

**Government of India
Ministry of Railways
(Railway Board),
New Delhi**

EOI Notice No. 2007/Infra/12/2 dated 06-01-2009

EXPRESSION OF INTEREST

FOR

DEVELOPMENT OF MULTIMODAL LOGISTICS PARKS THROUGH PUBLIC PRIVATE PARTNERSHIPS (PPP)

Ministry of Railways has launched its flagship project, the dedicated freight corridors (DFCs) entailing construction of approximately 3300 kms of mostly double, electrified, high axle load track, with liberal space envelope, fit for high capacity wagons and heavy haul freight trains at cruising speeds of 75 km/hr and top speeds of 100km/hr, between JNPT, Mumbai and Tughlakabad-Rewari (western route) and Kolkata to Ludhdhiana (eastern route). A number of industrial nodes are also being planned as a part of a related initiative by Government of India (Delhi-Mumbai Industrial Corridor) alongside the Western route of the Dedicated Freight Corridor or DMIC.

2. A few mega Multimodal Logistics parks (MMLPs) - hubs providing state-of-the-art integrated logistics facilities with mechanized handling and intelligent inventory management are planned at select locations along the DFCs to reduce the overall logistics cost in the supply chain for the customers, duly leveraging the modern, efficient, high-capacity rail connectivity of the DFCs capable of meeting time-sensitive freight transportation requirement.

3. **To identify and shortlist interested parties willing to participate in development of these MMLPs, MoR invites Expression of Interests (EOI) seeking essential information regarding proposed locations, land area required and type/segment of logistics business to be developed etc. from large logistics services providers, Real Estate Developers, Third Party Logistics players Warehousing investors, Container operators, Financial institutions, Industrial houses etc.**

For the complete EOI document, please visit: <http://www.indianrailways.gov.in>.

4. Responses on prescribed format should be submitted at the place described in the EOI document on or before 1500 hrs of 16-02- 2009.

5. For further clarifications, please contact: (edtppp@rb.railnet.gov.in)

(S.K.Mishra)
Executive Director/Traffic/PPP

TABLE OF CONTENTS

1.0	DISCLAIMER	2
2.0	INTRODUCTION	3
3.0	PURPOSE OF THE EOI	4
4.0	WHO SHOULD RESPOND.....	5
5.0	HOW TO RESPOND.....	6
6.0	USE OF INFORMATION.....	7
7.0	RESPONDENT’S RESPONSIBILITY	7
8.0	AMENDMENT.....	7
9.0	LANGUAGE	7
10.0	SIGNATURE AND SUBMISSION.....	7
11.0	GOVERNING LAW	7
12.0	DISQUALIFICATION.....	8
APPENDIX-1: LETTER OF RESPONSE.....		9

1.0 DISCLAIMER

Ministry of Railways (MoR) has prepared this document to give interested parties background information on the project. While MoR has taken due care in the preparation of information contained herein and believes it to be accurate, neither MoR nor any of its authorities or agencies nor any of their respective officers, employees, agents or advisors gives any warranty or make any representations, express or implied, as to the completeness or accuracy of the information contained in this document or any information which may be provided in connection therewith.

The information is not intended to be exhaustive. Interested parties are required to make their own inquiries and respondents will be required to confirm in writing that they have done so and they do not rely on the information provided in the EOI document in submitting their response. The information is provided on the basis that it is non – binding on MoR or any of its authorities or agencies or any of their respective officers, employees, agents or advisors.

MoR reserves the right not to proceed with the project, to alter the timetable reflected in this document or to change the process or procedure to be applied for selection of equity partners. It also reserves the right to decline to discuss the Project further with any party expressing interest.

No reimbursement of cost of any type whatsoever will be paid to persons, or entities, expressing interest in the project.

2.0 INTRODUCTION

Traffic carried by Indian Railways has exhibited buoyant growth averaging 9% per annum in case of freight and 8% in case of passengers over the last five years. Ministry of Railways (MoR) has set itself an ambitious target of carrying 1100 million tones of freight and 8.4 billion originating passengers by the end of Eleventh Five Year Plan in 2011-12. It also plans to reposition its rail transport services competitively to expand its presence into non-traditional segments by offering innovative transport solutions, high quality of services in terms of safe and reliable delivery and transit times as also by adding other value-added logistics services. An ambitious programme has been launched to remove capacity constraints on Indian Railways to enable attainment of these goals.

