Consortium as per *Appendix B-2*
- d. Details of Bidder as per *Appendix C*
- e. Details of proof of payment of the cost of EoI
- f. Anti-Collusion Certificate as per *Appendix D-1*
- g. Letter of Undertaking from Bidder as per *Appendix D-2*
- h. Undertaking of being a Business Entity as per *Appendix E*
- i. Certificate of Incorporation

4.1.2 Experience Submissions

- j. Statement of Development Experience as per *Appendix F-1*
- k. Certificate from the Registered Architect as per *Appendix F-2*
- l. Certificate of Development Experience from the Statutory Auditor as per *Appendix F-3*
- m. Occupancy/ completion certificate from local authorities or any other document evidencing completion/commissioning of the project
- n. Certificate from Statutory Auditor for proof of Revenues accrued by the applicant in the format set out in *Appendix F-4*

4.1.3 Financial Capability Submissions

- o. Statement of Financial Capability as per *Appendix G-1*
- p. Certificate from Bidder's Auditor as per *Appendix G-2*
- q. Annual reports as required in *Section 3*

**Format for Letter of Application
(On the Letter head of the Applicant)¹**

APPENDIX A

Date:

Shri B. R. Meena, Managing Director
Deccan Infrastructure and Land Holdings Limited
Gruhakalpa, Opp. Gandhi Bhavan, M. J. Road,
Nampally
Hyderabad –500 001

Subject: Application for the Development of six Land Parcels of DILL

Reference: Expression on Interest cum Qualification document issued by DILL

Being duly authorized to represent and act on behalf of _____
(hereinafter referred to as “the Applicant”), and having reviewed and fully understood all of
the Application requirements and information provided, the undersigned hereby submits the
Application for the project referred above.

We are enclosing our Application in One (1) original plus one (1) copy, with the details as per
the requirements of the EoI, for your evaluation for the following land parcels:

Category	Land Parcels in the Category	Applied for Land Parcel(s) (Please tick and mark yes/no as appropriate)
Category A	1. Kukatpally (KPHB Colony, Hyderabad) - 30.00 acres	
	2. Shaikpet (Jublilee Hills, Hyderabad) - 6.28 acres	
Category B	3. Madhurawada (Vizag) - 11.15 acres	
Category C	4. Shaikpet (Jublilee Hills, Hyderabad) - 2.18 acres	
	5. Shaikpet (Jublilee Hills, Hyderabad) - 1.93 acres	
	6. Khairatabad (Hyderabad) - 1.80 acres	
Category D	-None-	

We confirm that we are not applying for the aforesaid marked Land Parcels/ properties as part of another consortium or as an individual entity through separate Application, in which case our Application is liable to be rejected.

¹ In case of a Consortium – On the letter head of the Lead Member

We confirm that our Application is valid for a period of nine (9) months from Application Due Date indicated in the EoI document.

DILL and its authorised representatives are hereby specifically authorised to conduct or to make any enquiry or investigations to verify the statements, document and information submitted with this application and / or in connection therewith and to seek clarification from our bankers, financial institutions and clients regarding the same.

The undersigned declares that the statements made and the information provided in this application is complete, true and correct in all respects.

Yours faithfully,

(Signature of the Authorised Signatory of Applicant)

(Name and designation of the Authorised Signatory of Applicant)

**Format for Power of Attorney for Signing of Application
(On stamp paper of appropriate value)**

APPENDIX B-1

POWER OF ATTORNEY

Know all men by these presents, we _____ (name and address of the registered office of Applicant or in case of consortium of Lead Member) do hereby constitute, appoint and authorise Mr. / Ms. _____ (name and residential address) who is presently employed with us and holding the position of _____ as our or attorney, to do in our name and on our behalf, all such acts, deeds and things necessary in connection with or incidental to our bid for the project envisaging development of DILL land parcels including signing and submission of all documents and providing information / responses to the DILL, representing us in all matters before DILL, and generally dealing with DILL in all matters in connection with our bid for the said Project.

We hereby agree to ratify all acts, deeds and things lawfully done by our said attorney pursuant to this Power of Attorney and that all acts, deeds and things done by our aforesaid attorney shall and shall always be deemed to have been done by us.

