

## EAST COAST RAILWAY

Invitation Document No.:PCE/ECOR/PLG/2016-17/1

### RESPONSE TO QUERIES IN CONNECTION WITH INVITATION FOR QUALIFICATION AND TECHNICAL PROPOSAL FOR DEVELOPMENT OF VISAKHAPATNAM RAILWAY STATION

S. No	Clause No.	Page no.	Query/ Clarification	Response
55	General	N.A.	We presume that track cleaning is in the scope of authority, if not, then the Cost of Water consumed for the track cleaning will be borne by the Authority	<p>Track cleaning is in the scope of the Selected Bidder. Detailed description of the scope of services, Clause 4.1(ii), Page No. 125 &amp;126 under Schedule-2, Scope of SFM Project of SFMA may be referred. For cleaning &amp; washing of Track Plinth in the platform, Clause 4.2.1.1.18, Page No. 132 of SFMA may be referred.</p> <p>As per Clause 3.6, Page No. 125 of the SFMA payment of Electricity, water &amp; similar municipal/ local charges etc. is to be paid by Station Facility Manager.</p>
56	General	N.A.	Please specify the Height of station structure and buildings on land parcel at Vizag, will it be any restriction of height due to proximity to Airport	<p>(a)As per the command aviation officer letter no: AO/0177/NOC/ WALTAIR DIVISION. Dt. 21.08.2017, the maximum height of the building at 17°42'20" N, 83°17'23" E allowable height of building is 92.87m from above mean sea level</p> <p>(b) The GVMC bylaws for building G.O No: 119 dt. 28.03.2017 issued by the Municipal Administration and Urban Development (M) Department of GO AP are applicable.</p> <p>(c) Further information be obtained by the developer.</p>

57			Request to <b>increase the area of commercial land</b> by including the reserved land of Railways which is kept for future development. This will allow the developer to provide a better development options	<b>Corrigendum – 6</b> may be referred.
58	General	N.A.	We presume that, <b>over the parking space</b> (at both sides of the Railway station: platform 1 & 8), <b>developer can build commercial property</b> & the lease right of this properties will be for 45 years.	Refer the Clause 1.1.1 (e) of the Invitation Document (page no: 21) is applicable.  Lease period will be as per clause No: 1.1.6 page no: 23 of Invitation Document exhibit page no: 132 of invitation document is applicable.
59	General	N.A.	We presume that air space of the station building can be used for commercial exploitations, such as office complex etc. & the lease rights for these properties will be for 45 years period.	The Clause 1.1.1 (e) of the Invitation Document (page no: 21) is applicable.  Lease period will be as per clause No: 1.1.6 page no: 23 of Invitation Document and exhibit page no: 132 of invitation document.
60	General	N.A.	Whether LLP can be permitted instead of SPV?	The Selected Bidder will be required to from a Special Purpose Company (SPC) under the Companies Act, 2013 and any amendments thereto, to execute the Development Agreement and implement the project as per Clause 2.2.5, Page No. 36 & 37 of the Invitation Document.

61	General	N.A.	<p>We believe that the Developer should have the right to incorporate multiple SPVs for undertaking different aspects of the Project. The Mandatory Project can be development by main SPV, while next level separate SPVs can develop the Commercial Development Project. Since the Developer has greater risk while developing the Commercial Development Project, we believe that it is financially more feasible to have separate SPVs undertake the real estate part of the project development. The suggested structure is shown below.</p> <table><tr><td colspan="3">IR</td></tr><tr><td colspan="3">SPV/LLP (Lead Partner 51% responsible for Station Redevelopment &amp; SFMA)</td></tr><tr><td>SPV/LLP Retail (Lead Partner 26% Responsible – Retail Development &amp; MGT)</td><td>SPV/ LLP Commercial (Lead Partner 26% Responsible – Commercial Development &amp; MGT)</td><td>SPV/ LLP Hospitality(Lead Partner 26% Responsible – Hospitality Development &amp; MGT)</td></tr></table>	IR			SPV/LLP (Lead Partner 51% responsible for Station Redevelopment & SFMA)			SPV/LLP Retail (Lead Partner 26% Responsible – Retail Development & MGT)	SPV/ LLP Commercial (Lead Partner 26% Responsible – Commercial Development & MGT)	SPV/ LLP Hospitality(Lead Partner 26% Responsible – Hospitality Development & MGT)	<p>Multiple SPVs are not allowed. The Selected Bidder, through its SPC (“Developer”), shall be responsible for designing, engineering, financing, procurement, development, construction, operation, management and maintenance of the Project at its own cost and</p> <p>expenses, under and in accordance with the provisions of a development agreement to be entered into between the Developer and the Authority (the “Development Agreement”)</p> <p>As per Para No: I, Page No.4 of SFMA. “The Selected Bidder has, in accordance with the Bidding Documents and the LOA,</p> <p>promoted and incorporated the Developer as a public/private limited liability company under the provisions of the Companies Act, 2013 and holds 100% (99.9% in case the Selected Bidder is individual and single Entity) of the paid-up and subscribed equity share capital of the Developer.</p>
IR													
SPV/LLP (Lead Partner 51% responsible for Station Redevelopment & SFMA)													
SPV/LLP Retail (Lead Partner 26% Responsible – Retail Development & MGT)	SPV/ LLP Commercial (Lead Partner 26% Responsible – Commercial Development & MGT)	SPV/ LLP Hospitality(Lead Partner 26% Responsible – Hospitality Development & MGT)											
62(a)	General	N.A.	<p>Request you to provide the following details to assess projection:</p> <p>(a) Traffic details:</p> <ul style="list-style-type: none"><li>• Passenger Date - For last 10 years</li><li>• Earnings - For last 10 years</li><li>• Average platform ticket sales - For last 10 years</li><li>• % share of tourist inflows in region through trains</li></ul>	<p><b>Details</b> enclosed as <b>Annexure-Q62(a)</b></p>									

