

Development of IT Tower at Malakpet, Hyderabad, Telangana, India on Joint Development Basis
Bid Due Date: 09.03.2023

CONSOLIDATED REPLIES TO BIDDERS QUERIES
Pre Bid Meeting held on 21.02.2023

S No.	Page No.	Clause No.	Document	Description of Original Clause	Query	Reply / Corrigendum
1	6 of 72	1.1.2	RFP Volume 1	Note: In case the Project built-up area exceeds 20,00,000 sft for commercial purpose, the GRID Policy G.O.Ms. No. 16 dated 10/12/2020 is not applicable to such built-up area over and above 20,00,000 sft. Accordingly, the Developer is free to develop such built-up area over and above 20,00,000 sft as Non-IT/ITES space and/or IT/ITES space based on the commercial workings of the Developer.	Confirm above use of words commercial purpose means Project Viability purpose. If so please amend the terminology accordingly. Confirm G.O.Ms. No.16 of GRID Policy is not applicable to such built-up area over and above the MDO of 15,00,000 sft.	Yes, please refer to Corrigendum in this regard. Please refer to the Clause, the G.O.Ms. No.16 of GRID Policy is not applicable only in case the built-up area exceeds 20,00,000 sft.

2	12 of 72	Instructions to Bidders Clause 2.1.2	RFP Volume 1	<p>The Bidder may be a single entity or a group of entities (the "Consortium"), coming together to implement the Project. However, no Bidder applying individually or as a member of a Consortium, as the case may be, can be member of another Bidder. The term Bidder used herein would apply to both a single entity and a Consortium; and a single entity Bidder shall either be a company incorporated under the Companies Act, 1956/2013 or a Partnership Firm registered under the Indian Partnership Act, 1932 or a Limited Liability Partnership (LLP) registered under the LLP Act 2008 or a sole Proprietorship firm registered with appropriate government registration. Further, in case of a Consortium, each of the entities forming the Consortium (the "Member(s)") shall either be a company registered under the Companies Act, 1956/2013 or a Partnership Firm registered under the Indian Partnership Act, 1932 or a Limited Liability Partnership (LLP) registered under the LLP Act 2008 or a sole Proprietorship firm registered with appropriate government registration. A Consortium shall be eligible for consideration subject to the conditions set out in Clause 2.1.21 of this RFP.</p> <p>The Bidder must have Office/Offices in India at the time of submitting Bid. Proof of having Office in India must be submitted along with the Bid.</p>	<p>One of our consortium members is registered as proprietorship till 2018. Then in the same year, proprietorship was migrated to private limited. Which has 4 years' experience after migration.</p> <p>Please confirm whether it can be considered or not, the net worth, annual turnover and other financial statements has to be considered for last 5 years and 10 years for few of the clauses in RFP.</p>	<p>Yes, will be considered subject to the provisions of RFP. However, the Bidder has to submit all the copies of registration / Certificate of Incorporation (including migration details along with GST and PAN Card) with the concerned authorities have to be submitted.</p>
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3	17 of 72	Instructions to Bidders Clause 2.1.18.	RFP Volume 1	Development and marketing experience of a single commercial project size of at least 7,50,000 sq. ft. of leasable/saleable area or cumulative development and marketing experience of not more than 3 (three) projects aggregating to at least 10,00,000 sq. ft. of leasable /saleable area with each project of at least 2,50,000 sft as specified in Clause 3.3.3 in the last 10 years;	<p>1. Kindly mention the definition of Development.</p> <p>2. We request authority to consider Construction/development and marketing experience of a single commercial project.</p> <p>3. Please clarify if residential projects can also be considered in cumulative development and marketing experience. Since, it is not specified in the clause.</p>	<p>1. Please refer to Corrigendum in this regard.</p> <p>2. Construction / development and marketing experience shall be considered subject to the provisions of RFP.</p> <p>3. Yes, residential projects also will be considered subject to such projects falling under Eligible Project as defined in Clause 2.1.18, 3.3.3 and 3.3.4 of RFP.</p>
4	18 of 72	Instructions to Bidders Clause 2.1.18.	RFP Volume 1	The Bidder shall showcase the methodology for implementation of the Project in the form of presentation including architectural drawings (2 options), plans proposed, schedule of completion, previous project/s completed as per bid submission along with timelines, technical and financial capability and any other relevant information required for the Project.	<p>It is difficult to showcase in this short period, preparation of architectural drawings shall take minimum time.</p> <p>Accordingly, we request authority to consider for submitting/ to showcase at the time of issuance of LoA.</p>	As per RFP. This is one of the evaluation criteria as defined in the RFP and has to be submitted along with the Bid.