For

 (Signature)

 (Name, Title and Address)

Accepted

 (Signature)

 (Name, Title and Address of the Attorney)

Note:

1. The mode of execution of the Power of Attorney should be in accordance with the procedure, if any, laid down by the applicable law and the charter documents of the executant(s) and when it is so required the same should be under common seal affixed in accordance with the required procedure. The Power of Attorney should be on a stamp paper of appropriate value.
2. Also, wherever required, the Applicant should submit for verification the extract of the charter documents and documents such as a resolution/power of attorney in favour of the Person executing this Power of Attorney for the delegation of power hereunder on behalf of the Applicant.

**Format for Power of Attorney for Signing for Lead
Member of Consortium**

APPENDIX B-2

(On a Stamp Paper of appropriate value)

POWER OF ATTORNEY

Whereas the DILL, proposes to develop various land parcels in Andhra Pradesh (“the Project”),

Whereas, the members of the Consortium are interested in bidding for the Project and implementing the Project in accordance with the terms and conditions of the Expression of Interest–cum-Qualification (EoI) document issued by DILL, and other connected documents in respect of the Project, and

Whereas, it is necessary under the EoI document for the members of the Consortium to designate one of them as the Lead Member, with all necessary power and authority to do for and on behalf of the Consortium, all acts, deeds and things as may be necessary in connection with the Consortium’s bid for the Project.

NOW THIS POWER OF ATTORNEY WITNESSETH THAT;

We, M/s. _____, and M/s. _____ (the respective names and addresses of the registered office) do hereby designate M/s. _____ being one of the members of the Consortium, as the Lead Member of the Consortium, to do on behalf of the Consortium, all or any of the acts, deeds or things necessary or incidental to the Consortium’s bid for the Project, including submission of Application, participating in conferences, responding to queries, submission of information/ documents and generally to represent the Consortium in all its dealings with the DILL, in connection with the Project until culmination of the process of bidding and thereafter till the Agreement is entered into with the DILL.

We hereby agree to ratify all acts, deeds and things lawfully done by Lead Member, our said attorney pursuant to this Power of Attorney and that all acts deeds and things done by our aforesaid attorney shall and shall always be deemed to have been done by us/Consortium.

Dated this the ____ day of _____, 2008

(Signature)

(Title, Name and Address of the Executants)

(To be executed by all the members of the Consortium)

Note:

1. The mode of execution of the Power of Attorney should be in accordance with the procedure, if any, laid down by the applicable law and the charter documents of the executant(s) and when it is so required the same should be under common seal affixed in accordance with the required procedure.
2. Also, wherever required, the executant(s) should submit for verification the extract of the charter documents or documents such as Attorney in favour of the person executing this Power of Attorney (Appendix B-2).

Details of Applicant (For each member of Consortium)**APPENDIX C**

1. Name
2. Address of the office(s)
3. Date of incorporation and/or commencement of business.
4. Brief description of the Company including details of its main lines of business.
5. Name, Designation, Address and Phone Numbers of Authorised Signatory of the Applicant:
 - a. Name :
 - b. Designation :
 - c. Company :
 - d. Address :
 - e. Telephone Number :
 - f. Fax Number :
 - g. Mobile Number :
 - h. E-Mail Address :

6. Details of individual (s) who will serve as the point of contact / communication for DILL within the Company:
 - a. Name :
 - b. Designation :
 - c. Company :
 - d. Address :
 - e. Telephone Number :
 - f. Fax Number :
 - g. Mobile Number :
 - h. E-Mail Address :

7. In case of Consortium :

Information above (1-4) should be provided for all the members of the Consortium and information regarding role of each member should be provided as per table below:

Sl. No	Name of the Member	Role (Lead Member or Other Member)

Format for Anti-Collusion Certificate

APPENDIX D-1

(On the Letterhead of the Applicant or Lead Member in case of Consortium)

Date:

Shri B. R. Meena, Managing Director
Deccan Infrastructure and Land Holdings Limited
Gruhakalpa, Opp. Gandhi Bhavan, M. J. Road,
Nampally
Hyderabad –500 001

Subject : Application for the Development of six Land Parcels of DILL

Reference: Expression on Interest issued by DILL

We hereby certify and confirm that in the preparation and submission of our Application for the **Application for the Development of six Land Parcels of DILL** we have not acted in concert or in collusion with any other Applicant or other person(s) and also not done any act, deed or thing which is or could be regarded as anti-competitive.

