



Invitation for
EXPRESSION OF INTEREST

for

Inter State Bus Terminal (ISBT)-cum-Commercial Development
Project

on 5.80-acre land parcel near National Highway -66
at Eanchakkal, Thiruvananthapuram, Kerala

on

Design, Build, Finance, Operate and Transfer (DBFOT) Basis

KERALA STATE ROAD TRANSPORT CORPORATION

AUGUST 2023

DISCLAIMER

The information contained in this Expression of Interest ("EOI") or subsequently provided to the prospective Applicants, whether verbally or in documentary or any other form by or on behalf of KSRTC or any of its employees or advisers, shall be considered confidential and is not to be reproduced/ adopted/ displayed for any purpose whatsoever.

This EOI is not an agreement or an offer or an invitation to offer by KSRTC to the prospective Applicants or any other person. The purpose of the EOI is to provide the interested parties with information and that may be useful to them in the formulation of their proposals pursuant to a specific Request for Proposal ("RFP") which may be released subsequently by KSRTC, at its discretion.

This EOI includes statements, which reflect various assumptions, assessments and statements arrived at by KSRTC in relation to the Project. It is not possible for KSRTC, its employees or advisers to consider the objectives, technical expertise and particular needs of each Applicant who receives and/or peruses this EOI. The assumptions, assessments, statements and information contained in this EOI, may not be complete, accurate, adequate or correct. Each Applicant should, therefore, independently evaluate as per its own investigations and analysis whilst checking for the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments and information contained in this EOI and obtain independent advice from appropriate sources.

The information provided in this EOI to the Applicants is on a wide range of matters, some of which depends upon interpretation of law. Furthermore, the information provided in this EOI is not intended to be an exhaustive account of statutory or commercial requirements and should not be regarded as a complete or authoritative statement of law. KSRTC along with its directors, associates, employees, affiliates, consultants make no representation or warranty and shall have no liability to any person including the Applicant or the bidder under any law, statute or by any rule and/or regulation made thereunder, tort, equity, principles of restitution, unjust enrichment or otherwise for any loss, damage, costs or expenses which may arise from or be incurred or suffered on account of anything contained in this EOI or otherwise, including the accuracy, adequacy, correctness, reliability or completeness of the EOI any assessment, assumption, statement or information contained therein or deemed to form part of this EOI or arising in anyway in this subject.

KSRTC also accepts no liability of any nature whether resulting from negligence or otherwise howsoever caused arising from reliance of any Applicant upon the statements or information contained in this EOI.

This EOI Document is for informative purpose only and does not imply that KSRTC is bound to select or short list applications for bid stage or to appoint the selected bidder for the Project as the case maybe and KSRTC further reserves its absolute right and discretion to terminate the process at any time without assigning any reasons or explanations thereof.

The Applicant shall bear all its costs associated with or relating to the preparation and submission of its EOI including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by KSRTC, or any other costs incurred in connection with or relating to its EOI. All such costs and expenses will remain with the Applicant and KSRTC shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by an Applicant in preparation for submission of the EOI, regardless of the conduct or outcome of the EOI Process.

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LIST OF ABBREVIATIONS

CBD	Central Business District
DBFOT	Design-Build-Finance-Operate-and-Transfer
FAR	Floor Area Ratio
ISBT	Inter State Bus Terminal
IT	Information Technology
ITeS	Information Technology Enabled Services
km	Kilometer
KSRTC	Kerala State Road Transport Corporation
LNG	Liquefied Natural Gas
MMTPA	Million Metric Tonne Per Annum.
mn	Million
NH	National Highway
O&M	Operation and Maintenance
PPP	Public Private Partnership
PSU	Public Sector Undertaking
RFP	Request for Proposal
SH	State Highway
SPV	Special Purpose Vehicle
sq.ft.	Square Feet
sq.km.	Square Kilometer
USP	Unique Selling Point

DEFINITIONS

Term	Meaning
Applicant	means and includes a Firm, Consortium, Lead Member.
Authorized representative / signatory	shall mean the person who is duly authorized by the Firm in its EOI submission to sign on the Expression of Interest. This designated person shall be authorized to perform all the tasks including, but not limited to providing information, responding to enquiries, entering into commitments on behalf of the firm.
Consortium	means the Applicant may be a group of Firms/entities.
Consultants	shall mean Consultants to KSRTC assisting in implementation of the Development of Project or any other consultant engaged by KSRTC.
EOI	means the submission or application made by the Applicants in response to this EOI Document.
EOI Process	means the entire process from issue of EOI document to the finalization of the RFP.
EOI Due Date	means the date and time before which the EOI/Expression of Interest should be submitted by Applicants to KIIFCON.
Firm	Public or private limited company incorporated under the Companies Act Or Registered under Indian Partnership Act or incorporated entity under similar legislation, in case of foreign entities.

1 SUMMARY OF PROCESS AND TIMELINES OF THE EOI

S.No.	Particulars	Date & Time of Event
1	Document Fee	Nil
2	EMD	Nil
3	Issuance of EOI Document	24-08-2023
4	Last date for receiving queries/clarifications.	15-09-2023
5	Pre-EOI Meeting	15-09-2023, 11:00 hrs Applicants who are interested to participate in Pre-EOI Meeting should confirm the same by sending an email (Refer Clause 3.18) latest by 10:00 hrs on 15-09-2023.
6	Response to queries	22-09-2023
7	EOI submission end date & time	06-10-2023 upto 17:00 hrs.
8	Source for obtaining the EOI	A copy of EOI is published on the website mentioned in Section 3.7.3.
9	Mode of EOI submission	EOI shall be submitted in hard & soft copy as per Section 3.7 of this EOI Document

2 INTRODUCTION

2.1 Background

- 2.1.1 Kerala State Road Transport Corporation (KSRTC) is one of the oldest state-run public transport systems in India. Started as the Travancore State Transport division in 1937, it was transformed into an autonomous corporation called KSRTC by the Government of Kerala on 1st April, 1965 with an objective of developing an efficient seamless public transport system for the state of Kerala.
- 2.1.2 KSRTC is responsible for running the public transportation system in Kerala through buses and provide a reliable, safe, efficient, environment friendly and customer friendly transit system for the entire state.
- 2.1.3 KSRTC has 5.80-acre land located near National Highway 66 (Panvel to Kanyakumari) at Eanchakkal, Thiruvananthapuram. Land details are provided in the upcoming sections of this EOI document. KSRTC envisages to implement an Inter State Bus Terminal (ISBT)-cum-Commercial Development Project (hereinafter referred as the "Project") on Public-Private Partnership (PPP) Mode.
- 2.1.4 KSRTC intends to identify a suitable private sector partner (hereinafter referred as the "Concessionaire") for development of the Project on a Public Private Partnership (PPP) basis. The selected private sector investor/developer will be required to develop the Project on a Design-Build-Finance-Operate-Transfer (DBFOT) basis over a pre-determined Concession Period.
- 2.1.5 KIIFCON is the advisor to KSRTC for managing the bid process for selection of suitable private sector partner(s).

