

**GOVERNMENT OF MEGHALAYA**

**Directorate of Tourism  
Nokrek Building, Shillong.**

**CORRIGENDUM-1**

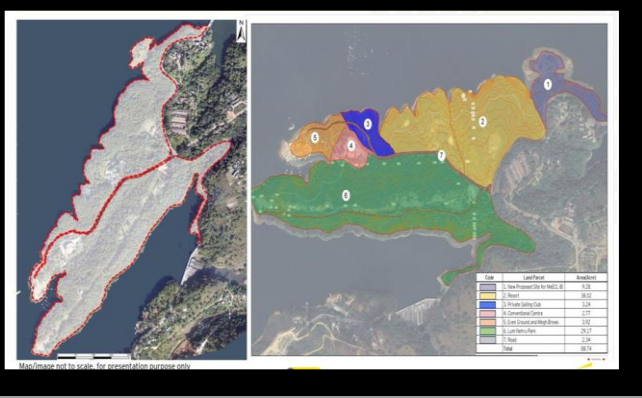

File No.: No. M/D Tour/Tech/98/2024/16

Dated: 25<sup>th</sup> February 2025

**Project Name: Re-development, Operation and Maintenance of Orchid Lake Resort, located at Umiam, Ri Bhoi District, Meghalaya to 5 Star Luxury Resort under Design, Build, Finance, Operate and Transfer (DBFOT) Mode on Public Private Partnership (PPP)**

S. No	RFP Clause & Page Number	Existing RFP Clause	Amended/Revised RFP Clause
1	<p><b>Project Summary</b></p> <p><b>Sl. No. 14</b></p> <p><b>Page No.10</b></p>	<p><b>Expected CAPEX: INR 295 Crore</b></p> <p>Note- The estimated CAPEX is an indicative in nature for development of a 5 Star Luxury Resort having 140 rooms with ancillary facilities and infrastructure to be developed by the Concessionaire.</p>	<p><b>Expected CAPEX: INR 295 Crore</b></p> <p><b>Phase -1:</b> Development of a minimum 5 Star Luxury Resort with minimum <b>100 rooms</b>, along with all ancillary facilities and infrastructure, are to be developed by the Concessionaire within <b>36 months</b> from the Appointed Date, in accordance with the Concession Agreement.</p> <p><b>Phase-2:</b> The remaining <b>40 rooms</b> are to be developed by the Concessionaire within <b>3 years</b> from the completion of Phase-1 development.</p>
2	<p><b>Draft Concession Agreement</b></p> <p><b>Clause No. 3.2: Concession Period</b></p> <p><b>Page No.21</b></p>	<p>a. Subject to early termination of this Agreement in accordance with its terms, the term of this Agreement is 60 (sixty) years from Appointed Date (the “Concession Period”).</p> <p>b. Not Used</p> <p>c. The Authority shall, at any time prior to the date of expiry of the Concession Period, have the right to grant concession with respect to the Project for a period which it may determine, in its sole discretion, after the expiry of the Concession Period, through international competitive bidding amongst developers other than the Authority and any undertaking owned by it. The</p>	<p>a. Subject to early termination of this Agreement in accordance with its terms, the term of this Agreement is 60 (sixty) years from Appointed Date (the “Concession Period”).</p> <p>b. Not Used</p> <p>c. The Authority shall have the right, at any time prior to the expiry of the Concession Period, may grant a further concession for the Project for an additional period of thirty <b>(30) years</b>, at its sole discretion, through an international competitive bidding process. Such bidding shall be conducted among developers and/or hoteliers, excluding the Authority and any entity owned or controlled by it. The Concessionaire shall have the right to participate in such competitive bidding and submit its bid in</p>

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		Authority further agrees that the Concessionaire shall have the right to participate in such competitive bidding and make its offer in accordance with the terms thereof. In the event that the Concessionaire is not the highest bidder, it shall have the first right of refusal to accept the concession.	accordance with the terms and conditions prescribed therein. In the event that the Concessionaire is not the highest bidder, it shall have the first right of refusal to match the highest bid and accept the concession on the same terms.																		
3	<p><b>Project Summary</b></p> <p><b>Point No 15</b></p> <p><b>Consideration to Authority</b></p> <p><b>Page No 10</b></p>	<p>Described in detail in Clause 2.7</p> <ul style="list-style-type: none"> <li>➤ One-time Upfront Premium – Rs 5 crs (Five crore only)</li> <li>➤ Annual Concession Fee - INR 1 Lakh escalated @ 10% in every three years</li> <li>➤ Annual Lease Rental - As quoted by the Bidder above minimum threshold of INR 2.80 cr escalated @ 10% in every three years.</li> <li>➤ Revenue Share - 1% of Gross Revenue for each accounting year</li> </ul> <p>Note: Capital subsidy and various incentives under Meghalaya Industrial &amp; Investment Promotion Policy (MIIPP)-2024 and Uttar Poorva Transformative Industrialisation Scheme (UNNATI)-2024 shall be applicable to the project.</p>	<p>Described in detail in Clause 2.7</p> <ul style="list-style-type: none"> <li>➤ One-time Upfront Premium – Rs 5 crs (Five crore only)</li> <li>➤ Annual Concession Fee - INR 1 Lakh escalated @ 10% in every three years</li> <li>➤ Annual Lease Rental - As quoted by the Bidder above minimum threshold of INR 2.80 cr escalated @ 10% in every three years.</li> </ul> <p><i>Note: The quoted Annual Lease Rent for the first 3 years from the Commercial Operation Date shall be on a pro-rata basis based on the number of keys i.e., for 100 keys.</i></p> <ul style="list-style-type: none"> <li>➤ Revenue Share - 1% of Gross Revenue for each accounting year</li> </ul> <p>Note: Capital subsidy and various incentives under Meghalaya Industrial &amp; Investment Promotion Policy (MIIPP)-2024 and Uttar Poorva Transformative Industrialisation Scheme (UNNATI)-2024 shall be applicable to the project.</p>																		
4	<p><b>Schedule of Bidding Process</b></p> <p><b>Page No. 12</b></p>	<table border="1"> <thead> <tr> <th>SI No</th> <th>Event Description</th> <th>Date</th> </tr> </thead> <tbody> <tr> <td>5</td> <td>End Date of Bid Submission/ Bid Due Date</td> <td>3.00 pm: 7th February 2025</td> </tr> <tr> <td>6</td> <td>Opening of Technical Proposal</td> <td>5:30 pm 10th February 2025</td> </tr> </tbody> </table>	SI No	Event Description	Date	5	End Date of Bid Submission/ Bid Due Date	3.00 pm: 7th February 2025	6	Opening of Technical Proposal	5:30 pm 10th February 2025	<table border="1"> <thead> <tr> <th>SI No</th> <th>Event Description</th> <th>Date</th> </tr> </thead> <tbody> <tr> <td>5</td> <td>End Date of Bid Submission/ Bid Due Date</td> <td>3.00 pm: 24th March 2025</td> </tr> <tr> <td>6</td> <td>Opening of Technical Proposal</td> <td>5:30 pm 24th March 2025</td> </tr> </tbody> </table>	SI No	Event Description	Date	5	End Date of Bid Submission/ Bid Due Date	3.00 pm: 24th March 2025	6	Opening of Technical Proposal	5:30 pm 24th March 2025
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5	<b>Total Land Area and Ownership</b>  Clause -2.4.2	The total plot area is 38.02 acres	The revised total plot area is <b>35 acres</b>																																	
6	<b>Appendix-E-1:</b>  <b>Bid Response Sheet-1</b>	Format of Technical Capacity  Technical Capacity: CRITERIA: A- Bidder with HOSPITALITY EXPERIENCE	Revised format of Technical Capacity as Annexure-2																																	
7	<b>2 Project Details</b>  <b>Clause 2.3 Project Description &amp; Site Appreciation</b>  <b>Sub Clause 2.4.1 Project Location</b>	 <table border="1"> <thead> <tr> <th>Color</th> <th>Land Use</th> <th>Area (Acres)</th> </tr> </thead> <tbody> <tr> <td>Blue</td> <td>Sea Project Site for MHC 02</td> <td>5.70</td> </tr> <tr> <td>Green</td> <td>Forest</td> <td>26.13</td> </tr> <tr> <td>Yellow</td> <td>Water Body/Canal</td> <td>2.62</td> </tr> <tr> <td>Orange</td> <td>Development Zone</td> <td>1.77</td> </tr> <tr> <td>Red</td> <td>Sea Development Zone</td> <td>2.80</td> </tr> <tr> <td>Purple</td> <td>Sea Development Zone</td> <td>20.12</td> </tr> <tr> <td>Light Blue</td> <td>Sea</td> <td>1.45</td> </tr> <tr> <td>Dark Blue</td> <td>Total</td> <td>60.71</td> </tr> </tbody> </table>	Color	Land Use	Area (Acres)	Blue	Sea Project Site for MHC 02	5.70	Green	Forest	26.13	Yellow	Water Body/Canal	2.62	Orange	Development Zone	1.77	Red	Sea Development Zone	2.80	Purple	Sea Development Zone	20.12	Light Blue	Sea	1.45	Dark Blue	Total	60.71	 <table border="1"> <thead> <tr> <th>Color</th> <th>Land Use</th> <th>Area (Acres)</th> </tr> </thead> <tbody> <tr> <td>Red</td> <td>Extension of Plot - 02 for Resort</td> <td>35.0</td> </tr> </tbody> </table>	Color	Land Use	Area (Acres)	Red	Extension of Plot - 02 for Resort	35.0
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8	<b>3 Instruction for Bidding</b>  <b>A Technical Capacity</b>  <b>Criteria B: Construction Experience</b>	In the event that the applicant does not have the requisite Developing/Owning/ Operation & Maintenance/ Management experience of Hotels/Resorts i.e., bidders applying under Criteria B will be required to tie-up with any leading brand of a hospitality service provider with an overall portfolio of managing 1000 operational rooms as on the bid due date (“Operator O&M experience criteria”) and should satisfy the Criteria-A: Hospitality Experience, of its own.	In the event that the applicant does not have the requisite Developing/Owning/ Operation & Maintenance/ Management experience of Hotels/Resorts i.e., bidders applying under Criteria B will be required to tie-up with any leading brand of a hospitality service provider with an overall portfolio of managing 1000 operational rooms as on the bid due date (“Operator O&M experience criteria”) and should satisfy the Criteria-A: Hospitality Experience, of its own.																																	

