

CIN: U74140WB1981SGC025037

# REQUEST FOR PROPOSAL (RFP)

FOR

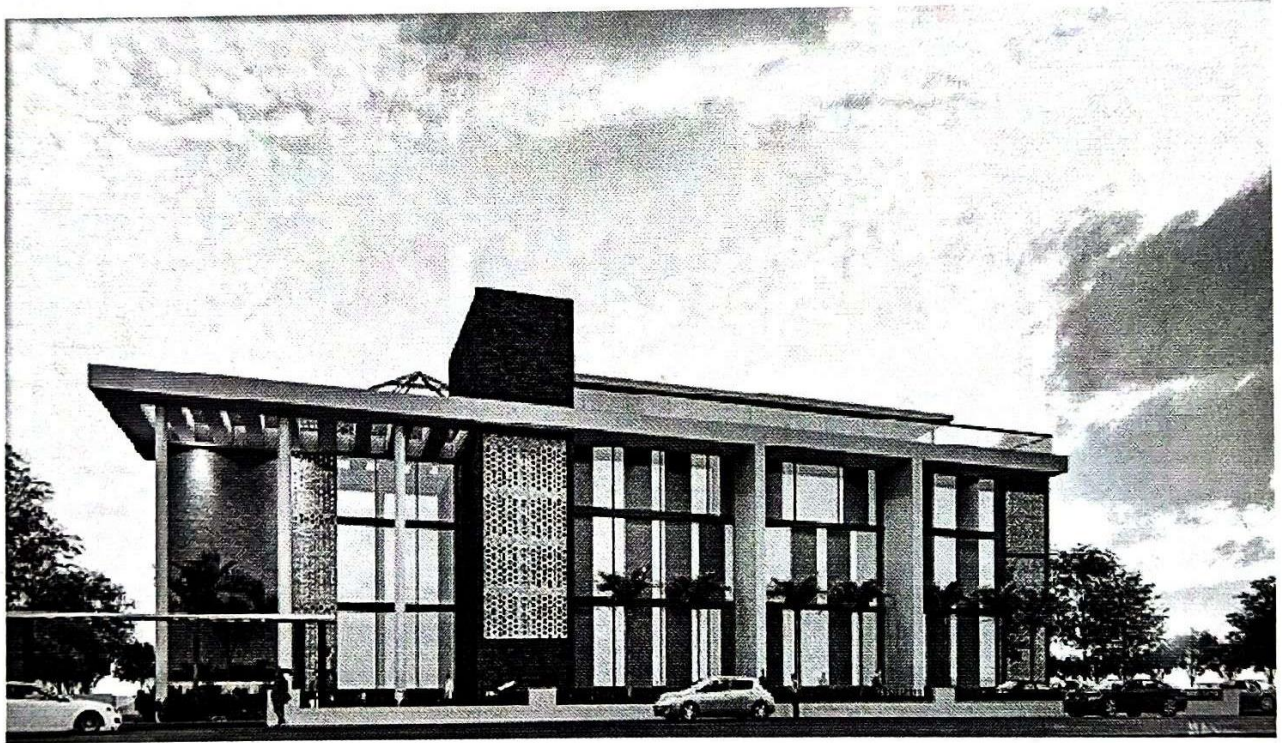
DEVELOPMENT OF MARKETING HUB FOR  
SHGs/ ARTISANS IN DIFFERENT DISTRICTS OF  
WEST BENGAL IN PPP MODE

(1st Call)

Memo No. SB2/0427/2025-26

Dated: 23rd September, 2025

(Santipur-Nadia, Balurghat-Dakshin Dinajpur, and BKB-Birbhum)



The West Bengal Small Industries Development Corporation Limited  
(A Govt. of West Bengal Undertaking)  
Regd. Office: "Shilpa Bhavan," 2<sup>nd</sup> Floor, 31 Black burn Lane, Kolkata-12

## CONTENTS

Notice Inviting RFP.....	5
DISCLAIMER.....	7
1. INTRODUCTION.....	10
1.1. BACKGROUND.....	10
1.2. BRIEF DESCRIPTION OF BIDDING PROCESS.....	13
1.3 SCHEDULE OF BIDDING PROCESS.....	14
2. INSTRUCTIONS TO BIDDERS.....	15
A. GENERAL.....	15
2.1 Scope of Bids.....	15
2.2 Eligibility of Bidders.....	15
2.3 Change in composition of the Consortium.....	20
2.4 Number of Bids and costs thereof.....	20
2.5 Site visit and verification of information.....	20
2.6 Acknowledgement by Bidder.....	21
2.7 Right to accept or reject any or all Bids.....	21
2.8 CLARIFICATIONS.....	22
2.9 AMENDMENT/ MODIFICATION OF BIDDING DOCUMENTS.....	23
B. PREPARATION AND SUBMISSION OF BIDS.....	23
2.10 LANGUAGE.....	23
2.11 FORMAT AND SIGNING OF BID.....	23
2.12 SEALING AND MARKING OF BIDS.....	24
2.13 Submission of the Bid.....	25
2.14 BID DUE DATE.....	26
2.15 LATE BIDS.....	26
2.16 CONTENTS OF THE AREA BID.....	26
2.17 MODIFICATIONS/ SUBSTITUTION/ WITHDRAWAL OF BIDS.....	26
2.18 VALIDITY OF BIDS.....	26
2.19 CONFIDENTIALITY.....	26
2.20 CORRESPONDENCE WITH THE BIDDER.....	27
C. BID SECURITY.....	27
2.21 BID SECURITY.....	27
3. EVALUATION OF BIDS.....	28
3.1 TESTS OF RESPONSIVENESS.....	28
3.2 OPENING AND EVALUATION OF BIDS.....	28
3.3 EVALUATION OF TECHNICAL BID.....	29
3.4 TECHNICAL CAPACITY FOR PURPOSES OF EVALUATION.....	29
3.5 FINANCIAL INFORMATION FOR PURPOSES OF EVALUATION.....	29

3.6	QUALIFICATION AND SHORTLISTING OF BIDDERS .....	30
3.7	OPENING AND EVALUATION OF AREA BID.....	30
3.8	SELECTION OF SUCCESSFUL BIDDER.....	31
3.9	CONTACTS DURING BID EVALUATION .....	32
4.0	FRAUD AND CORRUPT PRACTICES .....	32
5.	PRE-BID CONFERENCE .....	34
6.	MISCELLANEOUS.....	34
	APPENDIX I.....	36
	APPENDIX-II .....	46
	Appendix-III.....	48
	Appendix-IV.....	50
	Appendix-V .....	51
	Appendix-VI.....	52
	Appendix-VII.....	53
	Appendix-VIII .....	54

**CONTENTS OF RFP DOCUMENTS**

<b>S. No.</b>	<b>Parts of RFP</b>	
1	VOLUME I (INFORMATION TO BIDDERS)	
2	VOLUME II (DRAFT CONCESSION AGREEMENT)	
3	VOLUME III (SCHEDULES TO DRAFT CONCESSION AGREEMENT)	

**CONTENTS OF VOLUME– I**

- I.** This Volume-I of the RFP documents comprise of the Disclaimer set forth herein below, the contents as specified hereinafter, and will additionally include Addenda issued by **The Managing Director, The WBSIDC Ltd.**, if any:

<b>Information to Bidders</b>	
SECTION 1	INTRODUCTION
SECTION 2	INSTRUCTION TO BIDDERS
SECTION 3	EVALUATION OF BIDS
SECTION 4	FRAUD AND CORRUPT PRACTICES
SECTION 5	PRE-BID CONFERENCE
SECTION 6	MISCELLANEOUS

**Appendices**

- I. Letter comprising the Bid
  - II. Power of Attorney for signing of Bid
  - III. Power of Attorney for Lead Member of Consortium
  - IV. Letter comprising the Area Sharing Bid
  - V. Bank Guarantee for Bid Security
- II.** The Draft Concession Agreement provided in Volume–II and Schedules to Draft Concession Agreement provided in Volume – III, as part of the Bid Documents shall be deemed to be part of this RFP.

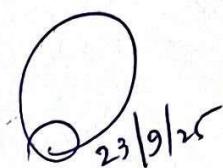
**THE WEST BENGAL SMALL INDUSTRIES DEVELOPMENT CORPORATION LIMITED****NOTICE INVITING REQUEST FOR PROPOSAL (RFP)****Memo No. SB2/0427/2025-26****Dated: 23<sup>rd</sup> September, 2025**

The West Bengal Small Industries Development Corporation Limited (the “WBSIDCL”), invites interested entities to participate in the bidding process for the **DEVELOPMENT OF MARKETING HUB FOR SHGS/ ARTISANS IN DIFFERENT DISTRICTS IN PPP MODE**. The summary of various activities with regard to this invitation of bids is listed in the activity table below:

S. No.	Items	Description
1.	Name of the Project	<b>DEVELOPMENT OF MARKETING HUB FOR SHGS/ ARTISANS IN DIFFERENT DISTRICTS IN PPP MODE</b>
2.	Mode of submission of bids	Hard copy submission
3.	Cost of Bid Document	<b>NIL</b>
4.	Bid Security Amount	<b>Rs.2,00,000 (Rupees Two Lakhs Only)</b> (in form of Demand Draft) <b>Note: To participate in the bidding process, Bidders are required to submit a Bid Security separately for each location they wish to bid on.</b>
5.	Performance Security Amount	1) Land area Up to 0.25 Acres: <b>Rs. 15 Lakh</b> 2) Land area Up to 1.00 Acres above 0.25 Acres: <b>Rs. 25 Lakh</b> 3) Land area above 1.00 Acres: <b>Rs. 40 Lakh</b>  Performance Security Amount shall be deposited in the form of Bank Guaranty (BG) Within 7 working days from the date of issuance of LOA
6.	Bid Document Download & Submission, i.e., Start Date & Time	Start Date: <b>24<sup>th</sup> September, 2025</b> on the portal: <a href="http://www.wbsidcl.in">http://www.wbsidcl.in</a> & <a href="http://www.wbmsme.gov.in">www.wbmsme.gov.in</a> or physically collected from the office of the WBSIDCL, Kolkata..
7.	Last Date for sending Pre-Bid/ RFP Queries	<b>9<sup>th</sup> October, 2025 up to 03:00 P.M. IST</b> by hand to the office of WBSIDCL or through email: <a href="mailto:eo@wbsidcl.in">eo@wbsidcl.in</a>
8.	Date of Pre-Bid Conference	<b>13<sup>th</sup> October, 2025 at 3:00 P.M. IST</b> , at the Conference Hall of MSME&T Department, 7 <sup>th</sup> Floor, Shilpa Sadan or online through Video Conferencing ( <i>details will be provided later on the website</i> )
9.	Date for response to Pre-Bid queries	<b>On or before 13<sup>th</sup> October, 2025</b> on the website: <a href="http://www.wbsidcl.in">www.wbsidcl.in</a> & <a href="http://www.wbmsme.gov.in">www.wbmsme.gov.in</a>
10.	Last date for Bid submission (Bid Due Date)	<b>30<sup>th</sup> October, 2025 up to 04:00 P.M. IST</b>
11.	Date & Time for opening of Technical Bid	<b>31<sup>st</sup> October, 2025 at 03:00 P.M. IST</b> in the office of WBSIDCL, Kolkata.
12.	Date & Time for opening of Area Bid	To be notified subsequently to technically shortlisted Bidders



1. Bidding Document can be seen on and downloaded from the portal: [www.wbsidcl.in](http://www.wbsidcl.in) & [www.wbmsme.gov.in](http://www.wbmsme.gov.in) by the interested parties.
2. The Bidding Process can be postponed or cancelled at any time by the WBSIDCL and no claim shall be entertained on this account.
3. For further details and bidding schedule, visit the portal [www.wbsidcl.in](http://www.wbsidcl.in) & [www.wbmsme.gov.in](http://www.wbmsme.gov.in)
4. WBSIDCL shall in no event accept any conditional Bid from the Bidders.

  
23/9/25  
**Estate Manager, WBSIDCL**

## DISCLAIMER

The information contained in this Request for Proposal (the “**RFP**”) document or subsequently provided to Bidder(s) (the “**Addenda**”), whether verbally or in documentary form or any other form by or on behalf of the WBSIDCL any of their employees or advisors, is provided to Bidder(s) on the terms and conditions set out in this RFP and such other terms and conditions subject to which such information is provided.

This RFP is not an agreement and is neither an offer nor an invitation by the WBSIDCL to the prospective Bidders or any other person. The purpose of this RFP is to provide interested parties with the information that may be useful to them in making their technical and area sharing offers pursuant to this RFP (the “**Bid**”). This RFP includes statements, which reflect various assumptions and assessments arrived at by the WBSIDCL in relation to the Project. Such assumptions, assessments and statements do not purport to contain all the information that each Bidder may require. This RFP may not be appropriate for all the persons, and it is not possible for the WBSIDCL its employees or advisors to consider the investment objectives, financial situation and particular needs of each party who reads or uses this RFP. The assumptions, assessments, statements and information contained in this RFP, may not be complete, accurate, adequate or correct. Each Bidder should, therefore, conduct its own investigations and analysis and should check the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments, statements and information contained in this RFP and obtain independent advice from appropriate sources.

Information provided in this RFP to the Bidder(s) is on a wide range of matters, some of which depends upon interpretation of law. The information given is not an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. The WBSIDCL accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on law expressed herein.

The WBSIDCL, its employees and advisors make no representation or warranty and shall have no liability to any person, including any Bidder under any law, statute, rules or regulations or tort, principles of restitution or unjust enrichment or otherwise for any loss, damages, cost or expense which may arise from or be incurred or suffered on account of anything contained in this RFP or otherwise, including the accuracy, adequacy, correctness, completeness or reliability of this RFP and any assessment, assumption, statement or information contained therein or deemed to form part of this RFP or arising in any way in this Bid stage.

The WBSIDCL also accepts no liability of any nature whether resulting from negligence or otherwise howsoever caused arising from reliance of any Bidder upon the statements contained in this RFP.

The WBSIDCL may in its absolute discretion, but without being under any obligation to do so, update, amend or supplement the information, assessment or assumptions contained in this RFP.

The issue of this RFP does not imply that the WBSIDCL is bound to select a Bidder or to appoint the Successful Bidder or Developer, as the case may be, for the Project and the WBSIDCL reserves the right to reject all or any of the Bidders or Bids without assigning any reason whatsoever.

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



**VOLUME I – INFORMATION TO BIDDERS**

## 1. INTRODUCTION

### 1.1. BACKGROUND

- 1.1.1. The Government of West Bengal, through its Panchayat and Rural Development departments, has launched an initiative called "MARKETING HUB FOR SHGs / ARTISANS" in PPP mode to address the marketing related challenges of SHG / ARTISANS products as well as Artisans in West Bengal. This initiative aims to promote handcrafted products made by women members of Self Help Groups (SHGs / Artisans across the state. The "MARKETING HUB FOR SHGs / ARTISANS" initiative has established a multi-storied shopping outlet in different districts of West Bengal with permanent shops to showcase traditional products from each district, all made by women SHG / Artisans members. The uniqueness of the marketing hub is that the women from rural and remote areas run the stalls themselves, gaining exposure to larger markets and professional retail experience. The primary goal of "MARKETING HUB FOR SHGs / ARTISANS" is to create a permanent marketing hub for rural individuals to sell their products and receive fair prices, ultimately helping them overcome poverty. This initiative is a significant step towards empowering women and promoting the rural handicrafts of West Bengal in urban markets.
- 1.1.2. The West Bengal Small Industries Development Corporation Limited (WBSIDCL), acting as the Nodal Agency on behalf of the Department of MSME&T, Government of West Bengal, invites Expressions of Interest (RFP) from reputed private developers/partners to develop SHG / ARTISANS Marketing Hubs across **23 districts** of West Bengal under the Public-Private Partnership (PPP) framework. The primary objective of the project is to create permanent marketing spaces for Self-Help Groups (SHGs / ARTISANS) in each district, enhancing their market accessibility, income generation opportunities, and product visibility.
- 1.1.3. The proposed site of the Projects is situated across districts of West Bengal, the identified land parcels are categorized in three (3) categories viz. **Category-I (Land Size upto 0.25 acre), Category-II (Land Size 0.25 to 1.0 acre) and Category-III (Land Size above 1.00 acre)** specific details of land locations and size has been attached herewith.
- 1.1.4. WBSIDCL seek bids through the present RFP from interested and eligible entities (the “**Bidder**” which expression shall, unless repugnant to the context, include the Members of the Consortium also) for selection of a private player to whom the Project may be awarded through an open competitive bidding process in accordance with the procedure set out herein(the “**Selected Bidder**”) and who shall thereafter undertake the Project in accordance with the terms of this RFP including the Agreement to be executed with the Authority.
- 1.1.5. The Selected Bidder shall be responsible for designing, development, engineering, financing, procurement, construction, operation and maintenance of the Project under and in accordance with the provisions of the agreement (the “**Concession Agreement**”) to be entered into between the Concessionaire and the Authority in the form provided by WBSIDCL as part of the Bidding Documents pursuant hereto.
- 1.1.6. The Concession Agreement sets forth the detailed terms and conditions for the grant of concession to the Concessionaire, including the scope of the Concessionaire’s services and obligations (the “**Concession**”).
- 1.1.7. The Concessionaire shall be solely responsible and liable for bringing in requisite funds from  
*The WBSIDCL Ltd.*

time to time towards financing the Project and achieving Financial Closure.

- 1.1.8. The broad scope of work of the Concessionaire includes planning, designing, development, engineering, financing, procurement, construction, operation, and maintenance of SHG / ARTISANS Marketing Hubs as per applicable development norms and building bye laws of respective panchayet/ municipality or local authority along with development of any additional value-added services (optional) with prior approval of the Authority. In return, the Concessionaire shall be entitled demand, levy, collect, enforce, retain and appropriate revenues such as rentals from commercial complex, advertisement, service charges from the commercial complex, at the rates solely determined by the Concessionaire, in accordance with the provisions of the Concession Agreement and the Schedules thereof. At the end of the Concession Period, the Concessionaire shall transfer the Project Site and the Project developed thereon with all the fixtures, furniture and assets permanently attached to it back to the WBSIDCL or its nominated agency, vacant and free of all encumbrances, without any obligation of the Authority to make any payment in respect thereof.

**Brief overview of the Project: -**

**All the selected lands to be allotted for a long-term lease of 99 years to the selected bidder and the selected bidder shall design and develop the complex as per the attached model elevation or as per their own plan utilizing maximum FAR as per applicable Building Bye Laws as an example and the complex should have the following common facilities in which Govt. would have proportionate share: -**

- a) Parking Space**
- b) Provision of Lift (Goods & Passengers both)**
- c) DG Set & CCTV**
- d) Fire fighting system**
- e) Office & Meeting Space for SHGs**
- f) Exhibition and training Area**
- g) Common Toilet Blocks (Ladies & Gents)**

General Specification for the building is attached under Annexure-I

- 1.1.9. In consideration of the rights, privileges and interest granted by the Authority to the Concessionaire in terms of the Bidding Documents particularly the Concession Agreement, the Concessionaire shall handover to the Authority the agreed area, Minimum quantum of Built-up Space, as would be given to WBSIDCL by the Private Partner in respect of each land will be intimated before the date of Pre-Bid Conference. Land Schedule of the proposed locations is attached under Annexure-VII.

- 1.1.10. The statements and explanations contained in this RFP are intended to provide understanding to the Bidders about the subject matter of this RFP and should not be construed or interpreted as limiting in any way or manner the scope of services and obligations of the Developer/Concessionaire set forth in the Agreement or the Authority's rights to amend, alter, change, supplement or clarify the scope of work, the Concession to be awarded pursuant to this RFP or the terms thereof or modify this RFP and the Agreement prior to Bid Due Date. Consequently, any omissions, conflicts or contradictions in the Bidding Documents including this RFP are to be noted, interpreted and applied appropriately to give effect to this intent, and no claims on that account shall be entertained by the Authority.
- 1.1.11. WBSIDCL shall receive Bids pursuant to this RFP in accordance with the terms set forth in this RFP and other documents to be provided by WBSIDCL pursuant to this RFP, as modified, altered, amended and clarified from time to time by WBSIDCL (collectively the "**Bidding Documents**"), and all Bids shall be prepared and submitted in accordance with such terms on or before the date specified in Clause 1.3 of the RFP for submission of Bid (the "**Bid Due Date**").

## 1.2. BRIEF DESCRIPTION OF BIDDING PROCESS

- 1.2.1 WBSIDCL has adopted single stage two-step open competitive bidding process (referred to as the “**Bidding Process**”) for selection of the Bidder for award of the Project. The Bidding Process shall be carried out in accordance with procedure set out in this RFP document. All Bidders shall submit their respective Technical Bid and Area Sharing Bid against this RFP document in a single stage. The first step of the process involves qualification of interested Parties/ Consortia on the basis of the Technical Bid submitted by the Bidders in accordance with the provisions of this RFP document; at the end of the first step, the WBSIDCL shall shortlist pre-qualified Bidders (the “**Qualification Phase**”). In the second step of the process, Area Sharing Bid of only these shortlisted pre-qualified Bidders shall be opened and evaluated for identification of the Selected Bidder (the “**Area Bid Phase**”).
- 1.2.2 The Bid shall be valid for a period of not less than 180 (One Hundred and eighty) days from the Bid Due Date as specified in Clause 1.3.
- 1.2.3 The Bidding Documents include the Concession Agreement and its Schedules for the Project. The aforesaid documents and any addenda issued subsequent to this RFP Document, or modified RFP documents but before the Bid Due Date, will be deemed to form part of the Bidding Documents.
- 1.2.4 This RFP document has been made available on the website i.e. [www.wbsidcl.in](http://www.wbsidcl.in) & [www.wbmsme.gov.in](http://www.wbmsme.gov.in) and can also be purchased directly from the office of WBSIDCL.
- 1.2.5 In the Qualification Phase, Bidders would be required to furnish all the information as specified in this RFP and other documents to be provided by WBSIDCL. Only those Bidders that are pre-qualified and short-listed by WBSIDCL shall be eligible for the Financial Bid Phase.
- 1.2.6 In the Area Sharing Bid Phase, the area offer (the “**Area Bid**”) submitted by the qualified Bidders will be evaluated. The Area Bid shall be submitted by the Bidder as hard copy (Appendix-V) .
- 1.2.7 A Bidder is required to deposit, along with its Bid, a bid security of **Rs.2,00,000/- (Rupees Two Lakhs Only)** (the “**Bid Security**”), refundable not later than 120 (One Hundred and Twenty) days from the Bid Due Date, except in the case of the Selected Bidder whose Bid Security shall be retained till it has provided a Performance Security under the Concession Agreement. The Bidders will have an option to provide Bid Security in the form of a Demand Draft or a Bank Guarantee acceptable to the WBSIDCL. The validity of Bid Security may be extended as may be mutually agreed between the WBSIDCL and the Bidder from time to time. Where Bid Security is being furnished by way of Demand Draft, its validity shall not be less than 90 (ninety) days from the Bid Due Date, for the purposes of encashment by WBSIDCL. The Bid shall be summarily rejected if it is not accompanied by the Bid Security.
- 1.2.8 Bids are invited for the Project on the basis of Area Sharing to the Authority for award of the Concession (the “**Shared Area**”).
- 1.2.9 The **highest aggregated area in ground, first, and upper floors combined** shall constitute the sole criteria for evaluation of Area Bids. In this RFP, the term “**Highest Bidder**” shall mean the Bidder who is offering **the highest aggregated area in ground, first, and upper floors combined** to the WBSIDCL.