2.2 Purpose of this EOI

- 2.2.1 This EOI Document is an invitation to the prospective Applicants to submit their applications and is not an offer and does not carry any commitment to engage with such Applicants who submit the same.
- 2.2.2 The basic purpose of this EOI is to create awareness among the private sector players about the proposed Project and to gauge their inputs on the key parameters such as preference on key project components, development model, concession terms, etc.
- 2.2.3 This EOI intends to share information related to the Project and invite feedback from interested Applicants. Feedback, inputs and responses from prospective Applicants would be considered by KSRTC and would assist it in formalizing a subsequent RFP.
- 2.2.4 This is an invitation for EOI and the same is non-binding in nature. No pre-qualification of Applicants will be done at this stage. KSRTC reserves its absolute and exclusive right to withdraw this EOI Document and change or vary or omit or replace in all or any part thereof at any stage, without any intimation or prior consent of any prospective participant.
- 2.2.5 Subsequent to this EOI and the finalization of the Project details and DBFOT framework, KSRTC proposes to issue a Request for Proposal (RFP) for selection of interested bidders for

development of the Project on DBFOT basis.

- 2.2.6 KSRTC does not, in any manner whatsoever, warrant or represent that it will subsequently proceed to release the RFP and/or initiate the second stage of the bidding process as indicated in Section 2.2.5. Accordingly, the information regarding the RFP made in this EOI are tentative in nature and purely informative, and non-binding.

2.3 PPP Structure

Below are the key highlights of the tentative structure envisaged to implement the Project on PPP mode. The Applicants are requested to provide their comments and suggestions as part of their EOI Application (refer instructions at 3.3.1(e)) and the same would be considered by KSRTC in finalizing the PPP structure and the same shall be provided at the RFP stage.

Concession Period	Concession Period shall comprise of Construction Period and Operations Period. The details of the same shall be specified at the RFP stage.
Obligations of Concessionaire	<p>Concessionaire shall perform below obligations at its own cost and expense:</p> <ul style="list-style-type: none"> • Procure finance for the Project and undertake the design, engineering, procurement, construction of the Project including ISBT portion and Commercial Development portion. • Below shall be the mandatory obligations of Concessionaire for construction of the ISBT portion: <ol style="list-style-type: none"> a) ISBT shall be constructed for minimum 30 buses per set of 6 bays for different directions, idle parking for 60 buses and entrance to ISBT shall be minimum 12 metres. b) Roof top space rights shall be held with KSRTC for installation of Solar panels at a later stage. c) Passenger area amenities: shall include ticketing area, waiting lounges (paid/non-paid), drinking water, CCTV, clock room etc. d) Terminal area amenities: shall include bus wash area, authority office space, rest rooms, canteen etc. e) Bus staff/Crew area: include rest area with dormitories, canteen. f) Common facilities may also contain parking, drop and go, pickup area, She-lodges, EV-charging facilities, Filling Station STP etc. g) Design considerations shall include all necessary parameters like the existing NH and upcoming flyover etc. • While the facilities required to be constructed as part of ISBT portion are specified above, the Concessionaire shall have complete flexibility and freedom in deciding the components for the Commercial Development portion.

	<ul style="list-style-type: none"> • Design considerations shall meet the prevailing premium standards for bus terminals, each activity planned for the passenger/commuter needs to offer a baseline level of service as per space standards and area allocation. • Undertake marketing, promotion and brand building of the Project. • On completion of Construction, handover the ISBT portion of the Project to KSRTC and undertake facility management for the ISBT portion throughout the Operation Period. • Operate, maintain and manage the Commercial Development portion of the Project. • Collect, appropriate and allocate revenue, fees, user charges from the Commercial Development. • Pay all applicable taxes / charges / fees / levies during the Concession Period • Handover of Commercial Development portion of the Project to KSRTC at the expiry of Concession Period. • All the clearances required shall be obtained in consent with KSRTC based on the proposals presented by the bidder/investor
<p>Obligations of Concessioneing Authority (KSRTC)</p>	<p>KSRTC shall perform below obligations:</p> <ul style="list-style-type: none"> • Handover the Project Site, free from any Encumbrance. • Grant the necessary rights to the Concessionaire to make reasonable and necessary developments during the term of the Concession Period. • Provide reasonable support and assistance on best efforts basis to the Concessionaire in procuring Applicable Permits required from any Government Instrumentality for implementation and operations of the Project. • Operate, maintain and manage the ISBT portion of the Project.
<p>Payments to be made by Concessionaire</p>	<p>At the RFP stage, the Bidder offering the highest value of the financial offer shall be selected for awarding the project on PPP basis.</p> <p>Out of the highest quoted bid amount, 50% will be paid by the Concessionaire as Upfront Amount upon signing of the Concession Agreement and the balance 50% amount shall be paid in equal annual instalments throughout the Operations Period (i.e. Concession Period minus Construction Period).</p>

3 INSTRUCTIONS TO APPLICANTS

3.1 General Instructions

- 3.1.1 KSRTC proposes to adopt a two-stage process (collectively referred to as the “Bidding Process”) for selection of the bidder. The first stage (“EOI Stage”) involves submission of EOIs by interested Applicants. In the second stage (“RFP Stage”), KSRTC will issue an RFP for selection of the preferred bidder based on the Terms & condition and Evaluation Criteria set out in the RFP document.
- 3.1.2 As part of the EOI Stage, KSRTC invites EOI from Applicants who meet the Eligibility Criteria (“Eligibility Criteria”) as provided in Section 3.2 and interested in participating in the Project.
- 3.1.3 Applicants are required to carefully read all the contents of this EOI Document and thereafter to provide the required information, as per the checklist provided in Section 3.3

3.2 Eligibility

- 3.2.1 Applicants should fulfill the Eligibility Criteria provided below.
- 3.2.2 **Technical Capacity:** Applicant must have experience in successfully developing, marketing, financing, and sale / leasing of Relevant Projects* wherein each project shall have a project cost (excluding land cost) more than INR 50 Crore; The sum total of the project costs (excluding land cost) of all the Relevant Projects of an Applicant shall be more than INR 250 Crore in the last 10 years preceding the issue of this EOI.
- *Relevant project would mean a Bus-Depot Building or Commercial Office Building/Complex or shopping mall or Retail Complex or Business Centre or Hotel or any other development.
- 3.2.3 **Financial Capacity:** Applicant shall have audited minimum net-worth of INR 100 Crore as on 31st March 2022.