We further confirm that we have not offered nor will offer any illegal gratification in cash or kind to any person or agency in connection with the instant Application.

Dated this _____ Day of _____, 2008

(Name of the Applicant)

(Signature of the Authorised Person)

(Name and designation of the Authorised Person)

Format for Undertaking

APPENDIX D-2

(On the Letterhead of the Applicant or ALL the members of Consortium)

Date :

Shri B. R. Meena, Managing Director
Deccan Infrastructure and Land Holdings Limited
Gruhakalpa, Opp. Gandhi Bhavan, M. J. Road,
Nampally
Hyderabad –500 001

Subject : Application for the Development of six Land Parcels of DILL

Reference: Expression on Interest issued by DILL

We confirm that we are not barred by DILL, Government of Andhra Pradesh (GoAP), any other State Government in India (SG) or Government of India (GoI), or any of the agencies of GoAP/SG/GoI from participating in infrastructure or real estate related projects (contracting or otherwise) as on the Application Due Date indicated in the EoI document issued by DILL.

Yours faithfully,

(Signature of Authorised Signatory)

(Name and designation of the Authorised Person)

Format for Undertaking for Business Entity**APPENDIX E**

(On the Letterhead of the Applicant or ALL the Consortium members, in case of Consortium)

Date :

Shri B. R. Meena, Managing Director
 Deccan Infrastructure and Land Holdings Limited
 Gruhakalpa, Opp. Gandhi Bhavan, M. J. Road,
 Nampally
 Hyderabad –500 001

Subject : Application for the Development of six Land Parcels of DILL**Reference:** Expression on Interest issued by DILL

We confirm that we are registered under the following statutes:

Type of Statute	Please tick as appropriate
Indian Companies Act, 1956	
Separate statute of Government of India	
Company Law outside India	

We are enclosing the certificate of incorporation / copy of statute or letter from statutory auditor that the company is registered as per details above (strike out whichever is not applicable), for your reference.

Yours faithfully,

 (Signature)

 (Name and designation² of signatory)

Enclosed : Certificate of Registration or Letter from Auditor that the Applicant is a Business Entity as per definition of **Section 2** of Volume 1 of the EoI document.

² To be issued by the Chief Financial Officer/Company Secretary/competent office

Format for Statement of Experience**APPENDIX F-1**

Use Multiple Sheets for multiple project experience

Name of Project	
Name, address and contact details of Client	
Scope of the project for Applicant	
Name(s) of other members of consortium, in case the said project was executed as a consortium	
Date of commencement of project	
Date of completion/commissioning of project	
Built Up Area of the Urban Infrastructure Project commissioned between April 01, 2004 till Application Due Date	
Revenues from the Project for Applicant from April 01, 2004 till Application Due Date	

The above statement shall be supported by

1. The reference date for commissioning shall be the occupancy certificate/occupancy certificate issued by local authorities or any other document suggesting commencement of commercial operations of the project to be submitted by the Applicant.
2. Copy of a certificate from the Registered Architect of the Applicant certifying the development experience details as per **Appendix F-2** should be provided;
3. Copy of a certificate from the Statutory Auditor of the Applicant certifying the development experience details as per **Appendix F-3** should be provided;
4. Copy of the joint venture agreement, in case the project was executed as a consortium/SPV, in which case the Applicant shall hold 50% or more in such SPV;
5. Experience of only the Applicant shall be considered. Experience of associate company/parent company/ subsidiary company shall not be considered for qualification purposes. However, if the experience relates to a subsidiary company of the Applicant which is in the nature of a Special Purpose Vehicle for the project or similar projects, which is being demonstrated as experience and if the Applicant holds fifty (50) percent or more of paid-up-equity in such subsidiary, then the experience of such subsidiary would be considered for qualification.

Format for Proof of Experience

APPENDIX F-2

Experience Certification from Registered Architect

ON LETTER HEAD OF THE REGISTERED ARCHITECT

Date:

TO WHOMSOEVER IT MAY CONCERN

This is to certify that M/s _____ [*Name of the Applicant*], has developed the Project _____ [*insert name of project.*] at _____ [*Location of the Project*] has been verified as an Urban Infrastructure Project with BUA of _____ which is within the scope of definition of Urban Infrastructure Project and BUA as defined in **Section 3.2.2** of the EoI document issued by DILL.