- 1.2.10 Generally, the Highest Bidder shall be the Selected Bidder. The remaining Bidders shall be kept in reserve and may, in accordance with the process specified in Clause 3 of this RFP, be invited to match the Bid submitted by the Highest Bidder in case such Highest Bidder withdraws or is not Selected for any reason. In the event that none of the other Bidders match the Bid of the Highest Bidder, WBSIDCL, in its discretion & in consultation with the Authority may annul the Bidding Process or invite fresh Bids through Re-bidding of the Project, as the case may be.
- 1.2.11 Any queries or request for additional information concerning this RFP shall be submitted in writing to the address of WBSIDCL, or/and by e-mail on [coi@wbsidcl.in](mailto:coi@wbsidcl.in), addressed to the **Managing Director, The WBSIDC Ltd.** The email subject line and envelopes/ communication shall clearly bear the following identification/ title:

**“Queries/ Request for Additional Information: RFP for Development of SHG / ARTISANS Marketing Hubs on PPP mode”**

### 1.3 SCHEDULE OF BIDDING PROCESS

The Authority and/or WBSIDCL shall endeavor to adhere to the following schedule:

Event Description	Date
Availability of RFP	Start Date: <b>24<sup>th</sup> September, 2025 from 10:00 A.M. IST</b> on the portal: <a href="http://www.wbsidcl.in">http:// www.wbsidcl.in</a> & <a href="http://www.wbmsme.gov.in">www.wbmsme.gov.in</a>
Last date for receiving queries	<b>9<sup>th</sup> October, 2025 up to 03:00 P.M. IST</b> by hand to the office of WBSIDCL or through email : <a href="mailto:coi@wbsidcl.in">coi@wbsidcl.in</a>
Pre – Bid meeting/ conference	<b>13<sup>th</sup> October, 2025 at 3:00 P.M. IST</b> , at the Conference Hall of MSME&T Department, 7 <sup>th</sup> Floor, Shilpa Sadan or online through Video Conferencing ( <i>details will be provided later on the website</i> )
Date for response to Pre-Bid queries	<b>On or before 13<sup>th</sup> October, 2025</b> on the website: <a href="http://www.wbsidcl.in">www.wbsidcl.in</a> & <a href="http://www.wbmsme.gov.in">www.wbmsme.gov.in</a>
Bid Due Date	<b>30<sup>th</sup> October, 2025 up to 04:00 P.M. IST</b>
Date & Time of opening of Technical Bids	<b>31<sup>st</sup> October, 2025 at 03:00 P.M. IST</b> in the office of WBSIDCL, Kolkata.
Date & Time of opening of Financial Bids	To be notified subsequently to technically shortlisted Bidders.
Notice of Award (LOA)	To be notified separately
Validity of Bids	180 days of Bid Due Date
Submission of Performance Security	1) Land area Up to 0.25 Acres: <b>Rs. 15 Lakh</b> 2) Land area Up to 1.00 Acres above 0.25 Acres: <b>Rs. 25 Lakh</b> 3) Land area above 1.00 Acres: <b>Rs. 40 Lakh</b>  Performance Security Amount shall be deposited in the form of Bank Guaranty (BG) Within 7 working days from the date of issuance of LOA
Signing of Agreement	Within 15 working days of date of LOA

## 2. INSTRUCTIONS TO BIDDERS

### A. GENERAL

#### 2.1 SCOPE OF BIDS

- 2.1.1 WBSIDCL intends to receive Bids to pre-qualify and short-list suitable Bidders, whose Bids shall be eligible for opening in the Financial Bid Phase and selection of the preferred Bidder/ Selected Bidder pursuant thereto.

#### 2.2 ELIGIBILITY OF BIDDERS

- 2.2.1 For determining the eligibility of Bidders for their pre-qualification hereunder, the following shall apply:

- (i) The Bidder may be a single entity or a group of entities (the “**Consortium**”), joining together to implement the Projects. However, no Bidder applying individually or as a member of a Consortium, as the case may be, can be member of another Bidder. The term Bidder used herein would apply to both a single entity and the Consortium.
- (ii) A Bidder may be a private entity, partnership firm, company or any combination of them with a formal intent to enter into an agreement or under an existing agreement to form a Consortium. A Consortium shall be eligible for consideration subject to the conditions set out in Clause 2.2.5 herein below.
- (iii) Any Bidder from a country is not eligible to apply.
- (iv) A Bidder shall not have a conflict of interest (the “**Conflict of Interest**”) that affects the Bidding Process. Any Bidder found to have a Conflict of Interest shall be disqualified. A Bidder shall be deemed to have a Conflict of Interest affecting the Bidding Process, if:
  - (a) the Bidder or its Member and any other Bidder or its Member have common controlling shareholders or other ownership interest; provided that this disqualification shall not apply in cases where the direct or indirect shareholding of a Bidder or its Member (or any shareholder thereof having a shareholding of more than 25% (twenty five per cent) of the paid up and subscribed share capital of such Bidder or Member, (as the case may be) in the other Bidder or its Member is less than 25% (twenty five per cent) of the subscribed and paid up equity share capital thereof; provided further that this disqualification shall not apply to any ownership by a bank, insurance company, pension fund or a public financial institution referred to in section 2(72) of the Companies Act, 2013. For the purposes of this Clause 2.2.1(a) indirect shareholding held through one or more intermediate persons shall be computed as follows: (aa) where any intermediary is controlled by a person through management control or otherwise, the entire shareholding held by such controlled intermediary in any other person (the “**Subject Person**”) shall be taken into account for computing the shareholding of such controlling person in the Subject Person; and (bb) subject always to sub-clause (aa) above, where a person does not exercise control over an intermediary, which has share holding in the Subject Person, the computation

- of indirect shareholding of such person in the Subject Person shall be undertaken on a proportionate basis; provided, however, that no such shareholding shall be reckoned under this sub-clause (bb) if the shareholding of such person in the intermediary is less than 26% (twenty six per cent) of the subscribed and paid up equity shareholding of such intermediary; or
- (b) a constituent of such Bidder is also a constituent of another Bidder; or
  - (c) such Bidder, or its Member receives or has received any direct or indirect subsidy, grant, concessional loan or subordinated debt from any other Bidder or its Member or has provided any such subsidy, grant, concessional loan or subordinated debt to any other Bidder or its Member; or
  - (d) such Bidder has the same legal representative for purposes of this Bid as any other Bidder; or
  - (e) such Bidder or any of its Member has a relationship with another Bidder or its Member, directly or through common third party/ parties, that puts either or both of them in a position to have access to each other's' information about, or to influence the Bid of either or each other; or
  - (f) Such Bidder or any of its Members has participated as a consultant to WBSIDCL in the preparation of any documents, design or technical specifications of the Project.
- (v) A Bidder shall be liable for disqualification if any legal, financial or technical adviser of WBSIDCL or the Authority in relation to the Project is engaged by the Bidder or its Member, as the case may be, in any manner for matters related to or incidental to the Project during the Bidding Process or subsequent to the (a) issue of the LOA or (b) execution of the Concession Agreement. In the event any such adviser is engaged by the Selected Bidder or Concessionaire, as the case may be, after issue of the LOA or execution of the Concession Agreement for matters related or incidental to the Project, then notwithstanding anything to the contrary contained herein or in the LOA or the Concession Agreement and without prejudice to any other right or remedy of WBSIDCL and/ or the Authority, including the forfeiture and appropriation of the Bid Security or Performance Security, as the case may be, which WBSIDCL or the Authority may have there under or otherwise, the LOA or the Concession Agreement, as the case may be, shall be liable to be terminated without WBSIDCL or the Authority being liable in any manner whatsoever to the Selected Bidder or the Concessionaire for the same. For the avoidance of doubt, this disqualification shall not apply where such adviser was engaged by the Bidder or its Member in the past but its assignment expired or was terminated 6 (six) months prior to the date of issue of this RFP. Nor will this disqualification apply where such adviser is engaged after a period of 1 (one) year from the date of signing of the Concession Agreement.

*Explanation:*

In case a Bidder is a Consortium, then the term Bidder as used in this Clause 2.2.1, shall include each Member of such Consortium.

- 2.2.2 To be eligible for pre-qualification and short-listing, a Bidder shall fulfill the following conditions of eligibility (the “Minimum Eligibility Criteria”):

(A) **Technical Qualification:** The Bidder to be eligible for pre-qualification and short-listing, shall have to satisfy the following conditions:

(i) **Technical Capacity:**

Bidder in the past 7 (seven) years preceding the Bid Due Date should have completed construction/ development includes Operation and Maintenance of at least one similar project (e.g. Industrial, Commercial, Residential, Township, Institutional) comprising minimum built up area, as follows: -

Criteria	Description	Bid for Single Location	Bid for Multiple Location	Remarks
<b>Bidder shall have credentials of any one of the following technical criteria: -</b>				
Technical Capacity	Built up Area (in a Single Project)	2000 sq.m.	6000 sq.m.	<u>Single Completed Project</u>
	<b>OR</b>			
	Built up Area (in multiple projects clubbed together)	4000 sq.m.	8000 sq.m.	<u>Multiple Completed Project</u> Built up area for an individual project shall not be less than 500 sq.m.
	<b>OR</b>			
	Total Cost (Building Construction Project under Government Organizations)	Rs.6.50 Crores	Rs.20 Crores	<u>Building Construction Projects under Govt. Departments</u>
	<b>OR</b>			
	Total Cost (similar PPP Project)	Rs.10 Crores	Rs.30 Crores	<u>PPP Project</u>

(ii) **Financial Capacity:**

The Bidder shall have a minimum Net Worth (the “Financial Capacity”) as mentioned below at the close of the preceding financial year: -				
Criteria	Description	Bid for Single Location	Bid for Multiple Location	Remarks
Financial Capacity	Net Worth	Rs.10 Crores	Rs.25 Crores	The Bidder should be profit making entity for last 3 F.Y.

In case of a Consortium, the combined technical & financial capacity of those Members, who have and shall continue to have an equity share of at least 26% (twenty six per cent) each in the SPV, should satisfy the above conditions of eligibility; provided that each such Member shall, for a period of 2 (two) years from the date of full commercial operation of the Project, hold equity share capital not less than: (i) 26% (twenty six per cent) of the subscribed and paid up equity of the SPV; and (ii) 5% (five per cent) of the Total Project Cost as defined in the Concession Agreement.

2.2.3 The Bidder shall enclose with its Bid, to be submitted as per the format at Appendix-I, complete with its Annexes, the following:

- (i) Certificate(s) from its statutory auditors or completion certificate(s) from the concerned client(s) stating the capital cost of the Eligible Project payments made/ received and works commissioned, as the case may be, along with any other relevant

documents in respect of the Eligible Projects to support the claim of the Bidder, during the past 7 (seven) years as specified in paragraph 2.2.2 (A) (i) above. In case a particular job/ contract has been jointly executed by the Bidder (as part of a Consortium), it should further support its claim for the share in work done for that particular job/ contract by producing a certificate from its statutory auditor or the client; and

- (ii) Certificate(s) from its statutory auditors specifying the net worth of the Bidder, as at the close of the preceding financial year from the Bid Due Date and also specifying that the methodology adopted for calculating such net worth conforms to the provisions of this Clause 2.2.3 (ii).

***For the purposes of this RFP, Net Worth shall mean:***

- i **In case of a company:** the aggregate value of the paid-up share capital and all reserves created out of the profits and securities premium account, after deducting the aggregate value of the accumulated losses, deferred expenditure and miscellaneous expenditure not written off, as per the audited balance sheet, but does not include reserves created out of revaluation of assets, write-back of depreciation and amalgamation; and
- ii **In case of a society or a trust:** the sum of available corpus and reserves.
- iii **In case of any other entity/body corporate:** the aggregate value of the paid up capital and reserves of such entity, after deducting the aggregate value of the intangible assets.
- iv **In case of individual/ sole proprietor:** Total value of assets, after deducting the liabilities.

2.2.4 The Bidder should submit a Power of Attorney as per the format at Appendix-II, authorising the signatory of the Bid to commit the Bidder. In the case of a Consortium, the Members should submit a Power of Attorney in favour of the Lead Member as per format at Appendix-III. If the Bid is submitted by the proprietor then, no POA is required. However, he/ she will submit an undertaking certifying that he/ she is sole proprietor. If the Bid is submitted by person other than proprietor, POA authorizing the person to submit bid on behalf of the concern shall be enclosed with the bid. An international Bidder bidding individually or as a member of a Consortium shall ensure that Power of Attorney is legalised/apostille by appropriate authority in the jurisdiction where the Power of Attorney is being issued and requirement of Indian Stamp Act is duly fulfilled.

2.2.5 Where the Bidder is a single entity, it will be required to form an appropriate Special Purpose Vehicle, incorporated under the Companies Act, 2013 (the “**SPV**”) with equity shareholding of at least 51% (fifty one percent) of the paid up and subscribed equity of the SPV till the second anniversary of the commercial operations date and 26% (twenty six percent) thereafter for the balance Concession Period, to execute the Concession Agreement and implement the Project. In case the Bidder is a Consortium, it shall, in addition to forming an SPV, comply with the following additional requirements:

- (i) Number of members in a consortium shall not exceed 3 (three);
- (ii) Subject to the provisions of Clause 2.2.5 (i) above, the bid should contain the information required for each member of the Consortium;
- (iii) Members of the Consortium shall nominate one member as the lead member (the “**Lead Member**”), who shall have an equity share holding of at least 26% (twenty-six per cent) of the paid up and subscribed equity of the SPV. The nomination(s) shall



be supported by a Power of Attorney, as per the format at Appendix-III, signed by all the other members of the Consortium;

- (iv) The Bid should include a brief description of the roles and responsibilities of individual members, particularly with reference to financial and technical obligations;
- (v) An individual Bidder cannot at the same time be member of a Consortium applying for the Bid. Further, a member of a particular Bidder Consortium cannot be member of any other Bidder Consortium applying for the Bid;
- (vi) The members of a Consortium shall form an appropriate SPV to execute the Project, if awarded to the Consortium;
- (vii) Members of the Consortium shall enter into a binding Joint Bidding Agreement, substantially in the form specified (the “**Jt. Bidding Agreement**”), for the purpose of submitting a Bid. The Jt. Bidding Agreement, to be submitted along with the Bid, shall, inter alia:
  - (a) convey the intent to enter into the Jt. Bidding Agreement and subsequently perform all the obligations of the Developer/ Concessionaire in terms of the Agreement, in case the concession to undertake the Project is awarded to the Consortium;
  - (b) clearly outline the proposed roles and responsibilities, if any, of each member;
  - (c) include a statement to the effect that all members of the Consortium shall be liable jointly and severally for all obligations of the Concessionaire in relation to the Project in accordance with the Agreement and the statement to this effect shall also be included in the Jt. Bidding Agreement and the Agreement;
  - (d) commit that each of the members, whose experience will be evaluated for the purposes of this RFP, shall subscribe to 26% (twenty six per cent) or more of the paid up and subscribed equity of the SPV and shall further commit that each such member shall, for a period of 2 (two) years from the date of full commercial operations of the Project, hold equity share capital not less than:
    - (i) 26% (twenty six per cent) of the subscribed and paid up equity share capital of the SPV; and
    - (ii) 5% (five per cent) of the Total Project Cost as defined in the Concession Agreement;
  - (e) members of the Consortium undertake that they shall collectively hold at least 51% (fifty one per cent) of the subscribed and paid up equity of the SPV at all times until the second anniversary of the full commercial operations date of the Project and 26% (twenty six percent) thereafter for the balance Concession Period; and
- (viii) except as provided under this RFP and the Bidding Documents, there shall not be any amendment to the Jt. Bidding Agreement without the prior written consent of the Authority.

2.2.6 Any entity which has been barred by the Central/ State Government, or any entity controlled by it, from participating in any PPP project (Infrastructure or otherwise), and the bar subsists as on the date of Bid would not be eligible to submit a Bid, either individually or as member of a Consortium.

2.2.7 A Bidder including any Consortium Member should, in the last 3 (Three) years, have neither failed to perform on any contract, as evidenced by imposition of a penalty by an arbitral or judicial authority or a judicial pronouncement or arbitration award against the Bidder or Consortium Member, as the case may be, nor has been expelled from any project or contract by any public entity nor have had any contract terminated by any public entity for breach by such Bidder or Consortium Member.

2.2.8 The following conditions shall be adhered to while submitting a Bid:

- (i) Bidders should attach clearly marked and referenced continuation sheets in the event that the space provided in the prescribed forms in the Annexes is insufficient. Alternatively, Bidders may format the prescribed forms making due provision for incorporation of the requested information;
- (ii) information supplied by a Bidder (or other constituent Member if the Bidder is a Consortium) must apply to the Bidder or Member named in the Bid and not, unless specifically requested, to other associated companies or firms;
- (iii) in responding to the qualification phase, Bidders should demonstrate their capabilities in accordance with Clause 3.1 below; and
- (iv) in case the Bidder is a Consortium, each Member should substantially satisfy the pre-qualification requirements to the extent specified herein.

2.2.9 \*\*\*\*\*

2.2.10 Notwithstanding anything to the contrary contained herein, in the event that the Bid Due Date falls within three months of the closing of the latest financial year of a Bidder, it shall ignore such financial year for the purposes of its Bid and furnish all its information and certification with reference to the 3(three) years or 1 (One) year, as the case may be, preceding its latest financial year. For the avoidance of doubt, financial year shall, for the purposes of a Bid hereunder, mean the accounting year followed by the Bidder in the course of its normal business.

## **2.3 CHANGE IN COMPOSITION OF THE CONSORTIUM**

2.3.1 Change in the composition of a Consortium will not be permitted by WBSIDCL during the Bidding process.

## **2.4 NUMBER OF BIDS AND COSTS THEREOF**

2.4.1 No Bidder shall submit more than one Bid for the Project. A Bidder applying individually or as a member of a Consortium shall not be entitled to submit another Bid either individually or as a member of any Consortium, as the case may be.

2.4.2 The Bidders shall be responsible for all of the costs associated with the preparation of their Bids and their participation in the Bidding Process. WBSIDCL or the Authority will not be responsible or in any way liable for such costs, regardless of the conduct or outcome of the Bidding Process.

## **2.5 SITE VISIT AND VERIFICATION OF INFORMATION**

Bidders are encouraged to submit their respective Bids 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. The costs of visiting the site, and undertaking any further studies and investigations shall be at Bidder's own expense. The Bidder or any of his personnel or agents will be granted permission to enter upon the Project site for the purpose of such inspection.

## **2.6 ACKNOWLEDGEMENT BY BIDDER**

2.6.1 It shall be deemed that by submitting the Bid, the Bidder has:

- (i) made a complete and careful examination of the RFP;
- (ii) received all relevant information requested from WBSIDCL;
- (iii) accepted the risk of inadequacy, error or mistake in the information provided in the RFP or furnished by or on behalf of WBSIDCL relating to any of the matters referred to in Clause 2.5 above;
- (iv) agreed to be bound by the undertakings provided by it under and in terms hereof;
- (v) satisfied itself about all matters, things and information including matters referred to in Clause 2.5 hereinabove necessary and required for submitting an informed Bid, execution of the Project in accordance with the Bidding Documents and performance of all of its obligations there under; and
- (vi) acknowledged and agreed that inadequacy, lack of completeness or incorrectness of information provided in the Bidding Documents or ignorance of any of the matters referred to in Clause 2.5 hereinabove shall not be a basis for any claim for compensation, damages, extension of time for performance of its obligations, loss of profits etc. either from WBSIDCL or the Authority, or a ground for termination of the Concession Agreement by the Concessionaire.

2.6.2 WBSIDCL and/ or the Authority 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 this RFP or the Bidding Process, including any error or mistake therein or in any information or data given by WBSIDCL and/ or the Authority.

## **2.7 RIGHT TO ACCEPT OR REJECT ANY OR ALL BIDS**

2.7.1 Notwithstanding anything contained in this RFP, WBSIDCL reserves the right to accept or reject any Bid and to annul the Bidding Process and reject all Bids, at any time without any liability or any obligation for such acceptance, rejection, or annulment, and without assigning any reasons thereof. In the event that WBSIDCL rejects or annuls all the Bids, it may, in its discretion, initiate re-bidding process by inviting fresh Bids for the project. Any such notice shall be uploaded on the website.

2.7.2 WBSIDCL reserves the right to reject any Bid if:

- (i) at any time, a material misrepresentation is made or uncovered, or
- (ii) the Bidder does not provide, within the time specified by WBSIDCL, the supplemental information sought by WBSIDCL for evaluation of the Bid.

If the Bidder is a Consortium, then the entire Consortium may be disqualified/ rejected. If such disqualification/ rejection occurs after the Bids have been opened and the Highest Bidder gets disqualified/ rejected, then WBSIDCL reserves the right to:

- (a) invite the remaining Bidders to match the Highest Bidder; or
- (b) take any such measure as may be deemed fit in the sole discretion of WBSIDCL, including annulment of the Bidding Process.

2.7.3 In case it is found during the evaluation or at any time before signing of the Concession Agreement or after its execution and during the period of subsistence thereof, including the concession thereby granted by the Authority, that one or more of the qualification conditions have not been met by the Bidder, or the Bidder has made material misrepresentation or has given any materially incorrect or false information, the Bidder shall be disqualified forthwith if not yet appointed as the Concessionaire either by issue of the LOA or entering into of the Concession Agreement, and if the Bidder/ Concessionaire has already been issued the LOA or has entered into the Concession Agreement, as the case may be, the same shall, notwithstanding anything to the contrary contained therein or in this RFP, be liable to be terminated, by a communication in writing by WBSIDCL or the Authority to the Bidder, without WBSIDCL or the Authority being liable in any manner whatsoever to the Bidder. In such an event, WBSIDCL or the Authority shall be entitled to forfeit and appropriate the Bid Security or Performance Security, as the case may be, as Damages, without prejudice to any other right or remedy which WBSIDCL and/ or the Authority may have under this RFP, the Bidding Documents, the Concession Agreement or under applicable law.