3.3 Submissions in the EOI

- 3.3.1 Applicants should submit the following as part of their EOI submission.
- a) Letter comprising application for EOI as per Annexure-1
 - b) Details of Applicant as per Annexure-2
 - c) Technical Capacity of Applicant as per Annexure-3
 - d) Financial Capacity of Applicant as per Annexure-4
 - e) Comments & Suggestions as per Annexure-5.
 - f) Declaration of no blacklisting as per Annexure-6
 - g) Power of attorney as per Annexure-7
- 3.3.2 The following to also be noted during the submission of EOI:

- a) The EOI must be signed by duly authorized person holding the power of attorney in case of limited company, corporation or consortium. A certified copy of the power of attorney shall accompany the EOI;
- b) The EOI should include a brief description of the roles and responsibilities of individual members, particularly with reference to financial, technical and O&M obligations;
- c) Applicants may form a Consortium/ Joint Venture to enhance their qualification during the RFP Stage;
- d) In case of a consortium, following criteria must be noted by the Applicants
 - Number of members allowed in a Consortium during the RFP Stage shall not exceed 3 (three). Further details and information in this regard will be provided at the RFP Stage;
 - Members of the Consortium shall nominate one member as the lead member (the “Lead Member”);
 - In case of Consortium/ Joint Venture the Net Worth of the “Lead Member” shall only be considered for the purpose of evaluation;
 - An individual Applicant cannot at the same time be member of a Consortium applying for the EOI. Further, a member of a particular applicant Consortium cannot be member of any other applicant Consortium.

3.4 Number of applications and costs thereof

- 3.4.1 No Applicant shall submit more than one EOI. The Applicants shall be responsible for all costs associated with the preparation and submission of EOI documents. KSRTC shall not be responsible or in any way liable for such costs, regardless of the conduct or outcome of the Bidding Process.

3.5 Acknowledgement by Applicant

- 3.5.1 It shall be deemed that by submitting the application, the Applicant has made a complete and careful examination of the EOI, and accepted the risk of inadequacy, error or mistake in the information provided in the EOI or furnished or on behalf of KSRTC. KSRTC shall not be liable for any omission, mistake or error in respect of any of the above or on account of any matter or thing arising out of or concerning or relating to the EOI or the Bidding Process, including any error or mistake therein or in any information or data given by KSRTC.

3.6 Right to accept or reject any or all Applications

- 3.6.1 Notwithstanding anything contained in this EOI Document, KSRTC reserves the right to accept or reject any EOI or to annul the EOI Process or reject all EOIs, at any time without any liability or any obligation for such rejection or annulment and without assigning any reasons, therefore. KSRTC reserves the right to reject the EOI if:
 - a) At any time during the submission process or thereafter, a material misrepresentation is made or discovered, or
 - b) The Applicant does not respond promptly and diligently to requests for supplemental information required for the evaluation of the EOI;

- c) Non-compliance with any clause and provision prescribed in this EOI Document, including requirements specified in the annexures appended herein.

3.7 Preparation and submission of the EOI

- 3.7.1 By submitting an EOI, the Applicants shall be deemed to acknowledge that they have carefully read all provisions of this EOI Document including the disclaimer, terms and conditions and annexures hereto, and have fully informed themselves about all existing conditions and limitations.
- 3.7.2 Applicants should submit 2 sets of hard copy of the EOI including the information requested in the prescribed formats along with any supporting documents. The original copy shall be sealed in an envelope marked "Original" and the other copy in an envelope marked "Copy". Both these envelopes shall then be enclosed in an outer envelope marked "*EOI for ISBT-cum-Commercial Development Project on 5.80-acre land parcel near National Highway 66 (Panvel to Kanyakumari) at Eanchakkal, Thiruvananthapuram, Kerala on Design, Build, Finance, Operate and Transfer (DBFOT) Basis*". Along with the above, a soft copy needs to be submitted to the email ID provided at Section 3.17. In case of delay in receiving of hard copies by KSRTC, the soft copies shall be considered final, if submitted before due date. KSRTC shall not be responsible in any manner for delay by postal, couriers etc.
- 3.7.3 All the notifications and detailed terms and conditions regarding, this EOI notice hereafter will be published online on web site: www.kiifcon.com

3.8 Language

- 3.8.1 The EOI prepared by the Applicant and all correspondence and documents relating to the EOI exchanged by the Applicant and KSRTC, shall be in English language, provided that any printed literature furnished by the Applicant in another language shall be accompanied by an English translation in which case, for purposes of interpretation of the application, the English translation shall govern. If any supporting documents submitted are in any language other than English, translation of the same in English language is to be duly attested by the Applicant

3.9 Project Site Information

- 3.9.1 Applicants are encouraged to submit their EOIs after visiting the Project site and ascertaining for themselves, the site conditions, traffic, location, surroundings, climate, availability of power, water and other utilities for construction, access to site, handling and storage of materials, weather data, applicable laws and regulations, and any other matter considered relevant by them. Site details are mentioned in section 4 of this document.

3.10 Submission Due Date

- 3.10.1 The Applicant shall submit the EOI on or before date and time mentioned in Section-1.

3.11 Confidentiality

3.11.1 Information relating to the examination, clarification, and assessment etc. for the Applicants shall not be disclosed to any person not officially concerned with the process. KSRTC will treat all information submitted as part of EOI in confidence and would require all those who have access to such material to treat the same in confidence. KSRTC will not divulge any such information unless it is ordered to do so by any authority pursuant to applicable law or order of a competent court or tribunal, which requires its disclosure.

3.12 Accuracy and completeness of EOI document

3.12.1 This EOI Document includes statements, which reflect various assumptions, which may or may not be correct. This EOI Document does not purport to contain all the information each Applicant may require. This EOI Document may not be appropriate for all persons, and it is not possible for KSRTC to consider the investment objectives, financial situation and particular needs of each applicant who reads or uses this EOI Document. Certain Applicants may have a better knowledge than the others for the Project. Each Applicant should conduct its own investigations and analysis and should check the accuracy, reliability and completeness of the information in this EOI Document and obtain independent advice from appropriate sources.

3.12.2 Neither KSRTC nor its employees or its Consultants make any representation or warranty as to the accuracy, reliability or completeness of the information in this EOI Document.

3.13 Liability

3.13.1 Neither KSRTC nor its employees or its Consultants will have any liability to any Applicant or any other person under the law of contract, or, the principles of restitution or unjust enrichment or otherwise for any loss, expense or damage which may arise from or be incurred or suffered in connection with anything contained in this EOI Document, any matter deemed to form part of this EOI Document, the award of the Project and any other information supplied by or on behalf of KSRTC or its employees, any of its Consultants or otherwise arising in any way from the selection process for the Project.

3.14 No obligation to issue RFP

3.14.1 KSRTC shall be under no obligation to issue a Request for Proposal (RFP) for the Project described in this EOI Document.