62(b)	General	N.A.	<p>Request you to provide the following details to assess projection:</p> <p>(b) Revenue sources (Annual) – for last 10 years</p> <ul style="list-style-type: none"> <li>• Vendors/ Licenses</li> <li>• Pay &amp; Use toilet contracts</li> <li>• Parking</li> <li>• Cloak Room Contracts</li> <li>• ATM Contracts</li> <li>• Retiring room and dormitory</li> <li>• Advertisement <ul style="list-style-type: none"> <li>○ Area allocated for advertisement over last 10 years</li> </ul> </li> </ul> <p>Annual revenues from Advertisement for last 10 years</p>	Details enclosed as <b>Annexure-Q62(b)</b>
62(c)	General	N.A.	<p>Request you to provide the following details to assess projection:</p> <p>(c) Operating expenditure for the station premises (which the developer will have to bear once it is appointed) – for last 10 years</p> <ul style="list-style-type: none"> <li>• Electricity expense of the station premises (all officers, platforms, surrounding areas – which are illuminated by the station electricity)</li> <li>• Water expenses &amp; source of water, also inform whether borewell allowed or not.</li> <li>• Staff expenses (only for those staff which are involved in maintenance of station premises/ if not, then provide the number of such employees along with their designations).</li> <li>• Outsourced manpower expenses – what parts have been outsourced (typically cleaning, etc. activities are outsourced) and what are the expenses for such activities?</li> <li>• Annual maintenance expenses</li> <li>• Wi-Fi charges (payment required to made to Google)</li> </ul>	Details enclosed as <b>Annexure-Q62(c)</b>
63	General	N.A.	<p>Request you to provide the details of expenses to assess projection:</p>	Details enclosed as <b>Annexure-Q63</b>
64	Corrigendum 3 Drawing, Annexure: C-3-1 Land Plan of Visakhapatnam Railway Station	6	<p>In the drawing, proposed station building &amp; 2 proposed platforms indicated (platform 8 side). We presume that platform construction is not in the scope of developer. Please confirm</p> <p>It is not mandatory to construct station building in the proposed location (as shown in drawing). Please confirm</p>	Platform construction is not in scope of developer. However, Station building has to be constructed at proposed location by developer as shown in the approved drawing to meet future requirement at PF.No.8 side.

65	PIM, Clause 6.10 of Invitation Document: Mandatory Administrative Amenities	55	<p>As per the clause, Mandatory Administrative Amenities mentioned as below:</p> <ol style="list-style-type: none"> <li>1. Existing office/Admin area: 36,329 sqft</li> <li>2. Area mandatory to be in main station building: 68,900 sqft</li> <li>3. Total office building area required: 44,000 sqft</li> </ol> <p>We presume that area under Point 1 (existing office/ admin area) is already available at station area, so we need not to provide additional office/ admin area of 36329 sqft</p> <p>Also, we presume that area mentioned in point 2 (area mandatory to be in main station building 68900 sqft) includes the area mentioned in point 3 (total office building area required of 44000 sqft). So minimum additional building area to be constructed is 7671 sqft + additional facilities to be provided in 24900 sqft.</p>	Corrigendum – 6 may be referred.
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# Annexure – Q62(a)

## Traffic Details of Visakhapatnam Railway Station for last 10 years

S No	Details		2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
62	Traffic Details											
a	i	Passenger Data (Rupees in lakhs)	78.36	85.89	90.14	97.00	105.05	104.21	105.34	105.21	105.89	104.14
	ii	Earnings (Rupees in lakhs)	6595.68	7243.43	7409.22	7477.47	8413.96	8436.15	9374.45	10444.90	10976.98	10858.27
	iii	Average platform ticket sales	No's	359489	697487	1546148	1693633	1633045	1392493	1488756	1613906	1534272
			Rate in Rupees	3	3	3	3	5	5	5	10	10
			Earnings (lakhs)	10.78	20.92	46.38	50.80	48.99	69.62	74.43	80.69	158.82
	iv	% share of tourist inflows in region through trains	Not Available									