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	<p><b>Tie-up with Operator from Hospitality Sector</b></p> <p><b>Page No 30</b></p>	<ul style="list-style-type: none"> <li>➤ Affidavit/Declaration from the O&amp;M operator of the Hospitality Sector as per Appendix -J, and requisite experience as per for Appendix E-1, Bid Response Sheet - 1;</li> <li>➤ Such O&amp;M Operator will not be eligible for tie up with multiple bidders applying under Criteria B and in that case, bids of all the concerned bidders with the same O&amp;M Operator will be summarily rejected;</li> <li>➤ Such O &amp; M operator will not be eligible to participate in bid as single entity if it ties up with other bidder applying under Criteria B;</li> <li>➤ Such O&amp;M operator shall have to be onboarded at-least 6 months prior to the COD;</li> <li>➤ The submission of the O&amp;M Agreement will be condition precedent of the Concession Agreement.</li> <li>➤ Such operator should be engaged in O&amp;M of the project from COD to at-least 5 years post COD (“Operator Lock in Period”).</li> </ul>	<ul style="list-style-type: none"> <li>➤ Affidavit/Declaration from the O&amp;M operator of the Hospitality Sector as per Appendix -J, and requisite experience as per for Appendix E-1, Bid Response Sheet -1;</li> <li>➤ Such O &amp; M operator will not be eligible to participate in bid as single entity if it ties up with other bidder applying under Criteria B;</li> <li>➤ Such O&amp;M operator’s Brand shall have to be onboarded at-least 6 months prior to the COD;</li> <li>➤ The submission of the O&amp;M Agreement will be condition precedent of the Concession Agreement.</li> <li>➤ Such operator should be engaged in O&amp;M of the project from COD to at-least 5 years post COD (“Operator Lock in Period”).</li> </ul>

-Sd/-  
Director of Tourism  
Meghalaya, Shillong

**Annexure-1**

**Response to Pre-Bid Queries**

**Re-development, Operation and Maintenance of Orchid Lake Resort, located at Umiam, Ri Bhoi District, Meghalaya to 5 Star Luxury Resort under Design, Build, Finance, Operate and Transfer (DBFOT) Mode on Public Private Partnership (PPP)**

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>Mahindra Holidays and Resorts India Limited.</b>				
1	3. Instruction for Bidding  3.2.6 Minimum Eligibility Criteria\  B. Financial Capacity  Point No 1 Page No 31	I. NET WORTH – The Bidder shall have a Net Worth of Rs. 150 Crores (Rupees One Hundred and Fifty crore only) at the closing of the preceding Financial Year before the Bid Due Date.  For the purposes of this RFP the term Net Worth means following: "Net Worth" for company shall mean the sum of subscribed and paid-up equity and reserves from which shall be deducted the sum of revaluation reserves, miscellaneous expenditure not written off and reserves not available for distribution to equity shareholders.  "Net Worth" for Partnership Firm would mean: [Fixed Assets +Trade Receivables + Current Assets] – [Firms Loan +Current Liabilities] "Net Worth for Sole Proprietorship" would mean: Total Assets- Total Liabilities	The net worth to be reduced to 50 crores for MHRIL to participate (Vacation ownership / Time share company ).	No Change in the Criteria.

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<b>Mahindra Holidays and Resorts India Limited.</b>				
2	2. Project Details  2.7 Pay-outs to the Authority  Page No 24	"Gross Revenue" for any Financial Year shall mean the total amount of Project revenue and receipts of every kind (from both cash and credit transactions computed prior to payment of any commission or service charge or fee thereon) derived by the Concessionaire/ or any agency appointed by the Concessionaire for operation and maintenance of the Hotel ("Operating Partner") from the operation of the Project Facilities / Project and its facilities, as certified by the statutory auditors of the Concessionaire, including but not limited to receipts from room occupancy charges, telephone, telefax and telex charges, laundry, sale of food, beverages, liquor, recreational amenities (outdoor pool, health club, spa, sauna, fitness facility etc.), outdoor catering, receipts from vending machines; parking, commercial or other spaces on account of rent and fee of every description and kind, and the recovery in respect of any other service or facility provided by the Concessionaire/ Operating Partner to the users / guests of the said Project, which are availed/ realized by the	Time Share based hospitality Companies follow different financial model for revenue computation and hence working out Gross Revenue would not be possible.  It is requested to modify the Gross Revenue criteria to suit the Time Share based companies.	No Change in the Criteria.

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<b>Mahindra Holidays and Resorts India Limited.</b>				
		<p>Concessionaire from outside party(ies) at a consideration but shall exclude and be arrived at after deducting the following:-</p> <p>a) all statutory applicable indirect taxes such as luxury tax, sales tax, entertainment tax, expenditure tax, service tax, goods &amp; services tax and the like by whatever name called now or in future, which the Concessionaire has agreed to pay or is bound to pay;</p> <p>b) revenue on sale of assets of capital nature owned by the Concessionaire; and</p> <p>c) interest income from investments made.</p> <p>For the avoidance of doubt, Gross Revenue shall also include any amount received by any Affiliate/third party agency to whom the Concessionaire/ Operating Partner has contracted any Associated Services, Hospitality Services and/or any other activity related to the Project, and any amount received by the Concessionaire/ Operating Partner from a third party to whom it has</p>		

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<b>Mahindra Holidays and Resorts India Limited.</b>				
		contracted any Associated Services, Hospitality Services and/or any other activity related to the Project;		
3	Project Summary  Point No 8 : Minimum Development Obligations (MDOs)  Page No 9	The Minimum Development Obligation shall include development of a Luxury facility Resort (adhering to the minimum standards of a 5 Star Category Luxury Resort) with all ancillary amenities including Rooms, Restaurants, Cafes, Meeting rooms & Banquet facilities, Spa, Swimming Pool, Water sport activities and other facilities as applicable within 36 (thirty-six) months from the Appointed Date as per the specifications provided in the Concession Agreement.	5 Star or equivalent definition be given to the project.	Please refer guidelines for approval of hotel projects and star classification of operational hotels issued by Ministry of Tourism
4	Project Summary  Point No 8 : Minimum Development Obligations (MDOs)  Page No 9	The Minimum Development Obligation shall include development of a Luxury facility Resort (adhering to the minimum standards of a 5 Star Category Luxury Resort) with all ancillary amenities including Rooms, Restaurants, Cafes, Meeting rooms & Banquet facilities, Spa, Swimming Pool, Water sport activities and other facilities as applicable within 36 (thirty-six) months from the Appointed Date as per the specifications provided in the Concession Agreement.	In addition to the MDO inventory, is the Selected Bidder allowed to increase the number of keys following the applicable development norms?	An increase in the number of keys may be permitted, provided it complies with Meghalaya's building bylaws and receives approval from the relevant authority including tendering authority.



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<b>Mahindra Holidays and Resorts India Limited.</b>						
5	1. Invitation for Proposal	S.No	Event Description	Date	Request to extend the submission deadline by at least by 4 weeks. This would enable interested bidders to undertake field verification and cross check the plans, documents after the release of pre-bid queries.	Please refer the corrigendum-1
		1	Start date of Downloading of RFP document	19th December 2024		
		2	Pre-Bid Conference	12:00 pm , 21st January 2025		
		3	Last date for receiving queries	17th January 2025		
		4	Start Date of Bid Submission	19th December 2024		
		5	End Date of Bid Submission / Bid Due Date	3.00 pm: 7th February 2025		
		6	Opening of Technical Proposal	5:30 pm 10th February 2025		
		7	Opening of Financial Proposals	To be announced		
8	Letter of Award (LOA)	To be announced				

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<b>Mahindra Holidays and Resorts India Limited.</b>													
		<table border="1"> <tr> <td>9</td> <td>Acceptance of LOA</td> <td>Within 7 days of Award</td> </tr> <tr> <td>10</td> <td>Signing of Agreement between Authority &amp; Selected Bidder</td> <td>Within 60 days of issue of LOA</td> </tr> <tr> <td>11</td> <td>Validity of Bids</td> <td>180 Days from the Bid Due Date</td> </tr> </table>	9	Acceptance of LOA	Within 7 days of Award	10	Signing of Agreement between Authority & Selected Bidder	Within 60 days of issue of LOA	11	Validity of Bids	180 Days from the Bid Due Date		
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6	1. Invitation for Proposal 1.1.6  Page No 12	Interested Bidders may download the Bid Documents from <a href="https://www.meghalayatourism.in/">https://www.meghalayatourism.in/</a> . A non-refundable fee of INR 2,95,000/- (Rupees Two Lakh and Ninety-Five Thousand Only) to be paid through online. Bids unaccompanied with the Bid Document Fee or a receipt of payment thereof shall be liable to rejection by the Authority.	In case of this RFP being retendered (after we being selected for bidding and the bid not being conducted) what happens to the Bid Document Fee?	If the proposal is submitted within the bid due date and is considered for evaluation, the Bid Document Fee paid by the Bidder shall be non-refundable, in accordance with Clause 1.1.6.									
7	Project Summary  Point No 13: Financial Covenants (Refer Clause 3.21 for Details)	Non-Refundable Bid Document Fee (Payable online): INR 2,95,000/- (Rupees Two Lakh and Ninety-Five Thousand Only)	<ol style="list-style-type: none"> <li>will the Bid Security be refunded on the payment of Performance security?</li> <li>will the 1st performance security be refunded on the payment of the 2nd Performance security?</li> </ol>	<ol style="list-style-type: none"> <li>Yes, Bid Security shall be refundable upon the payment of Performance Security</li> <li>Yes, 1<sup>st</sup> Performance Security shall be refundable upon the payment of 2<sup>nd</sup> Performance Security</li> </ol>									

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<b>Mahindra Holidays and Resorts India Limited.</b>				
	Page No 9	<p>Bid / Proposal Security: INR 2.95 Crore (Rupees Two Crores and Ninety-Five Lakhs Only)</p> <p>Performance Security: The Successful Bidder has to furnish Performance Securities before signing the contract in the manner as mentioned below:</p> <ul style="list-style-type: none"> <li>➤ From the date of execution of the Contract till COD: INR 9 Crores with validity of 60 (sixty) days beyond the Construction/Development period</li> <li>➤ From COD till expiry of Concession Period: INR 5.6 Crore with validity of 60 (sixty) days beyond the Concession Period (equivalent to 2 years of threshold Annual Lease Rental)</li> </ul> <p>Note: Performance Security of Concession Period shall be renewed and escalated every 5 years based on WPI of every fifth year.</p>		
8	Project Summary  Point No 14:	Expected CAPEX: INR 295 Crore Note- The estimated CAPEX is an indicative in nature for development of a 5 Star Luxury Resort having 140 rooms with	<ol style="list-style-type: none"> <li>1. Please share the basis, method and calculation adopted for the same.</li> <li>2. Please clarify whether the Upfront Development Premium, Fixed Annual Revenue Share, etc. have</li> </ol>	1.The project cost is calculated based on market standards in the hospitality industry for developing a 5-Star Deluxe resort with 140 keys, including ancillary facilities and infrastructure.

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<b>Mahindra Holidays and Resorts India Limited.</b>				
	Expected CAPEX (Estimated Project Cost)  Page No 10	ancillary facilities and infrastructure to be developed by the Concessionaire.	been included in the estimation of the total project cost or not.	However, the actual project cost shall be determined by the successful concessionaire, ensuring compliance with the Minimum Development Obligation as per the RFP. 2.The bid price, including the upfront premium and revenue share, has been determined based on a feasibility study conducted by the Tourism Department, Government of Meghalaya
9	1. Invitation for Proposal Sub Clause 1.1.9  Page No 12	The Selected Bidder shall, prior to execution of the Concession Agreement (the “Concession Agreement”), incorporate as per the terms of this RFP, an appropriate Special Purpose Vehicle (the “SPV”) under the Companies Act, 2013 to execute the Agreement and implement the Project and such SPV (the “Concessionaire”) shall be responsible for development, operation and maintenance of the Project under and in accordance with the provisions of the Agreement to be entered into between the Concessionaire and the Authority.	It is understood that an ASSOCIATE whose Financial Capacity is used for qualification purpose need not be part of the SPV for project execution. Please Confirm.	Please refer the relevant provisions including but not limited to Clause 1.1.9, 3.3.2, 3.3.6 of RFP and draft Joint Bidding Agreement provided along with RFP. It is not mandatory for Associate to be a part of the SPV for project execution.
10	2. Project Details	As per Meghalaya Building Bylaws 2021, ‘Special Projects’ – Means those projects / buildings with large scale	For project fast-tracking, it is suggested that Govt of Meghalaya designate a senior Government functionary as a	The Authority shall designate a Nodal Officer/Independent Expert who will act as the primary point of contact between

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<b>Mahindra Holidays and Resorts India Limited.</b>														
	Sub Clause 2.4.3 Applicable Development Control Regulations  Page No 22	<p>activities such as Hotels, Public Institutions, Healthcare, shopping malls, Multiplexes, ICT / BPO's, Educational Institution having a minimum plot area of 50,000 sq. ft and a minimum single covered area of 40% of the plot area.</p> <table border="1"> <thead> <tr> <th>Type of Occupancy</th> <th>Maximum permissible F.A.R</th> <th>Maximum permissible Plot Coverage</th> <th>Maximum no. of Permissible Floors (Inclusive of Basement / Lower Ground Floor / Underground Floor / Cellar)</th> <th>Maximum Building Height in metres (Inclusive of Basement / Lower Ground Floor / Underground Floor / Cellar/m ezzanine floor / Service Floor)</th> </tr> </thead> <tbody> <tr> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> </tbody> </table>	Type of Occupancy	Maximum permissible F.A.R	Maximum permissible Plot Coverage	Maximum no. of Permissible Floors (Inclusive of Basement / Lower Ground Floor / Underground Floor / Cellar)	Maximum Building Height in metres (Inclusive of Basement / Lower Ground Floor / Underground Floor / Cellar/m ezzanine floor / Service Floor)						<p>Nodal Officer who would intermediate between other Government departments and selected bidder for speedy processing of approvals.</p> <p>In addition, it is suggested, to make provisions in the agreement to adjust the project period, if the approvals/clearances are delayed inordinately from the respective authorities for reasons beyond the capacity of the Concessionaire.</p>	<p>the selected bidder and relevant government departments in accordance with the terms outlined in the Draft Concession Agreement.</p> <p>The Nodal Officer/Independent Expert shall be responsible for coordinating and expediting the processing of necessary approvals in accordance with the terms outlined in the Draft Concession Agreement</p>
Type of Occupancy	Maximum permissible F.A.R	Maximum permissible Plot Coverage	Maximum no. of Permissible Floors (Inclusive of Basement / Lower Ground Floor / Underground Floor / Cellar)	Maximum Building Height in metres (Inclusive of Basement / Lower Ground Floor / Underground Floor / Cellar/m ezzanine floor / Service Floor)										

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<b>Mahindra Holidays and Resorts India Limited.</b>							
		Special Project	3	40 %	7	27	
11	3. Project Details  Sub Clause 2.4.2 Total Land Area and Ownership  Page No 21					Detailed drawings of the current property not provided in the RFP  Request to authority to provide the current layouts of the existing property.	The schematic layouts of the existing property are available in the Request for Proposal (RFP). However, the actual layout, along with the AutoCAD drawings of layout, shall be provided to the qualified bidders prior to the technical presentation
12		ARR : For calculation of Gross revenue				Since MHRIL is a timeshare company, there is no specific ARR for the members. For the purposes of qualification criteria an alternate to be suggested	RFP conditions shall be prevailed

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<b>ATW (India) Pvt Ltd.</b>				
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<b>ATW (India) Pvt Ltd.</b>				
	Page No 10		<p>occupancy rates, which may impact the projects financial viability.</p> <p>In light of this finding, we respectfully request that the resort size be limited to 100 rooms. Furthermore, we kindly seek proportionate relaxation in the Annual Lease rent and one-time Upfront Premium to align with the revised scale of the project.</p> <p>We believe this adjustment will ensure the success and sustainability of the venture while amazing protentional. We would be happy to discuss this further or provide additional details as needed.</p>	

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>ITC Hotels Limited</b>				
1	<p>Project Summary</p> <p>Point No 7: Terms of Agreement (Concession Period)</p> <p>Page No 9</p>	<p>The Concession Period shall be 60 (Sixty) Years from the Appointed Date which includes Three Years for construction/development.</p> <p>The Concession Period may be extended subject to satisfactory performance of the Concessionaire</p>	<p>The Concession Period shall be 60 (Sixty) Years from the Appointed Date which includes Three Years for construction/development.</p> <p>Could the concession period be extended from 60 years to 90 years</p>	Please refer the corrigendum-1

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<b>ITC Hotels Limited</b>				
		and terms and conditions as stipulated in the Concession Agreement and at the sole discretion of the Concessioneing Authority.	before re bidding and could it exclude the construction period?	
2	Invitation for Proposal  Sub-Clause 1.1.9  Page No 12	The Selected Bidder shall, prior to execution of the Concession Agreement (the “Concession Agreement”), incorporate as per the terms of this RFP, an appropriate Special Purpose Vehicle (the “SPV”) under the Companies Act, 2013 to execute the Agreement and implement the Project and such SPV (the “Concessionaire”) shall be responsible for development, operation and maintenance of the Project under and in accordance with the provisions of the Agreement to be entered into between the Concessionaire and the Authority.	SPV As per RFP, selective bidder needs to form an SPV under The Companies Act, 2013.  Hope SPV is not required where bidder is itself the owner/developer and operator of the hotel (under its own brand) and uses its own fund (i.e., no borrowing) and there is no consortium/borrowing.	SPV is a mandatory condition.
2 a			Please provide clarity on whether we can demolish all the existing structures and entire area can be used to build new hotel building?	The existing structures may be demolished, and the entire area may be utilized for the construction of a new resort, subject to compliance with applicable regulations and approvals.
2 b			Will all the approvals/permits be provided through a single window clearance system? Hope the authority	The Concessionary will be responsible for procurement of all necessary approvals from relevant authorities.



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<b>ITC Hotels Limited</b>				
			will facilitate in getting necessary approvals	The Nodal Officer/Independent Expert appointed by the Authority shall make reasonable efforts to facilitate the Concessionary for the procurement of necessary approvals from relevant authorities, in accordance with applicable laws and regulations.
3	Project Summary  Point No 14 Expected CAPEX (Estimated Project Cost)  Page No 10	Expected CAPEX: INR 295 Crore  Note- The estimated CAPEX is an indicative in nature for development of a 5 Star Luxury Resort having 140 rooms with ancillary facilities and infrastructure to be developed by the Concessionaire.	Hope the Estimated Cost and no. of keys mentioned are the assumptions made by the authority is not mandatory, and the bidder can decide or reduce the number of keys based on market assessment.	The Cost mentioned in the RFP is the estimated project cost. However, the actual project cost shall be determined by the successful bidder, ensuring compliance with the Minimum Development Obligation as per the RFP.  The number of keys is the mandatory requirement which is to be fulfilled by the Concessionaire.
4	Project Summary  Point 14: Expected CAPEX (Estimated Project Cost)  Point 15: Consideration to Authority  Page No 10	Expected CAPEX: INR 295 Crore Note- The estimated CAPEX is an indicative in nature for development of a 5 Star Luxury Resort having 140 rooms with ancillary facilities and infrastructure to be developed by the Concessionaire.  ➤ Described in detail in Clause 2.7 ➤ One-time Upfront Premium – Rs 5 crs (Five crore only)	The minimum bid price (Annual lease rentals) of Rs. 2.80 Cr. considering 140 key hotel may not make the investment viable as a current market may not justify large investment of Rs. 295 Cr. (Estimate by Govt.). Since market needs to be developed as a preferred tourist destination, initially upscale resort with 50-60 keys with investment of less than 100 cr is likely to be more viable	Please refer the Corrigendum -1

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<b>ITC Hotels Limited</b>				
		<ul style="list-style-type: none"> <li>➤ Annual Concession Fee - INR 1 Lakh escalated @ 10% in every three years</li> <li>➤ Annual Lease Rental - As quoted by the Bidder above minimum threshold of INR 2.80 cr escalated @ 10% in every three years.</li> <li>➤ Revenue Share - 1% of Gross Revenue for each accounting year</li> </ul> <p>Note: Capital subsidy and various incentives under Meghalaya Industrial &amp; Investment Promotion Policy (MIIPP)-2024 and Uttar Poorva Transformative Industrialisation Scheme (UNNATI)-2024 shall be applicable to the project.</p>		
<b>Queries on Draft Concession Agreement</b>				
5	Part II The Concession  Sub-Clause 4.3: Damages for delay by the Concessionaire  Page No 24	In the event that: (i) the Concessionaire does not procure fulfilment or waiver of any or all of the Conditions Precedent set forth in Clause 4.1.3 within the period specified in that Clause; and (ii) the delay has not occurred as a result of breach of this Agreement by the Authority or due to Force Majeure Event, the Concessionaire shall pay Damages to the Authority of an	As per the clause the concessionaire is required to fulfill the conditions precedent to achieve appointed date within 120 days of the execution date, post which bidder shall pay damages at the rate of 0.3% of performance security per day (subject to cap of performance security amount).  A. Given the bidder needs to appoint specialized consultant, architects for	A. No change in provision of DCA, however, any extension of time may be granted based on mutual understanding between the Authority and the Concessionaire, provided there is a valid reason or cause.  B. This clause is self-explanatory. All licenses and permits requisite for the operationalisation of the hotel

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<b>ITC Hotels Limited</b>				
		<p>amount calculated at the rate of 0.3% (zero point three per cent) of the Performance Security for each day's delay until the fulfilment or waiver of such Conditions Precedent, up to the maximum amount equal to the Bid Security and upon reaching such maximum amount, the Authority may, in its sole discretion and subject to the provisions of Clause 9.2, terminate the Agreement. Provided that in the event of delay by the Authority in procuring fulfilment of the Conditions Precedent specified in Clause 4.1.2, no Damages shall be due and payable by the Concessionaire under this Clause 4.3 until the date on which the Authority shall have procured fulfilment of the Conditions Precedent specified in Clause 4.1.2.</p>	<p>development of concept design, thematic layout etc. and submit for independent engineer and Authority's approval before proceeding for the development of drawings, plans etc. for building plan approvals, environmental clearance, Fire NOC etc from various authorities and appoint EPC contractor, etc, the time limit for 120 days is not sufficient. The timeline provided is too stringent and almost impossible to achieve considering the type and nature of licenses involved and committee meetings of authorities like EIA, PCB, etc. meeting once in a quarter or 6 months and dependency of each license on each other. Request authority to re look in to the timeline and kindly extend this to at least 9 months for achieving appointed date and provide grace period of at least 4-5 months before levy of penalty and/or termination etc.</p> <p>B. As per conditions precedent the Concessionaire needs to obtain all approvals as per Schedule E before the appointed date. However, this should be applicable only to pre-establishment license, permits, approvals mentioned</p>	<p>shall be obtained subsequent to the completion of the project's construction.</p>

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>ITC Hotels Limited</b>				
			in Schedule E (and exclude Pre-opening related licenses and permits).	
6	Part II The Concession  Sub Clause 5.2: obligations relating to Project Agreements  Sub Clause 5.2.2  Page no 28	Before finalisation, the Concessionaire shall submit to the Authority the drafts of all Project Agreements and the operation and maintenance contract (if any) or any amendments or replacements thereto for its review and comments, and the Authority shall have the right but not the obligation to undertake such review and provide its comments and observations, if any, to the Concessionaire. Concessionaire shall appropriately consider all such comments/ observations. Within 7 (seven) days of execution of any Project Agreement or amendment thereto, the Concessionaire shall submit to the Authority a true copy thereof, duly attested by a Director of the Concessionaire, for its record. For avoidance of doubt, it is agreed that the review and comments/ observations by the Authority on any Project Agreement or failure or omission of the Authority to review and/ or comment hereunder shall	It is mentioned that the concessionaire will share all project agreements and the operation and maintenance contract with the authority for their review and comments before finalizing the same. Also, the selection or replacement of the contractor and execution of the project agreement shall be subject to approval of the Authority from national security and public interest perspective. Hope this does not includes contracts issued to various agencies for carrying out different construction activities and regular operations and maintenance contracts given to agencies who are doing operations of the Hotel (Horticulture, carpet cleaning, housekeeping, painting, engineering maintenance) etc. Please confirm	Please refer to the definition of “Project Agreements” under Article 43.1

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>ITC Hotels Limited</b>				
		not be construed or deemed as acceptance of any such agreement or document by the Authority. No review and/or observation of the Authority and/or its failure to review and/or convey its observations on any document shall relieve the Concessionaire of its obligations and/or liabilities under this Agreement in any manner whatsoever nor shall the Authority be liable for the same in any manner whatsoever.		
	Part II The Concession  Sub Clause 5.2: obligations relating to Project Agreements  Sub Clause 5.2.6  Page No 29	Notwithstanding anything to the contrary contained in this Agreement, the Concessionaire agrees and acknowledges that selection or replacement of the Contractor and execution of the Project Agreement shall be subject to the prior approval of the Authority from national security and public interest perspective, the decision of the Authority in this behalf being final, conclusive and binding on the Concessionaire and undertake that it shall not give effect to any such selection or contract without prior approval of the Authority. For		No change in the provision of DCA

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>ITC Hotels Limited</b>				
		avoidance of doubt, it is expressly agreed that approval of the Authority hereunder shall be limited to national security and public interest perspective, and the Authority shall endeavour to convey its decision thereon expeditiously. It is also agreed that the Authority shall not be liable in any manner on account of grant or otherwise of such approval and that such approval or denial thereof shall not in any manner absolve the Concessionaire or its Contractors from any liability or obligation under this Agreement.		
7	Part II The Concession  Sub Clause 5.15 : Website of the Resort  Page No 32	The Concessionaire shall also commission, operate and maintain a comprehensive website exclusively for the Resort (the "Resort Website"). The following information shall be provided on the website and updated on a real-time basis, among others:  (a) availability of the number of Keys in each category;  (b) Hospitality Services available at the Resort;	The clause states to maintain a separate website exclusively for the proposed hotel. Please note it may not be feasible for owner and operator of multiple hotels to maintain a dedicated website exclusively for one hotel Hence would request to have this clause appropriately amended	During the finalization of the Concession Agreement, this clause may be amended or updated as required to ensure compliance with the best industry standards and applicable legal requirements for the Draft Concession Agreement subject to approval of Authority.

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>ITC Hotels Limited</b>				
		<p>(c) tariff for the Keys of each category;</p> <p>(d) availability of conference rooms and rooms for hosting events and the procedure to book them;</p> <p>(e) facility for providing feedback, registering complaints etc.;</p> <p>(f) address and contact information with email ID and contact number; and</p> <p>(g) information for tourists and activities.</p>		
8	<p>Part III: Development and Operations</p> <p>Clause 12.6 : Optional Development Obligation</p> <p>Sub Clause 12.6.1</p> <p>Page No 54</p>	<p>The Concessionaire shall have the right but not the obligation to construct and develop any unutilised land which forms part of the Project Site for building any facility which may include permanent and temporary structures, extension of the building façade, construction of facilities for recreation , etc., except increasing the number of Keys, for the benefit of the Users which by its nature may increment the</p>	<p>As per the clause, the Concessionaire shall have the right to construct and develop any unutilized land, or extend the existing structure which forms part of the Project for building any facility (which may include temporary and permanent structures), extension of building façade, construction of facilities for adventure sports etc., which may increase revenue from the Project on or after the Project COD during the period up to 5(five) years</p>	<p>The concessionary shall be responsible for determining the most suitable course of action, whether to renovate and expand the existing structure or demolish and rebuild, in compliance with all applicable laws and regulations.</p>

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>ITC Hotels Limited</b>				
		<p>Hospitality Services and may lead to the potential increase in the Revenue from the Project on or after the Project COD during the period up to 5(five) years prior to the expiry of the Concession Period (the “Optional Development Obligation”), provided, that it obtains a prior written approval from the Authority for undertaking the Optional Development Obligation. In the event that the Concessionaire exercises its right to undertake the Optional Development Obligation, it shall do so at its own risk, cost and expense provided that such obligation does not affect the existing Resort and the Project Infrastructure. All the terms, conditions, rights and obligations of the Concessionaire in relation to construction and operation of the Mandatory Development Obligation including submission of Drawings in accordance with Clause 12.2 shall apply mutatis mutandis for the construction, development and operation of any facility as part of the Optional Development Obligation including, submission of</p>	<p>prior to the expiry of the Concession Period.</p> <p>Please clarify what kind of development shall be permitted on this land up to what extent it is permissible and whether it is on the discretion of the concessionaire. In addition to this pls also clarify can the “5 years prior to expiry of the concession period” can be extended for full lease period from COD.</p> <p>Hope the concessionaire would be permitted to construct additional building/extend existing building for usage of guests/employee’s facilities.</p>	



#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>ITC Hotels Limited</b>				
		periodic reports and other relevant documents to the Independent Expert under Article 13, Article 14, and Article 15.		
9	Part III: Development and Operations  Clause 12.6 : Optional Development Obligation  Sub Clause 12.3.2  Page No 53	The Concessionaire shall develop and construct the Project in accordance with the Project Completion Schedule set forth in Schedule G. In the event that the Concessionaire fails to achieve any Project Milestone within 30 (thirty) days from the date set forth for such Project Milestone in Schedule G, unless such failure has occurred due to Force Majeure or for reasons solely and directly attributable to the Authority, it shall pay Damages to the Authority in a sum calculated at the rate of 0.2% (zero point two per cent) of the amount of Performance Security for delay of each day until such Project Milestone is achieved up to a ,maximum of 20% (twenty per cent) of the amount of Performance Security; provided that if any or all Project Milestones or the Scheduled Completion Date are extended in accordance with the provisions of this Agreement, the dates set forth	Construction and Development of Project: As per the clause, the concessionaire is required to complete the construction within 3 years from the Appointed date and in case of failure, it shall pay damages at the rate of 0.2% of the Performance Security for delay of each day, subject to maximum of 20% of the performance security. In case of delay beyond 180 days, the Authority shall be entitled to terminate the Agreement.  3 years is too short of time for the concessionaire to understand the existing structural constraints and design, plan and execute complete upgradation, refurbishment to the standards of a high-end luxury hotel. Accordingly, we would request to increase the construction period to atleast 5 years,  Further, in case construction is not completed within stipulated time, there	No change in the provision of DCA. However, any extension of time for work may be granted based on mutual understanding between the Authority and the Concessionaire, provided a valid reason or cause is demonstrated.

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>ITC Hotels Limited</b>				
		in Schedule G shall be deemed to be modified accordingly and the provisions of this Agreement shall apply as if Schedule G has been amended as above; provided further that in the event Project COD is achieved on or before the Scheduled Completion Date, the Damages paid under this Clause 12.3.2 shall be refunded by the Authority to the Concessionaire, but without any interest thereon. For avoidance of doubt, it is agreed that recovery of Damages under this Clause 12.3.2 shall be without prejudice to the rights of the Authority under this Agreement, or otherwise including the right of Termination thereof.	<p>should be some grace period of at least 6 months before any penalty &amp; action is taken by authority.</p> <p>The damages are too stringent and very high. Considering the significant investment being made by the concessionaire and possibility of unforeseen circumstances, we request the authority to relook into the same and allow the timelines to be mutually agreed at the time of approval of the DPR.</p>	
10	<p>Part IV : Financial Covenants</p> <p>Article 26: Escrow Account</p> <p>Clause 26.1: Escrow Account</p> <p>Page No 82</p>	<p>26.1.1. The Concessionaire shall, prior to the Appointed Date, open and establish an Escrow Account with a Bank, acceptable to the Authority (the “Escrow Bank”) in accordance with this Agreement, read with the Escrow Agreement.</p> <p>26.1.2. The nature and scope of the Escrow Account are fully described in the agreement (the “Escrow</p>	<p>Bidder/ SPV needs to execute Escrow Agreement and open an <b>escrow a/c</b>.</p> <p>Hope the requirement of SPV and escrow a/c etc is not applicable in case there is a single bidder with 100% self-financing (no borrowing) and who itself is a developer, operator etc and doesn't tie up with anyone else for consortium or O&amp;M services, financing etc since the Authority also has irrevocable, and</p>	Incorporation of SPV is a mandatory requirement for all.

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>ITC Hotels Limited</b>				
		Agreement”) to be entered into amongst the Concessionaire, the Authority, the Escrow Bank and the Senior Lenders through the Lenders’ Representative, which shall be substantially in the form set forth in Schedule M.	<p>unconditional PBG to protect its interests.</p> <p>Also, it’s not clear how the Bank can control the payments against different transactions to multiple parties/ agencies being sent on daily basis, as payments will depend upon the payment terms/advance, credit period/ due dates agreed with suppliers, service providers, authorities, etc and not be done only once after the end of the month basis the P&amp;L. Further, payments are made through RTGS, or direct host2host connectivity with bank server.</p> <p>It is our sincere and humble request to kindly relook into this requirement (especially in the above scenario)</p>	
11	Part IV : Financial Covenants  Article 27: Insurance  Clause 27.1: Insurance during Concession Period	The Concessionaire shall effect and maintain at its own cost, during the Concession Period, such insurances for such maximum sums as may be required under the Financing Agreements and Applicable Laws, and such insurances as may be necessary or prudent in accordance with Good Industry Practice. The	<p>Insurance- The clause refers that the Authority should be co-insured.</p> <p>Request to pls re-look into the same, considering that the Authority is not liable for constructions and operations of the hotel.</p>	No Change in the provision.

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>ITC Hotels Limited</b>				
	Page No 84	Concessionaire shall also effect and maintain such insurances as may be necessary for mitigating the risks that may devolve on the Authority as a consequence of any act or omission of the Concessionaire during the Concession Period. The Concessionaire shall procure that in each insurance policy, the Authority shall be a co-insured. For avoidance of doubt, the level of insurance to be maintained by the Concessionaire after repayment of Senior Lenders' dues in full shall be determined on the same principles as applicable for determining the level of insurance prior to such repayment of Senior Lenders' dues.		
12	Part V : Force Majeure and Termination  Article 29: Force Majeure  Clause 29.9 : Termination Payment for Force Majeure Event	29.9.1. If Termination is on account of a Non-Political Event, the Authority shall make a Termination Payment to the Concessionaire in an amount equal to 90% (ninety per cent) of the Debt Due less Insurance Cover.  29.9.2. If Termination is on account of an Indirect Political Event, the Authority shall make a Termination	On account of Concessionaire Default Prior to COD – The Authority shall pay to the extent of Debt due in excess of 40% of the Total Project cost.  Post COD - The Authority shall pay 90% of the Debt Due (less insurance) & 70% of the amount representing the additional termination payment.	No Change in the provision. However, during the finalization of the Concession Agreement, this clause may be amended or updated as necessary to ensure compliance with the best industry standards and applicable legal requirements, subject to the approval of the Authority in case of no borrowing by the Concessionary.

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>ITC Hotels Limited</b>				
	Page No 95	<p>Payment to the Concessionaire in an amount equal to:</p> <p>(a) Debt Due less Insurance Cover; provided that if any insurance claims forming part of the Insurance Cover are not admitted and paid, then 80% (eighty per cent) of such unpaid claims shall be included in the computation of Debt Due; and</p> <p>(b) 110% (one hundred and ten per cent) of the Adjusted Equity.</p> <p>29.9.3. If Termination is on account of a Political Event, the Authority shall make a Termination Payment to the Concessionaire in an amount that would be payable under Clause 32.3.2 as if it were an Authority Default.</p>	<p>On account of Authority Default: The Authority shall pay the Total Debt Due plus 150% of the Adjusted Equity and 115% of the amount representing the additional termination payment.</p> <p>Request Authority to please advice how the compensation be computed, in case there is no borrowing by the concessionaire.</p> <p>Pls clarify how the additional termination payment shall be calculated.</p>	
13	<p>Part V : Force Majeure and Termination</p> <p>Article 33: Divestment of Rights and Interest</p>	<p>Upon Termination, the Concessionaire shall comply with and conform to the following Divestment Requirements:</p> <p>(a) notify to the Authority forthwith the particulars of all Project Assets;</p>	<p>As per Agreement, in case of termination, all intellectual property with respect to the project including designs, programs, manuals etc. has to be delivered to the Authority in case of termination.</p>	<p>No Change in Clause 33.1. Concessionaire will not be allowed to take the movable assets (Plant &amp; Machinery, Furniture &amp; Fixtures) being deployed by it after the end of the term of the Agreement.</p>

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>ITC Hotels Limited</b>				
	<p>Clause 33.1 : Divestment Requirements</p> <p>Page No 110</p>	<p>(b) deliver forthwith the actual or constructive possession of the Project, free and clear of all Encumbrances, save and except to the extent set forth in the Substitution Agreement;</p> <p>(c) cure all Project Assets, of all defects and deficiencies so that the Project is compliant with the Maintenance Requirements; provided that in the event of Termination during the Construction Period, all Project Assets shall be handed over on an as is where is basis after bringing them to a safe condition;</p> <p>(d) deliver and transfer relevant records, reports, Intellectual Property and other licences pertaining to the Project and its design, engineering, construction, operation and maintenance, including all programmes and manuals pertaining thereto, and complete as built Drawings as on the Transfer Date. For the avoidance of doubt, the Concessionaire represents</p>	<p>IPR is the brand of the Concessionaire and rights in Concessionaire's brands, programs, manuals, etc. cannot be transferred. Similarly, the IPR rights in design is retained by the Architect. Accordingly necessary changes need to be made.</p> <p>Hope the concessionaire will be allowed to take the movable assets (Plant &amp; Machinery, Furniture &amp; Fixtures) being deployed by it after the end of the term of the Agreement.</p>	

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>ITC Hotels Limited</b>				
		<p>and warrants that the Intellectual Property delivered hereunder shall be adequate and complete for the operation and maintenance of the Project and shall be assigned to the Authority free of any encumbrance;</p> <p>(e) transfer and / or deliver all Applicable Permits to the extent permissible under Applicable Laws;</p> <p>(f) execute such deeds of conveyance, documents and other writings as the Authority may reasonably require for conveying, divesting and assigning all the rights, title and interest of the Concessionaire in the Project, including manufacturers' warranties in respect of any plant or equipment and the right to receive outstanding insurance claims to the extent due and payable to the Authority, absolutely unto the Authority or its nominee; and</p> <p>(g) comply with all other requirements as may be prescribed or required under Applicable Laws for completing the divestment and</p>		

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>ITC Hotels Limited</b>				
		assignment of all rights, title and interest of the Concessionaire in the Project, free from all Encumbrances, absolutely unto the Authority or to its nominee.		
14	Part V : Force Majeure and Termination  Article 34: Defects Liability After Termination  Clause 34.1 : Liability for Defects after Termination  Page No 113	The Concessionaire shall be responsible for all defects and deficiencies in the Resort and the Project Infrastructure for a period of 120 (one hundred and twenty) days after Termination, and it shall have the obligation to repair or rectify, at its own cost, all defects and deficiencies observed by the Independent Expert in the Resort and the Project Infrastructure during the aforesaid period. In the event that the Concessionaire fails to repair or rectify such defect or deficiency within a period of 15 (fifteen) days from the date of notice issued by the Authority in this behalf, the Authority shall be entitled to get the same repaired or rectified at the Concessionaire's risk and cost so as to make the Resort and the Project Infrastructure conform to the Maintenance Requirements. All costs incurred by the Authority hereunder	As per clause 34.1, the Concessionaire shall be responsible for all defects and deficiencies in the Project for a period of 120 (one hundred and twenty) days after Termination, and it shall have the obligation to repair or rectify, at its own cost, all defects and deficiencies observed by the Independent Engineer in the Project during the aforesaid period  Request the Authority to kindly reconsider the same as the concessionaire shall be handing over the project upon termination/expiry of 60 – 90 years.	No Change in the provision of DCA



#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>ITC Hotels Limited</b>				
		shall be reimbursed by the Concessionaire to the Authority within 15 (fifteen) days of receipt of demand thereof, and in the event of default in reimbursing such costs, the Authority shall be entitled to recover the same from the funds retained in the Escrow Account under the provisions of Clause 34.2 or from the Performance Guarantee provided thereunder. For avoidance of doubt, the provisions of this Article 34 shall not apply if Termination occurs prior to Project COD		
15	Part III : Development and Operations  Article 22 : Independent Expert  Clause 22.1 Independent Expert  Page No 73	The Authority shall appoint, no later than 90 (ninety) days from the Execution Date, a third-party agency (the "Independent Expert") for the Concession Period. Provided that the Authority shall have the right to appoint any of its agencies or departments to monitor the Project until the Independent Expert is appointed in accordance with this Clause 22.1. The provisions of this Agreement with respect to the Independent Expert shall apply mutatis mutandis to such agency or department until the Independent	Independent Expert: As per the agreement, the Authority shall appoint an independent expert to review DPR, undertake monthly site visits, submit inspection reports, advise shortcomings, changes, defaults and oversee progress of construction and performance of the Hotel, assess safety maintenance of the property, provide completion and operation certificate, vesting certificate upon termination, etc. on behalf of Authority and have the right to suspend the project activities and/or recommend termination etc.	No change in provision of DCA. However, during the finalization of the Concession Agreement, this clause may be amended or updated as necessary to ensure compliance with the best industry standards and applicable legal requirements, subject to the approval of the Authority

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>ITC Hotels Limited</b>				
		<p>Expert is appointed in accordance with the provisions of Schedule L and this Clause 22.1 and such provisions shall be repeated after expiry of each appointment.</p>	<p>The successful bidder is likely to have adequate experience, expertise, knowledge in construction, development, operation and management of the hotel and would be accountable to its loyal customers and is likely to undertake project in accordance with its brand standards which would be of highest international standards and follows its own stringent safety standards. Additionally, the developer would also appoint multiple independent international professional consultants, architects, etc. who would review the project.</p> <p>Further the Concessionaire remains responsible, accountable and liable to Authority to develop the project as per approval, for any delay or other aspects etc. including responsibility to indemnify the authority.</p> <p>Accordingly, authority is requested to kindly relook in to the requirement of any such independent expert as differences in views of concessionaire's teams, consultants etc. may result in unwanted delays. Disputes, etc.</p>	

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>ITC Hotels Limited</b>				
			As the agreement says 50% of the cost needs to be reimbursed by the concessioner. Request you to pls advice on the remuneration. Further pls confirm independent expert has no role after operation of hotel.	
16			The bidding timeline of 14-15 days post receipt of response to queries is too short considering that we need to do carry out due diligence, site visit, thorough evaluation of the Project, Site topography study, review and seek internal board approval to be able to submit the bid. Hence request that the same to be extended by at least 45 days	Please refer the corrigendum-1
17	Part III : Development and Operations  Article 10 : Right of Way  Clause 10.2 Lease, Access to the Project Site  Sub Clause 10.2.5	The Concessionaire hereby irrevocably appoints the Authority (or its nominee) to be its true and lawful attorney, to execute and sign in the name of the Concessionaire a transfer or surrender of the rights granted hereunder at any time after the Concession Period has expired or has been Terminated in terms hereof, whichever is earlier, a sufficient proof of which shall be the declaration of any duly authorised officer of the Authority, and the	As per clause 10.2.5 of the Agreement, the Concessionaire hereby irrevocably appoints the Authority (or its nominee) to be its true and lawful attorney, to execute and sign in the name of the Concessionaire a transfer or surrender of the license granted hereunder at any time after the Concession Period has expired or has been terminated.  Request the Authority to please explain.	The Clause is self-explanatory. Under this provision, the Authority is ensuring right to transfer/surrender any license to the relevant govt. authority after the termination or expiry of CA.

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>ITC Hotels Limited</b>				
	Page No 47	Concessionaire consents to it being registered for this purpose. It is expressly agreed that trees on the Project Site are the property of the Authority except that the Concessionaire shall be entitled to exercise usufructuary rights thereon during the Concession Period.		
18			<ol style="list-style-type: none"> <li>1. Please clarify whether any stamp duty and registration charges are applicable on the concession agreement and how will the necessary valuations be done. If yes, what will be such rate and value.                             <ol style="list-style-type: none"> <li>a. Please let us know whether any GST or any other taxes is applicable on payment of upfront development premium and the ACF.</li> <li>b) Please let us know what incentive/subsidy scheme is available to the concessionaire for the said project (being DBFOT project under PPP Model) in Meghalaya.</li> </ol> </li> <li>2. Please provide clarity on whether we can demolish all the existing structures and entire area can be used to build new hotel building?</li> </ol>	<ol style="list-style-type: none"> <li>1. Stamp duty shall be payable as per the Indian Stamp Act 1899 as applicable to the State of Meghalaya. The Concessionary shall be responsible for paying the necessary stamp duty and registration fees, based on the valuation in accordance with the relevant rules and regulations of Meghalaya.                             <ol style="list-style-type: none"> <li>a) The Upfront Premium, Annual Lease Rent and ACF shall be exclusive of GST, unless specifically stated in the CA.</li> <li>b) The Concessionary shall be entitled to avail incentives and subsidies under the MIIPP-2024 and/or UNNATI scheme.</li> </ol> </li> <li>2. Yes, Concessionary may demolish all the existing structures and</li> </ol>

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>ITC Hotels Limited</b>				
			<ol style="list-style-type: none"> <li>3. Will all the approvals/permits including environment clearances, Consent to establish, height clearance etc. be provided through a single window clearance system? Hope the authority will facilitate in getting necessary approvals.</li> <li>4. Please advise extent of plot area facing the lake front</li> <li>5. Please advise width of the access road leading to the plot from the main road.</li> <li>6. Please share land Layout Maps with measurements of all sides.</li> <li>7. Please confirm the said plot doesn't come under no construction zone under any environmental regulations etc. and is fully permissible to construct hotels/resort on the same with environment and pollution control approvals.</li> <li>8. Please advise the area is affected by flood during monsoons or otherwise in the past</li> </ol>	<p>entire area can be used to build new resort subject to the compliance with regulations and rules.</p> <ol style="list-style-type: none"> <li>3. The Concessionary will be responsible for procurement of all necessary approvals from relevant authorities. The Nodal Officer/Independent Expert appointed by the Authority shall make reasonable efforts to facilitate the Concessionary for the procurement of necessary approvals from relevant authorities, in accordance with applicable laws and regulations.</li> <li>4. It is advisable for the intending bidder to visit the project site to assess the extent of the plot area facing the lakefront.</li> <li>5. It is advisable for the intending bidder to visit the project site to assess the road leading to the plot from the main road.</li> <li>6. The layout, along with the AutoCAD drawings, shall be provided to the qualified bidders prior to the technical presentation.</li> </ol>

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>ITC Hotels Limited</b>				
				<p>7. No construction is permitted within 50 meters of the high-water mark of Umiam Lake.</p> <p>8. The area has not experienced flooding during the monsoon season in the past.</p>
19			Whether the plot comes under any notified CRZ area. Pls advice distance from the edge of the lake on which construction is not permissible and kindly confirm the net available land area for construction is 28 acres after considering the same and any other deductions under applicable building rules, road widening etc.	Costal Regulation Zone (CRZ) is not applicable to the Plot.
20			The tender does not mention the timeline by which the bidders' queries post pre-bid meeting shall be responded. Request to pls provide at least 45 days from the sharing response to pre-bid queries for submission of final bid to enable to carry out due diligence, thorough evaluation of the Project, Site topography study, review and seek internal board approvals and prepare necessary documents for submission of bid.	Please refer the Corrigendum -1

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>ITC Hotels Limited</b>				
21	<p>Article 5: Obligations of The Concessionaire</p> <p>Clause 5.4: Obligations relating to management of the Concessionaire</p> <p>Page 30</p>	<p>The Concessionaire shall not, without the prior written approval of the Authority, undertake or cause to be undertaken, any action for all or any of the following or any matter incidental or consequential thereto:</p> <p>(a) to alter or add to the provisions of the memorandum of association;</p> <p>(b) to alter or add to the articles of association;</p> <p>(c) to change the name of the Concessionaire;</p> <p>(d) to reduce the share capital;</p> <p>(e) to commence any new lines of business;</p> <p>(f) to consent to a director or his or her relative or partner or firm or private company holding an office or place of profit, except that of managing director, manager, banker, or trustee for debenture-holders of the Concessionaire;</p> <p>(g) to make inter-corporate loans and investments or guarantee or security (except where such security or payment is to be made to the Authority) to be given, if the aggregate amount thereof, exceeds</p>	<p>As per clause 5.4 of the agreement, there is restriction on concessionaire to amend its MOA, AOA, change of name, share capital, commence/extend line of business, seek inter corporate loan etc. Hope this is not required where concessionaire is a public listed company and is itself the owner/developer and operator of the hotel (under its own brand) and uses its own fund (i.e., no borrowing) and there is no consortium/borrowing.</p> <p>Request Authority to kindly reconsider and wave off the Clause.</p>	No Change

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>ITC Hotels Limited</b>				
		<p>the limit of 30% (thirty per cent) of the Concessionaire's paid-up share capital; (h) to apply for corporate insolvency proceedings under the Insolvency and Bankruptcy Code, 2016;</p> <p>(i) for various other matters pertaining to the winding up of the Concessionaire; and</p> <p>(j) any other matter which is required by the Companies Act to be passed by a special resolution of the shareholders of the Concessionaire.</p>		
22	<p>Article 10: Right of Way</p> <p>Clause No 10.2: Lease, Access to the Project Site</p> <p>Subclause 10.2.4 Page No 46</p>	<p>It is expressly agreed that the Concessionaire's rights to the Project Site by way of the lease granted hereunder, shall terminate automatically and forthwith, without the need for any action to be taken by the Authority to terminate the Lease, upon the Termination of this Agreement for any reason whatsoever. For the avoidance of doubt, the Parties expressly agree that notwithstanding any temporary or permanent structures erected on the Project Site by the Concessionaire or its Contractors, the rights of the Concessionaire in</p>	<p>As per clause 10.2.4, the authority has the full right on the property including the physical structure, immediately on the termination of the agreement. The agreement does not specify how the valuation of the structure be carried out/computed at the end of the term of the agreement or otherwise on termination towards value of the structure acquired by the authority.</p> <p>Request authority to kindly consider and provide a define mechanism for valuation to protect the substantial investment being made by the bidder.</p>	<p>Upon termination of the Agreement due to the Concessionaire's or the Authority's default the Payment shall be done by way of termination payment as defined in the draft Concession Agreement.</p>



#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>ITC Hotels Limited</b>				
		respect of the Project Site shall automatically terminate, without any further act of the Parties, upon Termination of this Agreement.		
23	Article 41: Redressal of Public Grievance  Clause 41.2: Redressal of complaints  Page No 129	<p>a) The Concessionaire shall inspect the Complaint Register every day and take prompt and reasonable action for redressal of each complaint. The action taken shall be briefly noted in the Complaint Register and a reply stating the particulars thereof shall be sent by the Concessionaire to the Complainant under a certificate of posting.</p> <p>Within 7 (seven) days of the close of each month, the Concessionaire shall send to the Authority and to the Independent Expert a true photocopy each of all the pages of the Complaint Register on which any entry has been recorded during the course of such month, and upon perusal thereof, the Authority may, in its discretion, advise the Concessionaire to take such further action as the Authority may deem appropriate for a fair and just</p>	<p>As per clause 41.2 the concessionaire is required to maintain in physical copy of the complaint register and shall response to complainant by post, provide copies of such complains and response to the independent expert and authority on monthly basis with 7 days. Further authority has right to refer any matter to competent forum under the Consumer Protection Act, 1986.</p> <p>Request authority to kindly relook and remove this requirement as the concessioner will have his own process to obtain daily feedbacks/complaints etc. from its customers and address them as part of process of improving its services and meeting highest standards of service as part of its brand commitment.</p> <p>Further, in today's time most of this is done through digitalized platforms and any such concern complain of the</p>	Agreed. During the finalization of the Concession Agreement, this clause may be amended or updated as required to ensure compliance with the best industry standards and applicable legal requirements for the Draft Concession Agreement, subject to approval of the Authority

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>ITC Hotels Limited</b>				
		redressal of any grievance. The Concessionaire shall consider such advice and inform the Authority of its decision thereon, and if the Authority is of the opinion that the Complainant is entitled to further relief, it may refer the matter to the competent forum for its disposal under the Consumer Protection Act, 1986, and advise the Complainant to pursue the complaint at his own risk and cost.	customer are addressed promptly in a fair and rightful manner considering customer has the multiple options to file his complains (including through social media).  Hence this requirement to provide the physical copy of every complaint and monitoring by authorities etc. need not be required.	
24	Article 24 : Project Considerations  Clause 24.6 Rental  Subclause 24.6.3  Page No 79	Lease Moratorium: No Annual Lease Rental to be paid during the construction period i.e. which shall be a period of 3 (three) years from the Appointed Date. In-case of Construction Period extends beyond three years, the lease moratorium period will not be extended beyond the three year period. If the Commercial Operation Date (COD) is achieved within the designated Construction Period of three years, the lease moratorium period concludes on the date of COD achievement.	As per Article 24 of the Agreement and the conditions of RFP, the Annual Lease rentals are payable by the concessioner to the authority after mortarium period of 3 years.  However, Clause 1.3 of Schedules of the agreement mentions that Annual Lease rentals are payable from the date of execution the Lease Deed without any mention of moratorium period.  Request Authority to Clarify the same.	Please refer clause 2.7 (c) of the RFP vol-1 for Lease Moratorium.
25	NA	NA	Request authority to provide copies of the drawings/layout, architectural	The schematic layouts of the existing property are available in the Request

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>ITC Hotels Limited</b>				
			<p>/building plans, area statements, built up area (FSI &amp; Non-FSI) etc. before the submission of bid to understand the to be able to understand the existing structure.</p> <p>Further, hope the authority will provide copies of all the construction drawings, MEP, details of the infrastructure, investments etc., and copies of all other licenses, approvals etc., for the existing resort including all necessary support and assistance to facilitate obtaining / renewal of necessary approvals, licenses etc. to the successful bidder post issuance of Letter of Award.</p>	<p>for Proposal (RFP). However, the actual layout, along with the AutoCAD drawings of layout, shall be provided to the qualified bidders prior to the technical presentation.</p> <p>The Authority shall make effort to provide the drawings and other relevant information of the existing property based on availability of information.</p> <p>Further, the Authority shall make reasonable efforts to facilitate the Concessionaire for procurement of necessary approvals from relevant authorities, in accordance with applicable laws and regulations. However, primarily the Concessionaire shall be responsible for obtaining the applicable necessary approvals from relevant authorities.</p>
26	NA	NA	Can the bidder submit bid for more than 1 location with option to accept LOA without forfeiting of Bid security, for only 1 location (in case of being successful for more than 1) basis the order of preference mentioned by bidder at the time of submission of bid	Each project is a separate tender. Bidders are allowed to participate in tender for multiple projects. However, if a bidder is awarded multiple projects, they must accept the Letter of Award (LOA) for all awarded projects. Failure to do so will result in

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>ITC Hotels Limited</b>				
				the forfeiture of bid security for the rejected projects.
27	NA	NA	In case of multiple bids received by the Govt., will the Govt provide opportunity to top bidders (say 5 or more) to compete and improve their bids through a transparent online e-bidding process.	Not agreed

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>Ambuja Neotia</b>				
1	Project Summary  Point No 14 : Estimated Capex (Estimated Project Cost)  Page No 10	Expected CAPEX: INR 295 Crore  Note- The estimated CAPEX is an indicative in nature for development of a 5 Star Luxury Resort having 140 rooms with ancillary facilities and infrastructure to be developed by the Concessionaire.	Number of rooms mentioned 140 rooms. This needs to be viewed on demand & supply of that place and to be determined by the investor.  <b>Suggestion:</b> 100 rooms and in phased manner with the increase of demand.	Please refer Corrigendum-1
		Expected CAPEX: INR 295 Crore  Note- The estimated CAPEX is an indicative in nature for development of a 5 Star Luxury Resort having 140 rooms with ancillary facilities and infrastructure to be developed by the Concessionaire.	Estimated CAPEX: INR 295 Cr. Is this mandatory in line with 140 rooms? <b>Suggestion:</b> Should be reviewed in line with the final room count as above.	Please refer Corrigendum -1

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>Ambuja Neotia</b>				
2	Project Summary  Point No 15: Consideration to Authority  Page No 10	<p>Described in detail in Clause 2.7</p> <ul style="list-style-type: none"> <li>➤ One-time Upfront Premium – Rs 5 crs (Five crore only)</li> <li>➤ Annual Concession Fee - INR 1 Lakh escalated @ 10% in every three years</li> <li>➤ Annual Lease Rental - As quoted by the Bidder above minimum threshold of INR 2.80 cr escalated @ 10% in every three years.</li> <li>➤ Revenue Share - 1% of Gross Revenue for each accounting year</li> </ul> <p>Note: Capital subsidy and various incentives under Meghalaya Industrial &amp; Investment Promotion Policy (MIIPP)-2024 and Uttar Poorva Transformative Industrialisation Scheme (UNNATI)-2024 shall be applicable to the project.</p>	<p>Lease Rental: Rs.2.80 cr.P.A. with 10% increase every 3 years.</p> <p><b>Suggestions:</b> Need to be reviewed and aligned with actual room count.</p>	No change in the provision
3	3 Instruction for Bidding  Sub Clause 3.2.6 : Minimum Eligibility Criteria	<p>CRITERIA: B – CONSTRUCTION EXPERIENCE –</p> <p>The Bidder shall, over the past 10 (ten) financial years preceding the Bid Due Date, shall satisfy Technical Capacity Criteria as below:</p>	<p>Is the construction experience of INR 250 Crores to be seen as a sum of last 10 financial years in total or each year?</p>	It shall be sum of last 10 financial years.

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>Ambuja Neotia</b>				
	A : Technical Capacity  Point II: Criteria B  Page No 29	1. Developed/paid for development of Eligible Project(s); (Real Estate and/ or Core Sector Projects)  AND/OR 2. Paid for or received payments for construction of Eligible Project(s); (Real Estate and/ or Core Sector Projects) such that the sum total of the above is more than INR 250 crore. (INR Two Hundred Fifty Crores)		
4	3. Instruction for Bidding  Sub Clause 3.2.6 : Minimum Eligibility Criteria  B: Financial Capacity  Point I  Page No 31	NET WORTH – The Bidder shall have a Net Worth of Rs. 150 Crores (Rupees One Hundred and Fifty crore only) at the closing of the preceding Financial Year before the Bid Due Date.  For the purposes of this RFP the term Net Worth means following: "Net Worth" for company shall mean the sum of subscribed and paid-up equity and reserves from which shall be deducted the sum of revaluation reserves, miscellaneous expenditure not written off and reserves not available for distribution to equity shareholders.  "Net Worth" for Partnership Firm would mean: [Fixed Assets +Trade	The RFP states that the bidder shall have a net worth of INR 150 Crores in the preceding financial year.  This is difficult to achieve because in West Bengal, due to land laws, the ownership of land is in different entities and the development is done under different entities. On a consolidated level, eligibility can be met but not on an individual entity level.  Hence, it is a humble submission to reduce this criterion to INR 100-110 Crores.	No change in the Criteria

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>Ambuja Neotia</b>				
		Receivables + Current Assets] – [Firms Loan +Current Liabilities] “Net Worth for Sole Proprietorship” would mean: Total Assets- Total Liabilities		
5	3 Instruction for Bidding  Sub Clause 3.2.6 : Minimum Eligibility Criteria  B: Financial Capacity  Point II  Page No 31	TURNOVER – Average Annual Turnover in 3 (three) years of last 5 (five) financial years i.e., 2019-20, 2020-21, 2021-22, 2022-23 and 2023-24 should be at least INR 250 crs (INR Two Hundred and Fifty Crore).	<p>The RFP states that Average Annual Turnover in 3 (three) years of last 5 (five) financial years should be INR 250 Crores.</p> <p>This is difficult to achieve due to the same reason as stated in pt.2. On consolidated level the turnover could be achieved but not on individual company level due to holding of land parcels in different entities. It is a humble submission to reduce this criterion to INR 150-175 Crores.</p> <p>The years to consider for calculating the average turnover need to be continuous or it could be any of the 3 years in the last 5 years? For eg. can it be the average of 2019-20, 2021-22, 2023-24?</p>	Please refer Clause 3.2.6 (B), wherein it is provided that for the purpose of computation of Turnover, an Average Annual Turnover of at least INR 250 Cr. shall be taken into consideration for 3 years out of last 5 FY.
<b>General Enquiry</b>				
6			We also request you to provide us with the feasibility report or the market study conducted to give an	The feasibility report is confidential and shall not be disclosed to the public.

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>Ambuja Neotia</b>				
			indicative idea about the Meghalaya and Shillong markets. This is to enable us to understand the assumptions made, the expectations of the market and the opportunity which the place holds to make a careful and informed bid.	
7			We also request you to kindly share with us the Presentation which was presented during the pre-bid conference which would be very useful to us for a ready reference.	The presentation delivered during the pre-bid conference included project site details are already provided in the RFP.

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>M/s Mayfair Hotels</b>				
1	Project Summary  Point No 15 : Consideration to Authority  Page No 10	Described in detail in Clause 2.7  ➤ One-time Upfront Premium – Rs 5 crs (Five crore only) ➤ Annual Concession Fee - INR 1 Lakh escalated @ 10% in every three years ➤ Annual Lease Rental - As quoted by the Bidder above minimum threshold of INR 2.80 cr escalated @ 10% in every three years. ➤ Revenue Share - 1% of Gross Revenue for each accounting year	Regarding annual lease rent amounting to Rs. 2.80 crore, we would like to request you to withdraw the annual lease rent, and in place of ALR there can be increase in Revenue Sharing from 1% to 3% as per clause 2.7(C).	No change



#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>M/s Mayfair Hotels</b>				
		Note: Capital subsidy and various incentives under Meghalaya Industrial & Investment Promotion Policy (MIIPP)-2024 and Uttar Poorva Transformative Industrialisation Scheme (UNNATI)-2024 shall be applicable to the project.		
2	Project Summary  Point No 13: Financial Covenants (Refer Clause 3.21 for details)  Page No 9	Non-Refundable Bid Document Fee (Payable online): INR 2,95,000/- (Rupees Two Lakh and Ninety-Five Thousand Only)  Bid / Proposal Security: INR 2.95 Crore (Rupees Two Crores and Ninety-Five Lakhs Only)  Performance Security: The Successful Bidder has to furnish Performance Securities before signing the contract in the manner as mentioned below: ▶ From the date of execution of the Contract till COD: INR 9 Crores with validity of 60 (sixty) days beyond the Construction/Development period  ▶ From COD till expiry of Concession Period: INR 5.6 Crore with validity of 60 (sixty) days beyond the Concession Period (equivalent to 2 years of threshold Annual Lease Rental)	Also, we would like to request you to please amend the performance security in respect of ALR as stated in point no. 13 of page no. 10	No Change

#	RFP Clause & Page Number	RFP Clause Description			Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>M/s Mayfair Hotels</b>						
		Note: Performance Security of Concession Period shall be renewed and escalated every 5 years based on WPI of every fifth year.				
3	3 Instructions for Bidding  3.2.6 Minimum Eligibility Criteria  Criteria A: Bidders with Hospitality Experience  Page No 32	S.No	Criteria	Maximum Marks	Moreover, we would like to request you to give some relaxation in Numbers of Keys as mentioned in Bidder with Hospitality Criteria	No change in the Criteria
		A. Firm's Experience (Maximum Marks= 40)				
		1	Experience of developing or owning or managing and operating hotel(s) / resort(s) property, in any 12 consecutive months during the past 10 financial years preceding the Bid Due Date. • 1000 keys in aggregate: 5 marks • From 1001 keys to 2000 keys: 10 marks	25		

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>M/s Mayfair Hotels</b>				
		<ul style="list-style-type: none"> <li>• From 2001 keys to 3000 keys: 15 marks</li> <li>• From 3001 keys to 5000 keys: 20 marks</li> <li>• More than 5000 keys: 25 marks</li> </ul>		
4		Extension of Time	we also hereby request you to kindly extend the bid submission deadline by 1 (one) month.	Please refer the corrigendum-1

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>M/s Hotel Polo Towers Pvt Ltd</b>				
1	Project Summary  Point No 13: Financial Covenants  Page No 9	<p>Performance Security:</p> <p>The Successful Bidder has to furnish Performance Securities before signing the contract in the manner as mentioned below:</p> <ul style="list-style-type: none"> <li>➤ From the date of execution of the Contract till COD: INR 9 Crores with validity of 60 (sixty) days beyond the Construction/Development period</li> </ul>	Request to make performance security 5 crore from 9 crore	No change

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>M/s Hotel Polo Towers Pvt Ltd</b>				
		<p>➤ From COD till expiry of Concession Period: INR 5.6 Crore with validity of 60 (sixty) days beyond the Concession Period (equivalent to 2 years of threshold Annual Lease Rental)</p> <p><i>Note: Performance Security of Concession Period shall be renewed and escalated every 5 years based on WPI of every fifth year.</i></p>		

#	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
<b>M/s Hotel Polo Towers Pvt Ltd</b>				
2	Project Summary  Point No 15: Consideration to Authority  Page No 10	<p>Described in detail in Clause 2.7</p> <ul style="list-style-type: none"> <li>➤ One-time Upfront Premium – Rs 5 crs (Five crore only)</li> <li>➤ Annual Concession Fee - INR 1 Lakh escalated @ 10% in every three years</li> <li>➤ Annual Lease Rental - As quoted by the Bidder above minimum threshold of INR 2.80 cr escalated @ 10% in every three years.</li> <li>➤ Revenue Share - 1% of Gross Revenue for each accounting year</li> </ul> <p><i>Note: Capital subsidy and various incentives under Meghalaya Industrial &amp; Investment Promotion Policy (MIIPP)-2024 and Uttar Poorva Transformative Industrialisation Scheme (UNNATI)-2024 shall be applicable to the project</i></p>	<ol style="list-style-type: none"> <li>1. Revenue Share @1 percent if it can withdraw</li> <li>2. Escalation on lease rent @ 10 percent on every 3 years if can consider @ 5 percent</li> <li>3. If annual lease rental can come down to 1.5 crore instead of 2.8 crores</li> </ol>	No change
3	-	-	If Fencing can be in the Scope of the Directorate of Tourism	No

-Sd/-  
Director of Tourism  
Meghalaya, Shillong

**Annexure-2**  
**APPENDIX-E-1: Bid Response Sheet 1**

**Format for Technical Capacity**

(To be submitted on A4 paper | To be signed by both Authorized Signatory and Statutory Auditor)

**Technical Capacity: CRITERIA: A- Bidder with HOSPITALITY EXPERIENCE**

*Use the same format for Details of the Firm from Hospitality Sector*

**Details of Hotels/ Resorts:**

Sl No	Name & Address of Hotel	Owner Entity/ Operator Entity	Hotel Star Category as per certificate issued by Ministry of Tourism, Govt. of India	No. of Rooms	Operation Start Date (MM/YYYY)	Operation Till (MM/YYYY)	Total Period of Operations (months)
1							
2							
3							
4							
5							
6							
7							
....							

**Note:**

1. Financial Years considered for the purpose of Technical Capacity shall be 2023-2024, 2022-23, 2021-22, 2020-21, 2019-20, 2018-19, 2017-18, 2016-17, 2015-16 and 2014-15.
2. In case the credentials of an Associate of a Bidder are used, a certificate from a qualified external auditor, who audits the book of accounts of the Bidder, shall be provided to demonstrate that the person is an Associate of the Bidder.
3. **The form may also be submitted separately for Consortium Members, with certification by the respective statutory auditor of each Consortium Member. In such case, the Bidder must also submit a summary sheet, with aggregate experience of all Consortium Members, signed and verified by the Lead Member.**
4. The following documentary evidence must be submitted along with the Proposal:
  - a. *In support of the claimed experience, the Bidder (or each Consortium Member claiming experience) should provide certificate(s) from its statutory auditor(s) stating the veracity of the above experience.*
  - b. *Copy of the certificate for the star categorization of hotel issued by the Ministry of Tourism, Government of India*
  - c. *It may be noted that in the absence of any detail in the above certificates, the information would be considered inadequate and could lead to exclusion of the relevant experience.*

(Signature of Authorised Signatory)

**Company seal & stamp**

**Signature, Name, Address and Membership number of Statutory Auditor**