3.15 Right to cancel the EOI Process

3.15.1 KSRTC may cancel this EOI Process at any stage without assigning any reasons whatsoever and will not be liable to compensate any Applicant on any grounds whatsoever. The Applicants shall not be entitled to refund of cost of documents or other costs in case the EOI is cancelled for whatsoever reason or without assigning any reason.

3.16 Pre-EOI Conference

3.16.1 A Pre-EOI conference of the interested parties shall be convened at the designated date and time mentioned in Section-1.

- 3.16.2 Applicants who are interested to participate in Pre-EOI Conference should confirm the same by sending an email conformation to the email ID provided at Section 3.17. The email confirmation shall be sent or before the date mentioned in Section-1. Invitation to the meeting will be sent against the receipt of email conformation only. Pre-Eoi Conference will be conducted in Video Conference Mode only.
- 3.16.3 During the course of Pre-EOI conference, the Applicants will be free to seek clarifications and make suggestions for consideration of KSRTC. KSRTC shall endeavour to provide clarifications and such further information as it may, in its sole discretion, consider appropriate for facilitating a fair, transparent and competitive Bidding Process.

3.17 Correspondence with KIIFCON

- 3.17.1 All communications, including application documents should be addressed to:

Chief Executive Officer,

KIIFCON Private Limited,

7th Floor, Felicity Square, Thiruvananthapuram, Kerala-695001

Email: kiifcon@kiifb.org and ceo@kiifcon.com

In case of any queries, kindly contact:

Shri: **Rajeevan T, Chief Consultant**

Cell No: +91 90207 30118

4 PROJECT INFORMATION

4.1 Overview of Thiruvananthapuram

- 4.1.1 Thiruvananthapuram, the capital city of Kerala, is a city built on a series of seven hills that gradually descend to the sea. Formerly the seat of the Travancore Kingdom, Thiruvananthapuram is rich in its culture and heritage. Even today this fast-growing city reflects its royal past through its spectacular architecture and the proud bearing of its inhabitants. And being well connected by land, rail and air is not only beneficial to trade, but also has brought in a major influx of tourists.
- 4.1.2 Thiruvananthapuram (also known as Trivandrum) is situated in the South-West coast of India. The city is located in between the Arabian Sea in the West and Tirunelveli district of Tamil Nadu in the East. Thiruvananthapuram is a major Information Technology hub in India and contributes 55% of Kerala's software exports.
- 4.1.3 Since 2000, the service sector has energized the city's economy. The establishment of several industrial parks based on IT and other port-based infrastructure triggered a construction and realty boom in the city. At present, Global corporate offices have arrived in Thiruvananthapuram and the city is seeing growth in non-traditional business sectors. Thiruvananthapuram has seen an increase in investment in the electronics/ IT related industry with several IT parks and specialized SEZs setting up in the city. Given the local heritage and the region's natural setting along the backwaters/lakes, Thiruvananthapuram is also a key tourist attraction, which is a major contributor to the city's economy, generating both income and employment.

4.2 Socio-economic Profile and Urbanisation Pattern of Thiruvananthapuram

- 4.2.1 As per census 2011, Thiruvananthapuram is amongst the largest urban agglomerations in the state of Kerala, also amongst the most densely populated cities in the state and the largest city in the state of Kerala. The Thiruvananthapuram Municipal Corporation is the civic body that governs the city that spreads across 214.86 sq.km.
- 4.2.2 Thiruvananthapuram is the headquarters for Thiruvananthapuram district, which has a population of 33.07 Lakh persons as per Census of India 2011. Out of this, 16.80 Lakh persons reside within the Thiruvananthapuram Metropolitan Area and 9.60 Lakh persons are within Thiruvananthapuram Municipal Corporation Area. Socio-economic parameters such as urbanization rate of over 53.66%, sex ratio of 1040 females per 1000 males and a literary rate of 95.10%, which is higher than national average. Population density of the city is 4,457 persons per sq.km.

4.3 Major drivers of Thiruvananthapuram's economy

- 4.3.1 Vizhinjam International Seaport Limited (VISL) – The Vizhinjam International Transshipment Deepwater Multipurpose Seaport is an ambitious project taken up by Government of Kerala. It is designed primarily to cater container transshipment besides multi-purpose and break-bulk cargo. The development of the VISL will also enhance the city's prominence as a maritime and logistics hub.
- 4.3.2 The Outer Area Growth Corridor (OAGC) from Vizhinjam to Paripally is conceived as the flagship project under City Region Development Plan (CRDP-II) aimed to achieve systematic,

accelerated, integrated and environmentally responsible development of peripheral areas of Thiruvananthapuram City which will lead to improved quality of life along the economic growth in the peripheral regions while reduce the congestion and overloading of core city infrastructure.

- 4.3.3 Knowledge Economy Cluster – Thiruvananthapuram has the potential to emerge as one of the most dynamic centres of knowledge economy within the country, with a distinctive advantage in biotechnology and life sciences. The premier academic and research institutions in Thiruvananthapuram include the Rajiv Gandhi Centre for Biotechnology (RGCB), Sree Chitra Tirunal Institute for Medical Sciences and Technology (SCTIMST) and Indian Institute of Science Education and Research (IISER). Kerala State Industrial Development Corporation (KSIDC) has set up a Life Sciences Park in Thiruvananthapuram.
- 4.3.4 Silver Line Project – Thiruvananthapuram – Kasaragod high speed rail project, also known as Kerala Silver Line, corridor is a 530.6 km long approved semi high-speed rail line connecting Thiruvananthapuram and Kasargod in Kerala. The project’s new alignment will connect 11 districts within Kerala and aims to ease transportation along the entire north – south length of Kerala and reduce the total travel time to less than 4 hours, compared with the present 12 – 14 hrs it takes via the Indian Railways. The project will be executed by Kerala Rail Development Corporation Limited (KRDCL or K-Rail), a joint venture of the Government of Kerala and Ministry of Railways of the Government of India set up to augment railway infrastructure within Kerala.
- 4.3.5 Thiruvananthapuram International Airport – It’s Kerala’s second busiest airport, well connected to all the major domestic destinations. Internationally, serves mostly the Middle East, with regular connections to Sharjah, Muscat, Bahrain, Oman, Riyadh, and Dubai, as well as destinations such as Kuala Lumpur, Singapore, Male, and Colombo.
- 4.3.6 Smart City Thiruvananthapuram Limited is set up for implementation of Smart City Mission of Government of India to implement projects aimed at improving basic infrastructure of the city and harnessing the use of IT based solutions to make the City Smart. The projects are grouped into two categories; Pan City Solution (IT based solution) for entire corporation area and Area based development (ABD) Projects which are specifically targeted for 9 wards in the City Centre as a retrofit model. Under Smart city Thiruvananthapuram, renovation and reconstruction of public toilets, installation of drinking water kiosks at 25 locations, construction of smart bus shelters, redevelopment of Palayam market, construction of multi-level car parking at Palayam and Thampanoor, rain water harvesting, development of integrated command and control centre, integrated social housing complex project at Rajaji Nagar, improvement of public health centre at Rajaji Nagar, rehabilitation block for TRIDA, construction of open air theatre and park at Putharikandam, redevelopment of Ponnara Sreedhar park and children’s park at Kerala Water Authority, smart roads, construction of interactive information kiosks are some of the projects under implementation.
- 4.3.7 Growth of Manufacturing and Heavy Industries:

Since independence, the following establishments are located in the district and occupy national prominence:

- a) Keltron, Kerala State Electronics Development Corporation Limited, is a public sector Electronics Company under the direct control of the State government of Kerala. Currently, major products of the company include mines for Indian navy and various parts of Rockets for Indian space research organization ISRO. The company also produces basic electronic components such as capacitors, transistors, resistors, diodes, PCBs on a large scale for the Indian market. It also provides services in the

field of information technology, animation, and web designing. It has recently established a division for geoinformatics services.

- b) Travancore Titanium Products Ltd (TTP), is the leading manufacturer of anatase grade titanium dioxide in India. The main product is pigment grade titanium dioxide, which is extracted from ilmenite, which is abundantly available as placer deposits on beaches near Kollam, 65 km north of Thiruvananthapuram. Ilmenite, a mixture of titanium dioxide and iron in the form of ferric/ferrous oxide, is treated with Sulphuric Acid to get Titanium dioxide and ferrous sulphate.
- c) HLL Lifecare Limited (formerly Hindustan Latex Limited) (HLL) is a large manufacturing company that produces health care products, including condoms, blood bags, and contraceptive pills. One of HLL's contraceptive products is ormeloxifene, branded as Saheli, a non-hormonal non-steroid weekly oral contraceptive.
- d) Chitranjali Film Studio started in 1980s and is owned by Kerala State Film Development Corporation (KSFDC). The studio is in the hilltop of Thiruvallam and is spread in 75 acres. The studio has the second largest soundproof indoor floor in Asia with 15 12,000 sq ft (1,100 m²). The studio has four outdoor film units, film processing labs, dubbing studios, preview theatres etc.
- e) Kinfra Apparel Park (KIAP) provides infrastructure and other related facilities for the garment manufacturing units. This park is operated by KINFRA (Kerala Industrial Infrastructure Development Corporation), a public sector agency in the state. The KIAP is promoted by the Government of India under "Apparel Parks for Exports Scheme".
- f) Kerala Automobiles Limited (KAL) is a public sector automobile manufacturing company that undertakes the manufacturing and marketing various models of Three Wheelers. The company is ISO 9001:2000 certified. Their products include Autorickshaw, pick up Van, Delivery Van, Auto chassis, Hydraulic Tipper etc, and exports the three-wheeler vehicles to Egypt.
- g) English Indian Clays Ltd., a Company incorporated in India, was part of the erstwhile Thapar Group. The Company was incorporated in 1963 in technical & financial collaboration with English China Clays Ltd., U.K, the pioneer and the then world leader in Kaolin processing.

4.3.8 Presence of Premier Institutions:

- a) The ISRO under the Department of Space, Government of India has the VSSC at Thumba and Liquid Propulsion Systems Centre (LPSC) at Valiyamala Nedumangadu in Thiruvananthapuram district.
- b) Vikram Sarabhai Space Centre (VSSC) is the prime centre engaged in design and development of launch vehicles.
- c) The Inertial System Unit (ISU) of the ISRO and the Reinforced Plastic Centre (REPLACE) function from Vattiyoorkavu in the district.

4.3.9 Government of India public sector undertakings like the Hindustan Latex and Sri Chitra Thirunal Institute of Science and Technology are also located in the district.

4.3.10 The Centre for Development of Imaging Technology (C-DIT) is a Total Solution Provider in information technology for the Government of Kerala. C-DIT also functions as the southern regional video software production facility of the National Council for Science and Technology Communication (NCSTC), New Delhi. Web Services, GIS, Video Communication, Animation, Educational Informatics and Optical Image Processing are some exclusive teams that C-DIT

offers.

4.3.11 Growth of IT Sector:

The State Government launched the 'Information Technology Policy 2012' which provided a slew of incentives for setting up IT offices such as industrial status to IT, single window clearance, high FARs of up to 5 for IT buildings and lower power costs. Meanwhile, occupancy costs were ever increasing in other southern cities. This wave of development catalyzed the advent of new business districts in the eastern suburbs of the city such as Technopark which is within 5 kms radius of the Eanchakkal project site. These areas have seen development completions of about 5 mn sq.ft. in the past five years. Prominent corporates such as TCS, Cognizant and Wipro have set up their own campuses along the corridor.

Being one of India's largest IT Parks, it is one of world's greenest Technopolis as well. Technopark came into existence in 1990 at Kerala State Capital. Technopark companies employ more than 70,000 IT professionals. Spread across 766.86 acres of land with 106 lakhs sq.ft built up space (completed) and about 470 companies operational at present.

4.3.12 Growth of Tourism Sector:

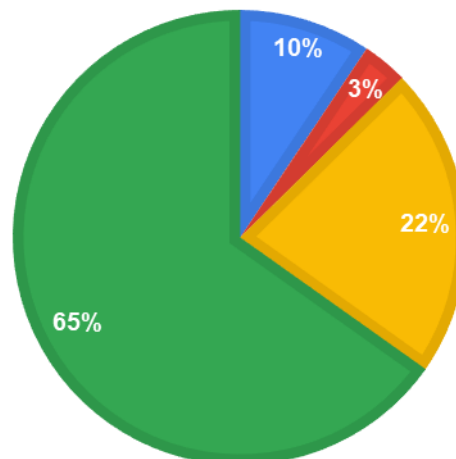
Tourism is one of the major drivers of economic activity in Kerala. Under the state budget 2018-19, US\$ 12.67 million has been assigned for Tourism marketing. In 2021, Thiruvananthapuram district saw nearly 10 thousand foreign tourists. Further, the district witnessed 12.50 lakh domestic tourist arrivals in 2021 with a recovery post pandemic. The district receives over 20% of total tourists arriving in Kerala.

In terms of destination-wise Tourist arrival, Thiruvananthapuram City has witnessed the third highest Domestic Tourist arrival (6.18 Lakh) in 2021. Tourist arrival peaks during the months of December, January and February. Thiruvananthapuram city is the biggest contributor in tourism with over 8.21% of domestic tourists arriving in the city.