2.7.4 WBSIDCL reserves the right to verify all statements, information and documents submitted by the Bidder in response to the RFP. Any such verification or lack of such verification by WBSIDCL shall not relieve the Bidder of its obligations or liabilities hereunder nor will it affect any rights of WBSIDCL and/ or the Authority thereunder.

2.7.5 Any condition or qualification or any other stipulation contained in the Bid shall render the Bid liable to rejection as a non-responsive Bid.

2.7.6 The documents including this RFP and all attached documents, provided by WBSIDCL are and shall remain or become the properties of WBSIDCL and are transmitted to the Bidders solely for the purpose of preparation and the submission of a Bid in accordance herewith. Bidders are to treat all information as strictly confidential and shall not use it for any purpose other than for preparation and submission of their Bid. The provisions of this Clause 2.7.6 shall also apply *mutatis mutandis* to Bids and all other documents submitted by the Bidders, and WBSIDCL will not return to the Bidders any Bid, document or any information provided along therewith.

## 2.8 CLARIFICATIONS

2.8.1 Bidders requiring any clarification on this RFP may notify the WBSIDCL in writing or e-mail in accordance with Clause 1.2.11. They should send in their queries before the date mentioned in the Schedule of Bidding Process specified in Clause 1.3. The WBSIDCL shall endeavor to respond to the queries within the period specified therein, but no later than 15 (Fifteen) days prior to the Bid Due Date. The responses will be uploaded on the website [www.wbsidcl.in](http://www.wbsidcl.in) & [www.wbmsme.gov.in](http://www.wbmsme.gov.in) without identifying the source of queries.

2.8.2 The WBSIDCL shall endeavor to respond to the questions raised or clarifications sought by the Bidders. However, WBSIDCL reserves the right not to respond to any question or provide any clarification, in its sole discretion, and nothing in this clause shall be taken or read as compelling or requiring the WBSIDCL to respond to any question or to provide any

clarification.

- 2.8.3 The WBSIDCL may also on its own motion, if deemed necessary, issue interpretations and clarifications to all Bidders. All clarifications and interpretations issued by the WBSIDCL shall be deemed to be part of the Bidding Documents. Verbal clarifications and information given by WBSIDCL or its employees or representatives shall not in any way or manner be binding on the WBSIDCL.

## **2.9 AMENDMENT/MODIFICATION OF BIDDING DOCUMENTS**

- 2.9.1 Any Addendum/ Corrigendum thus issued will be uploaded on the website [www.wbsidcl.in](http://www.wbsidcl.in) only. Therefore, the Bidders are advised to keep checking the above-stated website for any such Addendum/ Modification.
- 2.9.2 At any time prior to the deadline for submission of Bids, the WBSIDCL may, for any reason, whether at its own initiative or in response to clarifications requested by a Bidder, modify the Bidding Documents by the issuance of Addenda.
- 2.9.3 In order to afford the Bidders a reasonable time for taking an Addendum/ Corrigendum into account, or for any other reason, the WBSIDCL may, at its own discretion, extend the Bid Due Date.

## **B. PREPARATION AND SUBMISSION OF BIDS**

### **2.10 LANGUAGE**

- 2.10.1 The Bid and all related correspondence and documents in relation to the Bidding Process shall be in English language. Supporting documents and printed literature furnished by the Bidder with the Bid may be in any other language provided that they are accompanied by translations of all the pertinent passages in the English language, duly authenticated and certified by the Bidder. Supporting materials, which are not translated into English, may not be considered WBSIDCL for evaluation. For the purpose of interpretation and evaluation of the Bid, the English language translation shall prevail.

### **2.11 FORMAT AND SIGNING OF BID**

- 2.11.1 The Bidders shall provide all the information sought under this RFP. The WBSIDCL will evaluate only those Bids that are received in the required formats and complete in all respects by the Bid Due Date. Incomplete and/ or non-responsive Bids shall be liable for rejection.
- 2.11.2 The Bidder shall prepare 1 (one) original set (hard copy) of the Technical Bid (together with originals/ copies of documents required to be submitted along therewith pursuant to this RFP) which shall be typed or written in indelible ink and physically signed on each page in blue ink by the authorized signatory of the Bidder and clearly marked “ORIGINAL”. In case of printed and published Documents, only the cover shall be initialed. All the alterations, omissions, additions or any other amendments made to the Bid shall also be initialed by the authorized signatory signing the Bid. The Bid shall contain page numbers in serial order and shall be hard bound.
- 2.11.3 In addition, the Bidder shall submit 1 (one) copy of the Bid, along with documents required to be submitted along therewith pursuant to this RFP, marked “COPY”. In the event of any discrepancy between the original and the copy, the original shall prevail.



## 2.12 SEALING AND MARKING OF BIDS

2.12.1 The Bidder shall submit the Bid in the format specified at Appendix-I, together with the documents specified in Clause 2.12.2(A) and seal it in an envelope and mark the envelope as “**Technical Bid**”. The Bidder shall submit the Financial Bid in the format specified at Appendix-V and seal it in another envelope and mark the envelope as “**Area Bid**”. Both the envelopes of the Technical Bid and the Financial Bid shall then be sealed in an outer envelope and mark the envelope as “**Bid**”. The Bidder shall seal the original and the copy of the Bid, together with their respective enclosures, in separate envelopes duly marking the envelopes as “ORIGINAL” and “COPY”. The envelopes shall then be sealed in an outer envelope which shall also be marked in accordance with Clauses 2.12.3 and 2.12.4.

2.12.2 (A) Each **Technical Bid** envelope shall contain:

- (i) Bid in the prescribed format (Appendix-I) along with Annexes and supporting documents & Annexures;
- (ii) Power of Attorney for signing the Bid as per the format at Appendix-II;
- (iii) if applicable, the Power of Attorney for Lead Member of Consortium as per the format at Appendix-III;
- (iv) if applicable, the Jt. Bidding Agreement, in case of a Consortium,
- (v) copy of Memorandum and Articles of Association, if the Bidder is a body corporate, and if a partnership then a copy of its Partnership Deed;
- (vi) copies of Bidder’s duly audited balance sheets and profit and loss account for the preceding five years;
- (vii) Demand Draft towards the cost of the Bid Security;
- (viii) GST Registration Certificate, documents of incorporation/ registration documents, recent EPF Registration Certificate (which is valid beyond Bid Due Date);
- (ix) a copy of the Instruction to Bidders, Draft Concession Agreement and Schedules of the Draft Concession Agreement, Addendum (if any) with each page stamped and initialed by the person signing the Bid in pursuance of the Power of Attorney referred to in sub-clause (ii) hereinabove; and

- (B) Each **Area Bid** envelope shall contain:  
**Area Bid** in the prescribed format .

- 2.12.3 The final outer envelopes having the Original and Copy, shall clearly bear the following identification:

**Bid for “DEVELOPMENT OF MARKETING HUB FOR SHGs/ ARTISANS IN DIFFERENT DISTRICTS IN PPP MODE basis”**

and shall clearly indicate the name and address of the Bidder along with the contact person’s name, mobile number & email address. In addition, the Bid Due Date should be indicated on the right hand top corner of each of the envelopes.

- 2.12.4 Each of the envelopes shall be addressed to:

**The Managing Director,  
 The West Bengal Small Industries Development Corporation Limited,  
 “Shilpa Bhavan”, 4<sup>th</sup> Floor, 31, Black Burn Lane, Kolkata – 700012**

- 2.12.5 If the envelopes are not sealed and marked as instructed above, the WBSIDCL assumes no responsibility for the misplacement or premature opening of the contents of the Bid submitted. Bids submitted by fax, telex, telegram or e-mail shall not be entertained and shall be rejected.

## **2.13 SUBMISSION OF THE BID**

- (i) Hardcopy of the Bid should be submitted on or before the Bid Due Date at the above mentioned address.
- (ii) The Bidder shall submit the Hardcopy of the Bid in the format specified at Appendix-I, together with the documents specified and seal it in an envelope and mark the envelope as “**Technical Bid**”.
- (iii) The Demand Draft in original towards the payment of the Bid Security shall be put in a separate envelope inside the Technical Bid envelope and mark the envelope as “**Bid Security**”.
- (iv) The Bidder shall submit the Area Sharing Bid in the format specified at Appendix-V and seal it in another envelope and mark the envelope as “**Area Bid**”.
- (v) Both the envelopes of the Technical Bid and the Area Sharing Bid shall then be sealed in an outer envelope and mark the envelope as “**Bid**”.
- (vi) The Bidder shall seal the original and the copies of the Bid, together with their respective enclosures, in separate envelopes duly marking the envelopes as “ORIGINAL” and “COPY”.
- (vii) The envelopes shall then be sealed in an outer envelope which shall also be marked in accordance with Clauses 2.12.3 and 2.12.4.

**2.14 BID DUE DATE**

- 2.14.1. Bids should be submitted on the Bid Due Date at the address provided herein in the manner and form as detailed in this RFP. A receipt thereof should be obtained from WBSIDCL.
- 2.14.2. The WBSIDCL may, in its sole discretion, extend the Bid Due Date by issuing an Addendum only on its website [www.wbsidcl.in](http://www.wbsidcl.in) & [www.wbmsme.gov.in](http://www.wbmsme.gov.in)

**2.15 LATE BIDS**

- 2.15.1 Bids received by the WBSIDCL after the specified time on the Bid Due Date shall not be eligible for consideration and shall be summarily rejected.

**2.16 CONTENTS OF THE AREA SHARING BID**

- 2.16.1. The Area Sharing Bid shall be furnished in the format at Appendix – IV
- 2.16.2. The Project will be awarded to the Bidder quoting the highest aggregated area in ground, first, and upper floors combined sharing with WBSIDCL.

**2.17 MODIFICATIONS/ SUBSTITUTION/ WITHDRAWAL OF BIDS**

- 2.17.1. The Bidder may modify, substitute or withdraw its Bid after submission, provided that written notice of the modification, substitution or withdrawal is received by the WBSIDCL prior to Bid Due Date. No Bid shall be modified, substituted or withdrawn by the Bidder on or after the Bid Due Date.
- 2.17.2. The modification, substitution or withdrawal notice shall be prepared, sealed, marked, and delivered with the envelopes being additionally marked “MODIFICATION”, “SUBSTITUTION” or “WITHDRAWAL”, as appropriate.
- 2.17.3. Any alteration/ modification in the Bid or additional information supplied subsequent to the Bid Due Date, unless the same has been expressly sought for by the WBSIDCL, shall be disregarded.

**2.18 VALIDITY OF BIDS**

- 2.18.1 The Bids shall be valid for a period of not less than 180 (One Hundred and Eighty) days from the Bid Due Date. The validity of Bids may be extended by mutual consent of the respective Bidders and the WBSIDCL. Accordingly, the validity of Bank Guarantee for Bid Security shall also be extended by the Bidder.

**2.19 CONFIDENTIALITY**

- 2.19.1 All of the information relating to the examination, clarification, evaluation and recommendation for the Bidders is confidential and shall not be disclosed to any person who is not officially concerned with the process or is not a retained professional advisor advising the WBSIDCL in relation to, or matters arising out of, or concerning the Bidding Process. The WBSIDCL will treat all information, submitted as part of the Bid, in confidence and will require all those who have access to such material to treat the same in confidence. The WBSIDCL may not divulge any such information unless it is directed to do so by any statutory entity that has the power under law to require its disclosure or is to enforce or assert any right or privilege of the statutory entity and/ or the WBSIDCL. All documents and other information supplied by WBSIDCL or submitted by a Bidder to WBSIDCL shall remain or

become the property of WBSIDCL. Bidders are to treat all information as strictly confidential and shall not use it for any purpose other than for preparation and submission of their Bid. WBSIDCL will not return any Bid or any information provided along therewith.

## **2.20 CORRESPONDENCE WITH THE BIDDER**

- 2.20.1 Save and except provided in this RFP, the WBSIDCL shall not entertain any correspondence from any Bidder in relation to acceptance or rejection of any Bid.

## **C. BID SECURITY**

### **2.21 BID SECURITY**

- 2.21.1 The Bidder/ Lead Partner of the Consortium shall furnish as part of its Bid, a Bid Security of **Rs.2,00,000/- (Rupees Two Lakhs Only)** in the form a Demand Draft issued by a Scheduled Bank in India, drawn in favour of the “The West Bengal Small Industries Development Corporation Limited” from a Nationalized/ Scheduled Bank in India and payable at Kolkata. Where a Demand Draft is provided, its validity shall not be less than 90 (ninety) days from the Bid Due Date, for the purposes of encashment by WBSIDCL. The Authority and/or the WBSIDCL shall not be liable to pay any interest on the Bid Security deposit so made and the same shall be interest free. Please note that to participate in the bidding process, Bidders are required to submit a Bid Security separately for each location they wish to bid on.
- 2.21.2 Any Bid not accompanied by the Bid Security **shall be rejected** by the WBSIDCL as non-responsive.
- 2.21.3 Save as provided in Clauses 2.21.5 and 2.21.6 below, the Bid Security of unsuccessful Bidders will be returned by the WBSIDCL, without any interest, as promptly as possible on acceptance of the Bid of the Successful Bidder or when the Bidding process is cancelled by the WBSIDCL. Where Bid Security has been provided by deposit of Demand Draft, the refund thereof shall be in the form of an account payee Demand draft in favour of the unsuccessful Bidder(s). Bidders may by specific instructions in writing to the WBSIDCL give the name and address of the person in whose favour the said Demand Draft/Cheque shall be drawn by the WBSIDCL for refund, failing which it shall be drawn in the name of the Bidder and shall be mailed to the address given on the Bid.
- 2.21.4 The Selected Bidder’s Bid Security will be returned, without any interest, upon the Selected Bidder signing the Concession Agreement, furnishing the Performance Security and Project Development Fee in accordance with the provisions thereof.
- 2.21.5 The Bidder, by submitting its Bid pursuant to this RFP, shall be deemed to have acknowledged and confirmed that the WBSIDCL shall be entitled to forfeit and appropriate the Bid Security as compensation/ damages to the WBSIDCL in any of the events specified herein below.
- 2.21.6 The Bid Security shall be forfeited and appropriated by the WBSIDCL as compensation and damages payable to the WBSIDCL for, inter alia, time, cost and effort of the WBSIDCL without prejudice to any other right or remedy that may be available to the WBSIDCL hereunder or otherwise, under the following conditions:

- (i) If a Bidder engages in a corrupt practice, fraudulent practice, coercive practice,  
The WBSIDCL Ltd.

- undesirable practice or restrictive practice as specified in Clause 4 of this RFP;
- (ii) If a Bidder withdraws its Bid during the period of Bid validity as specified in this RFP and as extended by the Bidder from time to time;
- (iii) In the case of Successful Bidder, if it fails within the specified time limit –
  - (a) to sign and return the duplicate copy of LOA;
  - (b) to sign the Concession Agreement within the stipulated time limit or extended time limit which may be granted by WBSIDCL at its sole discretion;
  - (c) to furnish the Performance Security within a period of 3 weeks from the date of issuance of Notice of Award.
- (v) In case the Selected Bidder, having signed the Concession Agreement, commits any breach thereof prior to furnishing the Performance Security.

### **3. EVALUATION OF BIDS**

#### **3.1 TESTS OF RESPONSIVENESS**

3.1.1 Prior to evaluation of Bids, the WBSIDCL shall determine whether each Bid is responsive to the requirements of this RFP. A Bid shall be considered responsive only if:

- (i) Technical Bid is received as specified in Clause 2.12.2(A);
- (ii) It is received by the Bid Due Date including any extension thereof pursuant to Clause 1.3;
- (iii) It is signed, sealed, hard bound and marked as stipulated in Clauses 2.11 and 2.12;
- (iv) It is accompanied by the Bid Security as specified in Clause 1.2.7;
- (v) It is accompanied by the Power(s) of Attorney as specified in Clause 2.2.4;
- (vi) It contains all the information (complete in all respects) as requested in this RFP and/or Bidding Documents (in formats same as those specified);
- (vii) It contains a copy of the Instruction to Bidders, Draft Concession Agreement and Schedules of the Draft Concession Agreement, Addendum (if any) with each page stamped and initialed by the person signing the Bid;
- (viii) It does not contain any condition or qualification; and
- (ix) It is not non-responsive in terms hereof.

WBSIDCL reserves the right to reject any Bid which is non-responsive and no request for alteration, modification, substitution or withdrawal shall be entertained by WBSIDCL in respect of such Bid.

#### **3.2 OPENING AND EVALUATION OF BIDS**

3.2.1 WBSIDCL shall open the Technical Bids on the Bid Due Date, at the office of WBSIDCL and in the presence of the Bidders who choose to attend. However, WBSIDCL reserves the right to change the time of opening of bid in case of any exigency. Bids for which a notice of withdrawal has been submitted in accordance with Clause 2.17.1 shall not be opened.

3.2.2 A list of the Bidders or their representatives attending the opening of Bids shall be prepared and their signatures shall be obtained on the same (no signatures shall be obtained if the Bid Opening is done through Video Conferencing). The WBSIDCL shall open Financial Bids of only those Bidders who meet the eligibility criteria specified in this RFP at such date and time as intimated by the WBSIDCL.

3.2.3 The WBSIDCL will subsequently examine and evaluate the Bids in accordance with the provisions set out in this RFP.



- 3.2.4 If any information furnished by the Bidder is found to be incomplete, or contained in formats other than those specified herein, the WBSIDCL may, in its sole discretion, seek clarifications/ information in writing from any Bidder regarding its Bid. Any clarification submitted by a Bidder with regard to its Bid that is not in response to a request by WBSIDCL shall not be considered.
- 3.2.5 In the event that a Bidder claims credit for an Eligible Project, and such claim is determined by the WBSIDCL as incorrect or erroneous, the WBSIDCL shall reject such claim and exclude the same from evaluation. Where any information is found to be patently false or amounting to a material misrepresentation, the WBSIDCL reserves the right to reject the Bid in accordance with the provisions of Clauses 2.7.2 and 2.7.3 and also debar the Bidder from future tenders of WBSIDCL.
- 3.2.6 Bidders are advised that qualification of Bidders will be entirely at the discretion of WBSIDCL. Bidders will be deemed to have understood and agreed that no explanation or justification on any aspect of the Bidding Process or selection will be given.

### **3.3 EVALUATION OF TECHNICAL BID**

- 3.3.1 The Bidder's competence and capability shall be evaluated on the basis of the following parameters:
- (i) Technical Capacity; and
  - (ii) Financial Capacity.

### **3.4 TECHNICAL CAPACITY FOR PURPOSES OF EVALUATION**

- 3.4.1 The Bidders would have to meet the minimum Technical Capacity as defined in Clause 2.2.2 (A) to qualify for the Financial Bid stage.
- 3.4.2 The Bidder should furnish the details of having experience in successfully completing construction/ development of Eligible Projects in the last 7 (seven) financial years immediately preceding the Bid Due Date.
- 3.4.3 The Bidder should provide necessary information in relation to Eligible Experience as per the format at Annex-II of Appendix-I along with evidence in support of claim of Technical Capacity in the form of successful completion certificates from respective clients or the certificate(s) of its statutory auditor/ chartered accountant in support thereof as proof.
- 3.4.4 Experience for any activity relating to an Eligible Project shall not be claimed by two or more Members of the Consortium. In other words, no double counting by a Consortium in respect of the same experience shall be permitted in any manner whatsoever.
- 3.4.5 For experience of Eligible Projects developed on PPP mode, 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 Eligible Experience is being claimed.

### **3.5 FINANCIAL INFORMATION FOR PURPOSES OF EVALUATION**

- 3.5.1 The Bid must be accompanied by the Audited Annual Reports of the Bidder (of each Member in case of a Consortium) for the last 3 (three) financial years, preceding the year in which the Bid is made.

- 3.5.2 In case the annual accounts for the latest financial year are not audited and therefore the Bidder cannot make it available, the Bidder shall give an undertaking to this effect and the statutory auditor shall certify the same. In such a case, the Bidder shall provide the Audited Annual Reports for 3 (three) years preceding the year for which the Audited Annual Report is not being provided.
- 3.5.3 The Bidder must establish minimum Net Worth specified in Clause 2.2.2 (A) (ii), and provide details as per format at Annex-III of **Appendix-I**. Provided further, the financial capacity score of the Bidder shall be computed as a weighted average of the financial capacity of a Member and its proposed equity stake (%) in the Consortium.

***Illustration:***

*For illustration and avoidance of any doubts, the following method is placed in clarification:*

*If Company A (Net-Worth: Rs 100 crores) & Company B (Net-Worth: Rs 50 crores) in a Consortium with shareholding of A as 60% and B as 40% then the Weighted Financial Score of the Consortium shall be:*

*For Weighted Financial Score*

$$100 \times 60\% + 50 \times 40\% = 80 \text{ Crores}$$

- 3.5.4 \*\*\*

### **3.6 QUALIFICATION AND SHORTLISTING OF BIDDERS**

- 3.6.1 In the first step of evaluation, Technical Bids of Bidders adjudged responsive in terms of Clause 3.1.1 shall be considered for Technical evaluation as per Clauses 2.2 and 3.4 of this RFP. The Bidders qualifying as per the conditions shall be shortlisted as pre-qualified Bidders and shall be considered for the next step of evaluation.
- 3.6.2 In the Qualification Phase, the information, documents and credentials submitted by the Bidder as a part of its Bid shall be evaluated and measured in terms of its Eligible Experience to determine the technical and financial competency/ capability of the Bidder (of all Members in case of a Consortium) vis-à-vis the requirements of Clauses 2.2.1, 2.2.2, 2.2.3, 3.4 and 3.5 of this RFP.
- 3.6.3 The Bidder who meets the eligibility criteria set forth in Clauses 2.2.1 to 2.2.3 and 3.4 in terms of Eligible Experience in respect of Eligible Projects and Financial Capacity in terms of Clauses 2.2.2, 2.2.3 and 3.5 under this RFP document, will be shortlisted and eligible for the Financial Bid Phase.
- 3.6.4 The Bidders who are shortlisted as per Clauses 3.6.2 & 3.6.3 above will be informed about the opening date of the Financial Bid on the website/ email to the shortlisted bidders and the Financial Bid shall be opened in the presence of the shortlisted Bidders who choose to attend.

### **3.7 OPENING AND EVALUATION OF AREA SHARING BID**

- 3.7.1 The Bidders who are shortlisted as per Clause 3.6 will be informed about the opening date of the Financial Bid on the website i.e. [www.wbsidcl.in](http://www.wbsidcl.in) & [www.wbmsme.gov.in](http://www.wbmsme.gov.in) and by email;

*The WBSIDC Ltd.*

and the Area Sharing Bid shall be opened in the presence of the shortlisted Bidders who choose to attend.

