

Go Goa!

Grab your chance to break onto
Goa's Tourism Map

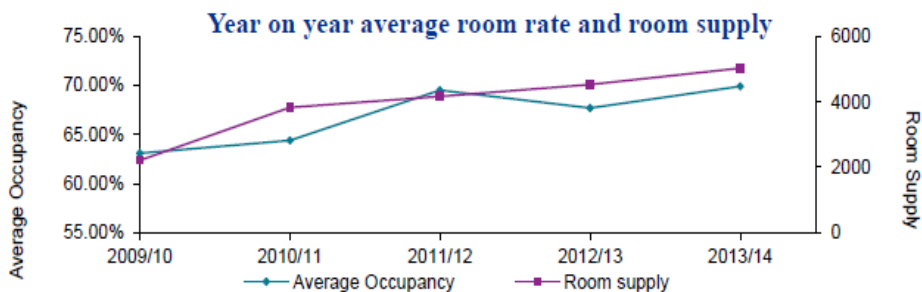


Overview and Background of Goa: The Tourism State

- The smallest state in India spread over 3,702 sq.km with a beautiful coastline, lush forests, hospitable people and a rich culture
- A destination of choice for international (0.68 mn) and domestic tourists (5.65 mn) in 2016¹
- No 6. on the list of top 10 nightlife cities in the world as rated by National Geographic²
- Permanent venue of the International Film Festival of India (IFFI)
- 2016 saw an increase of approx. 19.5%¹ in tourist arrivals due to various marketing initiatives, short break tourists and major events

Hospitality industry in Goa

- Tourism is an important sector for the Goan economy, contributing 12.5% to the local GDP³
- Goa is one of the few destinations in India which has witnessed a consistently rising trend in hotel occupancy for star category hotels. This is despite an increase in the room supply which is illustrated in the graph below



Source: HVS – FHRAI Indian Hotel Industry survey 2013 - 14

Tourism trends in Goa

- Goa with its available leisure and excursion options is becoming a hub for MICE (Meetings Incentives Conferences Events) events for Banks, Pharmaceutical and FMCG companies and a popular Wedding destination for North Indian Hindu weddings
- Goa with a strong hospitality oriented lineage, besides being a relaxing holiday destination also offers leisure and excursion options related to eco-tourism, sun and sand tourism, heritage and culture tourism
- Goa was awarded the prestigious PATWA Award for 'Best Wedding and Honeymoon Destination' at ITB Berlin 2015, best wellness destination at IITM Chennai, Best Eco-Tourism State at IITM Gurgaon and the 'Best Value Destination (India)' by Lonely Planet Magazine – India

Redevelopment of select GTDC properties

Investment opportunity

Government initiatives

- The Government is encouraging private investment in Goa through the Goa Investment Policy and related Act
- The Goa Investment Promotion and Facilitation Board has been created to provide a single window clearance to projects and facilitate investment in Goa
- GTDC has introduced new tourism services such as hot air ballooning, amphibious vehicle tours, Segway tours, horse trails, sea plane services, luxury yacht services etc. to boost tourism in Goa
- Infrastructure investments such as the upcoming Mopa International Airport, conversion of the Konkan railway tracks from single to double lining, development of bridges towards easing travel times across the state and the development of several highways linking Goa to its neighboring states have been made
- The Government is all set to target higher spending tourists by providing visa on arrival facilities to nationals from over 150 countries

About Goa Tourism Development Corporation ('GTDC')

- GTDC was established by the Government of Goa as an autonomous body in 1982 to look after commercial tourism activities of the Government of Goa and develop tourism infrastructure
- GTDC promotes Goa as an International tourism destination by participating in trade shows, travel fairs and tourism travel marts globally
- GTDC operates several tourism hotels⁵ across Goa. They also have several land parcels which are to be utilized for developing tourism infrastructure in Goa
- GTDC is increasing its focus on its core activities and service mission while the non-core activities are carried out via private partners
- GTDC is the Concessing Authority for this transaction

This Transaction

Property

Name of the property	Kesarval Property
Area of plot	<ul style="list-style-type: none"> • Approximately 27,000 sq. meters • The site is located 200 meters off NH17 and is near the Verna Industrial Estate. • The Kesarval spring originates at this site, culminating into the Zuari river downstream
Built up area potential	<ul style="list-style-type: none"> • Settlement Area – Approx. 20,000 sq.m. • Permissible FAR for Settlement Area – 60 • Permissible Ground Coverage for Settlement Area – 40% • Maximum permissible height – 11.5m • Potential built up area of approximately 12,000 – 14,000 sq. m

