Go Goa! Grab your chance to break onto Goa's Tourism Map



- 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 (0.5 mn) and domestic tourists (3.5 mn) in 2014¹
- 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)
- 2014 saw an increase of 30%¹ in tourist arrivals due to various marketing initiatives, short break tourists and the exposition of St. Francis Xavier

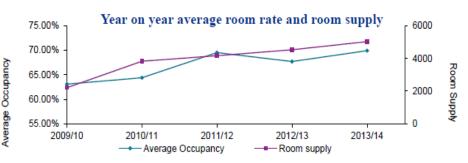
Hospitality industry in Goa

Overview and

State

Background of Goa: The Tourism

- 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

This document is for INFORMATION PURPOSES ONLY. is CONFIDENTIAL and its circulation and use are RESTRICTED. Source 1: http://www.goatourism.gov.in/statistics/225 Source 2: http://travel.nationalgeographic.com/travel/top-10/nightlife-cities/

Redevelopment of select GTDC properties Investment opportunity

Government initiatives	 The Government is encouraging private investment in Goa through the Goa Investment Policy 2014
	 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 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 fares and tourism travel marts globally
	 GTDC operates 13 tourism hotels with 550 rooms and 1,307⁵ beds 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 carries out via private partners
- GTDC is the Concessioning Authority for this transaction

This Transaction

Property

Name of the property	Kesarval Property
Area of plot	 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	Approximately 12,000 – 14,000 sq. meters

Concept

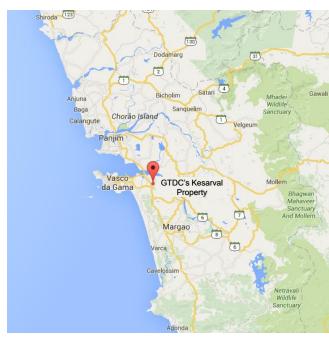
- Proposed concept of 35 room Three star or higher category Business Hotel with Corporate Outbound Facilities.
- The site is located at a distance of approximately 12km from the Dabolim airport and is connected to the capital city via a National Highway
- Corporate outbound facilities which could include 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

<u>www.google.co.in/maps/place/Kesarval+Spring+Целебный+источник+Kecapвaл/@15.</u> 3835329,73.9269523,17z/data=!3m1!4b1!4m2!3m1!1s0x3bbfb9fbc45cd1e7:0xac4124b0 <u>c397776b?hl=en</u>

Threshold Experience Criteria	Development Experience (Threshold)	Operations Experience (Threshold)
	 Minimum Development Experience of 50 rooms aggregate Three star hotels as classified by the Ministry of Tourism Govt. of India on commencement of operations. OR 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. OR 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 COD of the relevant projects must be before 31 December 	 Operate and Manage OR Contract with a hotel operator who has been operating rooms 50 rooms (aggregate) as on 31 December 2015
	2015	

Redevelopment of select GTDC properties Investment opportunity

Transaction Process

- The Project will be awarded through international competitive bidding following a singlestage 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	9 May 2016	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:

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We look forward to welcoming you at Goa!

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