5	18 of 72	Instructions to Bidders Clause 2.1.18. (B).	RFP Volume 1	<p>☐ The Bidder shall have a minimum Average Annual Financial Turnover of 50% of the assessed Project Cost during the last five years as at the close of the preceding financial year, for which audited financial statements available (ending 31st March 2022). For the purpose of assessment, Project Cost shall be taken as Rs. 701 Crores including interest during construction but excluding land cost.</p> <p>In case of Consortium, the aggregate financial turnover of the consortium members (maximum 3 members) should satisfy the above, i.e., at least 50% of the assessed Project Cost’.</p>	<p>Due to the impact of pandemic and consequent upheaval in the projects and accounting and payments, we request Average annual turnover should be calculated over last 3(three) years instead of 5(five) years.</p>	<p>Please refer to Corrigendum in this regard.</p>
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6	18 of 72	Instructions to Bidders Clause 2.1.18. (B).	RFP Volume 1	<p>The Bidder shall have a minimum Net Worth (the "Financial Capacity") of Rs. 233 Crore (Rupees Two Hundred Thirty Three Crore only) as at the close of the preceding financial year, for which audited financial statements are available, i.e., 31 March 2022.</p> <p>In case of Consortium, the aggregate Net Worth of the consortium members (maximum 3 members) should add up to Rs. 233 Crore (Rupees Two Hundred Thirty Three Crore only) as at the close of the preceding financial year, for which audited financial statements are available i.e., 31 March 2022</p>	<p>1. We request authority also to consider the Net Worth of Authorized person/Promoters of the company.</p> <p>2. Due to the impact of pandemic and consequent upheaval in the projects and accounting and payments we request Net Worth criteria to be kindly made eligible of Rs.233 Crores in any of the past three years between 2019-22.</p>	<p>1. Yes, will be considered. However, in such cases the concerned promoter shall have to give an "Undertaking Letter" stating their willingness to infuse the required funds in the Project and and their net worth be shown to the funding agencies for raising additional debt as may be required.</p> <p>The net worth of such promoter have to be certified by an External Auditor.</p> <p>2. Only current net worth, i.e., 31st March 2022 shall be considered, also refer to Corrigendum in this regard.</p>
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7	18 of 72	Instructions to Bidders Clause 2.1.18. (B).	RFP Volume 1	<p>Revenues on Eligible Projects</p> <p>The Bidder shall have received revenues (both lease rentals and the sale proceeds shall be considered) on Eligible Projects on any single project of at least 50% of the Project Cost in the last 10 years. For the purpose of evaluation, the Project Cost will be computed considering the Project Cost as Rs. 701 Crores including interest during construction but excluding land cost.</p> <p>For the Bidders who do not have prior experience in marketing shall have to submit a tie-up certificate/MoU with one of the International Property Consultants (the "IPC") for marketing as detailed in Clause 2.1.18 (A). In such case, such IPC shall have prior experience of arranging sale/lease rental income on Eligible Projects on any single project of at least 50% of the Project Cost in the last 10 years. For the purpose of evaluation, the Project Cost will be computed considering the Project Cost as Rs. 701 Crores including interest during construction but excluding land cost.</p> <p>In case of Consortium, the Revenues of any one of the consortium members (maximum 3 members) should be Rs. 350.50 Crore (Rupees Three Hundred Fifty Crore Fifty Lakh only) in the last 10 years on any one Eligible Project at the close of the preceding financial year for which audited financial statements are available i.e., 31 March 2022.</p>	<p>We request authority to consider at least two eligible projects and revenue totalling to 280 Cr @40% (Two projects), In case of both single bidder and Consortium.</p>	<p>Please refer to Corrigendum in this regard.</p>
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8	34 of 72	3.3.4(a)	RFP Volume 1	<p>a) It should have been undertaken on Joint Development, BOT, BOLT, BOO, BOOT, or other similar basis for providing its output or services to a public sector or private entity for providing non-discriminatory access to users in pursuance of its charter, joint development or concession, as the case may be. In case of residential /commercial /retail/hospitality ventures, projects undertaken by private sector entities under contract or by its own funds for direct sale to users shall also be considered;</p>	<p>Confirm the eligibility for Bidders for technical experience includes any of the experience of EPC Contractors, EPC/Turnkey in JDA, VOT, BOOT or other basis should have been done to qualify. Projects undertaken in private sector in residential, commercial /retail /ventures, projects undertaken by own funds or under contract or direct sale to users shall be considered or please specify.</p>	<p>As per RFP. Works undertaken as EPC / turnkey projects under a contract / JDA shall also be considered subject to fulfilment of other conditions of the RFP.</p>
9	7 of 43	Project Summary Point No.9	PIM Volume 3	<p>36 months from the issuance of Appointed Date (Project Construction Commencement Period) on fulfilment of Conditions Precedent including Financial Closure.</p>	<p>Timelines for development in 36 Months is too short and shall not sufficient since many parameters are to be considered.</p> <p>It is requesting authority to increase the time line to 42 months from the date of the building construction approvals.</p>	<p>As per RFP.</p>
10	15 of 43	1.2.2 Area Statement	PIM Volume 3	<p>Area Statement</p>	<p>We request the Authority to clarify if the Developer is free to increase the no. of towers for both IT/ITES and Non IT/ITES Spaces, within the applicable development control regulations?</p>	<p>Yes</p>