- 3.7.2 To facilitate evaluation of Bids, WBSIDCL may, at its sole discretion, seek clarifications in writing from any Bidder regarding its Bid.

### 3.8 SELECTION OF SUCCESSFUL BIDDER

- 3.8.1 Subject to the provisions of Clause 3.6, the Bidder whose Bid is adjudged as responsive in terms of Clause 3.1 and who quotes the **highest aggregated area in ground, first, and upper floors combined** offered to the WBSIDCL shall be declared as successful (the “Selected Bidder”).

- 3.8.2 In the event that two or more Bidders quote the same **% of Area Sharing** (the “Tie Bidders”), WBSIDCL reserves the right either to:

- i. invite fresh Bids from such Tied Bidders; or
- ii. declare as successful such Tied Bidder whose Net Worth has been evaluated to be higher than the other Tied Bidder; or
- iii. identify the Selected Bidder by draw of lots, which shall be conducted, with prior notice, in the presence of the Tied Bidders, who choose to attend; or
- iv. take any such measure as may be deemed fit in its sole discretion, including annulment of the Bidding Process.

- 3.8.3 In the event that the highest Bidder withdraws or is not selected for any reason in the **first instance** (the “**first round of bidding**”), the WBSIDCL may invite all the remaining Bidders to revalidate or extend their respective Bid Security, as necessary, and match the Bid of the aforesaid highest Bidder (the “**second round of bidding**”). If in the second round of bidding, only one Bidder matches the highest Bidder, it shall be the Selected Bidder. If two or more Bidders match the said highest Bidder in the second round of bidding, then the Bidder whose Bid was higher as compared to other Bidder(s) in the first round of bidding shall be the Selected Bidder. For example, if the third and fifth highest Bidders in the first round of bidding offer to match the said highest Bidder in the second round of bidding, the said third highest bidder shall be the Selected Bidder.

- 3.8.4 In the event that no Bidder offers to match the highest Bidder in the second round of bidding as specified in Clause 3.8.3 above, WBSIDCL may, in its discretion, invite fresh Bids (the “**third round of bidding**”) from all Bidders except highest Bidder of the first round of bidding, or annul the Bidding Process, as the case may be. In case the Bidders are invited in the third round of bidding to revalidate or extend their Bid Security, as necessary, and offer fresh Bids, they shall be eligible for submission of fresh Bids provided, however, that in such third round of bidding only such Bids shall be eligible for consideration which are higher than the Bid of the second highest Bidder in the first round of bidding.

- 3.8.5 After selection, a Letter of Award (the “**LOA**”) shall be issued, by the WBSIDCL to the Selected Bidder and the Selected Bidder shall, within 7 (seven) days of the receipt of the LOA, sign and return the duplicate copy of the LOA in acknowledgement thereof. In the event the duplicate copy of the LOA duly signed by the Selected Bidder is not received by the stipulated date, the WBSIDCL may, unless it consents to extension of time for submission thereof, appropriate the Bid Security of such Bidder as mutually agreed genuine pre- estimated loss and damage suffered by the WBSIDCL on account of failure of the Selected Bidder to acknowledge the LOA, and the next eligible Bidder may be considered.

- 3.8.6 After acknowledgement of the LOA as aforesaid by the Selected Bidder, the Selected Bidder and The Authority shall execute the Concession Agreement after the above mentioned conditions are satisfied.

### **3.9 CONTACTS DURING BID EVALUATION**

- 3.9.1 Bids shall be deemed to be under consideration immediately after they are opened and until such time the WBSIDCL makes official intimation of award/ rejection to the Bidders. While the Bids are under consideration, Bidders and/ or their representatives or other interested parties are advised to refrain from contacting by any means, the WBSIDCL and/ or their employees/ representatives on matters related to the Bids under consideration.

## **4. FRAUD AND CORRUPT PRACTICES**

- 4.1 The Bidders and their respective officers, employees, agents and advisers shall observe the highest standard of ethics during the Bidding Process and subsequent to the issue of the LOA and during the subsistence of the Concession Agreement. Notwithstanding anything to the contrary contained herein, or in the LOA or the Concession Agreement, the WBSIDCL and/or the Authority shall reject a Bid, withdraw the LOA, or terminate the Concession Agreement, as the case may be, without being liable in any manner whatsoever to the Bidder or Developer/ Concessionaire, as the case may be, if it determines that the Bidder or Developer/ Concessionaire, as the case may be, has, directly or indirectly or through an agent, engaged in corrupt practice, fraudulent practice, coercive practice, unfair practices, undesirable practice or restrictive practice in the Bidding Process. In such an event, the WBSIDCL and/or the Authority shall forfeit and appropriate the Bid Security or Performance Security, as the case may be, as mutually agreed genuine pre-estimated compensation and damages payable to the WBSIDCL and/or the Authority towards, inter alia, time, cost and effort of the WBSIDCL and/or the Authority, without prejudice to any other right or remedy that may be available to the WBSIDCL and/or the Authority hereunder or otherwise.
- 4.2 Without prejudice to the rights of the WBSIDCL and/or the Authority under Clause 4.1 hereinabove and the rights and remedies which the WBSIDCL and/ or the Authority may have under the LOA or the Concession Agreement, if a Bidder or Concessionaire, as the case may be, is found by the WBSIDCL and/or the Authority to have directly or indirectly or through an agent, engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice during the Bidding Process, or after the issue of the LOA or the execution of the Agreement, such Bidder or Concessionaire shall not be eligible

to participate in any tender or RFP issued by the WBSIDCL and/or the Authority during a period of 2 (two) years from the date such Bidder or Concessionaire, as the case may be, is found by the WBSIDCL and/or the Authority to have directly or indirectly or through an agent, engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practices, as the case may be.

4.3 For the purposes of this Clause 4 the following terms shall have the meaning hereinafter respectively assigned to them:

- (a) **“corrupt practice”** means (i) the offering, giving, receiving, or soliciting, directly or indirectly, of anything of value to influence the actions of any person connected with the Bidding Process (for avoidance of doubt offering of employment to or employing or engaging in any manner whatsoever, directly or indirectly, any official of the WBSIDCL and/ or the Authority who is or has been associated in any manner, directly or indirectly with the Bidding Process or the LOA or has dealt with matters concerning the Concession Agreement or arising therefrom, before or after the execution thereof, at any time prior to the expiry of one year from the date such official resigns or retires from or otherwise ceases to be in the service of the WBSIDCL and/ or the Authority, shall be deemed to constitute influencing the actions of a person connected with the Bidding Process); or (ii) engaging in any manner whatsoever, whether during the Bidding Process or after the issue of the LOA or after the execution of the Concession Agreement, as the case may be, any person in respect of any matter relating to the Project or the LOA or the Concession Agreement, who at any time has been or is a legal, financial or technical adviser of the WBSIDCL and/ or the Authority in relation to any matter concerning the Project;
- (b) **“fraudulent practice”** means a misrepresentation or omission of facts or suppression of facts or disclosure of incomplete facts, in order to influence the Bidding Process;
- (c) **“coercive practice”** means impairing or harming, or threatening to impair or harm, directly or indirectly, any person or property to influence any person’s participation or action in the Bidding Process;
- (d) **“undesirable practice”** means (i) establishing contact with any person connected with or employed or engaged by the WBSIDCL and/ or the Authority with the objective of canvassing, lobbying or in any manner influencing or attempting to influence the Bidding Process; or (ii) having a Conflict of Interest; and
- (e) **“restrictive practice”** means forming a cartel or arriving at any understanding or arrangement among Bidders with the objective of restricting or manipulating a full and fair competition in the Bidding Process.
- (f) **"unfair practice means"** a practice which, for the purpose of promoting the sale or promotion etc., adopts any unfair method or unfair or deceptive practice including (A) the practice of making any statement, whether in writing or by visible representation which-(i) falsely represents that the services are of a particular standard or grade; (ii) represents that the Bidder has approval or affiliation which the

bidder does not have; (iii) makes a false or misleading representation concerning the services (B) the Bidder permits the publication of any advertisement or prospectus whether in any newspaper or otherwise of services that are not offered; (d) the promoter indulges in any fraudulent practices.

## 5. PRE-BID CONFERENCE

- 5.1 Pre-Bid conference of the Bidders shall be convened either through online mode through Video Conference or physically at the Conference Hall (7<sup>th</sup> Floor) of MSME&T Dept. Govt. of West Bengal, Kolkata, depending upon the situation. The address for physical holding of Pre-bid Conference is as follows:

**Department of MSME&T, Govt. of West Bengal,**  
Shilpa Sadan (7<sup>th</sup> Floor),  
4, Abanindranath Tagore Sarani (Camac Street),  
Kolkata – 700 016

- 5.2 During the course of Pre-Bid conference, the Bidders will be free to seek clarifications and make suggestions for consideration of the WBSIDCL. WBSIDCL shall endeavor 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.
- 5.3 The Bidders are advised to attend the Pre-Bid Conference and also to visit the Site in order to get acquainted with the location and layout of the Site and accordingly prepare their Bids.

## 6. MISCELLANEOUS

- 6.1 The Bidding Process shall be governed by, and construed in accordance with, the applicable laws or other laws of India for the time being in force and the Courts at Shimla shall have exclusive jurisdiction over all disputes arising under, pursuant to and/ or in connection with the Bidding Process.
- 6.2 The WBSIDCL and/ or the Authority, in its sole discretion and without incurring any obligation or liability, reserves the right, at any time, to:
- (i) suspend and/ or cancel the Bidding Process and/ or amend and/ or supplement the Bidding Process or modify the dates or other terms and conditions relating thereto;
  - (ii) consult with any Bidder in order to receive clarification or further information;
  - (iii) pre-qualify or not to pre-qualify any Bidder and/ or to consult with any Bidder in order to receive clarification or further information or documents, as deemed fit by WBSIDCL at its sole discretion;
  - (iv) retain any information and/ or evidence submitted to the WBSIDCL and/ or the Authority by, on behalf of, and/ or in relation to any Bidder; and/ or
  - (v) independently verify, disqualify, reject and/ or accept any and all submissions or other information and/ or evidence submitted by or on behalf of any Bidder.



- 6.3 It shall be deemed that by submitting the Bid, the Bidder agrees and releases the WBSIDCL and/or the Authority, its employees, agents and advisers, irrevocably, unconditionally, fully and finally from any and all liability for claims, losses, damages, costs, expenses or liabilities in any way related to or arising from the exercise of any rights and/ or performance of any obligations hereunder, pursuant hereto and/ or in connection herewith and waives any and all rights and/ or claims it may have in this respect, whether actual or contingent, whether present or future.
- 6.4 A Monitoring Committee will be formed comprising of 2(Two) members from both the parties for smooth functioning and good performances of the project. The Committee will be entrusted to supervise the situation, whether the parties are on the right track in complying it's duties and responsibilities.

## **APPENDICES**

**Appendix-I****LETTER COMPRISING THE BID***(Refer Clause 2.12.1 and 2.12.2 (A))*

Dated:.....

To,  
 The Managing Director,  
 The West Bengal Small Industries Development Corporation Limited,  
 “Shilpa Bhavan”, 4th Floor, 31, Black Burn Lane, Kolkata-12.

**Sub: RFP for DEVELOPMENT OF MARKETING HUB FOR SHGs/ ARTISANS IN  
 DIFFERENT DISTRICTS IN PPP MODE (Location.....)**

Dear Sir,

- 1) With reference to the RFP document dated ....., I/we, having examined the RFP document and understood its contents, hereby submit my/ our Bid for the aforesaid Project. The Bid is unconditional and unqualified.
- 2) I/ We acknowledge that the WBSIDCL will be relying on the information provided in the Bid and the documents accompanying such Bid of the Bidders, and we certify that all information provided in the Bid and in Annexes I to IV is true and correct; nothing has been omitted which renders such information misleading; and all documents accompanying such Bid are true copies of their respective originals.
- 3) This statement is made for the express purpose of qualifying as a Bidder for the development, operation, maintenance and management of the aforesaid Project.
- 4) I/ We shall make available to the WBSIDCL any additional information it may find necessary or require to supplement or authenticate the Bid statement.
- 5) I/ We acknowledge the right of the WBSIDCL to reject our Bid without assigning any reason or otherwise and hereby waive our right to challenge the same on any account whatsoever.
- 6) I/ We certify that in the last three years, we/ any of the Consortium Members have neither failed to perform on any contract, as evidenced by imposition of a penalty by an arbitral or judicial authority or a judicial pronouncement or arbitration award, nor been expelled from any project or contract nor have had any contract terminated for breach on our part.
- 7) I/ We declare that:
  - (a) I/ We have examined and have no reservations to the RFP document, including any Addendum/ Corrigendum issued by the WBSIDCL;
  - (b) I/ We do not have any conflict of interest in accordance with Clause 2.2.1 (iv) of the RFP document;
  - (c) I/We have not directly or indirectly or through an agent engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, unfair practices or undesirable practice or restrictive practice, as defined in Clause 4.3 of the RFP document, in respect of any tender or request for bid issued by or any agreement entered into with

- (d) the WBSIDCL or any other public sector enterprise or any government, Central or State; and I/ We hereby certify that we have taken steps to ensure that in conformity with the provisions of Clause 4 of the RFP document, no person acting for us or on our behalf has engaged or will engage in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice.
- 8) I/ We understand that you may cancel the Bidding Process at any time and that you are neither bound to accept any Bid that you may receive nor to invite the Bidders to Bid for the Project, without incurring any liability to the Bidders, in accordance with Clause 2.7 of the RFP document.
  - 9) I/ We believe that we/ our Consortium/ proposed Consortium satisfy(ies) the Technical Capacity and Financial Capacity criteria and meet all the requirements as specified in the RFP document and are qualified to submit a Bid.
  - 10) I/ We declare that we/ any Member of the Consortium, are not a Member of any other Consortium applying for qualification.
  - 11) I/ We certify that in regard to matters other than security and integrity of the country, we/ any Member of the Consortium have not been convicted by a Court of Law or indicted or adverse orders passed by a regulatory authority which could cast a doubt on our ability to undertake the Project or which relates to a grave offence that outrages the moral sense of the community.
  - 12) I/ We further certify that in regard to matters relating to security and integrity of the country, we/ any Member of the Consortium have not been charge-sheeted by any agency of the Government or convicted by a Court of Law.
  - 13) I/ We further certify that no investigation by a regulatory authority is pending either against us/ any Member of the Consortium or against our CEO or any of our Directors/ Partners/ Managers/ employees.
  - 14) I/ We undertake that in case due to any change in facts or circumstances during the Bidding Process, we are attracted by the provisions of disqualification in terms of the provisions of this RFP; we shall intimate the WBSIDCL of the same immediately.
  - 15) The Statement of Legal Capacity as per format provided at **Annex-IV** in **Appendix-I** of the RFP document, and duly signed, is enclosed. The Power of Attorney for signing of Bid and the Power of Attorney for Lead Member of Consortium, as per format provided at **Appendix II and III** respectively of the RFP, are also enclosed.
  - 16) I/ We hereby irrevocably waive any right or remedy which we may have at any stage at law or howsoever otherwise arising to challenge or question any decision taken by the WBSIDCL or the Authority in connection with the selection of the Bidder, or in connection with the selection/ Bidding Process itself, in respect of the above mentioned Project and the terms and implementation thereof.
  - 17) I/ We agree and undertake to abide by all the terms and conditions of the RFP document including the Concession Agreement and its Schedules.
  - 18) In the event of I/ we being declared as the Selected Bidder, I/we agree to enter into a Concession Agreement in accordance with the Draft Concession Agreement prior to the Bid

Due Date. We agree not to seek any changes in the aforesaid draft and agree to abide by the same.

- 19) I/ We have studied all the Bidding Documents carefully and also surveyed the Project sites. We understand that except to the extent as expressly set forth in the Concession Agreement, we shall have no claim, right or title arising out of any documents or information provided to us by WBSIDCL or in respect of any matter arising out of or relating to the Bidding Process including the award of Concession.
- 20) I/ We offer a Bid Security of Rs.2,00,000/- (Rupees Two Lakhs Only) to WBSIDCL in accordance with Clause 1.2.7 of the RFP Document.
- 21) I/ We agree and understand that the Bid is subject to the provisions of the Bidding Documents. In no case, I/we shall have any claim or right of whatsoever nature if the Project/ Concession is not awarded to me/us or our Bid is not opened or rejected.
- 22) I/ We agree to pay the Project Development Fee, Upfront Premium and Annual Concession Fee along with any applicable taxes thereon, in accordance with the terms of the Bidding Documents.
- 23) I/We agree to pay the GST and all other applicable taxes to the Central Government, State Government or Local Authorities of the State of West Bengal for undertaking the aforesaid Project in accordance with the Bidding Documents and the Concession Agreement.
- 24) I/ We agree and understand that in case the Project gets awarded to me/us, I/we shall be responsible for managing of the DEVELOPMENT OF MARKETING HUB FOR SHGs/ ARTISANS IN DIFFERENT DISTRICTS IN PPP MODE with regards to third parties without any liability of the Authority.
- 25) I/ We have not be not debarred/ blacklisted by the Central/ State Government, or any entity controlled by it, from participating in any project (Infrastructure) or otherwise in the last 3 years, and the bar subsists as on the date of Bid.
- 26) I/ We shall keep this offer valid for 180 (one hundred and eighty) days from the Bid Due Date specified in the RFP.
- 27) I/ We hereby declare and confirm that I/ we/ any Member of the Consortium is not a defaulter of any Bank or Financial Institution and none of my/ our accounts have been declared as Non-Performing Assets by any Bank or Financial Institution in the last 3 (three) years preceding Bid Due and presently there is no dispute pending with any Bank or Financial Institution.

{We agree and undertake to be jointly and severally liable for all the obligations of the Developer/ Concessionaire under the Concession Agreement till the end of the Agreement Period in accordance with the Agreement.}<sup>6</sup>

In witness thereof, I/ we submit this bid under and in accordance with the terms of the RFP document. Yours

faithfully,

(Signature, name & designation of the Authorized Signatory) Name and seal of the Bidder/ Lead Member

---

<sup>6</sup> Omit if the Bidder is not a Consortium.

Appendix-I  
**ANNEX-I****DETAILS OF BIDDER**

1.
  - (a) Name:
  - (b) Country of incorporation:
  - (c) Address of the registered office, 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 entity including details of its main lines of business and proposed role and responsibility in this Project:
3. Details of individual(s) who will serve as the point of contact/ communication for the WBSIDCL:
  - (a) Name:
  - (b) Designation:
  - (c) Company:
  - (d) Address:
  - (e) Telephone Number:
  - (f) E-Mail Address:
  - (g) Fax Number:
4. Particulars of the Authorized Signatory of the Bidder:
  - (a) Name:
  - (b) Designation:
  - (c) Address:
  - (d) Phone Number:
  - (e) Fax Number:
5. In case of a Consortium:
  - (a) The information above (1-4) should be provided for all the Members of the Consortium.
  - (b) A copy of the Jt. Bidding Agreement, as envisaged in Clause 2.2.5 (vii) should be attached to the Bid.
  - (c) Information regarding the role of each Member should be provided as per table below:

Sr. No.	Name of Member	Role*	Share in Consortium
1.			
2.			
3.			

\* The role of each Member, as may be determined by the Bidder, should be indicated in accordance with Article 4 at Appendix-IV.

6. The following information shall also be provided for each Bidder/ Member of the Consortium:

**Name of Bidder/ member of Consortium:**

Sr. No.	Criteria	Yes	No
1.	Has the Bidder/ member of the Consortium been barred by the [Central/ State] Government, or any entity controlled by it, from participating in any project (BOT or otherwise).		
2.	If the answer to 1 is yes, does the bar subsist as on the date of Bid.		
3.	Has the Bidder/ member of the Consortium paid liquidated damages of more than 5% of the contract value in a contract due to delay or has been penalised due to any other reason in relation to execution of a contract, in the last three years?		

7. A statement by the Bidder and each of the Members of its Consortium (where applicable) disclosing material non-performance or contractual non-compliance in past projects, contractual disputes and litigation/ arbitration in the recent past is given below (Attach extra sheets, if necessary).



Appendix-I  
ANNEX-II**TECHNICAL CAPACITY OF THE BIDDER***(Refer to Clause 2.2.2 (A) of the RFP)***Details of Eligible Projects:****Name of Bidder/ Consortium Member:**

ITEM	PARTICULARS OF THE PROJECT
Name of the Eligible Project	
Give a brief description of the work undertaken relevant to the Project	
Entity for which the Eligible Project was constructed/ developed:	
Name:	
Address:	
Name of Contact Person:	
Phone No. of the Contact Person:	
Email ID of the Contact Person:	
Location	
Capital Cost of Eligible Project(Excluding land cost)	
Date of commencement of Eligible Project	
Date of completion of Eligible Project in all respects	
Source of funds of the Eligible Project	
Mode (BOT, EPC, Item Rate, etc.)	
Equity shareholding of the Bidder/ Member in the in the company owning the Eligible Project, held continuously during the period for which Eligible Experience is claimed	

**Instructions:**

1. Bidders are expected to provide information in respect of each Eligible Projects in this Annex which have been undertaken by the Bidder/ Member in its own name and/ or by a project company in which the Bidder/ Member has a share/ equity of atleast 26%. The projects cited must comply with the eligibility criteria specified in the RFP document.
2. A separate sheet should be filled for each Eligible Project.
3. Name, address and contact details of owner/ Authority/ Agency (i.e. employer, concession grantor, etc.) may be provided.

4. The date of completion of construction should be indicated. Only such projects whose construction has been completed in all respects shall be considered for the purpose of evaluation.
5. Experience for any activity relating to an Eligible Project shall not be claimed by two or more Members of the Consortium. In other words, no double counting by a consortium in respect of the same experience shall be permitted in any manner whatsoever.
6. Completion Certificate from the concerned client/ entity for whom the work undertaken must be furnished for each Eligible Project.
7. The sum total of the capital costs of each of the Eligible Projects cited by the Bidder in its Bid as per this format, should cumulatively aggregate to a sum of more than Rs.60 Crores (Rupees Sixty Crores Only).
8. Certificate(s) from the Statutory Auditor as per the format prescribed below in respect of each Eligible Project :

**Format for Certificate(s) from the Statutory Auditor to be procured and annexed as proof of the claim made in respect of the Eligible Projects in terms of Clause 2.2.2, 2.2.3 and 3.4 of the RFP document:**

**Format 1 for Eligible Projects executed on PPP mode**

<b>Certificate from the Statutory Auditor regarding PPP projects<sup>7</sup></b>	
<p>Based on its books of accounts and other published information authenticated by it, this is to certify that _____ (name of the Bidder/ Member) is/ was an equity shareholder in _____ (title of the project company) and holds/ held Rs. _____ cr. (Rupees _____ crores) of equity (which constitutes _____%<sup>8</sup> of the total paid up and subscribed equity capital) of the project company from _____ (date) to _____ (date)<sup>9</sup>. The project was commissioned on _____ (date of commissioning of the project).</p> <p>We further certify that the total capital cost of the project pursuant to completion of construction is Rs. _____ Cr. (Rupees _____ crores).</p> <p>Name of the audit firm: _____</p> <p>Seal of the audit firm: _____ (Signature, name and designation of the authorized signatory)</p> <p>Date: _____</p>	

<sup>7</sup> Provide Certificate as per this format only. Attach Explanatory Notes to the Certificate, if necessary. Statutory auditor means the entity that audits and certifies the annual accounts of the company.

