



REQUEST FOR EXPRESSION OF INTEREST
THE BRIHANMUMBAI ELECTRIC SUPPLY & TRANSPORT UNDERTAKING
REDEVELOPMENT OF BUS DEPOTS/STATIONS IN BANDRA, DINDOSHI AND DEONAR

No. CEC/DyCEC/E 136100/2023

Dated: -- 22 DEC 2023

Project: The Brihanmumbai Electric Supply & Transport Undertaking ('BEST') aims to redevelop and improve existing Bus Depot and Station at Bandra ('Site A'), Bus Depot and Station at Dindoshi ('Site B') and Bus Depot at Deonar ('Site C') (collectively referred to as the 'Sites' and individually as a 'Site'), through public private partnership (PPP) mode ('Project'). BEST intends to undertake re-development of the Sites to: (a) redesign the Depot/Station infrastructure located at the Sites to increase the Bus parking capacity with multi-level parking, ensure climate resilience and to allow for better integration of electric buses; (b) enhance the financial sustainability of BEST through optimal utilization of land; and (c) improve the quality of services offered at the Sites by providing better amenities for passengers and users of the Depot/Station facilities. BEST will select one or more private developer(s) to implement the Project through an international competitive bidding process. The private developer will be chosen on the basis of the highest premium offered to BEST, subject to eligibility and qualification criteria.

The Bus depots/Stations will be handed over by BEST on an 'as is where is' basis, and the private developer's scope of work for each Site will include:

- Designing, financing, constructing and redeveloping a modern Bus Depot/Station on the existing Depot area ("Operations Area") in an integrated manner with certain segment of the redevelopment to have facilities for BEST ("Operations Area") and remaining segment as commercial/residential development as per market requirements ("Monetizable Area"), subject to the permissible floor space index and built-up area specified in the relevant development agreement (to be included as part of bid documents) for each Site. Upon handover of the Operations Area to BEST, the private developer and BEST will enter into a long-term lease agreement for the Monetizable Area. The private developer will be permitted to sub-lease units in the Monetizable Area to beneficiaries identified by the private developer and at rates determined by the private developer and appropriate the revenues from such sub-leases.
- Operating, maintaining, and managing the passenger facilities/amenities and other designated parts in the Operation Area as specified in the development agreement for each Site. BEST will retain complete control of management and operations of the Bus Depot/Station as well as maintenance of certain parts of the Operations Area.
- Operating, maintaining, and managing the Monetizable Area.

BEST has retained the services of the International Finance Corporation, a member of the World Bank Group, as the lead transaction advisor for the Project. BEST has prepared a Preliminary Information Memorandum (PIM), which can be downloaded from <http://www.bestundertaking.com>

Application Procedure: BEST invites interested parties to submit an Expression of Interest ('EOI') based on the criteria set out below to express their interest to undertake the Project at one or more Site(s).

Please note that this request for EOIs is to commence a consultative process and not an invitation for submission of tenders. The Project description, scope set out above, and information in the PIM are indicative and may change in the bid documents to be issued subsequently. The detailed eligibility criteria, terms and conditions for qualification of the bidders, bid submission, selection of the bidder(s), as well as the draft development agreement and lease deed to be entered into between BEST and the selected bidder(s) for the Project will be specified in the bid documents, which are to be issued by BEST at a later date.

Interested parties may form a consortium with other eligible entities, if necessary. At this stage, an applicant may submit an EOI in its individual capacity and subsequently form a consortium with other eligible entities at the time of bid submission.

Application Criteria: Entities with experience in constructing at least one multi-storey building of minimum ground + 10 levels, with at least one basement parking level for four wheelers, with a FSI¹ built-up area of at least 45,000 square meters are invited to submit EOIs, with details and supporting documents including:

- (a) cover letter;
- (b) brief description of the applicant and, in case of a consortium, of all consortium members (name, registered address, contact details and key personnel);
- (c) information regarding the experience/credentials of the applicant/consortium members in undertaking major construction and civil works in the last 7 years for residential, commercial, and any other infrastructure projects (such as multi-level Bus/Car parking, Bus Depots, logistics hubs, multi-modal transport hubs, airports, hospitals, sports stadiums and the like). Such information must include details regarding:
 - (i) value of the project, scope, construction technology, and mode of implementation (i.e., PPP or EPC);
 - (ii) location of the project, number of floors, built-up area, key facilities provided in the buildings (such as lifts, centralised air conditioning);
 - (iii) status of the project i.e., if the project is under-construction (along with expected date of completion of project) or operational (along with year of completion of project and information on whether such building is occupied); and
 - (iv) initiatives for sustainability/green building features that have been undertaken by the applicant for such projects, if any;
- (d) any additional information, including brochure(s), accreditation certificate(s) and corporate literature;
- (e) copy of the net worth certificate (as per the annual financial statements of the applicant), as certified by a statutory auditor, or, in case of a consortium, the net worth of each member; and
- (f) copy of the last three years' financial statements (audited, if available) to assess annual turnover of the applicant.

All documents, information, and supporting materials provided by an applicant as a part of its EOI must be in English.

Schedule for EOI Process

Subject	Description	Timeline from issue of REOI (22 December 2023)
Site Visit	Private developers who are interested in submitting an EOI will be invited to attend a Site visit organised by BEST.	4 th and 5 th January 2024
Clarifications	Questions and enquiries regarding this REOI, if any, should be addressed to General Manager, BEST Undertaking (gm@bestundertaking.com), with a copy to: CE(Civil), cecivil@bestundertaking.com	8 th January 2024

¹ Floor Space Index

Submission of EOI	Submissions must be made in soft copies (which could be downloaded from a link to be mentioned in the submission email) with subject line "EOI — Redevelopment of Bus Depot(s)" and should be addressed to General Manager, BEST Undertaking (gm@bestundertaking.com), with a copy to: CE(Civil), cecivil@bestundertaking.com	12 th January 2024
Consultative Meeting	BEST will also organize a consultative meeting (the duration of which will not exceed half a day) for interested applicants to discuss Project structuring options and seek feedback on the Project. Other interested stakeholders are also invited to participate in consultations with BEST.	15 th January 2024

The place and time for the Site visits and consultative meeting shall be subsequently notified by BEST. Interested applicants who want to participate in the consultative meeting should reach out to the contacts mentioned in the Preliminary Project Information Memorandum.

BEST reserves the right, in its absolute discretion, to supplement or change the terms of this EOI process, cancel this EOI process at any time, accept or reject any EOI without assigning any reason thereof, and to change the structure or scope of the Project. BEST does not guarantee that this request for EOI will lead to a formal bid process for the Project. If BEST initiates a formal bid process for the Project and there is any conflict or difference between the terms of this request for EOI and the bid documents, then the bid documents shall prevail for all purposes. Failure to respond to the EOI will not preclude interested applicants from participating in any bid process launched at a later date for the Project.

[S R Potnis]

[Chief Engineer (Civil)]