



CIVIL AVIATION DEPARTMENT (CAD), GOVERNMENT OF HARYANA, INDIA
30 Bays Building, 3rd Floor, Sector 17-B, Chandigarh, Phone No. 0172-2709174

EXPRESSION OF INTEREST (Eoi)

For Development of Integrated Aviation Hub in Hisar, Haryana through Private Participation on Design, Build, Finance, Operate and Transfer (DBFOT) basis

THE PROJECT

The proposed project intends to create an '**Integrated Aviation Hub**' on approximately 3,000 acres of Government owned available land adjoining the existing Hisar airfield which shall cater to facilities comprising of Passenger Airport, Maintenance Repair & Overhaul (Aircraft, Airframe, Engine, Components) and other needs of the aviation industry including FBO, Aircraft Parking and Transit facilities, an Aerospace Park for A&D components manufacturing, Cargo and other commercial & residential developments.

ABOUT THE EOI

Civil Aviation Department (CAD), Government of Haryana, India invites Expression of Interest (Eoi) from interested applicants and reputed infrastructure developers in accordance with the document published on their website <http://haraviation.gov.in> for the Development of an Integrated Aviation Hub. The Eoi documents can be downloaded from the department website.

A Pre-EOI meeting will be held on **10th March, 2017** at **11:00 AM IST** at **Haryana Bhawan, Copernicus Marg, New Delhi 110001**. The last date and time for submission of EOIs (EOI Due Date) is **Monday, 31st March, 2017** up to **3PM IST**. All notifications, changes and amendments to the EOI will be posted on the aforesaid website. Interested applicants are requested to kindly submit their documents in person or post at the address of the project proponent mentioned below before the due date and time. Only those documents received before the due date and time will be considered for evaluation.

In case of any queries / clarifications on the project / documents please contact CAD / Frost & Sullivan and drop an email to both the Project Proponent and Project Advisor

Project Proponent	Project Advisor
Civil Aviation Department (CAD), Government of Haryana 30 Bay Building, 3rd Floor, Bridge Market, 17/B, Sector 17, Chandigarh, 160017, India Tel: +91-172-2709386 Email: cavation@hry.nic.in	Frost & Sullivan. 53, Greams Rd, Thousand Lights, Chennai, Tamil Nadu India – 600006 Email: ps.india@frost.com

Sd/-
Principal Secretary to Govt. Haryana,
Civil Aviation Department

**Department of Civil Aviation,
Government of Haryana**



Expression of Interest (EOI)

**Development of an Integrated Aviation Hub at
Hisar, Haryana**

February 2017

**Issued by: Principal Secretary to Govt. Haryana,
Civil Aviation Department (CAD), Haryana**

“Invitation for Global Expression of Interest (EOI) for Development of Integrated Aviation Hub in Hisar, Haryana through Private Participation on Design, Build, Finance, Operate and Transfer (DBFOT) basis”

1.0 INTRODUCTION

The Civil Aviation Department (CAD) (“The Authority”), Government of Haryana (GoH) in its endeavour to initiate equitable growth and put Haryana on the world Aviation map, proposes to scale up aviation infrastructure and develop existing civilian airfields in the State. The proposed project at Hisar shall include Passenger Airport, Fixed Base Operation, MRO, Cargo, Defense Manufacturing, Aerospace Manufacturing, Aviation Training Centre, Aviation University, Aerotropolis – Commercial and Aerotropolis – Residential (“The Project”). As a conscious strategy, it is proposed to establish the above said facilities at Hisar which would propel the economic growth in the state in general and in the region in particular. The Authority intends to develop this Project under DBFOT (Design Build, Finance, Operate and Transfer Basis) from entities (Indian & Overseas Companies**, either as a single entity or as a Consortium***) for a concession period of 30 years.

For this purpose, Government owned land available measuring approximately 3,000 acres adjoining the Hisar airfield has been earmarked for this development. The interested developers may approach Office-In charge, Civil Aerodrome, Hisar during Monday to Friday from 10 AM–5 PM at +91-94669 11115 for a site visit (with prior appointment only).