<sup>8</sup>The equity shareholding of the Bidder, in the company owning the Eligible Project, held continuously during the period for which Eligible Experience is claimed.

<sup>9</sup> In case the project is owned by the Bidder company, this language may be suitably modified to read :

“It is certified that \_\_\_\_\_ (name of Bidder) constructed and/ or owned the \_\_\_\_\_ (name of project) from \_\_\_\_\_ (date) to \_\_\_\_\_ (date).”

**Format 2 for Eligible Projects executed on EPC mode****Certificate from the Statutory Auditor regarding construction works**

Based on its books of accounts and other published information authenticated by it, {this is to certify that \_\_\_\_\_ (name of the Bidder/ Member) was engaged by \_\_\_\_\_ (name of the client) to execute \_\_\_\_\_ (name of project). The construction of the project commenced on \_\_\_\_\_ (date) and the project was commissioned on \_\_\_\_\_ (date, if any). It is certified that \_\_\_\_\_ (name of the Bidder/ Member) received/ paid Rs. \_\_\_\_\_ Cr. (Rupees \_\_\_\_\_ crores) by way of payment for the aforesaid construction works.

We further certify that the total estimated capital cost of the project is Rs.....crores (Rupees .....Crores) pursuant to completion of construction work.

{It is further certified that the amount specified above is restricted to the share of the Bidder who undertook these works as a partner or a member of joint venture/ Consortium} <sup>10</sup>.

Name of the audit firm:

Seal of the audit firm: (Signature, name and designation of the authorized signatory)

Date:

<sup>10</sup> This certification should only be provided in case of jobs/ contracts, which are executed as part of a partnership/ joint venture/ consortium. The payments indicated in the certificate should be restricted to the share of Bidder in such partnership/ joint venture/ consortium. This portion may be omitted if the contract did not involve a partnership/ joint venture/ consortium. In case where work is not executed by partnership/ joint venture/ consortium, this paragraph may be deleted.

Appendix-I  
ANNEX-III**FINANCIAL CAPACITY OF THE BIDDER***(Refer to Clause 2.2.2 of the RFP)***(In Rs. crores)**

<b>Bidder type <sup>11</sup></b>	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Net Worth <sup>12</sup></b>
				<b>As on March 31, 2024</b>
Single entity Bidder				
Bidder applying through High Net-worth Route				
Consortium Member 1				
Consortium Member 2				
Consortium Member 3				
<b>TOTAL</b>				

**Certificate from the Statutory Auditor**

This is to certify that the information contained above is correct as per the Books of Accounts of the Bidder/ Consortium Member who's Net-worth as on March 31, 2024 is Rs. \_\_\_\_\_ (Rupees in words).

Name of the Authorised Signatory:

Designation:

Name of the Audit firm:

(Signature for the Authorised Signatory of the Statutory Auditor) Seal of  
the Firm

**Instructions:**

- The Bidder/ its constituent Consortium Members shall attach copies of the balance sheets, financial statements and Annual Reports for 3 (three) financial years preceding the Bid Due Date. The financial statements shall:
  - reflect the financial situation of the Bidder or Consortium Members;
  - be audited by a statutory auditor;
  - be complete, including all notes to the financial statements; and
  - correspond to accounting periods already completed and audited (no statements for partial periods shall be requested or accepted).
- Year 1 will be the latest completed financial year, preceding the bidding. Year 2 shall be the year immediately preceding Year 1 and so on.
- In the case of a Consortium, each Member who is meeting the Financial Capacity criteria should provide this Annex.
- The Bidder shall also provide the name and address of the Bankers to WBSIDCL.

<sup>11</sup> A Bidder consisting of a single entity should fill in details as per the row titled Single entity Bidder and ignore the rows titled Consortium Members. In case of a Consortium, row titled Single entity Bidder may be ignored.

<sup>12</sup> The Bidder/ Member should provide details of its own Financial Capability.

Appendix-1  
**ANNEX-IV**

**STATEMENT OF LEGAL CAPACITY**

*(To be forwarded on the letterhead of the Bidder/ Lead Member of Consortium)*

Ref.

Date:

To,  
The Managing Director,  
The West Bengal Small Industries Development Corporation Limited,  
“Shilpa Bhavan”, 4th Floor,  
31, Black Burn Lane, Kolkata  
– 700 012.

Bid for: “DEVELOPMENT OF MARKETING HUB FOR SHGs/ ARTISANS IN DIFFERENT DISTRICTS IN PPP MODE (Location.....)

Dear Sir,

We hereby confirm that we/ our members in the Consortium (constitution of which has been described in the bid) satisfy the terms and conditions laid out in the RFP document.

We have agreed that..... (insert Member’s name) will act as the Lead Member of our Consortium.\*

We have agreed that.....(insert individual’s name) will act as our representative/ will act as the representative of the Consortium on its behalf\* and has been duly authorized to submit the RFP. Further, the authorised signatory is vested with requisite powers to furnish such letter and authenticate the same.

Thanking you,

Yours faithfully,

(Signature, name and designation of the authorised signatory)

For and on behalf of.....

\*Please strike out whichever is not applicable.

APPENDIX-II

Power of Attorney for signing of Bid

(Refer Clause 2.2.4)

(To be executed on Stamp paper of appropriate value and duly notarized)

Know all men by these presents, we .....(name of the firm and address of the registered office) do hereby irrevocably constitute, nominate, appoint and authorize 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 Bid for the “DEVELOPMENT OF MARKETING HUB FOR SHGs/ ARTISANS IN DIFFERENT DISTRICTS IN PPP MODE[Location.....]”(the “Project”) to the West Bengal Small Industries Development Corporation Limited (the “WBSIDCL”) including but not limited to signing and submission of all bids and other documents and writings, participate in pre-bids and other conferences and providing information/ responses to WBSIDCL, presenting us in all matters before WBSIDCL, signing and execution of all contracts including the Concession Agreement and undertakings consequent to acceptance of our bid, and generally dealing with WBSIDCL or the Authority in all matters in connection with or relating to or arising out of our bid for the said Project and/ or upon award thereof to us and/ or till the entering into of the Concession Agreement with the WBSIDCL.

AND we hereby agree to ratify and confirm and do hereby ratify and confirm all acts, deeds and things 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 ..... 20....

For .....  
(Signature, name, designation and address)

Witnesses:

- 1.
- 2.

Accepted

.....  
(Signature)

(Name, Title and Address of the Attorney)

(Notarised)

Notes:

- The mode of execution of the Power of Attorney should be in accordance with the procedure, if any, laid down by the applicable law and the charter documents of the executant(s) and when it is so required, the same should be under common seal affixed in accordance with the required procedure.



- *Wherever required, the Bidder should submit for verification the extract of the charter documents and documents such as a board or shareholders' resolution/ power of attorney in favour of the person executing this Power of Attorney for the delegation of power hereunder on behalf of the Bidder.*
- *For a Power of Attorney executed and issued overseas, the document will also have to be legalised by the Indian Embassy and notarised in the jurisdiction where the Power of Attorney is being issued. However, the Power of Attorney provided by Bidders from countries that have signed the Hague Legislation Convention 1961 are not required to be legalised by the Indian Embassy if it carries a conforming Apostille certificate.*

**APPENDIX-III**

**Power of Attorney for Lead Member of Consortium**

*(Refer Clause 2.2.4 of RFP)*

**(To be executed on Stamp paper of appropriate value and duly notarized)**

Whereas the West Bengal Small Industries Development Corporation Limited (“**WBSIDCL**”) has invited Bids from interested parties for the “**DEVELOPMENT OF MARKETING HUB FOR SHGs/ ARTISANS IN DIFFERENT DISTRICTS IN PPP MODE**” (the “**Project**”) And Whereas, ....., ....., and ..... (collectively the “**Consortium**”) being Members of the Consortium are interested in bidding for the Project in accordance with the terms and conditions of the Request for Proposal document (RFP) and other connected documents in respect of the Project,

And Whereas, it is necessary for the Members of the Consortium to designate one of them as the Lead Member with all necessary power and authority to do for and on behalf of the Consortium, all acts, deeds and things as may be necessary in connection with the Consortium’s bid for the Project and its execution.

NOW THEREFORE KNOW ALL MEN BY THESE PRESENTS

We, .....having our registered office at ....., M/s. .... having our registered office at ....., and ..... having our registered office at ....., (hereinafter collectively referred to as the “**Principals**”) do hereby irrevocably designate, nominate, constitute, appoint and authorise M/s ..... having its registered office at ....., being one of the Members of the Consortium, as the Lead Member and true and lawful attorney of the Consortium (hereinafter referred to as the “**Attorney**”). We hereby irrevocably authorise the Attorney (with power to sub- delegate) to conduct all business for and on behalf of the Consortium and any one of us during the bidding process and, in the event the Consortium is awarded the concession/contract, during the execution of the Project and in this regard, to do on our behalf and on behalf of the Consortium, all or any of such acts, deeds or things as are necessary or required or incidental to the qualification of the Consortium and submission of its bid for the Project, including but not limited to signing and submission of all, bids and other documents and writings, participate in bidders and other conferences, respond to queries, submit information/ documents, sign and execute contracts and undertakings consequent to acceptance of the bid of the Consortium and generally to represent the Consortium in all its dealings with WBSIDCL, and/ or any other Government Agency or any person, in all matters in connection with or relating to or arising out of the Consortium’s bid for the Project and/ or upon award thereof till the Concession Agreement is entered into with the WBSIDCL.

AND hereby agree to ratify and confirm and do hereby ratify and confirm all acts, deeds and things 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/ Consortium.

IN WITNESS WHEREOF WE THE PRINCIPALS ABOVE NAMED HAVE EXECUTED THIS POWER OF ATTORNEY ON THIS ..... DAY OF ..... 2....

For .....  
(Signature)

..... (Name  
& Title)

For .....  
(Signature)

..... (Name  
& Title)

For .....  
(Signature)

..... (Name  
& Title)

Witnesses:

1.

2.

.....  
(Executants)  
(To be executed by all the Members of the Consortium) (Notarised)

*Notes:*

- *The mode of execution of the Power of Attorney should be in accordance with the procedure, if any, laid down by the applicable law and the charter documents of the executant(s) and when it is so required, the same should be under common seal affixed in accordance with the required procedure.*
- *Also, wherever required, the Bidder should submit for verification the extract of the charter documents and documents such as a board or shareholders’ resolution/ power of attorney in favour of the person executing this Power of Attorney for the delegation of power hereunder on behalf of the Bidder.*
- *For a Power of Attorney executed and issued overseas, the document will also have to be legalised by the Indian Embassy and notarised in the jurisdiction where the Power of Attorney is being issued. However, the Power of Attorney provided by Bidders from countries that have signed the Hague Legislation Convention 1961 are not required to be legalised by the Indian Embassy if it carries a conforming Apostille certificate.*

**APPENDIX-IV**  
**Letter Comprising the Area Sharing Bid**  
*(Refer Clause 1.2.6)*

Dated:

To,  
The Managing Director  
**The West Bengal Small Industries Development Corporation Limited**  
“Shilpa Bhavan”, 4<sup>th</sup> Floor,  
31, Black Burn Lane, Kolkata – 700 012.

Sub: Bid for “DEVELOPMENT OF MARKETING HUB FOR SHGs/ ARTISANS IN DIFFERENT DISTRICTS IN PPP MODE (Location.....)”

Dear Sir,

With reference to your RFP document dated \_\_\_\_\_, I/we, having examined the Bidding Documents and understood their contents, hereby submit my/ our Area Sharing Bid for the aforesaid Project. The Area Sharing Bid is unconditional and unqualified.

1. I/ We hereby submit our Bid and offer to develop & deliver the area to WBSIDCL as follows :

Sl.	Location	Minimum Quantum of Built-up Spaces (in sq.ft.) (As per Appendix-VII)	Offered Spaces (in sq.ft.)

2. I/We agree to pay the GST and all other applicable taxes to the Central Government, any State Government and/ or Local Authorities or the State of West Bengal for undertaking the aforesaid Project in accordance with the Bidding Documents and the Concession Agreement.
3. I/ We hereby declare to undertake the aforesaid Project in accordance with the terms & conditions of the Concession Agreement and the Bidding documents.

In witness thereof, I/ we submit this Financial Bid under and in accordance with the terms of the RFP and the Bidding documents.

Yours faithfully,

Date: (Signature, name & designation of the Authorised Signatory) Place:

Name and seal of Bidder/ Lead Member

**APPENDIX-V**  
(to be furnished on company letter head)  
(In Case of the Bidder is not registered with EPF)

**To**  
**The Managing Director,**  
**The WBSIDC Ltd.,**  
**“Shilpa Bhavan”, 4<sup>th</sup> Floor,**  
**Kolkata – 700 012.**

Sir,

We, [COMPANY NAME], a [COMPANY TYPE] incorporated under the [RELEVANT ACT],  
having its registered office at [REGISTERED OFFICE ADDRESS], hereby declare as follows:

1. We have less than 20 employees on our payroll.
2. In view of the above, we are not currently required to register with the Employees' Provident Fund (EPF) under the Employees' Provident Funds and Miscellaneous Provisions Act, 1952.
3. We undertake to register with the EPF as soon as we meet the eligibility criteria under the Act.

[Signature]  
[Name], [Designation]  
[Company Seal]

Place:  
Date:

**APPENDIX-VI**  
**(TO BE FURNISHED ON RS 100 NON-JUDICIAL STAMP, DULY NOTARISED)**  
**(in case of non-availability of completion certificates for executed projects)**

To  
The Managing Director,  
The WBSIDC Ltd.,  
“Shilpa Bhavan”, 4<sup>th</sup> Floor,  
Kolkata – 700 012.

Sir,

We, [COMPANY NAME], a [COMPANY TYPE] incorporated under the [RELEVANT ACT], having its registered office at [REGISTERED OFFICE ADDRESS], hereby declare as follows:

1. We, [COMPANY NAME], have successfully completed the work of [NAME OF WORK] situated and located at [ADDRESS OF THE PROJECT] as on [DATE OF COMPLETION].
2. The Building Plan of the said Project was sanctioned by [NAME OF SANCTIONING AUTHORITY] vide their letter No. [LETTER NUMBER]; dated [DATE]. *A copy of Sanctioned Building Plan is enclosed for reference.*
3. We have not obtained the Completion Certificate from the competent authority due to [REASON FOR NON-SUBMISSION, e.g., "pending approval", "delay in inspection", etc.].
4. We undertake to obtain the Completion Certificate from the competent authority as soon as possible and submit the same to the relevant authorities.
5. We declare that the work has been completed in accordance with the sanctioned Building Plan and applicable building codes and regulations.
6. We indemnify and hold harmless the authorities and stakeholders against any claims, damages, or liabilities arising from the non-submission of the Completion Certificate.

[Signature]  
[Name], [Designation]  
[Company Seal]

Place:  
Date:



**APPENDIX-VII****DETAILS OF LAND & MINIMUM QUANTUM OF AREA TO BE HANDED OVER TO THE WBSIDCL**

Sl.	Lands	Area (in acre)	Permissible Coverage, Height, FAR	Min. Quantum of Built-Up Space, to be handed over (in sft.)	In case of 2 Blocks/ Towers	In case of Single Bldg.	Selecti on Criteria
1	Belgaria, Santipur, Nadia	0.7700	Permissible Coverage, Height, FAR as per the Building Rules of Local Competent Authority, i.e., Municipality/ Panchayat, as the case may be. Fees related to sanction will be borne by the Developer.	32,700	1 Block to be constructed, dedicatedly for Govt.	Offered Space for Govt. to be equally distributed in all floors.	The Bidder, offering highest aggregated Built-Up Area, above the Min. Quantum of Built-Up Area, shall be selected as successful Bidder.
2	Dakshin Chakhabani, Balurghat, Dakshin Dinajpur	0.23925		7,500			
3	KInside the compound of Biswa Khudra Bazar (BKB), Bolpur, Birbhum	1.000		16,050		Offered Space for Govt. to be equally distributed in Ground Floor and 1 <sup>st</sup> Floor.	

**Note: -**

- Land would be leased out at a token Salami of ₹1 to the Developer, offering highest aggregated Built-Up Spaces for the Govt. Free of Cost.
- The Developer shall handover the Govt. Share in a single block within 24 months of handing over of land.
- **The selected Bidder is permitted to establish any commercial activity within the proposed Marketing Complex, excluding residential or housing development.**
- **Pre Bid Conference on 13.10.2025 at 3.00 P.M. & Last Date of ‘Application’, 30.10.2025 till 4.00 P.M.**
- More locations will be added in due Course.
- For further details of RFP, please visit [www.wbsidcl.in](http://www.wbsidcl.in) or [www.wbmsmet.gov.in](http://www.wbmsmet.gov.in).

**APPENDIX-VIII**

Checklist of documents required to be submitted during submission of application: -

<b>Details of Documents</b>	<b>Put (✓)</b>
1. Bid Security DD amounting to Rs. 2,00,000/-.	
2. Duly filled up APPENDIX I [LETTER COMPRISING THE BID] with :	
a. Annex-I [DETAILS OF BIDDER]	
b. Annex-II [TECHNICAL CAPACITY OF THE BIDDER]	
c. ANNEX-III [FINANCIAL CAPACITY OF THE BIDDER]	
d. ANNEX-IV [STATEMENT OF LEGAL CAPACITY] – For Consortium only	
3. APPENDIX-II [Power of Attorney for signing of Bid]	
4. APPENDIX-III [Power of Attorney for Lead Member of Consortium] – For Consortium only	
5. APPENDIX-IV [ Letter Comprising the Area Sharing Bid]	
6. APPENDIX-V [In Case of the Bidder is not registered with EPF]	
7. APPENDIX-VI [in case of non-availability of completion certificates for executed projects]	
8. APPENDIX-VII [DETAILS OF LAND & MINIMUM QUANTUM OF AREA TO BE HANDED OVER TO THE WBSIDCL]	
9. APPENDIX-VIII [ Checklist]	
10. Singed RFP document along with Agreement.	
11. Copies of the balance sheets, profit and loss account, financial statements and Annual Reports for 3 (three) financial years preceding the Bid Due Date.	
12. GST & EPF Registration Certificate.	
13. Joint Bidding Agreement – For Consortium only	
14. Copy of Memorandum and Articles of Association, if the Bidder is a body corporate, and if a partnership then a copy of its Partnership Deed.	
15. Completion certificates of the Projects, issued by the Competent Authority.	

[Signature]  
 [Name], [Designation]  
 [Company Seal]

Place:  
 Date:

**VOLUME-II**  
**DRAFT CONCESSION AGREEMENT**

**(for illustration purpose only)**

## **CONCESSION AGREEMENT**

This **CONCESSION AGREEMENT** is entered into on this the [ ] day of [ ] (Month), 2025 at Kolkata, West Bengal

### **BETWEEN**

The **WBSIDC Ltd** having its office at “Shilpa Bhavan”, 31, Black Burn Lane, Kolkata -700012 West Bengal (hereinafter referred to as the “**AUTHORITY**”), acting through its Managing Director which expression shall, unless the context otherwise requires, include its administrators, successors and assigns of **ONE PART**;

### **AND**

M/s. \_\_\_\_\_, a {Company/ LLP/ Partnership} incorporated under t h e { name of the applicable Act} and having its registered office at \_\_\_\_\_ acting through its \_\_\_\_\_ (hereinafter referred to as the “**CONCESSIONAIRE**”) which expression shall, unless the context otherwise requires, include its successors/ successors in business and permitted assigns and substitutes of the **OTHER PART**

### **WHEREAS**

- A. The Authority had decided to develop a DEVELOPMENT OF MARKETING HUB FOR SHGS/ ARTISANS IN DIFFERENT DISTRICTS OF WEST BENGAL IN PPP MODE on government land, whose ownership vests with the Authority.
- B. With an objective to seek private sector participation in the development of the aforesaid Project, The West Bengal Small Industries Development Corporation Limited (WBSIDCL) undertook, for and on behalf of the Authority, the process of selection of a suitable Bidder through competitive bidding, after issuing a Request for Proposal document (**RFP**) dated ....., 2025 inviting Bids/ Proposals from prospective Bidders to implement the said Project.
- C. On evaluation of the submitted Bids, WBSIDCL accepted the Bid of M/s ..... {name of Selected Bidder/ Consortium comprising of M/s \_\_\_\_\_ as Lead Member, M/s \_\_\_\_\_ & M/s \_\_\_\_\_ as Members} (the “**Selected Bidder**”) having quoted the highest area sharing value @ \_\_\_\_\_ % and issued Notice of Award (LOA) bearing no. \_\_\_\_ dated \_\_\_\_\_.
- D. The Selected Bidder has since promoted and incorporated a limited liability company under the Companies Act 2013 i.e..... to act as the Concessionaire, and had requested the Authority to accept the Concessionaire as the entity which shall undertake and perform the obligations and exercise the rights of the Selected Bidder under the LOA, including the obligation to enter into a Concession Agreement pursuant to issuance of the LOA for executing the Project.
- E. By its letter dated \_\_\_\_\_ the Concessionaire has also joined in the said request of the Selected Bidder/ Consortium to the Authority to accept it as the entity which shall undertake and perform the obligations and exercise the rights of the Selected Bidder or the Consortium under the LOA, including the obligation to enter into this Concession Agreement pursuant to issuance of the LOA for executing the Project. The Concessionaire has further represented to the effect that it has been promoted by the Selected Bidder/ Consortium for the purposes hereof and has delivered to the Authority a legal opinion from the Indian Legal Counsel of the Concessionaire with respect to the authority of the Concessionaire to enter into this Concession Agreement and the enforceability of the provisions thereof.

- F. The Authority had agreed to the said request of the Selected Bidder and the Concessionaire, and had accordingly entered into a Concession Agreement dated \_\_\_\_\_ with the Concessionaire and granted to the Concessionaire, the Concession on the mutually agreed terms and conditions for the Concession Period to (a) plan, design, engineer, finance, develop, construct, commission, operate and maintain the Project on a commercial basis, and (b) at the end of the Concession Period transfer back the Project Site including the Project Facility thereon to the Authority.
- G. The Concessionaire hereby accepts the Concession hereby being granted and undertakes to implement the Project in accordance to the provisions of this Concession Agreement.