Besides offering leisure, adventure and religious tourism, Thiruvananthapuram also serves as a transit point for travelers visiting other tourist destinations such as Alappuzha, Kottayam, Palakkad in Kerala and Tirunelveli and Kanyakumari in Tamilnadu. With the establishment of the IT/ ITeS industry in Thiruvananthapuram, the hospitality sector has also witnessed a surge in the number of business travelers to the city.

Figure 1: Supply of Hotels in Thiruvananthapuram

■ Home stays ■ Guest House ■ Resorts/Villas ■ Budget hotels



Most of four/five-star category hotels are located around railway station, CBD areas and Kovalam beach of Thiruvananthapuram, with presence of popular domestic players like Leela, Taj as well as international brands like Hilton, Grand Hyatt, etc. Hotels located in off-prime areas are mostly three/four-star category hotels.

4.3.13 Thiruvananthapuram's USP:

Thiruvananthapuram is a lucrative market from a Real Estate Development perspective with below factors fuelling the increased demand for various real estate asset classes in the city:

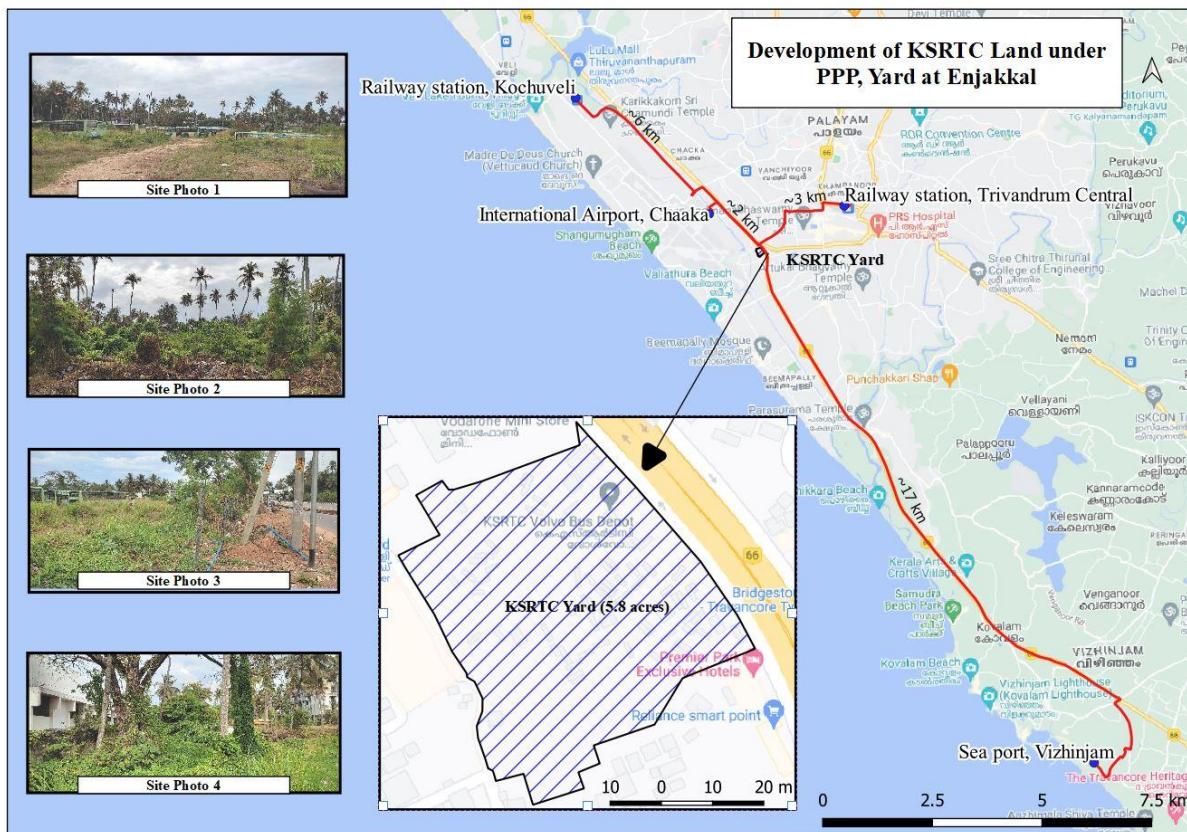
- **Thiruvananthapuram is growing commercially** – *Tourism & international trade is booming in the city*
- **Proliferation of educational institutions and medical facilities** – *Constant flow of populace from other areas of Kerala and other neighbouring states – increasing urban populace in the city*
- **Increasing Youth Population** – *Thiruvananthapuram is amongst the largest hub for educational institutes in Kerala and provides a vibrant environment for students as compared to other cities in Kerala*
- **Tourists in Thiruvananthapuram as compared to Kerala** – *Thiruvananthapuram district holds second position in both foreign footfall and domestic footfall with (3.1 lakhs) and (30.38 lakhs) of tourists annually. Tourists stay for 1.5 days in hotels in Thiruvananthapuram unlike Kerala*
- **Connectivity** – *Widely connected with road, rail, air and seaport*
- **Improved urban infrastructure giving impetus to economic growth** – *amongst the largest Green Information Technology parks of India*
- **Increased want of 'Entertainment' and rising disposable incomes** – *modernizing at great speed and have above average rates of urbanisation, prompting an evolution in all core real estate asset classes (Commercial, Retail, Residential and Hospitality development).*

4.4 Overview of Project Site

4.4.1 Location:

The project site is a single land parcel clearly earmarked with a boundary wall free from encumbrances, extending to an area of 5.80-acres. The land parcel is located adjacent to the service lane of National Highway 66 (Panvel to Kanyakumari) at Eanchakkal, Thiruvananthapuram, Kerala. Eanchakkal is situated in the central part of Thiruvananthapuram city and is a major industrial and residential region in the city.

Figure 2: Eanchakkal Project Site location



4.4.2 Transportation and Connectivity:

In the past few years, Eanchakkal and its adjacent areas have witnessed massive commercial development as a result of huge investments made by the state government and private companies along the New Bypass road, which connects the International Airport and Techno Park. The NH-bypass also provides excellent connectivity to the Eanchakkal region. Below are project site's linkages to major hubs in the city.