11	15 of 43	6.1 1. Structural Design	PIM Volume 3	The structure shall be designed as earthquake resistant structure using relevant Indian standards specified by Bureau of Indian Standards (BIS) and/or National Buildings Construction Corporation (NBCC). The building/s shall be platinum rated by IGBC/USGBC/GRIHA or its equivalent	<p>We would like to bring to the Authority's attention that platinum rated building construction would lead to at least a 3-5% increase in the overall project cost, making the project unviable, in addition to significant increase in the timelines for implementing the Project.</p> <p>We request the Authority to relax the condition for Platinum rating (GRIHA/IGBC/USGBC) to Gold Rating for IT/ITES Space only to ensure project remains viable and could be completed in time.</p> <p>It is request to confirm, whether the rating is required for non-IT/ITES Space. If yes, request to relax from this condition.</p>	Please refer to Clause 3.3: Project Concept (Page No. 25 of 43 of PIM Volume 3) in this regard. Accordingly, Gold rating and above or equivalent green building has been proposed for IT/ITES Block only. Clause 6.1 of PIM Volume 3 stands modified and refer to Corrigendum for the same.
12	Page 7	Clause 1	Design Brief and Concept Note Volume 4	1. Site Location	We request authority to share the actual site plan, which was issued by surveyor.	Site Details are as enclosed.
13	--	--	--	General	We request to confirm whether, if project shall be awarded if only one bidder.	As per RFP. Evaluation will be based on the provisions of RFP and any other extant guidelines of GoT/GoI.

14	--	--	--	General	Please confirm Bid Security/Bank Guarantee may be allowed to be submitted by any of the Consortium Members, JV members or on be half of the Bidders as long as it meets the Bid format of the RFP.	Yes, any member of the Consortium can furnish the Bid Security on be half of Bidder (the Consortium).
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ANNEXURE (CORRIGENDUM)