2.1 Dedicated Freight Corridor project is one of the significant capacity augmentation initiatives undertaken by MoR. Currently, two routes, namely western route covering JNPT-Ahmedabad-Palanpur-Rewari-Tughlakabad –Dadri(1483 kms) and the eastern route covering Dankuni-Sonnagar-Mughalsarai-Allahaabad-Khurjha-Ludhiana (1806 kms) are being taken up in the first instance. These would be mostly electrified double-track lines to exclusively carry freight traffic at high speeds (up to 100 kmph) and built to carry high-axle wagons. The primary objective underlying DFC is to create adequate carrying capacity in the system so that Indian Railways is able to offer a high quality of service in rail transportation. The project is being implemented by a newly created SPV namely Dedicated Freight Corridor Corporation of India Limited (DFCCIL) at an estimated cost of Rs.30,000 crores approximately and is expected to be completed within next five years. For further details on dedicated freight corridor, please visit: <http://www.dfcc.in>.

2.2 In a separate, but related initiative, Government of India is also developing investment regions/industrial areas in an area of influence of the Western route of DFC as a part of Delhi-Mumbai industrial corridor (DMIC). The focus is on high-impact development within a band of 150-200km on either side of alignment of DFC

Development of DMIC also entails augmentation of feeder road and rail connectivity to hinterland, markets and selected sea ports along Western Coast

The details of DMIC are available at <http://www.dmic.gov.in>

- 2.3 In the context of the rapid changes unfolding in the transport and logistics sector, which is moving at great speed towards supply chain management, end to end logistics solutions and third party logistics services, it is envisaged that facilities and infrastructure created through DFC and DMIC initiatives can be optimally used only by provision of a few select well- planned multimodal logistics parks along side the DFC. MoR intends to play a catalytic role in coordination with DMIC and respective State Governments to develop these multimodal logistics parks (MMLPs).

These multimodal Logistics Parks (MMLPs) shall serve as a hub for providing end-to- end logistics solutions as an integral part of the supply chain management of industrial customers and shall be well-served by rail and road connectivity. These would function as magnets for aggregation and distribution of cargo and transfers from rail to other modes and vice versa. These would be equipped to serve containers, loose cargo and bagged consignments and piecemeal cargo and would provide a wide range of logistics related services like storage, aggregation/disaggregation and processing of materials/goods prior to transshipment (e.g., unpacking and repacking to different sized lots, labeling, unitization, sorting and inspection of goods, assembly, minor fabrication, packaging etc.), warehousing facilities, banking and office space etc. Besides revenue streams from logistics related functions, these select MMLPs are expected to provide business opportunities due to the multi-faceted real-estate potential, office and commercial space, hotels and restaurants, residential accommodation, trade pavilions, conference facilities and so on.

- 2.4 It is envisaged that large areas of land measuring more than 300-400 hectares each would be selected and earmarked for development of MMLPs. The tentative plan is to create location specific SPVs to secure the land and develop common services and utilities such as water, electricity and inter-modal facilities etc. through financial participation of various companies who may participate in the SPV and development of MMLP.
- 2.5 Following the EoI, MoR may organize a brainstorming workshop. Respondents will be invited for conceptualization of ideas on development of various business models for the development MMLPs.

3.0 PURPOSE OF THE EOI

Through the EOI, Ministry of Railways intends to seek information and identify business interests which would help in the selection of location and development of the MMLPs along the western route of the DFC covering the states of Punjab, Haryana, Rajasthan, Gujarat, Maharashtra and part of Madhya Pradesh and Eastern route. The information would, inter-alia, include the preferred location, the size/area of the land required, various activities likely to be performed there.

- 3.1** MoR intends to use the information finalise selection of locations, carry out detailed feasibility studies and initiate development of the MMLPs in partnership with the concerned State Governments, DMIC and the interested respondents. Details of the terms and conditions of participation will, however, be furnished to the respondents through Request for Proposal document which shall be prepared for each location at a later stage.