We have also scrutinized the documents made available to us for the said project and certify the following:

Signature and Seal and registration number of Registered Architect

*Appendix F-3***Experience Certification from Statutory Auditor****ON LETTERHEAD OF STATUTORY AUDITOR**

Date:

We have verified the relevant statutory and other records of M/s _____ [*Name of the Applicant*], and certify the M/s. _____ had developed _____ (*name of project.*) at _____ (*Location of the Project*) has been verified as a Urban Infrastructure Project with BUA of _____ which is within the scope of definition of Development as defined in **Section 3.2.2** of the EoI document issued by DILL.

We have also scrutinized the documents made available to us for the said project and certify the following:

Date of commencement of project/s	Date of Commissioning of the Project	Built Up Area of Urban Infrastructure Project commissioned between April 01, 2004 to Proposal Due Date
Project Title		

Signature and Seal
and registration number of
Statutory Auditor

Format for Proof of Experience

APPENDIX F-4

Experience Certification from Statutory Auditor for Revenues Accrued to the Applicant

ON LETTERHEAD OF STATUTORY AUDITOR

Date :

We have verified the relevant statutory and other records of M/s _____
[Name of the Applicant], and certify that M/s. _____ has
Revenues accrued from Urban Infrastructure Projects (as defined in the EoI
document issued by DILL) between April 01, 2004 till date of Rs. _____
crores.

Signature and Seal and registration number of Statutory Auditor

Format for Statement of Financial Capability**APPENDIX G-1**

The following format shall be used for statement of financial capability of Applicants:

Year	Net worth	Annual Turnover	Net Cash Accruals
Year 1	Fill details	Fill details	Fill details
Year 2	NA	Fill details	Fill details
Parameter	Net worth of latest completed financial year	Average Turnover (Year 1+ Year2)/2	Aggregate Net Cash Accruals (Year 1 + Year2)

Instructions:

For the purpose of qualification:

1. The financial year would be the same as the one normally followed by the Applicant for its Annual Report. Year 1 shall be the last completed financial year for which audited financial statements are available. Year 2 shall be the financial year previous to Year 1.
2. The Applicant shall provide the audited annual financial statements as required for this EoI. Failure to do so could result in the Application being considered as non-responsive.
3. A certificate from the Statutory Auditor should be provided as supporting document certifying the Financial Capability Statement submitted by the Applicant.
4. Financial Capability of only the Applicant shall be considered. Experience/ financial capability of associate company/parent company/ subsidiary company shall not be considered for qualification purposes.

Format for Financial Capability Criteria from Auditor

APPENDIX G-2

ON LETTERHEAD OF AUDITOR

TO WHOMSOEVER IT MAY CONCERN

Financial Capability Certification

Date:

We have verified the relevant statutory and other records of M/s _____ [*Name of the Applicant*], and certify the following:

Criteria	For Year 1 (Financial Year 2006 to 2007)	For Year 2 (Financial Year 2005 to 2006)
Net worth		NA
Annual Turnover		