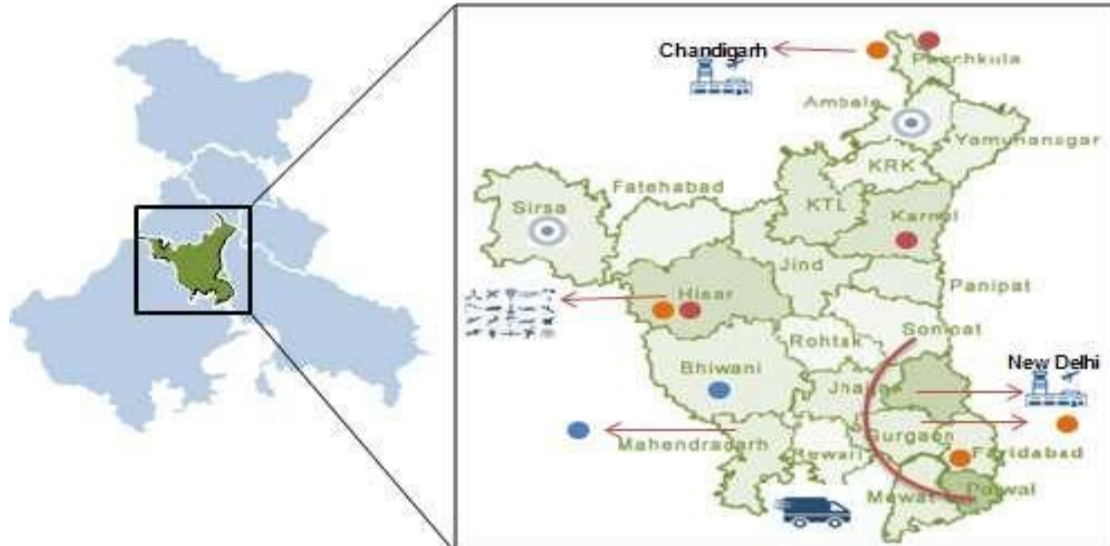
The Authority intends to short-list suitable Applicants who will be eligible for participation in the Bid Stage, for awarding the Project through an open international competitive bidding process in accordance with the procedure set out hereunder.

*** Applicant can be a Single Business Entity (SBE) or a consortium, with a maximum of 2 members in a consortium.*

**** Single Business Entity shall be a company incorporated under Indian Companies Act, 1956/2013 or in case of Foreign Companies, an equivalent law abroad.*

2.0 ABOUT THE PROJECT

In view of the impending supply-demand gap for airport connectivity and services like MRO & FBO in India; and significant ramp-up in passenger traffic across the country – The state of Haryana is well positioned to provide the necessary environment required to create the demand for development of an Integrated Aviation Hub.



Haryana also offers unique opportunities that support development of an Integrated Aviation Hub in the state:

- ✓ Close proximity to large consumption base including the National Capital of New Delhi and states like Punjab, Rajasthan, Uttar Pradesh, Uttarakhand, Himachal Pradesh
- ✓ Proven advantage in 'Ease of doing business' throughout the business cycle from investor facilitation, simplified land allotment, single window clearance system, relaxation of labor laws and environment inspection, grievance redressal mechanism and industrial security
- ✓ State expertise in Aviation with Civil Aviation Department (CAD), Haryana. Established in 1966 to assist candidates with flying training and certification for aviation industry
- ✓ Flying Training Centres under Haryana Institute of Civil Aviation (HICA) at Hisar, Karnal and Pinjore
- ✓ Proposed multimodal logistics hub in Nangal Chaudhary (Mahendragarh) covering approximately 1000 acres of land
- ✓ Indian Airforce Station at Ambala and Sirsa
- ✓ Industrial Influence of Amritsar-Kolkata Industrial Corridor (AKIC) and Delhi Mumbai Industrial Corridor (DMIC)

The district Hisar has been selected as the location for the proposed 'Integrated Aviation Hub' at Haryana. The district is located towards the western region of the state of Haryana and has close proximity to other states like Punjab, Rajasthan and New Delhi.