4.0 WHO SHOULD RESPOND

- 4.1** MoR would welcome response to the EOI from:

- Logistics services providers
- Real Estate Developers
- Third Party Logistics players
- Warehousing investors
- Container operators
- Financial institutions
- Industrial houses

- 4.2** The financial turn over for the last three years must be at least Rs.100 cr on an average. The financial turn over of the lead firm only will be reckoned, in case the response is on behalf on a consortium.

- 4.3** Net worth of respondents must be more than Rs.50 cr on a regional basis as on 31.03.08. The net worth only of the lead firm will be considered.

- 4.4** Respondent should be a company registered in India.

5.0 HOW TO RESPOND

- (a)** The response to EOI shall be enclosed in a separate sealed envelope and shall be marked as **“Expression of Interest for MMLPs”**.

- (b) The EOI should be submitted in the format given at **Appendix-I**. The proposal should be accompanied with a statement of relevant financial information pertaining to the audited annual accounts of the respondent for the last three years.
- (c) The language for submission of document shall be English. In case of any other language, English translation must be enclosed.
- (d) Any item of letter of response, which is not applicable to the respondent, should be written as Not Applicable.
- (e) All costs incurred by respondents in connection with the EOI shall be borne by respondents themselves.
- (f) The designated authority for clarification and submission of proposal is:

{ Shri S.K.Mishra,
Executive Director/Traffic/PPP,
Room NO.102, 1st Floor,
Ministry of Railways, Railway Board,
Rail Bhawan, New Delhi-110001
PhoneL 011-2378 2539, Fax-011-2378 2539
e-mail: edtppp@rb.railnet.gov.in.

- (h) Respondents may seek any clarifications, if any, in writing by post, courier, facsimile, or e-mail at the above mentioned address.
- (i) Last date for submission of completed EOI is 16.02.2009 by 1500 hrs. at above-mentioned address.
- (j) In case the respondent intends to give additional information for which specified space in the given format is not sufficient, it may be furnished in a separate sheet. Such information is to be given only if it is salient and directly pertinent to the EOI.
- (k) All the pages of the EOI and Annexure should be signed and the authorized signatory should countersign corrections and over writings.
- (l) MoR reserves the right to cross check and confirm the information/details furnished by the respondents in response to this EOI.
- (m) All the information submitted by the party through EOI will be kept as strictly confidential by MoR and will not be shared with any other party.

6.0 USE OF INFORMATION

MoR reserves the right to use information received in the replies to EOI for further development of the project. Mere fact of responding to the EOI, however, shall not confer any right on the parties to preferential treatment at the subsequent bid/development stage.

7.0 RESPONDENT'S RESPONSIBILITY

It is expressly clarified that before submitting the EOI, the respondent must have carefully examined the contents of all the documents. Any failure to comply to do so will be at the respondent's risk.

8.0 AMENDMENT

MoR may modify the EOI by issuing an addendum before last date of submission of the Application. Any addendum thus issued shall be part of EOI and shall be posted on the website. Participants desirous of getting notified of such corrigendum/addendum through email may send such request through email to edtppp@rb.railnet.gov.in

To give respondents reasonable time in which to take addendum into account in preparing their Applications. MoR may extend the last date of submission of response.

9.0 LANGUAGE

The response to EOI prepared and all correspondence and documents related to the EOI, and exchange by the respondent and MoR shall be in English. If another language is used, it must be accompanied by the translated version in English.

10.0 SIGNATURE AND SUBMISSION

All the responses must be submitted, duly signed by the Authorized Signatory under the Letter of response the format for which is provided at Form 1 of this document.

The signed proposal along with all the documentary evidence required of technical and financial capability and with all the Annexures filled and signed must be submitted on or before the prescribed date and time for the submission of EOI in this document.

11.0 GOVERNING LAW

The governing law for the purpose of the process is the laws of India and courts of New Delhi shall have full jurisdiction considering any matter arising out of this EOI and the process.

