

EXPRESSION OF INTEREST

EOI Notice no.:HQ/OP&BD/Freight Terminal/EOI/2018

Sub.: Invitation of “Expression of Interest” for the purpose of development of Rail Freight Terminals on Dedicated Freight Corridor land.

Ministry of Railways has launched its flagship project, the Dedicated Freight Corridors (DFCs) for construction of approximately 3300 kms of mostly double, electrified, high axle load track, with liberal space envelope, fit for running high capacity wagons heavy haul freight trains at cruising speeds of 75 km/hr and maximum speed of 100 km/hr, between JNPT, Mumbai and Dadri (Western Route) and Kolkata to Ludhiana (Eastern Route).

The infrastructure being built on DFC will be having vast throughput capacity to accommodate potential Freight traffic on the given corridor circuits. Although various connectivities of private freight terminals/private industries etc. are already in progress with various earmarked stations on DFC alignment, the market and commercial strategy study has pointed out some specific areas on DFC controlled land for development of freight Terminals.

In the initial examinations of the potential at various locations it has been observed that there are certain locations where land is available and further developments can be done owing to its viability in terms of prospective traffic convergence and divergence with magnet areas in a radius ranging between 50 to 100 kms around the locations. The current invitation is in respect of freight terminals which are envisaged to be developed on these available lands in order to fetch win win situation for both the DFCCIL /IR and the private operator selected at a later stage tapping the potential for freight business through these terminals.

This notice is to call for Expression of Interest to Design, build, finance, operate and maintain rail freight terminals on DFCCIL land in the vicinity of dedicated freight corridor alignment on license basis for a period of 10 to 30 years. Interested business individuals, firms, companies, Joint ventures, consortium, SPVs should provide information demonstrating that they have the required qualifications and relevant experience to perform the designing, financing, developing, operating and maintaining the freight terminals as per the requirements and norms of DFCCIL/Indian Railway related to construction of railway sidings, maintenance thereof, freight booking, handling (loading/unloading) and customer services.

The current invitation of EOI is to explore the response from the prospective Respondents. Based on the responses the final terminal model/layout , business model with revenue sharing and /or license fees pattern, maintenance terms, license period etc will be firmed up while the Technical and Commercial Bids are called for by DFCCIL at a later date.

Qualified respondents have to make presentations and suitable date for this presentation will be communicated later on.

The requirements and conditions of the plan/development /operation/maintenance of the terminals and licensing etc briefly mentioned in this document for guidance of the respondents are subject to change based on the examination of responses received and in line with the DFCCIL/ Indian Railways' related standard norms, conditions, rules and policies. DFCCIL may change any or all of the terms, conditions, parameters, specifications and measurement related to assignment variants, commercial/operational requirements in their final document from the ones, which are specified in the current invitation for Expression of Interest. The revised set of conditions and specifications that shall then be part of final Invitation for Bids document which will be published at the time of calling for bids.

Responses on prescribed format should be submitted online for which link is www.tenderwizard.com/DFCCIL or link at http://dfccil.gov.in/dfccil_app/Home on or before [14:30 hrs of 20/02/2019.]

1. Invitation for EOI

- 1.1 DFCCIL seek for expression of interest for planning, development and operations of freight terminals with upgraded infrastructure, professional and efficient terminal management, with the intent of enhancing traffic generation and throughput on DFCCIL/Indian Railways which in turn will expand the freight business horizon and cater to new traffic.
- 1.2 Expressions of Interest are invited from entities with active interest in freight transport business and having experience in freight rail terminal development and/or operations. The proposals should be based upon serious considerations and made with due diligence. Non-serious and / or frivolous proposals will not be considered.
- 1.3 The proposals should be based on the understanding that the duration of agreement between the DFCCIL and the partner shall not be less than 10 years; and all fixed assets in the freight terminals, including the land, shall be the inalienable property of the DFCCIL/ Indian Railway. The freight terminals will be handed over to DFCCIL after the license period /extended period as per final bid.
- 1.4 The proposers should also clearly and separately indicate the financial model they intend to propose for the project.
- 1.5 DFCCIL reserves the right to call for submission of additional documents or any specific document, etc. required to be submitted in reference to the purpose of this EOI.
- 1.6 DFCCIL reserves the right to use information received in the replies to EOI for further development of the project. Mere fact of responding to the EOI, however, shall not confer any right on the parties to preferential treatment at the subsequent bid/development stage.

2. Operation of the terminal

- 2.1 The terminal will be operated as a facility with non-discriminatory access. The rolling stock/locomotives and crew will be provided by DFCCIL/Indian Railways for the purpose of transportation.

- The role of licensee operator will be to market for freight booking/disposal, facilitate access for booking of goods for customers, handling, loading, unloading of goods.
- 2.2 Terminal Operator will get facilitation charges as finalised in the final bids to be decided at a later date.
 - 2.3 The Terminal Operator shall be governed by all commercial rules of the DFCCIL/IR and other statutory requirements for a rail freight terminal in respect of environment, pollution clearances, mining issues, state royalties, transport permits etc binding on business entities involved in running such freight terminals and consigning or receiving goods therefrom.
3. The methodology for further development of such terminals is a significant step towards having a full-fledged terminal developed and operated through professionals' expertise.
 4. Land being the principal requirement for such development is available with DFC and modalities for its development has to be firmed up in the purported direction and the potential players are required to suggest the following in their expression of interest :
 - 4.1 Alternative modes of plan, financing, development, execution and operation of the freight terminal. Also layout, calculations, assumptions for technical and economic projections.
 - 4.2 Their proposed funding plan for the investment and also expectations from DFCCIL/IR.
 - 4.3 Type/segment of logistics business to be developed etc.
 - 4.4 Approximate estimated cost of the rail infrastructure, handling equipments and related maintenance of track and handling equipments separately.
 5. Detail of work:

At present, there is available land parcels at New Sambhu, New Tundla and New Mirzapur for-development of Freight Terminal. Brief of locations is as under:

 - **New Shambhu** (District Patiala) is the station of Eastern Dedicated Freight Corridor situated in Punjab. Available land area for development of Freight Terminal is approximately 1300m long and 40m wide.
 - **New Tundla** station (District Firozabad) is located in Uttar Pradesh which is in alignment of Eastern Dedicated Freight Corridor. The freight terminal with available land of 1400 m in length and 38m average width is proposed to develop at New Tundla station which is developed in two phases. In 1st phase terminal will be constructed in above mentioned available land and for 2nd phase land is to be acquired on which the freight terminal will be further extended.
 - **New Mirzapur** station (District Mirzapur) of Eastern Dedicated Freight Corridor is situated in Uttar Pradesh. The freight terminal at New Mirzapur station is proposed to be developed in available land of 1600Mx30m.

Rail infrastructure of the freight terminal will be developed as per DFCCIL technical specifications. The responsibility of ensuring that all components of the project

conform to all the relevant quality standards and are to the satisfaction of DFCCIL/IR lies with the lead partner/lead member in case of consortium/JV/partnership firm.

6. Who should respond

DFCCIL would welcome response to the EOI from:

- Logistics services providers,
- Rail industry Developer/Operator,
- Port Terminal Developer/Operator,
- Real Estate Developers,
- Warehousing investors,
- Financial institutions,
- Warehouse Developers and Operators,
- Freight Forwarders/Shipping Lines/CHAs,
- Container Logistics Service Providers including Private Container Operators and
- Bulk Commodity Consolidators and Transporters

7. How to respond

7.1 The response to the EOI shall be submitted online before the last submission date and time. Bidders are requested to submit their EOI in advance and failure of last hour entry will not be entertained.

7.2 The EOI should be submitted in the format given at **Annexure**.

7.3 The language for submission of document shall be English.

7.4 All costs incurred by respondents in connection with the EOI shall be borne by respondents themselves.

7.5 DFCCIL reserves the right to cross check and confirm the information/details furnished by the respondents in response to this EOI.

7.6 All the information submitted by the party through EOI will be kept as strictly confidential by DFCCIL and will not be shared with any other party.

8. Respondent's Responsibility

It is expressed that before submitting the EOI, the respondent must have carefully examined the contents of all the documents. Any failure to comply to do so will be at the respondent's risk.

9. Amendment

DFCCIL may modify the EOI by issuing an addendum before last date of submission of the Application. Any addendum thus issued shall be part of EOI and shall be posted on the website. Participants desirous of getting notified of such corrigendum/addendum through email may send such request through email to akasopa@dfcc.co.in. To give respondents reasonable time in which to take addendum into account in preparing their Applications, DFCCIL may extend the last date of submission of response.

10. Governing law

The governing law for the purpose of the process is the laws of India and courts of New Delhi shall have full jurisdiction considering any matter arising out of this EOI and the process.

11. Disqualification

DFCCIL would like to caution that respondents shall be ineligible to bid for or participate in the Freight Terminal development (at the subsequent stage) in the following cases:

- In regard to matters relating to the security and integrity of the country, any charge-sheet by an agency of the Government / conviction by a Court of Law for an offence committed by the company or by any sister concern of the company would result in disqualification. The decision in regard to the relationship between the sister concerns would be taken by DFCCIL, based on the relevant facts and after examining whether the two concerns are substantially controlled by the same person/persons/Business entities.
- In regard to matters other than the security and integrity of the country, any conviction by a Court of Law or indictment / adverse order by a regulatory authority against the company or against any sister concern which relates to a grave offence, or would constitute disqualification. Grave offence is defined to be of such a nature that it outrages the moral sense of the community. The decision in regard to the nature of the offence would be taken on case to case basis after considering the facts of the case and relevant legal principles, by DFCCIL.

12. Date and time of submission of the EOI

- 12.1 Last date and time of submission of the EOI shall be 20th February 2019 at 14:30 hours.
- 12.2 All EOI shall have to be submitted at www.tenderwizard.com/DFCCIL or link at http://dfccil.gov.in/dfccil_app/Home in the form provided for the purpose.
- 12.3 Valid EOIs received shall be acknowledged by 16:00 hours by the same date.

Information to be submitted along with Expression of Interest

1. Company Brochures
2. Profile of the Company (please provide not more than two page note including year of establishment, type of business of the company, experience of consultancy works etc.)
3. Annual Turnover of Company for Last Five Financial Years
4. Description/ Details of similar assignments carried out during last seven years. The definition of similar assignment (preferably railway sector) is as below:
 - Freight terminal operator/developer (Rail, Port, Airport etc.),
 - Warehouse Developers and Operators,
 - Container Logistics Service Providers including Private Container Operators

Following details for each assignment must be provided:

- a) Name of Work
 - b) Name of Client
 - c) Country (where work is executed)
 - d) Type of Organization like Railways
 - e) Brief description of scope of assignment, cost of work/project
 - f) Components of assignment
 - g) Type of Bidding
 - h) Award Date
 - i) Completion Date (if not completed, percentage of work completed so far and likely date of completion)
 - j) No. of man months
 - k) Project Cost
 - l) If executed in JV, % participation
 - m) Funding of the Project - Government, Multilateral / Bilateral (Name of Funding agency to be indicated), any other source (details to be provided)
5. Suggestion as per para 4 of EOI

Any other information applicant may like to indicate that support their qualification to perform the services/assignment.