Region	Distance (In Kilometres)
New Delhi	~170
Rajasthan	~380
Punjab	~240

Table 01: Distance from Major Hubs

As per the National Capital Region Planning Board (NCRPB)¹, Hisar was also identified as a Counter-Magnet Area (CMA) to absorb the migrant population from the National Capital Region (NCR) and serve as a sub-growth area to NCR.

Presently, the project site for the proposed Integrated Aviation Hub at Hisar consists of fully owned government land of ~3,000 acres with an existing airstrip of 4,000 feet.

- Fastest growing urban center in Haryana and known as the 'City of Steel'
- Largest city for manufacturing galvanized iron
- Identified as the counter –magnet city for the National Capital Region
- City is under the influence zone of Delhi Mumbai Industrial Corridor (DMIC) and has proximity to Amritsar Kolkata Industrial Corridor (AKIC)
- Connectivity to National Highways: 10 and 65 and State Highways: 10,13 and 20
- Asia's largest automobile repair and spare parts market (radius and area)
- Agriculture: Presence of Asia's biggest Agricultural University – Chaudhary Charan Singh Haryana Agriculture University
- Livestock: World's largest and Asia's second largest cattle farm, Central Livestock Farm and Presence of Central Institute for Research on Buffaloes (ICAR-CIRB)




Figure 01: Advantage Hisar

¹ Study of existing counter magnet areas: http://ncrpb.nic.in/pdf_files/07_chapter4_cma.pdf

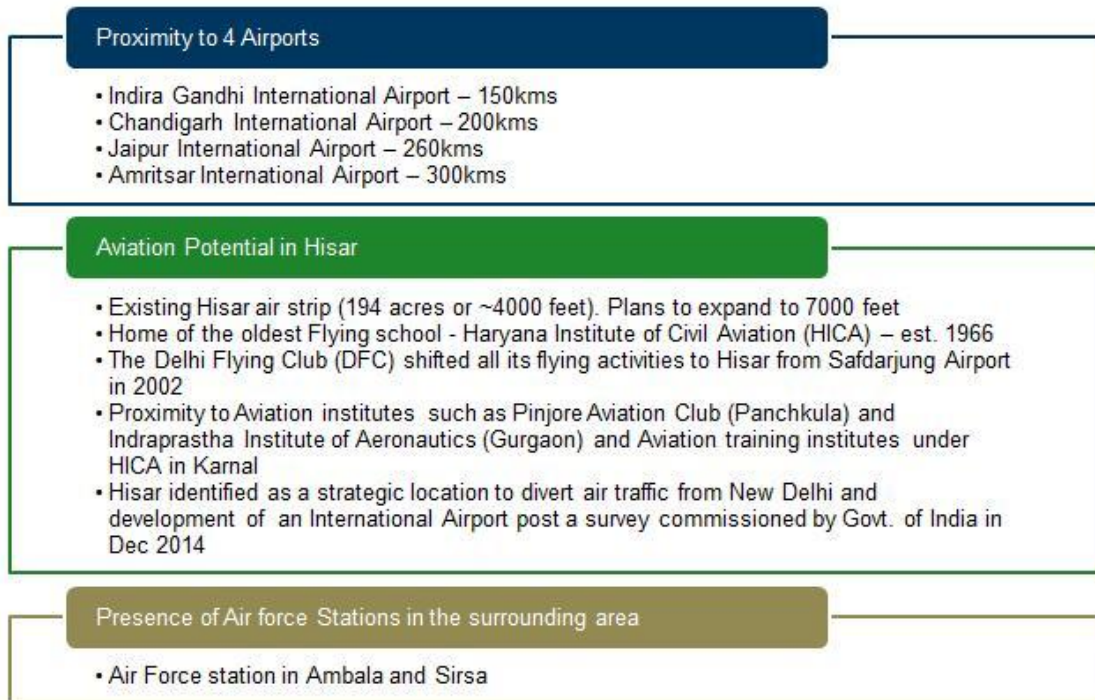


Figure 02: Hisar as an Aviation Hub

With an existing civilian airstrip of 4000 feet, ~3000 acres of government owned land and a potential for expansion, Hisar offers an area ready for immediate development for creation of an International Airport, MRO / FBO Hub and a manufacturing park for Defence equipment. Due to its close proximity to neighbouring airports and states including the National Capital – New Delhi, Hisar could also serve as a potential location for commercial development.