Table 1: Project Site linkages with major hubs in the city

Major Hubs	Distance from Project Site
• NH-66 (Panvel Kanyakumari Highway)	Adjacent
• Thiruvananthapuram International Airport, Chaaka	2 Kms (7 min)
• Thiruvananthapuram Central railway station	3 Kms (10 min)
• Kochuveli railway station	6 Kms (15 mins)
• Thiruvananthapuram Bus Station (KSRTC & Local buses), Thampanoor	5 km (15 min)
• Secretariat	5 km (15 min)

Major Hubs	Distance from Project Site
• Kovalam Beach	14 km (22 min)
• Vizhinjam Sea Port	17 km (25 min)

Source: Google Maps and interactions with local populace

Table 2: General Details of the Project Site

Details	Description
• Location	Eanchakkal
• Geographical-Coordinates of the land	8° 28' 41.736" Latitude & 76° 56' 3.876" Longitude
• District	Thiruvananthapuram
• Ownership	Kerala State Road Transport Corporation (KSRTC)
• Status of Land/Existing building	Vacant land with boundary wall
• Area	5.80 Acre
• Width of the road abutting the project site (m)	~15 metres
• Topography of Land	Flat Land
• Access Road Availability and Width	NH 66 (Four-lane with Service lanes on either sides)
• Proximity to other transport modes (Rail, River, Port, Inland water, Sea)	Railway station- 3km Airport-2km Sea port-17km

4.5 Project Site – Key Strengths and Opportunities

4.5.1 STRENGTHS

- The Project Site is very close to the Airport. The NH-is adjacent to the site also provides excellent connectivity to the Project Site.
- The land parcel is directly accessible by 4 lane National Highway. Hence, the proposed development can be designed to maximize visual connectivity from the ample frontage (~15 metres) to National Highway.
- The tropical climate remains in the thermal comfort range for a large part of the year. Passive design strategies like building orientation, natural ventilation and solar control shall enable achieving thermal comfort indoors and outdoors with a significantly lower energy consumption than conventional commercial projects.

4.5.2 OPPORTUNITIES

- The area around the Project Site (i.e., Eanchakkal) has witnessed good commercial development following the development of the National Highway and all other major administrative offices headquartered as being a state capital.
- Eanchakkal project site is easily accessible from Techno Park of Thiruvananthapuram which has emerged as a prominent IT corridor having witnessed a supply of about 5 mn sq.ft. of office space in the last five years employing nearly 70 thousand people. The pace of real estate development along this corridor is quite impressive. Techno Park has been a primary driver of real estate development in the micro market. Prominent corporates such as TCS, and Infosys have set up their own campuses along the corridor.. Hence, the Project Site is location in the growth direction of the city.

5 Annexures

5.1 Annexure-1: Letter comprising application for EOI

[To be printed on the Applicant's letterhead and signed by its Authorized signatory]

DD/MM/YYYY

To,

Chief Executive Officer,
KIIFCON Private Limited,
7th Floor, Felicity Square, Thiruvananthapuram, Kerala-695001
Email: kiifcon@kiifb.org

Sub.: Submission towards Expression of Interest ("EOI") for Inter State Bus Terminal (ISBT)-cum-Commercial Development Project on 5.80-acre land parcel near National Highway 66 (Panvel to Kanyakumari) at Eanchakkal, Thiruvananthapuram, Kerala on Design, Build, Finance, Operate and Transfer (DBFOT) Basis

EOI Ref.: [●]

Dear Sir,

1. Having examined the EOI, the receipt of which is hereby duly acknowledged, I/We offer to submit the EOI for the Project.
2. I/We agree and understand that this EOI is non-binding and non-committal. KSRTC or its directors, employees, associates, affiliates or its agents shall not be liable to me/us for any liability arising directly or indirectly from our participation in the EOI Process.
3. I/We further agree, understand and fully comprehend that KSRTC may in its absolute and exclusive discretion at any time change, alter, replace, remove and/or cancel any or all part of this EOI or the Project. KSRTC may also abandon, call-off, alter, replace, revise the Project. Furthermore, KSRTC is under no obligation or compulsion in any manner whatsoever to release or publish the RFP, it may also change or replace or cancel any or all part of the bidding process.
4. We submit hereto my/our EOI as per the requirements and details specified in the EOI Document. I/We confirm that the information contained in these submissions or any part thereof, including the annexures, and other documents and instruments delivered or to be delivered to KSRTC, are true, accurate, verifiable and complete. These submissions include all information necessary to ensure that the statements therein do not in whole or in part mislead KSRTC in its EOI Process.
5. I/We fully understand and agree to comply that on verification, if any of the information provided here is found to be misleading the EOI Process, I/we are liable to be disqualified from the EOI Process, if selected to do so.
6. I/We agree for unconditional acceptance of all the terms and conditions set out in the EOI Document and also agree to abide by this EOI for a period of 180 days from the date of submission.

7. We agree that you are not bound to accept any EOI you may receive. I/We also agree that you reserve the right in absolute sense to reject all or any of the EOI received as per the EOI Document.
8. It is hereby confirmed that I/We am/are entitled to act on behalf of my/our firm and empowered to submit this document as well as such other documents, which may be required in this connection.

Yours faithfully,

Signature of Authorized Signatory (with official stamp)

Name: [•]

Designation: [•]

Company Name: [•]

Address: [•]

Telephone & Fax: [•]

E-mail address: [•]

5.2 Annexure-2: Details of Applicant

[To be printed on the Applicant's letterhead and signed by its Authorized signatory]

1. Details:
 - (a) Name of Applicant:
 - (b) Type of firm (Private Company / Public Limited / Partnership)
 - (b) Country of incorporation:
 - (c) Address of the corporate headquarters and its branch office(s), if any, in India:
 - (d) Date of incorporation and/ or commencement of business:

2. Brief description of the Company including details of its main lines of business and proposed role and responsibilities in this Project:

3. Particulars of the Authorised Signatory of the Applicant:
 - (a) Name:
 - (b) Designation:
 - (c) Address:
 - (d) Phone Number:
 - (e) Fax Number:
 - (f) Email Address:

4. Is the Applicant interested in participating in the Project as a single bidder or a consortium?
 - a. If the Applicant would prefer participating in a consortium, what role would the Applicant be performing (Lead member, Technical Member, Financial Member, Operations & Maintenance Member, any other Member)

Yours faithfully,

Signature of Authorized Signatory (with official stamp)

Name: [•]

Designation: [•]

Address: [•]

Telephone & Fax: [•]

E-mail address: [•]

5.3 Annexure-3: Technical Capacity of Applicant (Details of Relevant Projects)

[To be printed on each Applicant's letterhead and signed by Authorized signatory]

Item	Particulars of the Project
Project Name / Title	
Project Location (Country and location within country)	
Nature of the Project [Inter State Bus Terminal (ISBT) Building or Commercial Office Building/Complex or Shopping Mall or Retail Complex or Business Centre or Hotel or any other real estate project (kindly specify).]	
Built-up area	
Project cost (excluding land cost)	
Project Start Date	
Project Completion Date	
Whether PPP project or not ?	
If project was developed through a special purpose company / vehicle, please indicate the equity shareholding	
Narrative description of project with details of infrastructure and facilities developed (square feet of built up etc.), development period, current status etc.	
Role of applicant in the overall development and names of major associated partner firms, if any, with description of their roles	

Firms Name:

Authorized Signatory:

Instructions:

- (1) Applicants are expected to provide information in respect of each Relevant Projects in this Annexure. A separate sheet should be filled for each Relevant Project.*
- (2) Applicants may also submit in addition, capabilities statement and project brochures for relevant projects undertaken in the last ten years preceding the EOI Due Date.*
- (3) In case of projects implemented out of India, a conversion rate of INR 80 (Eighty) shall be taken as the applicable currency conversion rate. In case of any other currency the same shall first be converted to USD as on the date 60 (Sixty) days prior to the EOI Due Date and the amount so derived in USD shall be converted into INR at the aforesaid rate. The conversion rate of such currency shall be the daily representative exchange rates published by the IMF for the relevant date.*

5.4 Annexure-4: Financial Capacity of Applicant

[To be printed on each company's letterhead and signed by Authorized signatory]

1. Applicants shall provide its net worth for the last four years.

In case of Consortium, the Net Worth of only "Lead member" shall be considered.