**NOW THEREFORE**, in view of the mutual promises and consideration set out herein, the Authority, the Concessionaire and the Selected Bidder (each individually referred to as “Party” hereto, and collectively the “Parties”) hereby agree to be bound by the provisions of this Concession Agreement.

## **ARTICLE 1: DEFINITIONS AND INTERPRETATION**

### **Definitions**

In this Concession Agreement, unless repugnant to the context in which these words and expressions appear the words and expressions defined below shall have the meanings assigned to them: -

- (i) **“Applicable Laws”** means all laws which are applicable to the Project and/ or the Concessionaire extending to the State of West Bengal, having been enacted or brought into force by Government of West Bengal or Go WB including regulations, rules and notifications made thereunder, and judgements, decrees, injunctions, writs and orders of any Court of Record, applicable to this Agreement and the exercise, performance and discharge of the respective rights and obligations of the Parties hereunder, as may be in force and effect during the subsistence of this Agreement.
- (ii) **“Applicable Permits”** means all clearances, licenses, permits, authorizations, no objection certificates, consents, registrations, filings or other authorisations of whatever nature, which is necessary for effective implementation of the Project, any approvals and exemptions required to be obtained or maintained by the Concessionaire under Applicable Laws during the subsistence of this Agreement;
- (iii) **“Authority” or “WBSIDCL”** means the West Bengal Small Industries Development Corporation Limited.
- (iv) **“Commercial Complex”** means the area, to be commercially developed at the Project Site as a part of the Project and includes developments as specified , which the Concessionaire shall utilize for commercial purposes (including its maintenance and management) to generate revenue during the Concession Period.
- (v) **“Commercial Area Charges”** means the license/ sub-license fee, advertisement revenues, charges, levies, tariffs, etc. all sources of revenue by whatever name called that are payable at any time and from time to time by any Person/ Users, using the Commercial Area, to the Concessionaire. Subject to the provisions hereof, the Concessionaire shall have the right to determine, demand, charge, collect, revise, retain and appropriate the Commercial Area Charges as per the applicable/ prevalent market driven rates.
- (vi) **“Commercial Operations”** means the commercial use of the Commercial Area by charging, demanding, collecting, retaining and appropriating User Charges.
- (vii) **“Commercial Operations Date” or “COD”** means the date on which the Concessionaire commences the Commercial Operations.
- (viii) **“Competent Authority/ies”** means any agency, authority, department, ministry, public or statutory Person of the Government of West Bengal or Government of India, or any local authority, or any other sub-division thereof with authority over aspects of implementation of the Project having jurisdiction over all or any part of the Project Site or the performance of all or any of the services or obligations of the Concessionaire under or pursuant to this Concession Agreement.

- (ix) **“Concession”** shall have the meaning set forth in Article 3 and **“Concession Agreement”** means and includes this signed Concession Agreement (including the Schedules of the Concession Agreement, all other documents attached as annexures, the Notice of Award & Addendum to Notice of Award issued by WBSIDCL and the written clarification(s), addendums, amendments, etc. to the RFP Document issued subsequently to the bidders).
- (x) **“Concessionaire”** means **M/s.**  
\_\_\_\_\_, a Special Purpose Company  
incorporated by the Selected Bidder under the Companies Act, 2013), having its  
registered office at  
\_\_\_\_\_ and  
includes its subsidiaries, successors and permitted assigns.
- (xi) **“Concessionaire's Equipment”** means all machinery, apparatus and other things (other than Temporary Works) required for the execution and completion of the Works and the remedying of any defects, and includes any equipment referred to as "Construction Equipment" but does not include Plant and Materials.
- (xii) **“Concessionaire's Representative”** means the Person appointed by Concessionaire under Article 8.6.
- (xiii) **“Concession Period”** is the period of **99 (Ninety-nine) years**, for which this Concession is granted, commencing from the Compliance Date.
- (xiv) **“Conditions Precedent”** means the conditions set out in Article 4 hereof.
- (xv) **“Consortium Members”** means \_\_\_\_\_, \_\_\_\_\_ & \_\_\_\_\_  
\_\_\_\_\_.
- (xvi) **“Construction Documents”** means and includes all drawings, calculations, computer application software (programs), samples, patterns, models, operation and maintenance manuals, and other manuals and information of a similar nature prepared in relation to the Project.



- (xvii) **“Construction Period”** means the period from the Compliance Date to the date of issue of Construction Completion Certificate, which involves the design, setting out, construction of works, erection and installation of equipments, commissioning, testing and certification of Construction Works.
- (xviii) **“Construction Completion Date”** means the date of actual completion of the Construction Works in accordance with the provisions of this Concession Agreement, pursuant to obtaining of all statutory approvals for operating the project from all Competent Authorities.
- (xix) **“Construction Works”** means all works and things necessary to complete the Project in accordance with this Agreement.
- (xx) **“Contractor”** means the person or persons, as the case may be, with whom the Concessionaire has entered into any of the construction contract, operation and maintenance contract or any other agreement or contract for construction, operation and/or maintenance of the Project Facility and/ or Project Facilities or matters incidental thereto, but does not include a person who has entered into an agreement for providing financial assistance to the Concessionaire.
- (xxi) **“Cost”** means all expenditure properly incurred (or to be incurred) by the Concessionaire with respect to the Project, whether on or off the Project Site, including overheads and similar charges, but does not include profit.
- (xxii) **“Cure Period”** means the period specified in this Agreement for curing any breach or default of any provision of this Agreement by the Party responsible for such breach or default and shall:
- (a) commence from the date on which a notice is delivered by one Party to the other Party asking the latter to cure the breach or default specified in such notice;
  - (b) not relieve any Party from liability to pay Damages or compensation under the provisions of this Agreement; and
  - (c) not in any way be extended by any period of Suspension under this Agreement;
- provided that if the cure of any breach by the Concessionaire requires any reasonable action by the Concessionaire that must be approved by the Authority or the Independent Engineer hereunder, the applicable Cure Period shall be extended by the period taken by the Authority or the Independent Engineer to accord their approval.
- (xxiii) **“Day”** means calendar day, **“Month”** means 30 (thirty) days and **“Year”** means 365 days.
- (xxiv) **“Debt Due”** means the aggregate of the following sums expressed in Indian Rupees outstanding on the Transfer Date:
- (a) The principal amount of the debt provided by the Senior Lenders under the Financing Documents for financing the Total Project Cost (the **“principal”**) but excluding any part of the principal that had fallen due for repayment two years prior to the Transfer Date;

- (b) All accrued interest, financing fees and charges payable under the Financing Agreements, on or in respect of, the debt referred to in the para (a) above until the Transfer Date but excluding (i) any interest, fees or charges that had fallen due one year prior to the Transfer Date, (ii) any penal interest or charges payable under the Financing Agreements to any Senior Lenders, and (iii) any pre-payment charges in relation to accelerated repayment of debt except where such charges have arisen due to Authority's Default; and
- (c) Any Subordinated Debt which is included in the Financial Package and disbursed by lenders for financing the Total Project Cost;

provided that if all or any part of the Debt Due is convertible into Equity at the option of Senior Lenders and/ or the Concessionaire, it shall for the purposes of this Concession Agreement be deemed to be Debt Due even after such conversion and the principal thereof shall be dealt with as if such conversion had not been undertaken;

provided further that the Debt Due, on or after COD, shall in no case exceed 75% (seventy five percent) of the Total Project Cost.

- (xxv) **"Debt Service"** means the sum of all payments on account of principal, interest, financing fees and charges due and payable in an Accounting Year to the Senior Lenders under the Financing Agreements;
- (xxvi) **"Directive"** means any present or future requirement, instruction, direction, order, rule or regulation issued by any Competent Authority which is legally binding or which is notified by the Authority or the Independent Engineer to the Concessionaire, and any modification, extension or replacement thereof from time to time in force.
- (xxvii) **"Dispute"** shall have the meaning set forth in Article 17.
- (xxviii) **"Dispute Resolution Procedure"** means the procedure for resolution of Disputes set forth in Article 17 of this Concession Agreement.
- (xxix) **"Drawings"** means all of the drawings, calculations and documents pertaining to the Project and Project Facilities, and shall include 'as built' drawings of the Project and Project Facilities.
- (xxx) **"Easementary Rights"** means all easements, reservations, right of way, utilities and other similar purposes, or zoning or other restrictions as to the use of the real property, which are necessary or appropriate for the conduct of activities of the Concessionaire related to the Project or which customarily exist on properties which are similarly situated and are engaged in similar activities.
- (xxxi) **"Effective Date"** means the date of the signing of this Concession Agreement.
- (xxxii) **"Encumbrances"** means any encumbrances such as mortgage, charge, pledge, lien, hypothecation, security, interest, assignment, privilege or priority of any kind having the effect of security or other such obligations and shall include without limitation any designation of loss payees or beneficiaries or any similar arrangement under any

insurance policy pertaining to the Project Site, physical encumbrances or encroachments on the Project Site where applicable herein.

- (xxxiii) **"Emergency"** means a condition or situation that is likely to endanger the security of the individuals on or about the Project, including Users thereof, or which poses an immediate threat of material damage to any of the Project Assets.
- (xxxiv) **"Event of Default"** means the Concessionaire Event of Default and/ or Authority Event of Default, as the case may be.
- (xxxv) **"Equity"** means the sum expressed in Indian Rupees representing the equity share capital of the Concessionaire for meeting the equity component of the Total Project Cost, and for the purpose of this Agreement shall include convertible instruments or other similar forms of capital, which shall compulsorily convert into equity share capital of the Company, and any interest-free funds advanced by any shareholder of the Company for meeting such equity component.
- (xxxvi) **"Financial Closure"** means the fulfilment of all conditions precedent under the Financing Documents.
- (xxxvii) **"Financial Model"** means the financial model adopted by Senior Lenders setting forth the capital and operating costs of the Project and revenues therefrom on the basis of which the financial viability of the Project has been determined by the Senior Lenders, and includes a description of the assumptions and parameters used for making calculations and projections therein.
- (xxxviii) **"Financial Year"** means the year commencing from 1<sup>st</sup> April of any calendar year to the 31<sup>st</sup> March of the next calendar year except in the first and the last calendar year of the subsistence of this Agreement. In the first year of subsistence of this Agreement, it means the period from the Compliance Date to the 31<sup>st</sup> March of next calendar year. In the last year of subsistence of this agreement, it means the period from 1<sup>st</sup> April to the Transfer Date.
- (xxxix) **"Financing Documents"** means the documents executed by the Concessionaire in respect of financing of the Project to be provided by the Senior Lenders by way of loans, guarantees, subscription to non convertible debentures and other debt instruments including loan agreements, guarantees, notes, debentures, bonds and other debt instruments, security arrangements, and other documents.
- (xl) **"Financing Package" or "Financing"** means the financing package of the Project furnished by the Concessionaire indicating the Total Project Cost and the means of financing thereof and shall be deemed to have been modified to the extent as submitted to the Senior Lenders and as approved by the Senior Lenders for the purposes of funding the Project.
- (xli) **"Force Majeure" or "Force Majeure Event"** shall mean an act, event, condition or occurrence specified in the Article 13.
- (xlii) **"Good Industry Practice"** means those practices, methods, techniques, standards, skill, diligence and prudence which are generally and reasonably expected and accepted from

a reasonably skilled, prudent and experienced operator engaged in construction and operation of projects akin to the Project. It would include good engineering practices in the design, engineering, construction and project management which would be expected to result in the performance of its obligation by the Concessionaire and in operation and maintenance of the Facilities in accordance with this Concession Agreement, Applicable Laws, and Applicable Permits, reliability, safety, environment protection, economy and efficiency.

- (xliii) **“Go WB”** means the Government of the State of West Bengal, its respective departments or any other authorities, agencies and instrumentalities functioning under the direction or control of the Government of West Bengal and its administrators, successors and assigns.
- (xliv) **“GOI”** means the Government of India.
- (xlv) **“Lenders' Representative”** means the person duly authorised by the Lenders to act for and on behalf of the Lenders with regard to matters arising out of or in relation to this Agreement, and includes his successors, assigns and substitutes.
- (xlvi) **“Material Adverse Effect”** means consequences of events outside the control of the Affected Party which (a) render any right vested in a Party by the terms of this Concession ineffective, or (b) significantly impairs or frustrates the ability of any Party to observe and perform in a timely manner its obligations under this Concession Agreement, or (c) frustrates a material provisions of this Concession Agreement or any of the Project Agreements.
- (xlvii) **“Nominated Company”** means a company selected by the Lenders' Representative and proposed to the Authority for substituting the Concessionaire in accordance with the provisions of the Substitution Agreement.
- (xlviii) **“Operation and Maintenance” or “O&M”** means the operation and maintenance of the Project Facility and includes all matters connected with or incidental to such operation and maintenance, provision of services and facilities, and collection of User Charges in accordance with the provisions of this Agreement.
- (xlix) **“O&M Expenses”** means expenses incurred by or on behalf of the Concessionaire or by the Authority, as the case may be, for all O&M including (a) cost of salaries and other compensation to employees, (b) cost of materials, supplies, utilities and other services, (c) premia for insurance, (d) all taxes, duties, cess and fees due and payable for O&M, (e) all repair, replacement, reconstruction, reinstatement, improvement and maintenance costs, (f) payments required to be made under the O&M contract or any other contract in connection with or incidental to O&M, and (g) all other expenditure required to be incurred under Applicable Laws, Applicable Permits or this Agreement
- (l) **“Operation and Maintenance Period”** is the period commencing from the Commercial Operations Date and terminating at the Transfer Date.
- (li) **“Party”** means any of the parties to this Concession Agreement.
- (lii) **“Person”** means any natural person, firm, corporation, company, partnership, joint venture, trust or other entity, having legal capacity to sue and be sued in its name.

- (liii) **“Project”** shall mean planning, designing, construction, development, financing, operation, maintenance, management and Transfer of the Project Facility in accordance with the provisions of this Agreement and includes all works, services and equipment relating to or in respect of the Scope of Work of the Project;
- (liv) **“Project Agreements”** means, collectively, this Concession Agreement, the Financing Documents, hire purchase agreements, sub-license agreements/ arrangements, construction work agreement and maintenance agreements, in each case as amended, supplemented or otherwise modified from time to time but does not include the Escrow Agreement, Substitution Agreement or any agreement for procurement of goods.
- (lv) **“Project Assets”** means all physical and other assets relating to and forming part of the Site including but not limited to; (a) rights over the Project Site in the form of license, sub-license, right-of-way or otherwise; (b) tangible assets such as civil works, foundation, all buildings, substructures and superstructures, equipments, drainage works, sign boards, communication systems, administrative offices, HVAC works, electrical works including sub-station at the Project Facility; (c) all rights of the Concessionaire under the Project Agreements; (d) financial assets, such as receivables, cash, security deposits, etc.; (d) insurance proceeds; and (e) Applicable Permits and authorizations relating to or in respect of the Project.
- (lvi) **“Project Asset and Project Facilities Register”** means the register to be prepared and maintained by the Concessionaire.
- (lvii) **“Project Facility”** means the Commercial Area developed herein including all Project Facilities and other related structures, buildings, internal & external building services etc., common areas to be developed, designed, financed, constructed, upgraded, completed, commissioned, operated and maintained at the Project Site along with any Value Added Services and associated operations established by the Concessionaire in accordance with the provisions of the Concession Agreement.
- (lviii) **“Project Facilities”** means all the amenities and facilities required as basic and support infrastructure for Project, for the optimal functioning thereof, including but not limited to sewage and sanitation system, water supply, electricity distribution and supply, etc., situated on the Site, as prescribed in this Agreement including Schedules hereof and includes any additional facilities proposed by the Concessionaire as the part of its plans approved by the Authority.
- (lix) **“Project Implementation Schedule”** means the Concessionaire’s Project Implementation Proposal and its time frame as accepted by the Authority.
- (lx) **“Project Revenues”** means all sources of revenues and User Charges viz. Parking Fees, Service Charges, License Fee, Commercial Area Charges, etc. accruing to the Concessionaire from the Project.
- (lxi) **“RFP”** means the Request for Proposal document issued by the WBSIDCL. The terms "RFP" and "Request for Proposal" are synonymous with "Tender Documents" and "Bidding Documents".
- (lxii) **“Right of Way”** means the constructive possession of the Site, together with all way leaves, easements, unrestricted access and other rights of way, howsoever described, necessary for construction, operation and maintenance of the Project in accordance with this Agreement.

- (lxiii) **“Schedules”** mean the Schedules to this Concession Agreement.
- (lxiv) **“Scope of the Project”** shall have the meaning set forth in Article 2 of this Concession Agreement.
- (lxv) **“Service Charges”** means the charges, fees, rates, proceeds or any other sources of revenue or amounts of money by whatever name called that are payable at any time and from time to time by any Person to the Concessionaire pursuant to the utilization of Value Added Services.
- (lxvi) **“State”** means the State of West Bengal and the **“State Government”** means the government of that State.
- (lxvii) **“Statutory Auditors”** means an Independent, recognised and reputable firm of the Chartered Accountants duly licensed to practice in India acting as the Independent statutory auditors of the Concessionaire under the provisions of Companies Act, 2013 including any statutory modification or re-enactment or replacement thereof, for the time being in force.
- (lxviii) **“Subordinated Debt”** means any borrowings by the Concessionaire subordinated to the financial assistance provided by the Senior Lenders for meeting the Total Project Cost but does not include any interest thereon.
- (lxix) **“Sub-Licensee”** means the Person, selected by the Concessionaire, with whom the Concessionaire shall enter into a sub-license deed authorizing the said Person to utilize earmarked built-up space within the Commercial Complex strictly in accordance with the provisions of this Concession Agreement.
- (lxx) **“Tax”** means any tax, duty, levy, charge whatsoever charged, imposed or levied under Applicable Laws.
- (lxxi) **“Technical Requirements”** means and includes the description of the scope, standards, design criteria and performance criteria, specifications, drawings and similar information related to the design, construction and implementation of the Project as set forth in the Schedules to this Concession Agreement and any alterations and modifications thereto.
- (lxxii) **“Temporary Works”** means all temporary works of every kind (other than Concessionaire's Equipment) required for the construction, operation and maintenance of the project, services, facilities and the remedying of any defects relating thereto.
- (lxxiii) **“Tender”** means the Selected Bidder's quoted financial offer and detailed proposal for the Project, including the Concessionaire's Proposal, submitted to the Authority and as accepted by the Authority.
- (lxxiv) **“Termination Date”** means the date on which this Concession Agreement terminates by efflux of time or by issuance of a Termination Notice.
- (lxxv) **“Termination Notice”** means the communication issued in accordance with this Concession Agreement by a Party to the other Party for terminating this Concession Agreement.
- (lxxvi) **“Termination Payment”** means the amount payable by the Authority to the Concessionaire upon the termination of this Concession Agreement as are expressly provided for under this

Agreement.

- (lxxvii) **“Third Party”** means any Person, real or judicial, or entity other than the Parties to this Concession Agreement.

## ARTICLE 2: SCOPE OF THE PROJECT

### 2.1 Scope of the Project

The Scope of the Project shall mean and include the following during the Concession Period:

- (i) Planning and designing of a conventional component to be constructed at the Project Site and thereafter, get it approved from the authority, as per the laid down provisions of the Concession Agreement and Schedules hereof.
- (ii) Construction of Commercial Complex component on the Project Site, conforming to Applicable Laws & Applicable Permits including building bye-laws and regulations and provisions of this Concession Agreement.
- (iii) Option to develop Value Added Services related to the project component of the Project and levy, demand and collect Service Charges from the Users.
- (iv) To develop a Commercial Area at the Project Site, wherein the developments as laid down in **Schedule-I** shall be permitted.
- (v) Operation and Maintenance of the Project Facility/ Complex in accordance with the provisions of this Concession Agreement and the Schedules hereof.
- (vi) Demand, levy, collect, enforce, retain and appropriate Parking Fees, from all the Users using the Car Parking at rates determined herein.
- (vii) Determine, demand, levy, collect, enforce, retain and appropriate User Charges including Service Charges, Commercial Area Charges etc. from the sub-licensees/ Users as per the laid down provisions of the Concession Agreement and the Schedules hereof.
- (viii) To make payment of all applicable existing and future taxes, charges, fees, levies etc. as may be applicable to the Project and/ or any activities in pursuance of the draft Concession Agreement during the Concession Period.
- (ix) Performance and fulfillment of all other obligations of the Concessionaire in accordance with the provisions of this Agreement and matters incidental thereto or necessary for the performance of any or all of the obligations of the Concessionaire under this Agreement.

## ARTICLE 3: CONCESSION

### 3.1 Grant of Concession

- 3.1.1 Subject to and in accordance with the terms and conditions set forth in this Agreement, Applicable Laws and Applicable Permits, the Authority hereby grants to the Concessionaire and the Concessionaire hereby accepts the Concession for a period of **99 years (Ninety-nine) years**, commencing from the Compliance Date, including the exclusive right, license and authority during the subsistence of this Agreement, including extension thereof, to plan, design, finance, engineer, construct, develop, equip, operate, maintain and manage the Project and enjoy its commercial benefits for the Concession Period and the Concessionaire hereby accepts the Concession and agrees to implement the Project subject to and in



accordance with the terms and conditions set forth herein.

3.1.2 Subject to and in accordance with the terms and conditions set forth in this Agreement, the Concessionaire undertakes the following in accordance with the provisions of this Concession Agreement, the Applicable Laws and the Applicable Permits :

- (i) To have Right of Way, access and licence to the Project Site for the purpose of and to the extent conferred by the provisions of this Agreement;
- (ii) To develop, finance and implement the Project;
- (iii) manage, operate and maintain the Project and regulate the use thereof by third parties;
- (iv) To enjoy complete and uninterrupted access and license to the Project Site for the purpose of and to the extent conferred by the provisions of this Agreement and for a period that shall be co-terminus with the Concession Agreement;
- (v) To have access and liberty to plan, design, construct, finance, maintain and operate the Project Facility during the Concession Period in accordance with the provisions of this Concession Agreement & Schedules thereof. Any construction or development made by the Concessionaire on the Project Site in respect of the Complex shall be deemed to be the property of the Authority and the Concessionaire relinquishes all his rights in such property in favour of Authority upon Termination;
- (vi) To have exclusive right and authority, during the Concession Period, to carry out the specified activities in relation to the Project Facility;
- (vii) To demand, levy, collect, enforce, retain and appropriate Parking Fees from all the Users using the Car Parking component of the Complex.
- (viii) To Sub-License the use of the Project to sub-licensees and thereupon, determine, demand, levy, collect, enforce, retain and appropriate Service Charges and Commercial Area Charges and to periodically revise the same in conformity with the market rates. Within the limitations of statutory provisions and decency of operations, the Concessionaire shall make all the efforts to maximise the earnings from the Value Added Services and associated operations and to keep the Authority informed of actions taken and results thereof;
- (ix) To regulate the use of the Complex by the Third Parties/ sub-licensees and enforce the collection of Parking Fees, Service Charges, Commercial Area charges etc. from delinquent Users, as per the Applicable Laws;
- (x) To manage, operate and execute rights over all or any part of the Project Assets without any limitation or restriction other than those expressly set out in this Concession Agreement;
- (xi) To fulfil its obligations under this Agreement, undertake activities either by itself or through subcontracting arrangements and to appoint contractors, sub-contractors, agents, advisors and consultants without in any way relieving the Concessionaire of its obligations as set out in this Agreement;
- (xii) To arrange for all the Applicable Permits from the Competent Authorities for the development of the Complex and the Authority is no way liable for the same. Neverthe less the Authority without any binding obligation may provide any assistance upon written request from the Concessionaire.