12.0 DISQUALIFICATION

MoR would like to caution that respondents shall be ineligible to bid for or participate in the MMLP (at the subsequent stage) in the following cases:

- (a) In regard to matters relating to the security and integrity of the country, any charge-sheet by an agency of the Government / conviction by a Court of Law for an offence committed by the company or by any sister concern of the company would result in disqualification. The decision in regard to the relationship between the sister concerns would be taken by MoR, based on the relevant facts and after examining whether the two concerns are substantially controlled by the same person/persons
- (b) In regard to matters other than the security and integrity of the country, any conviction by a Court of Law or indictment / adverse order by a regulatory authority against the company or against any sister concern which relates to a grave offence, or would constitute disqualification. Grave offence is defined to be of such a nature that it outrages the moral sense of the community. The decision in regard to the nature of the offence would be taken on case to case basis after considering the facts of the case and relevant legal principles, by MoR.

----O----

LETTER OF RESPONSE

Appendix- I

(Shri S.K.Mishra,
Executive Director/Traffic/PPP,
Room No.102, 1st Floor, Ministry of Railways,
Rail Bhawan, New Delhi,
New Delhi – 110 001
India)

(Respondent to provide date and reference)

Dear Sir,

RESPONSE TO – EOI FOR PARTICIPATION IN DEVELOPMENT IN MMLPs

We, the undersigned, offer the following information in response to the Expression of Interest sought by you vide your Notification No._____, dated _____.

- (a) We are duly authorized to represent and act on behalf of _____ (hereinafter the “respondent”)
- (b) We have examined and have no reservations to the EOI Document including Addenda No(s) _____.
- (c) We are attaching with this letter, the copies of original documents defining: -
 - i) the Respondent’s legal status;
 - ii) its principal place of business;
 - iii) its place of incorporation (if respondents are corporations); or its place of registration (if respondents are cooperative institutions, partnerships or individually owned firms);
 - iv) Self certified Financial statements of Last three years (2005-06, 2006-07, 2007-08), clearly indicating the financial turn over and net worth.
 - v) A statement of the locations we are interested in with details of land requirement/availability at each proposed location and proposed use; and

- vi) A brief statement on the broad strategic intent and anticipated transport/logistics requirements. (Annexure-1)
- vii) Copies of any market research, business studies, feasibility reports and the like sponsored by the respondent, relevant to the project under consideration
- (d) We shall assist MoR and/or its authorized representatives to obtain further clarification from us, if needed.
- (e) MoR and/or its authorized representatives may contact the following nodal persons for further information on any aspects of the Response:

Contact 1	Name	Telephone 1	E Mail
	Address		

- (f) This application is made in the full understanding that:
- i) Information furnished in response to EOI shall be used confidentially by MoR for the purpose of development of the project..
- ii) MoR reserves the right to reject or accept any or all applications, cancel the EOI and subsequent bidding process without any obligation to inform the respondent about the grounds of same; and
- iii) We confirm that we are interested in participating in development of MMLPs as per the locations wise details provided in the Statement annexed with this form as Annexure-I.
- (g) We certify that our turnover and net worth is as under:

Financial Year	Turn over	Net worth
2005-06		
2006-07		
2007-08		

- (h) The following undertakings are hereby given:
- (a) In regard to matters relating to the security and integrity of the country, no charge-sheet has been filed by an agency of the Government / conviction by a Court of Law for an offence committed by the ----- (name of the entity) or by any sister concern of the ----- (name of the entity) would result in disqualification.

(b) In regard to matters other than the security and integrity of the country, -----
(name of the entity) has not been convicted by a Court of Law or indicted / passed any
adverse order by a regulatory authority against it or its against any sister concern which
relates to a grave offence, or would constitute disqualification. Grave offence is defined to
be of such a nature that it outrages the moral sense of the community.

- (i) The undersigned declare that the statements made and the information provided in the duly
completed application are complete, true, and correct in every detail. We also understand
that in the event of any information furnished by us being found later on to be incorrect or
any material information having been suppressed, MoR may delete our name from the list
of qualified Respondents. We further understand that MoR will give first preference to the
Investors considered relevant for the purpose.

Our response is valid till (date in figures and words)

NAME.....

In the Capacity of

Signed

Duly authorized to sign the response for and on behalf of

Date

Annexure-I

1. Details of Locations, Land area required, brief purpose/intended use.

S.No.	Location	Land area required	Purpose/Intended use

2. Brief statement of Strategic Intent: