

ANDREW YULE & COMPANY LTD.
(a Govt. of India Enterprise)
8, Dr. Rajendra Prasad Sarani,
Kolkata – 700 001

Andrew Yule & Co. Ltd. (a Government of India Enterprise) (AYCL) desires to develop Industrial Park at Thakurpukur, West Bengal and at Bakrahat in South 24-Parganas with land area of 2.79 acres approximately and 5.6 acres approximately on Public-Private Partner (PPP) mode. AYCL further intends to explore the possibilities of optimum utilization of such lands, which would fetch optimum revenue to the Company. To start with it is necessary to prepare a Detailed Project Report (spelling out the development modalities and revenue projections). Once the same is approved, a thorough transparent bidding process and a suitable PPP arrangement would be entered into. Andrew Yule is now looking for offer of Advisory Services towards the preparation of Detailed Project Report and on further approval provides assistance in selection of suitable PPP partner and execution of the PPP Agreement of the same.

The scope of work and deliverables are divided in two stages.

Stage I: Preparation of Detailed Project Report.

Stage II: Bid Process Management for selection of PPP Partner.

Stage I :

The Detailed Project Report (DPR) shall be prepared taking into account the technical and financial aspects of the Project. The DPR will comprise the following sections:

Section A : Technical Feasibility.

The land details obtained from AYCL shall be used to ascertain the technical aspects of the Project. A preliminary market survey needs to be conducted to identify the opportunities for electronic hardware industry or any other viable industries at these locations. Based on this information the overall construction area, individual space sizes and the type and quantum of common infrastructure and common facilities required for the proposed sites will be decided. Based on the land use pattern worked out, layout plans and drawings (to the extent required to get a good estimate of the costs) need to be there. Quantity estimation should be done and accordingly, cost of the Project shall be estimated which need to be inclusive of preliminary and pre-operative expenses and structure dismantling costs.

Section B : Financial Feasibility

After the tentative cost of the Project has been established, the saleable space created, the rates at which the built up spaces can be transferred or sold shall be determined. Based on this, the quantum of revenue and project profitability analysis shall be done. The Cash flow statements, Profit & Loss statement, etc. will also need to be prepared. The key financial indicators such as Project IRR, Equity IRR etc will also need to be studied. Based on the above financial arrangements with PPP partner need to be worked out. This exercise will establish the quantum of consideration that AYCL can expect and will compare this with consideration that AYCL can expect from the land on as-is-where-is basis. After studying all regulations and land documents, consultant will also assess and state the basis on which the PPP arrangement can be entered into.

Stage II : Bid Process Management for selection of PPP Partner

- 1) This will include preparation of RFP document;
- 2) Preparation of Draft Contract Agreement;
- 3) Preparation of Draft Advertisement and Media Planning;
- 4) PPP Conference and providing clarification.
- 5) Evaluation of Report on RFP stage.
- 6) Negotiation and Finalization of Contract and preparation of Contract Agreement.

Qualification requirement of the Consultant:

Indian companies, partnerships firms, Foreign Companies (subject to such foreign companies obtaining all statutory approvals from Government of India as may be required under applicable law, regulations, guidelines, etc.) must meet the following criteria (based on audited results) and submit the followings:

- 1) Full particulars of the constitution, ownership and main business activities of the Prospective Consultant.
- 2) Details of number of Offices India and total manpowers, etc.
- 3) Detail of similar tasks (Government, Quasi-Government and Private Sector separately) executed / under execution by the Consultant. This should cover the role played by the Consultant in due diligence, documentation, valuation, preparation of Sale Agreement etc.
- 4) Terms of Reference and Scope of work with broad outline of major steps to be followed.

Details of dealing team:

a) Experience and Qualifications.

The Offer that need to be forwarded giving details of qualification and experience will be used for evaluation of the capabilities of the Consultant and short-listed Consultant will be asked to submit the Financial Bid. No Financial Bid required to be furnished at this stage. **Last date of submission of this offer is 21ST August 2012 upto 4:00 pm.** For any further clarifications and details you may contact Mr. Basab Ray, Chief General Manager (Corporate Planning, Legal and HRD).

The Company reserves the sole right to accept or reject any or all "Expression of Interest" without any reasons therefore.