Keeping this in mind, the Authority intends to develop the civilian airfield at Hisar as an Integrated Aviation Hub which shall include Passenger Airport, Fixed Base Operation, MRO, Cargo, Defense Manufacturing, Aerospace Manufacturing, Aviation Training Centre, Aviation University, Aerotropolis (Commercial & Residential) on DBFOT (Design Build, Finance, Operate and Transfer) basis.

Interested entities will need to include the supporting documents and details provided under Annexures 1 to 5 along with their Expression of Interest (EOI) submissions. Applications for EOI must be clearly marked “Invitation for Global Expression of Interest (EOI) for Development of Integrated Aviation Hub in Hisar, Haryana through Private Participation on Design, Build, Finance, Operate and Transfer (DBFOT) basis” and be submitted along with relevant documents not later than 3:00 pm on **31/03/2017** (Indian Standard Time) in sealed envelope either by hand or by courier or by registered mail to the address given below.

Address for submission of EOI and any further clarifications:

Sh. Naresh Kumar (ADO)

Civil Aviation Department (CAD),

Government of Haryana

30 Bay Building, 3rd Floor, Sector 17/B, Chandigarh, 160017

Tel:+91-172-2709386

Email: cavation@hry.nic.in, ps.india@frost.com

1. The Authority reserves the right to accept or reject any/all of the EOI submissions by the entities. The EOI document does not constitute any binding offer or an agreement by the Authority. The EOI document may be withdrawn or cancelled by the Authority at any point of time during the process, without assigning any reasons thereof.
2. Neither the Authority, nor its employees, consultants, advisors accept any liability or responsibility for the accuracy or completeness of, nor make any representation or warranty, express, or implied, with respect to the information contained in the EOI, nor on which is the EOI based. Nothing in the EOI should be relied on, as a promise or representation as to the future.
3. The Applicant shall bear all its costs associated with or relating to the preparation and submission of the EOI including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by the Authority or any other costs incurred in connection with or relating to its EOI.
4. The interested entities should apply with following details & relevant supporting documents:
 - o Annexure 1: History and Background of the entity.
 - o Annexure 2: Experience in setting up and operating Passenger Airport, Aircraft MRO – Airframe MRO, Engine MRO and Components MRO, Cargo, FBO, Parking and Transit facilities, Aerospace Park for A&D components, Real Estate Development
 - o Annexure 3: Financial Credentials (Financial Turnover and Profit & Loss statements for the last 3 years) and legal structure
 - o Annexure 4: Project Model and Design Methodology
 - o Annexure 5: Any other related information of material relevance to this EOI.
5. The short-listed applicants will be required to make presentation of the design, technology and methodology proposed before select technical group of the Authority at a suitable date and time which will be communicated to them.
6. **Pre-EOI meeting** will be held at “**Haryana Bhawan, Copernicus Marg, New Delhi 110001**” on **10th March, 2017** at **11:00 AM (IST)**
7. Interested parties need to send their confirmation over email to cavation@hry.nic.in, ps.india@frost.com along with a letter of authorization to attend the Pre-EOI meeting.
8. Further information about the Authority can be found on website <http://haraviation.gov.in/>

3.0 ELIGIBILITY CRITERIA FOR THE APPLICANT

The Applicant's competence and eligibility shall be determined by the following parameters:

- a) Technical Capacity
- b) Financial Capacity

3.1. Technical Capacity:

3.1.1 For demonstrating technical capacity and experience (the "Technical Capacity"), the Applicant shall over the past 3 (three) financial years preceding the Application Due Date, have:

- i. Paid for, or received payments for construction of Eligible Project; and/or
- ii. Paid for development of Eligible Project(s) in Category 1 or Category 2 or Category 3 and/or Category 4 specified in Clause 3.2.1; and/or
- iii. Collected and appropriated revenues from of Eligible Project(s) in Category 1 or Category 2 or Category 3 and/or Category 4 specified in Clause 3.2.1 such that the sum total of the above is more than Rs.1200 crores² (Rs. One thousand two Hundred Crores) (the "Threshold Technical Capacity")

AND

The Applicant or one of the members of the Consortium shall have minimum 5 years of experience in development, operation and management of any Passenger Airport, Aircraft MRO, Cargo, Aerospace Park with a minimum project cost of Rs. 300 crores (Rupees Three Hundred Crores) during the last 5 years.

3.1.2 **Financial Capacity³**: The Applicant shall have a net worth of Rs. 250 crores during the last 3 years preceding the EOI due date.

3.2 Technical Capacity for the purposes of evaluation:

3.2.1 The following categories of experience would qualify as Technical capacity and eligible experience (the "Eligible Experience") in relation to eligible projects as stipulated in clauses 3.2.3 and 3.2.4 (the "Eligible Projects"):

Category 1: Project Experience on Eligible Projects in Aviation and Defence sector that qualify under Clause 3.2.3

² Two times the Indicative Project Cost

³ Conversion rate shall apply as on date of submission i.e. 15/02/2017

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Category 2: Project Experience on Eligible Projects in core sector that qualify under Clause 3.2.3

Category 3: Construction Experience on Eligible Projects in Aviation and Defence sector that qualify under Clause 3.2.4

Category 4: Construction Experience on Eligible Projects in core sector that qualify under Clause 3.2.4

For the purpose of this EOI:

- i. Aviation and Defence Sector would be deemed to include setting up and operating Passenger Airport, Aircraft MRO – Airframe MRO, Engine MRO and Components MRO, Cargo, FBO, Parking and Transit facilities, Aerospace Park for A&D components.
- ii. Core sector would be deemed to include highways and bridges, power, telecom, ports, railways, metro rail, industrial parks/estates, logistics parks, pipelines, irrigation, water supply, sewerage and real estate development

3.2.2 Eligible experience in respect of each category shall be measured only for Eligible Projects

3.2.3 For a project to qualify as an Eligible Project under Categories 1 and 2:

- a. It should have been undertaken as a PPP project on Built Operate Transfer, Built Operate Lease Transfer, Built Operate Own, Built Operate Own Transfer or other similar basis for providing output or services to a public sector entity or for providing non-discriminatory access to users in pursuance of its charter, concession or contract, as the case may be; For the avoidance of doubt, a project which constitutes a natural monopoly such as an airport or port should normally be included in this category even if it is not based on a long term agreement with a public entity;
- b. The entity claiming experience should have held, in the company owning the Eligible Project, a minimum of 26% (twenty six percent) equity during the entire year for which the experience is being claimed
- c. The capital cost of project should be more than Rs. 300 crores (Rupees Three Hundred crores) ; and
- d. The entity claiming experience shall during the last 3 (Three) financial years preceding the Application Due Date, have
 - i. Paid for the development of the project (excluding the cost of land) , and/ or
 - ii. Collected and appropriated revenues from users availing of non-discriminatory access to or use of fixed project assets, such as revenues from Airport and Defense facilities, highways, airports, ports and railway infrastructure, but shall not include revenues from sale or provision of goods or services such as electricity, gas, telecommunications or fare/freight revenues and other incomes of the company owning the Project.