Sr. No.	Financial Year	Net Worth of the firm* (INR)
1	2022-23	
2	2021-22	
3	2020-21	
4	2019-20	

Firms Name:

Authorized Signatory:

Instructions:

- (1) Net Worth shall mean (Paid-up Equity + Reserves) less (Revaluation reserves + miscellaneous expenditure not written off + reserves not available for distribution to equity shareholders).
- (2) Applicants are required to provide audited financial statement or a certificate from the statutory auditor certifying the above Net worth.

5.5 Annexure-5: Comments and Suggestions for the Proposed Project

[To be printed on the Applicant's letterhead and signed by its Authorized signatory]

DD/MM/YYYY

To,

Chief Executive Officer,
KIIFCON Private Limited,
7th Floor, Felicity Square, Thiruvananthapuram, Kerala-695001
Email: kiifcon@kiifb.org

Sub.: Submission towards Expression of Interest (“EOI”) for Inter State Bus Terminal (ISBT)-cum-Commercial Development Project on 5.80-acre land parcel near National Highway 66 (Panvel to Kanyakumari) at Eanchakkal, Thiruvananthapuram, Kerala on Design, Build, Finance, Operate and Transfer (DBFOT) Basis.

EOI Ref.: [•]

Dear Sir,

Having examined the EOI, we have prepared a note which is attached herewith. The note is prepared in good faith, after understanding the EOI document and requirements of KSRTC. Further below are the key highlights of our Note:

S. No.	Particulars	Response
(a)	Tentative Investment Proposed (in INR Cr)	_____ INR Cr
(b)	Preferred Concession Period	_____ Years
(c)	Support & facilitation required from KSRTC by the applicant	a) b)
(d)	Comments and suggestions Obligations of Concessionaire mentioned in section 2.3	a) b)
(e)	Comments and suggestions on the PPP Structure (Payment Mechanism, etc) as mentioned in section 2.3	a) b)
(f)	Strategy for development of the Project including mix of asset class (proposed project components) Describe in (250 words)	

Yours faithfully,

Signature of Authorized Signatory (with official stamp)

Name: [•]

Designation: [•]

Address: [•]

Telephone & Fax: [•]

E-mail address: [•]

5.6 Annexure-6: Declaration of no blacklisting

[To be printed on each Applicant's letterhead and signed by its Authorized signatory]

DD/MM/YYYY

To,

Chief Executive Officer,
KIIFCON Private Limited,
7th Floor, Felicity Square, Thiruvananthapuram, Kerala-695001
Email: kiifcon@kiifb.org

Sub.: Submission towards Expression of Interest (“EOI”) for Inter State Bus Terminal (ISBT)-cum-Commercial Development Project on 5.80-acre land parcel near National Highway 66 (Panvel to Kanyakumari) at Eanchakkal, Thiruvananthapuram, Kerala on Design, Build, Finance, Operate and Transfer (DBFOT) Basis.

EOI Ref.: [•]

Dear Sir,

In response to the above referred EOI for “**Inter State Bus Terminal (ISBT)-cum-Commercial Development Project on 5.80-acre land parcel near National Highway 66 (Panvel to Kanyakumari) at Eanchakkal, Thiruvananthapuram, Kerala on Design, Build, Finance, Operate and Transfer (DBFOT) Basis**”, as an owner/ partner/ Director of [•], I/ We hereby declare that presently our firm [•] is having unblemished record and is not declared ineligible for corrupt and fraudulent practices either indefinitely or for a particular period of time by any State/ Central Government/ PSU.

We further declare that presently our Firm (name of the Firm) is not blacklisted by any State/ Central Government/ PSU on the date of Application Submission.

If this declaration is found to be incorrect, then without prejudice to any other action my/our application may be rejected and KSRTC may take any other action that may deem fit to it.

Yours faithfully,

Signature of Authorized Signatory (with official stamp)

Name: [•]

Designation: [•]

Address: [•]

Telephone & Fax: [•]

E-mail address: [•]

5.7 Annexure-7: Power of Attorney

[To be printed on Non-Judicial Stamp Paper of Rs. 500/- and duly attested by notary public]

EOI Ref.: [●]

Know all men by these presents, We..... (name of the firm and address of the registered office) do hereby irrevocably constitute, nominate, appoint and authorise Mr/ Ms (name), son/daughter/wife of and presently residing at, who is presently employed with us/ the Lead Member of our Consortium and holding the position of , as our true and lawful attorney (hereinafter referred to as the "Attorney") to do in our name and on our behalf, all such acts, deeds and things as are necessary or required in connection with or incidental to submission of our EOI Application for **Inter State Bus Terminal (ISBT)-cum-Commercial Development Project on 5.80-acre land parcel near National Highway 66 (Panvel to Kanyakumari) at Eanchakkal, Thiruvananthapuram, Kerala on Design, Build, Finance, Operate and Transfer (DBFOT) Basis** including but not limited to signing and submission of all EOI Application and other documents and writings, participate in Pre-EOI and other conferences and providing information/ responses to KSRTC, representing us in all matters before KSRTC, signing and execution of all contracts and undertakings consequent to acceptance of our EOI Application, and generally dealing with KSRTC in all matters in connection with or relating to or arising out of our EOI Application.

We hereby agree to ratify and confirm all acts, deeds and things lawfully done or caused to be done by our said Attorney pursuant to and in exercise of the powers conferred by this Power of Attorney and that all acts, deeds and things done by our said Attorney in exercise of the powers hereby conferred shall and shall always be deemed to have been done by us.

IN WITNESS WHEREOF WE,, THE ABOVE NAMED PRINCIPAL HAVE EXECUTED THIS POWER OF ATTORNEY ON THIS DAY OF 2023.

For

.....

(Signature, name, designation and address)

Witnesses:

- 1.
- 2.

(Notarised)