- (xiii) To exercise such other rights as the Authority may determine as being necessary or desirable for the purposes incidental and necessary for developing, financing, implementing, managing, operating, running & maintaining the Project.
- (xiv) Bear and pay all expenses, costs, taxes, duties, levies and charges incurred in the fulfilment of all the Concessionaire's obligations under this Agreement; and

Nothing contained herein, including the act of granting permission to develop the Project at the designated area shall vest or create any proprietary interest in the Project or any part thereof including any permanent fixtures, fittings etc. installed in the structure of the Commercial Complex in favour of the Concessionaire or any person claiming through or under the Concessionaire. The Concessionaire shall neither assign, transfer or sublet or create any lien or Encumbrance on this Agreement, or the Concession hereby granted or on the whole or any part of the Project nor transfer, lease or part possession thereof, save and except as expressly permitted by this Agreement or the Substitution Agreement. The Concessionaire acknowledges, accepts and confirms that the covenant contained herein is an essence of this Agreement.

### 3.2 Concession Period

- 3.2.1 The Concession Period for ***“the Project”*** shall commence from the Compliance Date and shall extend for a period of **99 (ninety-nine)** years from such date (the **“Concession Period”**) during which the Concessionaire is authorized to implement the Project and to operate the Project Facility/ Complex in accordance with the provisions hereof. For the avoidance of doubt, the Concession Period shall include the Construction Period.
- 3.2.2 At the end of the Concession Period by way of efflux of time, the Authority would either operate the Project itself or may re-bid the same by suitably re-defining or re-structuring the Project parameters as per its sole discretion. In the event of re-bidding, if the Concessionaire chooses to participate in the re-bidding process and does not emerge as the successful bidder by being the highest bidder (i.e. H1) or the lowest bidder (i.e. L1) as required, then the Concessionaire shall be provided with the right of first refusal to match the bid of the H1/ L1 bidder (this right to be given only subject to the condition that the Concessionaire is/ was not in default in respect of its obligations under the Agreement and its performance is considered satisfactory by the Authority) and to enter into fresh agreement upon the terms and conditions frozen as a part of the bid documents to be then issued by the Authority, provided its financial bid is within the range of 10% of the financial bid quoted by the H1 or the L1 bidder, as the case may be. However, the terms and conditions including the financial parameters, if any with regard to the mode, manner etc. of the right of first refusal and the provisions related thereto in the bidding documents shall be determined by the Authority at its sole discretion.
- 3.2.3 It is hereby made clear that:
  - (i) In the event of the Concession Period being extended by Authority beyond the said period in accordance with the provisions of this Concession Agreement, the Concession Period shall include the period/ aggregate period by which the Concession is so extended, and
  - (ii) In the event of Termination on an earlier date, the Concession Period shall mean and be limited to the period commencing from the Compliance Date and ending with the Termination.

- 3.2.4 At the end of the Concession Period or sooner termination of this Agreement for any reason whatsoever, all rights given under this Concession Agreement shall cease to have effect and the Project Site, Project Facility/ Complex with all the furniture and fixtures and other assets permanently attached to the Complex shall revert to the Authority without any Encumbrances and obligation to Authority to pay or adjust any consideration or other payment to the Concessionaire.

### 3.3 Construction Period

- 3.3.1 The Concessionaire shall be required to complete the construction within a period of **24 (twenty-four) months** starting from the Compliance Date (the “**Scheduled Date of Construction Completion**”):
- (i) The bidder who will be selected for specific location, shall have to complete the construction work within 24 months of handing over the possession of the land, failing which the plot with structure shall be resumed by WBSIDCL.
  - (ii) The bidder will be responsible for obtaining statutory clearances from the competent authorities as are applicable. However, WBSIDCL may facilitate such approval as and when required. The allottee shall be responsible for design, construction, finance, operation, and maintenance of proposed units.;
  - (iii) Obtain all the necessary applications at its cost and procure all necessary/ mandatory Applicable Permits/ permissions including environmental Applicable Permits that are required for commencing the construction and execution of the Works unconditionally or if subject to conditions then all such conditions have been satisfied in full and such Applicable Permits are in full force and effect.
  - (iv) Hand over to the Authority agreed percentage (%) of built-up space within the Commercial Complex free of cost,

### 3.4 Sub-Licensing of built up areas at the Commercial Area

- 3.5.1. The Concessionaire shall have the right to sub-license built up space for setting up of **shops, hyper-marts, offices, restaurants, banquets, gaming zones, etc..** Provided however, it shall be obligatory upon the Concessionaire to first operationalize the SHG / Govt. sharing component before allowing occupation of the spaces/ areas at the Commercial Area and operationalizing the same. The Concessionaire shall enter into appropriate sub-license deeds and contractual arrangement with such sub-licensees/ third parties. Each such sub-license deed shall, incorporate clauses, that (i) the sub-license deeds shall be co-terminus with this Agreement and shall stand terminated immediately upon Termination of this Agreement (either by efflux of time or pre-mature, as the case may be); in no event the term of such sub-license(s) shall extend beyond the Agreement Period. The Project Facility shall be handed back to the Authority free of such sub-licensees; and (ii) the terms of such sub-license(s) shall not be contrary to or in derogation of the terms of this Agreement.
- 3.5.2. All contracts, agreements or arrangements with sub-licensees shall specifically stipulate the aforesaid covenant of termination of the sub-licensees rights and further that the sub-licensee shall not have any claim whatsoever against the Authority for any such termination. The Concessionaire shall prepare a draft standard format of the sub-license deed/ agreement which

the Concessionaire will be required to sign with the sub-licensee for the use of the Complex. The Concessionaire shall furnish the draft of such agreement/ arrangement to Authority for modification or suggestion. The Authority shall be entitled to incorporate such clauses as Authority may consider appropriate to protect Authority's interest. The Concessionaire shall enter into sub-license arrangements as per the standard format with the covenants stipulated by the Authority and the Concessionaire shall not incorporate or change any clause in the arrangement/agreement that would have adverse effect on the covenants incorporated by the Authority. In case of any deviation from the above mentioned standard draft of the agreement in any particular circumstances, which supersedes or adversely effects Authority's terms and covenants, the prior written consent of the Authority shall be taken before entering into any such agreement with sub-licensees. The Concessionaire shall submit the copy of the executed and signed sub-license deed(s) to the Authority for its records.

- 3.5.3 Provided however, at no point of time, the Concessionaire will enter into any licence with any third party(ies) in which they give any such right to Sub-Licensee or to any third party which may adversely affect the interests of the Authority and/ or is not available to the Concessionaire at the very first place.
- 3.5.4 The Concessionaire shall maintain Sub-License Register, in such format as may be acceptable to the Authority. Details of all the sub-license deeds shall be entered into the Sub-License Register within 30 (thirty) days of entering into the Sub-License Deed and copy of such Sub-License Deed shall be supplied to the Authority (the "**Sub-License Register**"). The Concessionaire shall provide copy of the Sub-License Register to the Authority every year before the 15th of April. Further, upon the receipt of written request from the Authority, the Concessionaire shall allow the representative of the Authority to conduct due diligence of all the Sub-License Deeds entered into by the Concessionaire with respect to the Project and shall, upon demand, supply the relevant extracts of the Sub-License Register to the representative of the Authority.

## ARTICLE 4: CONDITIONS PRECEDENT

Subject to the express terms to the contrary, limited aspects of the Construction Period (when commenced) and any legitimate rights arising in law, the rights and obligations under this Concession Agreement shall take effect only upon fulfillment of all the Conditions Precedent set out in Articles

4.1 and 4.2 on or before the expiry of a period of **180 (one hundred eighty) days** from the Effective Date. However, the Authority may at any time at its sole discretion and in writing, waive fully or partially any of the Conditions Precedent of the Concessionaire.

### 4.1 Conditions Precedent for Authority

The Authority shall have:

- (i) Provided the land comprising the Project Site to the Concessionaire along with the right of way, leave and license rights in respect of the same, clear and free from all Encumbrances including removal of existing buildings and trees from the Project Site and with a right to sub-license;
- (ii) Constituted a Design Approval Committee for the approval of the design of the Project, to be developed by the Concessionaire;
- (iii) Approved the Project Implementation Schedule and the design of the Project Facility, as approved by the Design Approval Committee and also, give comments on the design submitted by the Concessionaire.
- (iv) Issued any Notification as regard to any Local Bye Laws required for development and implementation of the Project.

### 4.2 Conditions Precedent for Concessionaire

The Concessionaire shall have:

- (i) Submitted a detailed design including the architectural plans, elevation section, traffic circulation plan of the Complex as per Applicable Laws including applicable Local Building Bye laws, Developments Envisaged (**Schedule-I**) Scope of Work, Technical Requirements and Performance Standards (**Schedule-II**), to the Authority for its approval from the Design Approval Committee, within a time period of 60 (sixty) days from the Effective Date;
- (ii) Incorporated the necessary suggestions/ amendments proposed by the Design Approval Committee/ Authority, within a period of 15 (fifteen) days from the date of receipt of such suggestions from the Design Approval Committee. However, it is clarified here that the Concessionaire shall not start the construction until and unless (a) the Design

Approval Committee/ Authority approves the detailed design of the Complex, which shall not be unduly delayed by the Design Approval Committee/ Authority and (b) the Concessionaire has obtained approval for the design/ drawings/ plans of the Project Facility (as approved by the Design Approval Committee) from the Competent Authority;

- (iii) Submitted structural geometry, location, quality certification etc, entry & exit area plan and design, building and underground civil work, details of electrical and electronic system for the Complex, power backup fire safety measures, traffic management, energy consumption, installed load, time of retrieval (minimum/ maximum), quality assurance program, EMP, occupational safety and health, conservation of energy, pollution control, protection of environment, ease of maintenance, facility of retrieval in case of partial failure, standby power arrangement and expected lifecycle of the system and the structure evacuation plans. It is stipulated that while preparing all the plans, design and layouts, the Concessionaire shall comply with the Applicable Laws, Applicable Permits, Developments Envisaged Schedule, Scope of Work, Technical Requirements and Performance Standards specified in **Schedule II**;
- (iv) Submitted Project Implementation Schedule to the Authority for its perusal;
- (v) Procured all the Applicable Permits required for commencing construction of the Project;

Provided that upon request in writing by the Concessionaire, the Authority may, at its sole discretion and in writing, waive fully or partially any or all the Conditions Precedent set forth in this Article 4.2.

### **4.3 Damages for delay by the Concessionaire**

- 4.3.1 In the event that (i) the Concessionaire does not procure fulfillment of any or all of the Conditions Precedent set forth in Article 4.2 within the period specified in respect thereof or within such extended time period as mutually agreed between the Parties, and (ii) the delay has not occurred as a result of failure to fulfill the obligations under Article 4.1 or other breach of this Agreement by the Authority or due to Force Majeure or fulfillment of such Conditions Precedent has not been waived off by mutual agreement of the Parties hereto, the Concessionaire shall pay to the Authority, Damages in an amount calculated at the rate of 0.2% (zero point two percent) of the Construction Period Performance Security for each day's delay until the fulfillment of such Conditions Precedent, subject to a maximum of 20% (twenty per cent) of the Construction Period Performance Security and upon reaching such maximum, the Authority may in its sole discretion, terminate the Agreement.
- 4.3.2 Upon termination of the Concession Agreement, all rights, claims and entitlements of the Concessionaire under or arising out of this Agreement shall cease and the Authority shall not be liable in any manner whatsoever to the Concessionaire or its contractors, agents and employees; further the Authority shall forfeit the Construction Performance Security of the Concessionaire as Damages.
- 4.3.3 In the event that the encumbrance free Project Site has been handed over to the Concessionaire prior to the fulfilment in full of the Conditions Precedent, upon the termination of this Agreement the Project Site shall immediately revert to the Authority, free and clear from any Encumbrances, irrespective of any outstanding claims between the Parties or any other claims, disputes etc. whatsoever between the Parties.

## ARTICLE 5: PERFORMANCE SECURITY

In consideration of the rights, privileges and interests granted by the Authority to the Concessionaire in terms of this Agreement, the Concessionaire shall pay to the Authority, the following:

### 5.1 Performance Security

- 5.1.1 The Concessionaire for the due and faithful performance of its Conditions Precedent and obligations under the Concession Agreement has provided to the Authority, Performance Security for the value specified herein prior to the signing of this Agreement by way of unconditional and irrevocable Bank Guarantee from any scheduled Bank in India as per the format specified herein in favour of “The WBSIDC Ltd, Kolkata” (the “**Construction Period Performance Security**”). The validity of the Performance Security as specified herein shall be maintained at all times till the end of the 1<sup>st</sup> (first) anniversary of the Commercial Operations Date (COD) by the Concessionaire by way of periodic renewals.
- 5.1.2 The Concessionaire shall keep and maintain the Performance Security Bank Guarantee valid and in full force and effect at all times during the term of this Agreement (through periodic renewals, if any required, at least one month prior to the expiry of the subsisting Performance Security Bank Guarantee. In the event the Concessionaire fails to provide the renewed/ extended Performance Security at least one month prior to the expiry of the subsisting bank guarantee, so as to maintain the Performance Security valid throughout the term of the Agreement, the Authority shall have the right to forfeit and appropriate the subsisting Performance Security Bank Guarantee. Failure of the Concessionaire to maintain the Performance Security in full force and effect throughout the term, in accordance with the provisions hereof, shall constitute a Concessionaire Event of Default in terms hereof.
- 5.1.3 Upon Concessionaire’s failure to meet any obligation or upon occurrence of Concessionaire Event of Default, the Authority shall, without prejudice to its other rights and remedies hereunder or in law, be entitled to encash and appropriate relevant amounts from the Performance Security as damages. Upon such encashment and appropriation from the Performance Security, the Concessionaire shall, within 30 (thirty) days replenish, in case of partial appropriation, to its original level the Performance Security and in case of appropriation of entire Performance Security to provide a fresh Performance Security and the Concessionaire shall, within the time so granted replenish or furnish to the Authority a fresh Performance Security as aforesaid, failing which the Authority shall be entitled to terminate this Agreement.



## ARTICLE 6: HANDOVER AND USE OF PROJECT SITE

### 6.1 Entry to the Project Site for Work

- 6.1.1 In consideration of the Offer, this Agreement and the covenants & warranties on part of the Concessionaire herein contained, the Authority in accordance with the terms and conditions set forth herein, hereby grants onto the Concessionaire, commencing from the Compliance Date, leave and license rights in respect of all the land (after demolishing any existing buildings and removal of trees, if any, thereon) comprising the Site which is described, delineated (the “**Licensed Premises**”), clear and Encumbrance free, to develop, operate and maintain the Project on or above the said Licensed Premises, together with all rights, liberties, privileges, easements and appurtenances whatsoever to the said Licensed Premises, hereditaments or premises or any part thereof belonging to or in any way appurtenant thereto or enjoyed therewith, for the duration of the Concession Period and, for the purposes permitted under this Agreement, and for no other purpose whatsoever.
- 6.1.2 The license, access and right of way granted by this Agreement to the Concessionaire shall always be subject to the existing rights of way.
- 6.1.3 The Authority shall provide to the Concessionaire clear and unhindered access to the Project Site, free of all Encumbrances earmarked for the Commercial Complex/ Project, for undertaking the work relating to the Project immediately after the fulfillment of all Conditions Precedent. However, the Concessionaire shall be permitted to enter the Project Site for the purpose of surveys, site and geotechnical investigations as required for planning and designing of the Project.
- 6.1.4 It is expressly agreed that the License granted hereunder shall terminate automatically and forthwith, without the need for any action to be taken by the Authority to terminate the license, upon the Termination of this Agreement for any reason whatsoever. For the avoidance of doubt, the Parties expressly agree that notwithstanding any temporary or permanent structures erected on the Site by the Concessionaire or its sub-licensees, the license in respect of the Site shall automatically terminate, without any further act of the Parties, upon Termination of this Agreement.
- 6.1.5 The Concessionaire hereby irrevocably appoints the Authority (or its nominee) to be its true and lawful attorney, to execute and sign in the name of the Concessionaire a transfer or surrender of the license granted pursuant to this Agreement at any time after the Concession Period has expired or has been terminated earlier in terms hereof, a sufficient proof of which will be the declaration of any duly authorized officer of the Authority, and the Concessionaire consents to it.
- 6.1.6 The Concessionaire is required to separately and independently perform due diligence, checks and verification of the site and the Authority is in no way responsible for the same.

### 6.2 Use of the Project Site and Peaceful Possession

- 6.2.1 The Concessionaire, subject to complying with the terms and conditions of this Agreement, shall have the right of use of the Project Site during the Concession Period in accordance with the terms of this Agreement and such right shall be limited for the purposes mentioned in the Concession Agreement. The Concessionaire shall not use the Project Site or the Project Facility for any other purpose.



- 6.2.2 The Concessionaire shall confine its operations to the Project Site by appropriately covering the areas of operations so as to not cause any nuisance or inconvenience to public. The Concessionaire shall take all necessary precautions to keep labor, persons and equipment within such areas and to keep and prohibit them from encroaching, damaging or degrading or affecting adversely the neighboring/ public/ private areas or work being carried thereat. Concessionaire has to specifically take note of the fact that utmost care will be required to be taken to ensure safety and un-interrupted movement of commuters at all times and ensuring that nothing is done at any time or caused or permitted to be done, which creates annoyance or disturbance to occupiers of any building etc. (residential or otherwise) in the neighborhood.
- 6.2.3 The Concessionaire is required to introduce and observe at all times, appropriate measures for safety, security and orderliness on the premises granted to the Concessionaire.
- 6.2.4 The Concessionaire shall not part with or create any Encumbrance on the whole or any part of the Project Site save and except as set forth and permitted under this Agreement.

### **6.3 Protection of Site from encroachments**

During the Concession Period, the Concessionaire shall protect the Site from any and all occupations, encroachments or Encumbrances, and shall not place or create nor permit any Contractor or other person claiming through or under the Concessionaire to place or create any Encumbrance or security interest over all or any part of the Site or the Project Assets, or on any rights of the Concessionaire therein or under this Agreement, save and except as otherwise expressly set forth in this Agreement.

### **6.4 Special/ Temporary Right of Way**

The Concessionaire shall bear all costs and charges for any special or temporary right of way required by it in connection with access to the Site. The Concessionaire shall obtain at its cost such facilities on or outside the Site as may be required by it for the purposes of the Project and the performance of its obligations under this Agreement.

### **6.5 Right of Access to the Authority, Independent Engineer and Monitoring Committee**

The license, right of way and right to the Site granted to the Concessionaire hereunder shall always be subject to the right of access of the Authority, the Independent Engineer, Monitoring Committee and any governmental authority and their employees and agents (authorized) for inspection, viewing and exercise of their right and performance of their obligation under this Agreement.

### **6.6 Geological and archaeological finds**

It is expressly agreed that mining, geological and archaeological rights do not form part of the long term license granted to the Concessionaire under this Agreement and the Concessionaire hereby acknowledges that it shall not have any mining rights or interest in the underlying minerals, fossils, antiquities, structures or other remnants or things either of particular geological or archaeological interest and that such rights, interest and property on or under the Site shall vest in and belongs to the Authority or the concerned Government Instrumentality. The Concessionaire shall take all reasonable precautions to prevent its workers or any other person from removing or damaging such interest or property and shall inform the Authority forthwith of the discovery thereof and comply with such instructions as the concerned Government Instrumentality may reasonably give for the removal of such property. For the avoidance of doubt, it is agreed that any reasonable expenses incurred by the Concessionaire hereunder shall be reimbursed by the Authority. It is also agreed that the Authority shall

procure that the instructions hereunder are issued by the concerned Government Instrumentality within a reasonable period.

#### **6.7 Shifting of obstructing utilities**

The Concessionaire shall, subject to Applicable Laws, with due approval of the entity owning the utility and with assistance of the Authority, undertake shifting of any utility including electric lines, water pipes and telephone cables, to an appropriate location or alignment within or outside the Project Site if and only if such utility causes a material adverse effect on the construction, operation or maintenance of the Project or Project Facilities. The cost of such shifting shall be borne by the Authority or by the entity owning such utility, if the Authority so directs, and in the event of any delay in shifting thereof, the Concessionaire shall be excused for failure to perform any of its obligations hereunder if such failure is a direct consequence of delay on the part of the entity owning such electric lines, water pipes or telephone cables, as the case may be.

## **ARTICLE 6: DETERMINATION OF THE AUTHORITY**

### **6.1 Authority's Determination**

- 6.1.1 When Authority is required to determine value, additional cost or any adjustment (increase or decrease) to the Concession Period/ Concession Fee, if any, it shall consult with the Concessionaire in an endeavour to reach agreement within 30 (thirty) days of the receipt of notice wherein the Authority is required to determine such value, cost or adjustment to the Concession Period/ Concession Fee. The Authority's determination on value, cost and adjustment of the Concession Period/ Concession Fee shall be intimated to the Concessionaire within 30 (thirty) days of the date of receipt of the notice requesting any such adjustment.