**Annexure – Q62(b)**  
**Revenue Sources (Annual) of Visakhapatnam Railway Station for last 10 years**

S No	Details	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
62	<b>Revenue sources (Annual)</b>										
b	i Vendors / Licenses (Rupees in lakhs)	-	-	-	20.86	110.57	107.75	179.42	260.76	321.26	478.37
	ii Pay & Use toilet contracts (Rupees in Lakhs)	4.1	4.1	4.1	4.1	5.29	8.75	10.77	10.77	11.826	26.16
	iii Parking (Rupees in Lakhs)	-	-	-	-	-	-	53.05	68.58	76.215	93.87
	iv Cloak Room Contracts (Rupees in Lakhs)	-	-	-	11.07	11.1	13.02	14.04	14.04	17.24	20
	v ATM Contracts (Rupees in Lakhs)	3.12	6.396	6.72	7.05	10.52	11.05	11.6	12.18	12.79	12.89
	Vi Retiring room and dormitory (Rupees in Lakhs)	-	-	-	7.73	15.94	26.27	26.11	21.725	22.92	18.83
	vii Advertisement (Rupees in Lakhs)	-	-	-	-	-	130.39	149.65	99.6	174.4	159.12



# Annexure – Q62(c)

## Operating Expenditure of Visakhapatnam Railway Station for last 10 years

S No	Details	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
62	Operating expenditure for the station premises										
c	i	Electricity expense of the station premises (all offices, platforms, surrounding areas - which are illuminated by the station electricity)	NA	NA	NA	NA	NA	NA	NA	NA	Rs. 1,72,58,857/- for the year 2016-17 for 23,32,278 KWH @Rs.7.40/- per unit.
	ii	Water expense & source of water, also inform whether bore well allowed or not.	<p><b>Engg. Deptt:</b> Water expenses about 1082.42KL per Day @ Rs. 60/ per KL = Rs.64,945.2 per day and Rs. 2.37 Crore per annum.</p> <p><b>Source of water: from GVMC:</b> 1082.42 KL per day for station in addition 2619.58 KL per Day for filling of carriage.</p> <p><b>Rly sources:</b> 355 KL per day from open well.</p> <p><b>Bore well:</b> limited No of bore wells are allowed with prior approval of competent authority of Railway.</p>								



	lii	Staff expense (only for those staff which are involved in maintenance of station premises if not, then provide the number of such employees along with their designations)	Engineering Department	14 nos	Mason : 01 No. Pipe Line Fitter : 01 No. Carpenter : 01 No. Valve Operator : 04 Nos. Helper to Artisans : 06 Nos. EBS : 01 No.							
			Electrical Department	04 nos	Skilled : 02 for General Maintenance Un-Skilled : 02							
			Medical Department	-	Health Inspectors: 03 nos							
c	iv	Outsourced manpower expenses - What parts have been outsourced (typically cleaning activities are outsourced) and what are the expenses for such activities?										
		Details	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
		Engineering Department for Garden Maintenance (Rupees in Crores)	-	-	-	-	0.013	0.026	0.03	0.018	0.019	0.027
		Medical Department for station cleaning (Rupees in Crores)	0.224	0.224	0.224	0.224	1.945	1.945	1.867	1.867	1.867	4.43

v	Annual maintenance expenses										
	Details	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
	Engineering Department: Zonal Works (Rupees in Crores)		0.37	0.41	0.17	0.22	0.24	0.29	0.27	0.33	
vi	Wi-Fi charges (Payment required to be made to Google)	Nil									

### Annexure – Q63

#### Current Expenses of Visakhapatnam Railway Station

63	Request you to provide us the current expenses of station as per the below table.				
S No	Expense Type	Unit	Total Quantity (Per Annum)	Rate /Unit (in Rs)	Total Cost (Per Annum) Remarks
1	Water Cost (Station Cleaning)	KL	3,40,399	60	Rs.2,04,23,940/-
2 (a)	Water Cost (Track Cleaning)	KL	54,684.3	60	Rs.32,81,058/-
2 (b)	Water cost (Coach cleaning)	KL	Nil	Nil	Nil
3	Electricity cost	Watt	23,32,278	7.4	Rs.1,72,58,857.2/- For the year 2016-17.
4	Station Wi - Fi Facility Cost	Lump sum	-	-	Nil
5	Sewage Treatment & management cost	Lump sum	-	-	Nil Recycling plant is under construction at Rly station
6	Any Other Expense	Lump sum	-	-	Nil
<b>TOTAL (Approx.)</b>					<b>Rs.4,09,63,355/-</b>

**Note:** Station cleanliness is done by Medical Department through Outsource manpower at Rs. 4.43 per Year.