S No.	Page No.	Clause No.	Document	Original Clause	Amended Clause
1	6 of 72	1.1.2	RFP Volume 1	Note: In case the Project built-up area exceeds 20,00,000 sft for commercial purpose, the GRID Policy G.O.Ms. No. 16 dated 10/12/2020 is not applicable to such built-up area over and above 20,00,000 sft. Accordingly, the Developer is free to develop such built-up area over and above 20,00,000 sft as Non-IT/ITES space and/or IT/ITES space based on the commercial workings of the Developer.	Note: The Developer is free to develop such built-up area over and above 20,00,000 sft as Non-IT/ITES space and/or IT/ITES space based on the commercial workings of the Developer.
2	17 of 72	Instructions to Bidders Clause 2.1.18.	RFP Volume 1	Development and marketing experience of a single commercial project size of at least 7,50,000 sq. ft. of leasable/saleable area or cumulative development and marketing experience of not more than 3 (three) projects aggregating to at least 10,00,000 sq. ft. of leasable /saleable area with each project of at least 2,50,000 sft as specified in Clause 3.3.3 in the last 10 years;	Construction/Development and marketing experience of a single Eligible Project size of at least 7,50,000 sq. ft. of leasable/saleable area or cumulative construction/ development and marketing experience of not more than 3 (three) Eligible Projects aggregating to at least 10,00,000 sq. ft. of leasable /saleable area with each Eligible Project of at least 2,50,000 sft as specified in Clause 3.3.3 in the last 10 years;
3	18 of 72	Instructions to Bidders Clause 2.1.18. (B).	RFP Volume 1	<p>☐ The Bidder shall have a minimum Average Annual Financial Turnover of 50% of the assessed Project Cost during the last five years as at the close of the preceding financial year, for which audited financial statements available (ending 31st March 2022). For the purpose of assessment, Project Cost shall be taken as Rs. 701 Crores including interest during construction but excluding land cost.</p> <p>In case of Consortium, the aggregate financial turnover of the consortium members (maximum 3 members) should satisfy the above, i.e., at least 50% of the assessed Project Cost'.</p>	<p>☐ The Bidder shall have a minimum Average Annual Financial Turnover of 50% of the assessed Project Cost during any three years of the last five years as at the close of the preceding financial year, for which audited financial statements available (ending 31st March 2022). For the purpose of assessment, Project Cost shall be taken as Rs. 701 Crores including interest during construction but excluding land cost.</p> <p>In case of Consortium, the aggregate financial turnover of the consortium members (maximum 3 members) should satisfy the above, i.e., at least 50% of the assessed Project Cost'.</p>