Signature and Seal
and registration number of
Statutory Auditor

ANNEXURE 1 PROJECT PROFILE

Sn	Site	Extent (In Acres.)	Survey No.	Boundaries/Landmarks
1	Kukatpally (KPHB Colony, Hyderabad)	30.00	1009P	Land Parcel is adjacent to Fortune fields (13 th Phase in KPHB) which is being developed by Indu Projects Ltd. and is abutting 60ft Wide Internal Road (on South), which emanates to NH-9 at an approximate distance of 3.5 KM and abutting a proposed 120ft Wide road (on East) and the site is located close to a Malaysian Township.
2	Mdhurawada (Vizag)	11.15	422 (carved out of Sy.No.3/P)	Plot Boundaries: North: Paradesipalem V.No.17 South: SY.No.3 Part East: SY. No.3 Part West: SY. No.1 Land Parcel is abutting a 60ft wide road on the north side boundary, which is adjacent to Sy.No.17 of Paradesipalem.
3	Shaikpet (Jubilee Hills, Hyderabad)	2.18	403, T.S.No.2 Part & 3 Part, Block-D, Ward No.9	Land Parcel is on an internal access road of Nandagiri residential layout which emanates from Jubilee Hills Check-post road in Jubilee Hills, Shaikpet Mandal. Land Parcel is located at a distance of 500 Mts. From Jubilee Hills Check post.
4	Shaikpet (Jubilee Hills, Hyderabad)	1.93	403, T.S.No.1 Part, Block-F, Ward No.9	Land Parcel is located on an internal access road of Prashasan Nagar which further links to Jubilee Hills check post road in Jubilee Hills, Shaikpet Mandal. Land Parcel is located at a distance of 1.2 K.M. from Jubilee Hills Check post while travelling towards Journalist colony from Check post.
5	Shaikpet (Jubilee Hills, Hyderabad)	6.28	403, 102/1, T.S.No.7, Part & B Part, Block-A, Ward No.12	Land Parcel is on an internal access road emanating from Journalist Colony road, in Jubilee Hills, Shaiket Mandal. Land Parcel is located at a distance of 2KM from Jubilee Hills Check Post
6	Khairatabad (Hyderabad)	1.80	T.S.No.43/3/A Part, Block-E, Ward No.89 correlated, Sy No.227 Part	Land Parcel is located on an internal access road, which branches out of Rajbhavan Road. Land Parcel is located at a distance of 750 Mts. From Raj Bhavan Road while travelling towards Khairatabad through Somajiguda. The site is on the opposite side of railway tracks of necklace road railway station.

ANNEXURE 2 PROJECT STRUCTURING OPTIONS

The broad project contours on the basis of which the project agreement for each of the Land Parcels would be finalized are set in the table below for information. The nature of project agreements may be different for each of the land parcel to be indicated in the RFP document.

1. Nature of Arrangement	Sale or Lease or Concession
2. Term of Lease/Concession	30 years to 99 years
3. Land Use	Either fixed by DILL or to be determined based on the business plan of the preferred bidder
4. Commercial Considerations:	
a. Upfront Land Price/Lease Value	Commercial consideration to DILL would be an upfront amount (Land Price/ Lease Value) relative to each property. Lease period would be predetermined.
b. Periodic Lease Rental	Recurring payments to DILL by promoting payment of periodic lease rentals by the preferred bidder. Periodic Lease rentals would be subject to escalation at a predetermined %.
c. Revenue Share	The Preferred Bidder and DILL shall have a revenue sharing arrangement. An Escrow Account shall be opened and a tripartite Escrow Agreement shall be entered into between DILL, preferred bidder and the escrow bank. All revenues shall be deposited in the escrow account from where respective amounts would be divulged to independent account of DILL and preferred bidder in accordance with the predetermined revenue sharing percentage.
d. Sharing of Space	The Preferred Bidder would provide a determined built up space from the developed project to DILL immediately after completion of the construction (and internal works). This could be a separate core independent structure (separate tower or building) over which the preferred bidder shall have no ownership, procession and ownership rights. The completed civil structure shall be provided to DILL and DILL shall be free to generate revenue form operationalising or subcontracting the same.
e. Combination of two or more of the above structures	Project Structure may also be a combination of any of the above mentioned models
6. Institutional Structure	Option 1: Unincorporated Joint Venture between DILL and preferred bidder, Only Project Development Agreement governs the relationship between the signatories. Preferred bidder shall form an SPV exclusively for the development & operation of the project. There shall be no equity holding of DILL in the SPV. However the SPV shall be responsible for the project development/and operation activities to the DILL Governing Body/ Steering Group formed for the

	<p>project.</p> <p>Option 2: Incorporated Joint Venture</p> <p>A Special Purpose Vehicle (SPV) to be formed by the preferred bidder(s) under Company's Act 1956. Pre determined equity holdings between DILL and preferred bidder. DILL would have the right to nominate its members on the Board of Directors proportionate to its shareholding.</p>
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The above mentioned Project Contours are mere options/parameters and no part of them may be construed as a commitment or essential component for the purpose of submitting Application/s in response to this EoI document.

The interested bidders may in a separate envelope, submit "Project Structure Proposition" suggestions vis-à-vis respective land parcels which shall be kept confidential and not shared with other Applicants.

The "Project Structure Proposition" submitted by Applicants shall contain details of expected land use, institutional framework, revenue share models and other suggestions for each of the Land Parcels.