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- 3.2.4 For a project to qualify as an Eligible Project under Categories 3 and 4:
- e. The Applicant should have paid for its execution of its construction works or received payments from its client(s) for construction works executed, fully or partially, during the 5 (five) financial years immediately preceding the Application Due Date, and only the payments (gross) actually made or received, as the case maybe, during such 3 (three) financial years shall qualify for purposes of executing the Experience Score. However, the payment/receipts of less than Rs. 300 crores (Rupees Three Hundred crores) shall not be reckoned as payments/receipts for the Eligible Projects. For the avoidance of doubt, the construction works shall not include supply of goods or equipment except when such goods or equipment form part of a turn-key construction contract/ EPC contract for the project. Further the cost of land shall not be included hereunder.

Sd/-
Principal Secretary to Govt. Haryana,
Civil Aviation Department

Annexures

Expression of Interest- Integrated Aviation Hub, Hisar, Haryana, India

Annexure-1: Details of the Entity

Please provide details of the entity which is submitting an Expression of Interest for the project.

Name of the entity	Legal Status (Company, Public/Private Partnership, Limited Liability, Sole Proprietorship, etc.)	Country of Incorporation	Date of Establishment of the Entity in MMY format	Principal place of the business	Presence in India (Y/N)	Contact Details of Designated Representative					
						Name	Designation	Address	Phone No	Fax	Email
1	2	3	4	5	6	7	8	9	10	11	12

Note:

1. Electronic copy of the details of the entity in the same template as indicated above in MS Excel format should be enclosed along with the EOI in a compact disc (CD) / digital versatile disk (DVD)

Annexure-2: Experience in setting up and operating Passenger Airport, Aircraft MRO, Cargo, FBO, Aerospace Park

Please provide details of projects that you have completed or are in the stage of operation in the format given below:

Name of the Client / public Authority	Description of the project	Public Private Partnership (PPP)/any other Model used in the project (it applicable)	Date of completion of the project (in MMY format)	Scale of the project (in Built up area) (Sq.ft)	Capital cost of the project in Rs. Crores or US\$ Million	Annual Revenue from the Project - Over 3 years Preceding EOI due date	Design Technology (s) used	Does the scope of work include operation of the project (Y/N)
1	2	3	4	5	6	7	8	9

Note:

1. Use separate rows for each individual project
2. "Name of the Client / Public Authority" (Column 1) should include
 - a. Name(s) of the Client's legal entity(s) for which the work was executed.

- b. Contact details (including Name, Designation, Address, Phone Number, Fax and Email) of the key client personnel who was in charge of the monitoring the work done on the project by the private entity providing the Expressing of Interest
3. "Description of the Project" (Column No. 2) should include
- a. Name of the legal entity which were involved in the execution of the project.
 - b. Details of the Project
 - c. Whether the project is currently operational (Y/N)
 - d. Is the Project approved by AAI/ GOI?
4. A brief write up on the Project should be enclosed separately for each of the projects indicated above.
5. The private entity may at their discretion provide any supporting documents which enhances the clarity of the scope of work for the projects (including performance certificates) indicating above.

Annexure-3: Financial Credentials

Please provide details for the last 3 financial years (mentioned in reverse chronological order i.e. latest financial year as the first row)

Financial year period(from MMDDYY to MMDDYY)	Turnover in Rs. Million or US \$ Million	EBITDA in in Rs. Million or US \$ Million	PBT in in Rs. Million or US \$ Million	Net worth in in Rs. Million or US \$ Million

Note:

Please provide any audited financial statement for the past 3 years as proof of net worth, certified by the authorized signatory of the company.

Annexure-4: Project and Design Methodology

Project and Design Methodology:

Please provide the following details to help us understand your Project Management plan and Design proposed for the Project

O&M Plan for the project:

Please provide details of manpower shifting for the project including details of manpower requirements (skilled and unskilled separately) and plans for sourcing such manpower locally for the project.

Assessment of the key risks perceived by the entity on the project:

- Possible risk mitigation mechanisms
- Expectations of the private entity from the Authority

Note: The entities may at their discretion provide any supporting documents which enhances the clarity of the project/ operations and management strategy.

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Annexure-5: Any other related information.

The entities may at their discretion could provide any supporting documents which enhances and supports its credentials.