4	18 of 72	Instructions to Bidders Clause 2.1.18. (B).	RFP Volume 1	<p>The Bidder shall have a minimum Net Worth (the “Financial Capacity”) of Rs. 233 Crore (Rupees Two Hundred Thirty Three Crore only) as at the close of the preceding financial year, for which audited financial statements are available, i.e., 31 March 2022.</p> <p>In case of Consortium, the aggregate Net Worth of the consortium members (maximum 3 members) should add up to Rs. 233 Crore (Rupees Two Hundred Thirty Three Crore only) as at the close of the preceding financial year, for which audited financial statements are available i.e., 31 March 2022.</p>	<p>The Bidder shall have a minimum Net Worth (the “Financial Capacity”) of Rs. 200 Crore (Rupees Two Hundred Crore only) as at the close of the preceding financial year, for which audited financial statements are available, i.e., 31 March 2022.</p> <p>In case of Consortium, the aggregate Net Worth of the consortium members (maximum 3 members) should add up to Rs. 200 Crore (Rupees Two Hundred Crore only) as at the close of the preceding financial year, for which audited financial statements are available i.e., 31 March 2022.</p> <p>In this regard, the the net worth of the promoter shall also be considered subject to they giving an "Undertaking Letter" stating their willingness to infuse the required funds in the Project and and their net worth be shown to the funding agencies for raising additional debt as may be required.</p>
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5	18 of 72	Instructions to Bidders Clause 2.1.18. (B).	RFP Volume 1	<p>Revenues on Eligible Projects The Bidder shall have received revenues (both lease rentals and the sale proceeds shall be considered) on Eligible Projects on any single project of at least 50% of the Project Cost in the last 10 years. For the purpose of evaluation, the Project Cost will be computed considering the Project Cost as Rs. 701 Crores including interest during construction but excluding land cost.</p> <p>For the Bidders who do not have prior experience in marketing shall have to submit a tie-up certificate/MoU with one of the International Property Consultants (the "IPC") for marketing as detailed in Clause 2.1.18 (A). In such case, such IPC shall have prior experience of arranging sale/lease rental income on Eligible Projects on any single project of at least 50% of the Project Cost in the last 10 years. For the purpose of evaluation, the Project Cost will be computed considering the Project Cost as Rs. 701 Crores including interest during construction but excluding land cost.</p> <p>In case of Consortium, the Revenues of any one of the consortium members (maximum 3 members) should be Rs.350.50 Crore (Rupees Three Hundred Fifty Crore Fifty Lakh only) in the last 10 years on any one Eligible Project at the close of the preceding financial year for which audited financial statements are available i.e., 31 March 2022.</p>	<p>Revenues on Eligible Projects The Bidder shall have received revenues (both lease rentals and the sale proceeds shall be considered) on Eligible Projects on any single project of at least 40% of the Project Cost in the last 10 years. For the purpose of evaluation, the Project Cost will be computed considering the Project Cost as Rs. 701 Crores including interest during construction but excluding land cost.</p> <p>For the Bidders who do not have prior experience in marketing shall have to submit a tie-up certificate/MoU with one of the International Property Consultants (the "IPC") for marketing as detailed in Clause 2.1.18 (A). In such case, such IPC shall have prior experience of arranging sale/lease rental income on Eligible Projects on any single project of at least 40% of the Project Cost in the last 10 years. For the purpose of evaluation, the Project Cost will be computed considering the Project Cost as Rs. 701 Crores including interest during construction but excluding land cost.</p> <p>In case of Consortium, the Revenues of any one of the consortium members (maximum 3 members) should be Rs.280.40 Crore (Rupees Two Hundred Eighty Crore Forty Lakh only) in the last 10 years on any one Eligible Project at the close of the preceding financial year for which audited financial statements are available i.e., 31 March 2022.</p>
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6	21 of 72	2.1.24	RFP Volume 1	<p>In computing the Technical Capacity and Net Worth of the Bidder/ Consortium Members under Clauses 2.1.18, 2.1.19 and 3.3.3, the Technical Capacity and Net Worth of their respective Associates would also be eligible hereunder.</p> <p>For purposes of this RFP document, Associate means, in relation to the Bidder/ Consortium Member, a person who controls, is controlled by, or is under the common control with such Bidder/ Consortium Member (the "Associate"). As used in this definition, the expression "control" means, with respect to a person which is a company or corporation, the ownership, directly or indirectly, of more than 50% (fifty per cent) of the voting shares of such person, and with respect to a person which is not a company or corporation, the power to direct the management and policies of such person, whether by operation of law.</p> <p>It is clarified that a certificate from a qualified external auditor who audits the book of accounts of the Bidder or the Consortium Member shall be provided to demonstrate that a person is an Associate of the Bidder or the Consortium as the case may be.</p>	<p>In computing the Technical Capacity and Net Worth of the Bidder/ Consortium Members under Clauses 2.1.18, 2.1.19 and 3.3.3, the Technical Capacity and Net Worth of their respective Associates would also be eligible hereunder.</p> <p>For purposes of this RFP document, Associate means, in relation to the Bidder/ Consortium Member, a person who controls, is controlled by, or is under the common control with such Bidder/ Consortium Member (the "Associate"). As used in this definition, the expression "control" means, with respect to a person which is a company or corporation, the ownership, directly or indirectly, of 50% (fifty per cent) or more of the voting shares of such person, and with respect to a person which is not a company or corporation, the power to direct the management and policies of such person, whether by operation of law. To claim Associate's Technical Capacity and/or Net Worth, the Associate shall have to give an "Undertaking Letter" that the Bidder is an Associate and they have no objection in claiming their credentials for the sake of meeting qualification criteria and they will provide financial /resource support as per the requirements of the Project in case the Bidder is a Selected Bidder. It shall be accompanied by the Board Resolution authorizing the signatory to sign the same.</p> <p>It is clarified that a certificate from a qualified external auditor who audits the book of accounts of the Bidder or the Consortium Member shall be provided to demonstrate that a person is an Associate of the Bidder or the Consortium as the case may be.</p>
7	15 of 43	6.1 1. Structural Design	PIM Volume 3	<p>The structure shall be designed as earthquake resistant structure using relevant Indian standards specified by Bureau of Indian Standards (BIS) and/or National Buildings Construction Corporation (NBCC). The building/s shall be platinum rated by IGBC/USGBC/GRIHA or its equivalent.</p>	<p>The structure shall be designed as earthquake resistant structure using relevant Indian standards specified by Bureau of Indian Standards (BIS) and/or National Buildings Construction Corporation (NBCC). The building/s shall be gold rated by IGBC/USGBC/GRIHA or its equivalent.</p>

IT TOWER, MALAKPET - SITE PLAN