Concept

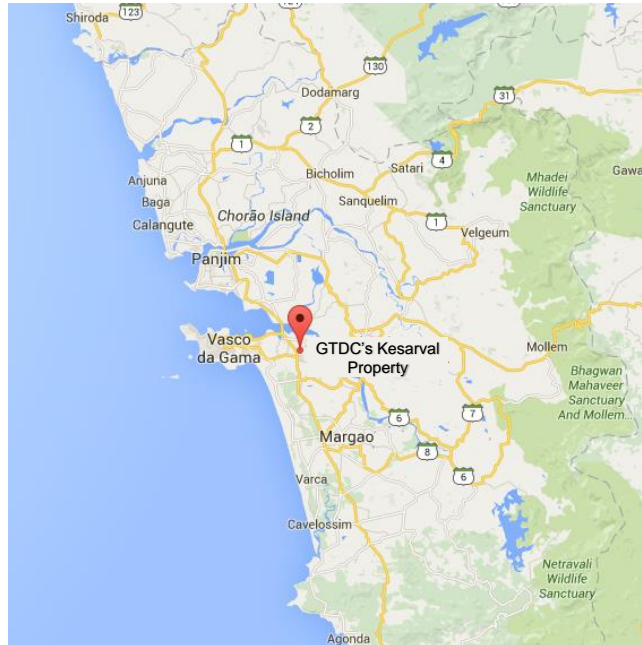
- Proposed concept of 35 room Three star or higher category Business Hotel with Corporate Outbound Facilities.
- The site is located at a distance of approximately 12km from the Dabolim airport and is connected to the capital city via a National Highway
- Corporate outbound facilities which could include any/all of - wellness center, eco huts or similar eco-tourism lodging facilities and facilities related to leadership, team building and other similar activities
- The project includes designing, building, financing, operating and transferring of property on a private investment mode

Redevelopment of select GTDC properties


Investment opportunity

This Transaction

Site location



Distances from important cities/ towns	
Panaji	22 km
Margao	25 km
Dabolim Airport	12 km
Proposed Mopa Airport	58 km

 Location of Property

Web page link for the property on Google Maps

www.google.co.in/maps/place/Kesarval+Spring+Целебный+источник+Кесарвал/@15.3835329,73.9269523,17z/data=!3m1!4b1!4m2!3m1!1s0x3bbfb9fbc45cd1e7:0xac4124b0c397776b?hl=en

Threshold Experience Criteria

Development Experience (Threshold)	Operations Experience (Threshold)
<ul style="list-style-type: none"> Minimum Development Experience of 50 rooms aggregate Three star hotels as classified by the Ministry of Tourism Govt. of India on commencement of operations. <p style="text-align: center;">OR</p> <p>Three star or higher rated category according to Hotelstars Union, AAA Three Diamond or higher according to AAA Diamond Ratings or Recommended or higher rating according to Forbes Travel Guide on commencement of operations.</p> <p style="text-align: center;">OR</p> <p>Hotel projects certified by a registered Architect as meeting the criteria for a B-Category (Medium Class Accommodation) hotel as set out in the Annexure A (Part B) Criteria for Classification of Accommodation, of the Goa, Daman and Diu Registration of Tourist Trade Act, 1982 and Rules 1985 by the Department of Tourism, Govt of Goa</p> <ul style="list-style-type: none"> COD of the relevant projects must be before 31 March 2017 	<ul style="list-style-type: none"> Operate and Manage: <p style="text-align: center;">OR</p> <ul style="list-style-type: none"> Contract with a hotel operator who has been operating: 50 rooms (aggregate) as on 31 March 2017

Redevelopment of select GTDC properties

Investment opportunity

Transaction Process

- The Project will be awarded through international competitive bidding following a single-stage bidding process
- This involves the submission of a Technical and Financial bid through the e-tendering portal of the Government of Goa.
- The technical bid will be opened first and the Applicants who fulfil the requirements as per the provisions of the Request for Proposal ('RFP') will be shortlisted for opening of the financial bid. Once shortlisted the financial bid will be the bidding parameter for this process.
- Interested entities may download the bid document by following the procedure outlines below:
 1. Obtain a Class III Digital certificate from one of the approved vendors
 2. Register on www.tenderwizard.com/GOA by paying the annual registration fee
 3. Login to the site and request for the Bid Documents for the relevant property on the portal from the tenders listed under Goa Tourism Development Corporation
 4. Pay Tender Processing Fee & Cost of Bid Document applicable
 5. On receipt of tender processing fee and cost of bid documents, the Bid documents shall be issued electronically
 6. Upload required documents and submit the tender online.

Important dates for the Tender Process

Process step	Date	Time
Last date for Application of tender document	25 August 2017	1530 Hrs
Pre-Application conference to discuss queries (in Goa)	To be announced	
Final date for tender submission	To be announced	

Contact details

Should you have further questions or are interested to participate in the process, please feel free to contact:

Isha Nadkarni

Senior Consultant, KPMG

Mobile: +91 78 750 35 636

ishanadkarni@kpmg.com

We look forward to welcoming you at Goa!

Disclaimer

No representation or warranty, expressed or implied, is or will be given, neither is nor will any responsibility or liability be accepted by Government of Goa or any of its officers, employees or advisors as to the accuracy or completeness of this document. Any liability for the accuracy or sufficiency thereof, or for any errors, omissions or misstatements, negligent or otherwise, relating thereto is therefore expressly disclaimed.