**ARTICLE 7: OBLIGATIONS OF THE CONCESSIONAIRE****7.1 Obligations of the Concessionaire**

- 7.1.1 Subject to and on the terms and conditions of this Agreement, the Concessionaire shall at its own cost and expense undertake the designing, engineering, procurement, construction, operation and maintenance of the Project and Project Facilities and fulfill and perform all its obligations set out in this Agreement or arising hereunder.
- 7.1.2 The Concessionaire shall comply with all Applicable Laws and Applicable Permits (including renewals as required) in the performance of its obligations under this Agreement.
- 7.1.3 Subject to the provisions of relevant Articles in this agreement, the Concessionaire shall discharge its obligations in accordance with Good Industry Practice and as a reasonable and prudent contractor/ developer.
- 7.1.4 The Concessionaire shall, at its own cost and expense, in addition to and not in derogation of its obligations elsewhere set out in this Agreement:
- (i) take over the possession of the Project Site from the Authority, provided it is being delivered in accordance with the relevant provisions and safeguard and use the Project Site solely for the purpose of discharging its obligations under this Concession Agreement;
  - (ii) make, or cause to be made, necessary applications to the relevant Government authorities with such particulars and details, as may be required for obtaining all Applicable Permits for carrying out developments at the Project Site as specified in this Agreement necessary approvals, clearances and sanctions from the Competent Authority, for building plans, infrastructure facilities including power, water supply, drainage & sewerage, fire-fighting, telecommunications etc., and obtain and keep in force and effect such Applicable Permits in conformity with Applicable Laws;
  - (iii) procure, as required, the appropriate proprietary rights, licenses, agreements and permissions for materials, methods, processes and systems used or incorporated into the Project Facility;
  - (iv) perform and fulfill its obligations under the Financing Agreements;
  - (v) comply and observe at all times with all Applicable Permits, approvals and applicable laws, norms/ standards in the performance of its obligations under this Agreement including those being performed by any of its Contractors;
  - (vi) submit, 4 (four) copies each (soft/ hard) of the detailed design, including Architectural Plans, Structural Drawings, elevations sections, all internal and estate services of the Project to the Authority and also, incorporate the necessary suggestions/ amendments proposed by the Design Approval Committee/ Authority. However, it is clarified here that the Concessionaire shall not start the construction until and unless (a) the Authority, approves the detailed design of the Project Facility again after carrying out necessary

amendments, which shall not be unduly delayed; and (b) the Concessionaire has obtained approval for the design/ drawings/ plans of the Project Facility (as approved by the Design Approval Committee) from the Competent Authority/ies/;

- (vii) make arrangements and procurement of firm commitment for financing the Project and achieve Financial Closure and deliver complete evidence to the Authority that Financial Closure has been accomplished, within a period of 180 days from the date of signing of this Concession Agreement;
- (viii) carry out the Works strictly in accordance with the provisions of this Concession Agreement, approved design and plans, work program, quality controls, Developments Envisaged (Schedule-I), Scope of Work, Technical Requirements and Performance Standards (Schedule-II) and the Project Implementation Schedule, and carry out all such works not expressly mentioned in this Concession Agreement but which may be inferred to be necessary for safe, reliable and efficient construction and operation of the Works;
- (ix) undertake to complete the construction within the specified Construction Period, provided that the Concessionaire shall not be in breach of this sub-clause (x) if any non-fulfilment or the delay in fulfilment of its obligation are caused by (a) the occurrence of an event of Force Majeure or (b) a Authority Event of Default or any other act or omission of the Authority in contravention of its obligations under this Concession;
- (x) to furnish the Authority with the “As Built Drawings” of the Project within 30 (thirty) days of the completion of the Construction of the Project;
- (xi) hand over agreed percentage % built-up space within the Commercial Complex to the Authority free of cost during the Construction Period;
- (xii) shall have the right to sub-license the use of Commercial Complex, during the subsistence of this Concession Agreement only with a clear stipulation that sub-licenses granted shall terminate simultaneously with the termination of this Concession Agreement including on sooner determination of the Concession Period for any reason whatsoever. All contracts, agreements or arrangements with sub-licensees shall specifically stipulate this covenant of termination of the sub-licensees rights and further that the sub-licensee shall not have any claim whatsoever against the Authority for any such termination. The Concessionaire shall prepare a draft standard format of the sub-license deed/ agreement which the Concessionaire will be required to sign with the sub-licensee for the use of the Complex. The Concessionaire shall furnish the draft of such agreement/ arrangement to Authority for modification or suggestion. The Authority shall be entitled to incorporate such clauses as Authority may consider appropriate to protect Authority’s interest. The Concessionaire shall enter into sub-license arrangements as per the standard format with the covenants stipulated by the Authority and the Concessionaire shall not incorporate or change any clause in the arrangement/ agreement that would have adverse effect on the covenants incorporated by the Authority. In case of any deviation from the above mentioned standard draft of the agreement in any particular circumstances, which supersedes or adversely effects Authority’s terms and covenants, the prior written consent of the Authority shall be taken before entering into any such agreement with sub-licensees;
- (xiii) shall ensure that the use of the Project Site is restricted to the Article 2 (Scope of Work), Envisaged Development (**Schedule-I**);

- (xiv) carry out its obligations and duties with regard to the operation and maintenance of the Project in accordance with the provision of this Agreement and Schedules hereof. The obligations shall include all works arising from any obligation of the Concessionaire, and all duties not mentioned in this Concession Agreement, but which may be inferred to be necessary for the safe, reliable and efficient operation of the Project. The Concessionaire shall provide all superintendence, labour, plant, materials, equipment, and all such other things for such operation (including fee collection) and maintenance (including remedying of defects);
- (xv) take full responsibility for the adequacy, stability and safety of all Project Site operations, of all methods of construction, operation and maintenance of the Project, irrespective of any approval or consent by Authority;
- (xvi) submit to the Authority certified true copies of each of the Project Agreements and any further replacement, amendment or modifications within 7 (seven) days of their execution;
- (xvii) to be responsible for safety, soundness and durability of the Project, including other structures, services forming part thereof and their compliance with the local building byelaws;
- (xviii) to ensure that no structural damages is caused to the existing buildings and other permanent structures in the immediate vicinity or at the Project Site as a result of Concessionaire's activities or any of its agents, contractors, tenants etc.;
- (xix) submit "Structural Safety Certificate" of the proposed Complex from competent structural engineer before the commencement of commercial activities. The Concessionaire shall ensure that the certificate is also counter certified/ signed by the Independent Engineer;
- (xx) to submit a copy of all the statutory approvals (in the form of completion certificate and/ or occupation certificate and/ or no objection certificate, etc.) required by the Concessionaire under Applicable Laws from Competent Authority/ies in respect of the Construction Works completed at the Project Site and for subsequent operationalizing of the Project Facility;
- (xxi) to pay at its own cost all applicable existing and future taxes/ charges/ fees/ levies including the property tax, GST, stamp duty, registration charges and any other legal documentation charges, if any, in respect of the said Complex, including Project Site, as leviable;
- (xxii) to duly supervise, monitor and control the activities of Contractors, sub-contractors, their employees and agents under their respective Project Agreements as may be necessary and to ensure and procure that its Contractors comply with all Applicable Permits and Applicable Laws in the performance by them of any of the Concessionaire's obligations under this Agreement;
- (xxiii) to ensure harmony and good industrial relations amongst the personnel employed in connection with the performance of the Concessionaire's obligations under this Agreement;
- (xxiv) to obtain and maintain in force all insurance in accordance with the provisions of this

Agreement and Good Industry Practice;

- (xxv) to take all reasonable precautions for the prevention of accidents on or about the Project Facility and provide all reasonable assistance and emergency medical aid to accident victims;
- (xxvi) not to permit any contractor, sub-contractors or other person, claiming through or under the Concessionaire, to create or place any Encumbrances or security interest over all or any part of Project Site or the Project Assets or on any rights of the Concessionaire therein or under this Agreement, save and except as expressly permitted in this Agreement;
- (xxvii) to ensure that such Project Site remains free from all encumbrances, encroachments and trespass during the entire Concession Period;
- (xxviii) to provide all assistance to the Engineer/ expert/ independent auditor/ arbitrator as it may require for the performance of their duties and services;
- (xxix) at all times, to afford access to the Project Site to the authorised representatives of Authority, to inspect the Complex and to investigate any matter within their authority and upon reasonable notice;
- (xxx) shall be solely and primarily responsible to Authority for observance of all the provisions of this Concession Agreement on behalf of the Concessionaire, its employees and representatives and further on behalf of the sub-Licensee, their employees and agents and any person acting under or for and on behalf of the Concessionaire or the sub-Licensee, the sub-contractor as fully as if they were the acts or defaults of the Concessionaire, its agents or employees;
- (xl) shall be liable for and shall indemnify, protect, defend and hold harmless Authority, Authority's officers, employees and agents from and against any and all demands, claims, suits and causes of action and any and all liability, costs, expenses, settlements and judgements arising out of the failure of the Concessionaire to discharge its obligations under this Article and to comply with the provisions of Applicable Laws and Applicable Permits;
- (xli) support, cooperate with and facilitate the Authority in the implementation and operation of the Project and Project Facilities in accordance with the provisions of this Agreement;
- (xlii) not to alienate either by way of transfer, sale or mortgage any of the land comprising the Project Site.

The Concessionaire shall acknowledge and recognise that time is of the essence of this Agreement and that the performance of its obligations shall be construed accordingly.

## 7.2 Minimum Equity requirements

7.2.1 The aggregate shareholding of the Consortium Members (in case of Consortium) in the issued and paid up equity share capital of the Concessionaire (here the term "Concessionaire" connotes only the special purpose vehicle as formed by the Consortium Members) shall be not less than 51% (fifty-one per cent) of the subscribed and paid up equity of the SPV at all times until the second anniversary of the COD and thereafter 26% (twenty six) till the Transfer Date/ issuance of Vesting Certificate.

7.2.2 In addition to the above obligations, the lead member of the Consortium i.e., -----

----- and all other Members of the Consortium whose experience was evaluated for the purposes of qualification, shall subscribe to 26% (twenty six per cent) or more of the paid up and subscribed equity of the SPV and each such member shall, for a period of 2 (two) years from the COD of the Project, hold equity share capital not less than: (i) 26% (twenty six per cent) of the subscribed and paid up equity share capital of the SPV; and (ii) 5% (five per cent) of the Total Project Cost.

7.2.3 In case the Selected Bidder is a single entity, then it shall hold shareholding in the issued and paid up equity share capital of the Concessionaire, of not less than 51% (fifty-one per cent) of the subscribed and paid up equity of the SPV at all times until the second anniversary of the COD and thereafter 26% (twenty six) till the Transfer Date/ issuance of Vesting Certificate.

7.2.4 At no stage shall any change in the aforesaid equity components/ shareholding patterns be made by the Consortium Members/ Selected Bidder without obtaining prior approval from the Authority. On an application made for the purpose, the Authority may permit the change of equity components/ shareholding patterns, provided the Authority is satisfied that the proposed changes shall be in the interest of the implementation of the Project in future and would not be detrimental to any of the rights or interests of the Authority.

7.2.5 In case any such change in composition of Consortium has been agreed upon, the modified Consortium would be required to submit a revised Memorandum of Understanding to the Authority.

### **7.3 Disclaimer**

7.3.1 The Concessionaire reaffirms and assumes responsibility for all the data and designs, including survey, soil and water test, traffic data and projections and other data used in formulating its Bid.

7.3.2 The Concessionaire shall be deemed to have inspected and examined the Project Site before submitting the Bid, as to:

- (i) The form and nature of the Project Site, including the Project Site levels conditions, adjoining water bodies, local habitats etc.;
- (ii) The extent and nature of the work and materials necessary for the execution and completion of the works and the remedying of any defects;
- (iii) The means of access to the Project Site and the accommodation required for labour camps, installation of equipment, etc;
- (iv) Availability of building materials, water, power etc;
- (v) The requirements of operation and maintenance;
- (vi) Any other existing condition, which has a bearing on the working conditions during construction, operation and maintenance periods.

7.3.3 The Concessionaire shall, by submitting its Bid, be deemed to have carried out such due diligence, inspection, etc and the Concessionaire assumes full responsibility for the data in its Bid and confirms that its designs reflect the representative nature of the data, applied with sound engineering judgement, consistent with Good Industry Practices. The Concessionaire shall be deemed to have obtained all necessary information as to risks, contingencies and all other circumstances, which may influence or affect the Proposal.

7.3.4 The Concessionaire acknowledges and hereby accepts the risk of inadequacy, mistake or error in or relating to any of the matters and hereby acknowledges and agrees that the Authority



shall not be liable for the same in any manner whatsoever to the Concessionaire or the Selected Bidder or any person claiming through or under any of them.

- 7.3.5 Except as otherwise provided in this Agreement, all risks relating to the Project shall be borne by the Concessionaire and the Authority shall not be liable in any manner for such risks or the consequences thereof to the Concessionaire or any person claiming under or through the Concessionaire.

#### **7.4 Sufficiency of Concession Period**

The Concessionaire shall be deemed to have satisfied itself as to the correctness and sufficiency of the Concession Period as defined in this Concession Agreement. Unless otherwise stated in this Concession Agreement, the Concession Period shall cover all its obligations under this Concession Agreement and all things necessary for the execution and completion of the Works and the remedying of any defects during the construction and also the subsequent Operation and Maintenance Period of this Concession Agreement.

#### **7.5 Obligations relating to Project Agreements**

- 7.5.1 It is expressly agreed that the Concessionaire shall, at all times, be responsible and liable for all its obligations under this Agreement notwithstanding anything contained in the Project Agreements or any other agreement, and no default under any Project Agreement or any other agreement shall excuse the Concessionaire from its obligations or liability hereunder.
- 7.5.2 The Concessionaire shall submit to the Authority the drafts of all Project Agreements or any amendments or replacements thereto for its review and comments, and the Authority shall have the right but not the obligation to undertake such review and provide its comments, if any, to the Concessionaire within 15 (fifteen) days of the receipt of such drafts. Within 7 (seven) days of execution of any Project Agreement or amendment thereto, the Concessionaire shall submit to the Authority a true copy thereof, duly attested by an authorized official of the Concessionaire, for its record. For the avoidance of doubt, it is agreed that the review and comments hereunder shall be limited to ensuring compliance with the terms of this Agreement. It is further agreed that any failure or omission of the Authority to review and/ or comment hereunder shall not be construed or deemed as acceptance of any such agreement or document by the Authority. No review and/ or observation of the Authority and/ or its failure to review and/ or convey its observations on any document shall relieve the Concessionaire of its obligations and liabilities under this Agreement in any manner nor shall the Authority be liable for the same in any manner whatsoever.
- 7.5.3 The Concessionaire shall not make any addition, replacement or amendments to any of the Financing Agreements without the prior written consent of the Authority if such addition, replacement or amendment has, or may have, the effect of imposing or increasing any financial liability or obligation on the Authority, and in the event that any replacement or amendment is made without such consent, the Concessionaire shall not enforce such replacement or amendment nor permit enforcement thereof against the Authority. For the avoidance of doubt, the Authority acknowledges and agrees that it shall not unreasonably withhold its consent for restructuring or rescheduling of the Debt Due.
- 7.5.4 The Concessionaire shall procure that each of the Project Agreements executed by the Concessionaire with Third Parties contain provisions that entitle the Authority to step into such agreement, in its sole discretion, in substitution of the Concessionaire in the event of Termination or Suspension.

## **7.6 Concessionaire's Representative**

- 7.6.1 The Concessionaire's Representative shall be the authorized person of the Concessionaire. If at some point of time the Concessionaire is unable to provide the services of the person named as the Concessionaire's Representative, then it shall notify the Authority its reasons for this and thereafter, provide a substitute person who can be the Concessionaire's Representative.
- 7.6.2 The person named as the Concessionaire's Representative under this Concession Agreement shall be a qualified and competent person having previous experience in a similar capacity in works comparable to the Project. Prior to appointment of the Concessionaire's Representative, the Concessionaire shall also submit the curriculum vitae of the person it proposes to appoint, detailing in particular the relevant project experience and then obtain the written consent of the Authority to the appointment of the Concessionaire's Representative.
- 7.6.3 The Concessionaire's Representative shall be exclusively employed or engaged by the Concessionaire to give his whole time to directing the preparation of the Construction Documents, the execution of the Works, and operation and maintenance of the Project. Except as otherwise stated in this Concession Agreement, the Concessionaire's Representative shall receive on behalf of the Concessionaire all notices, instructions, consents, approvals, certificates, determinations and other communications under this Concession Agreement. Whenever the Concessionaire's Representative is to remain absent from the Project Site for a continuous period in excess of 14 (fourteen) days, a suitable replacement Person shall be appointed with the Authority's consent.
- 7.6.4 The Concessionaire's Representative may delegate, while retaining his prime responsibilities, any of his powers, functions and authorities to any competent Person, and may at any time revoke any such delegation. Any such delegation or revocation shall be in writing and shall not take effect until the Authority has received prior notice signed by the Concessionaire's Representative, specifying the powers, functions and authorities being delegated or revoked. Concessionaire's Representative shall notify to the Authority the names, duties and scope of authority of such Persons. Any instructions given to any of them shall be deemed to have been given to the Concessionaire's Representative. Any such delegation shall not relieve the Concessionaire's Representative of its obligation and duties under this Agreement.

## **7.7 Work Program**

- 7.7.1 The Concessionaire shall prepare in consultation with the Independent Engineer (if appointed by then) and submit a Project Implementation Schedule to the Authority before the Compliance Date. The programme shall include the following:
- (i) The order in which the Concessionaire proposes to carry out the Works, internal and external services (including each stage of design, procurement, manufacture, delivery to Project Site, construction, erection, testing and commissioning).
  - (ii) All major events and activities in the production of Construction Documents.
  - (iii) The particulars for the pre-construction reviews and for any other submissions, approvals and consents specified in this Concession Agreement.
- 7.7.2 Any alternation/ revision by the Concessionaire in the Project Implementation Schedule shall be intimated to the concerned authorities.

- 7.7.3 If the progress of the Works does not conform to the Project Implementation Schedule, the Independent Engineer may instruct the Concessionaire to revise the Project Implementation Schedule, showing the modifications necessary to achieve completion as per Project Implementation Schedule. The Independent Engineer shall record the reasons for such revision of Project Implementation Schedule.
- 7.7.4 The Concessionaire shall, whenever required by the Authority, provide in writing, for information, a general description of the arrangements and methods, which the Concessionaire proposes to adopt for the execution of the Works.
- 7.7.5 The Project Implementation Schedule shall be developed using PERT charts showing critical activities and milestones for completion of all works and services within the stipulated time period and submitted to Independent Engineer and the Authority.

## **7.8 Total Quality Management**

- 7.8.1 During the Construction Period, the Concessionaire shall adhere to the Performance Standards and Technical Requirements as mentioned in the Schedules to this Concession Agreement. The Concessionaire shall also maintain adherence to such Performance Standards and Technical Requirements throughout the Operation and Maintenance Period of the Project.
- 7.8.2 The Concessionaire shall institute a quality assurance system that shall be followed during the Concession Period. The quality assurance system shall involve testing of materials, equipments and services to ensure compliance of laid down Performance Standards and Technical Requirements, the upkeep of suitable records, charts, samples, photographs, etc, as approved by Authority. Compliance with the quality assurance system shall not relieve the Concessionaire of its duties, obligations or responsibilities under this Agreement. The Authority reserves the right to inspect periodically or at random, the materials, works, records and documents, and to take measurements and tests. The Concessionaire should offer full co-operation to such checks and inspections.
- 7.8.3 During the Construction Period, details of all periodic tests, procedures and compliance documents shall be submitted to Independent Engineer for his information before each design and execution stage is commenced. When any document is issued to Independent Engineer, it shall be accompanied by the signed quality assurance statements for such document in a format approved by Independent Engineer. The Independent Engineer shall be entitled to audit any aspect of the system and recommend corrective action to be taken, if any.

## **7.9 Progress Reports**

- 7.9.1 The Concessionaire shall prepare Monthly Reports on the progress of construction. Concessionaire shall submit one copy of the Monthly Report to the Authority and one copy of the same to the Independent Engineer. The first report shall cover the period up to the end of the calendar month in which the Compliance Date occurred. Reports shall be submitted monthly thereafter, each within 7 (seven) days of the last day of the period to which it relates. Reporting shall continue until the Concessionaire has completed all the Works and the Construction Completion Certificate is issued. Each report shall include:-
- (i) An executive summary;
  - (ii) For the construction of each main item of the Project, the extent of progress as quantity and percent, the actual or expected dates of commencement, anticipated completion date of the activity, Concessionaire's inspections and tests;

- (iii) Copies of quality assurance documents, test results and certificates of materials;
- (iv) Safety statistics, including details of any hazardous incidents and activities relating to environmental aspects and public relations;
- (v) Comparisons of actual and planned progress, with details of any aspects which may jeopardise the completion of construction in accordance with this Concession Agreement, and the measures being (or to be) adopted to overcome such aspects; and
- (vi) Details of unresolved disputes and claims, if any.

## **7.10 Co-ordination**

7.10.1 The Concessionaire shall be responsible for the co-ordination and proper execution of the Works and services, including co-ordination of any other Persons or Contractors to the extent specified in this Concession Agreement. The Concessionaire shall, upon reasonable request by the Authority, co-operate in the co-ordination of the works with the work of any other persons to whose systems the Facilities are to be connected, provided that such co-operation shall not unreasonably interfere with the carrying out of the works. The Concessionaire shall afford all reasonable opportunities for carrying out their work to:

- (a) The workmen of the Authority;
- (b) Any other persons employed by the Authority and their workmen; and
- (c) The workmen of any legally constituted public authorities that may be employed in the execution on or near the Project Site of any work not included in this Concession Agreement, which the Authority may require.

## **7.11 Subcontracting**

The Concessionaire is entitled to subcontract tasks relating to its obligations and responsibilities under this Concession Agreement, including but not limited to tasks relating to construction, installation of services, maintenance and operation of the Complex, the Concessionaire shall be sole and primary person responsible to the Authority for the observance of all the provisions of this Concession Agreement. The Concessionaire shall be responsible for the acts or defaults of any of its Contractor/ subcontractor, its agents or employees, as if they were the acts or defaults of the Concessionaire, its agents or employees. Any subcontracting shall not relieve the Concessionaire of his obligations and liabilities under this Concession Agreement.

## **7.12 Plant and Equipment**

- 7.12.1 The Concessionaire shall arrange for all machinery, plant and equipment necessary to complete the Works. All its Equipment shall, when brought on to the Project Site, be deemed to be exclusively intended for the execution of the works.
- 7.12.2 The Concessionaire shall maintain an adequate inventory of consumable and spare parts, and undertake periodic and preventive maintenance as required for the relevant equipments. The Concessionaire shall ensure continuous work flow as required under the program. Breakdown of machinery or equipment shall not be a valid reason for any delay, extension in the Concession Period or addition of cost, towards the Project.

**7.13 Access for Supervision**

- 7.13.1 The Concessionaire shall, at all reasonable times and on reasonable notice, afford access to the Project Site following grant of Vacant Possession thereof to the representatives of or Persons duly authorised by the Competent Authority concerned with safety, security or environmental protection to inspect the Project Site and the facilities thereon and to investigate any other matter within its authority and the Concessionaire shall further afford such Persons reasonable access to the Project Site necessary to carry out their respective duties and functions.
- 7.13.2 The Persons obtaining access to the Project Site shall conduct their operations at their own risk, cost and expenses and in such manner so as to cause minimum disruption to the construction, operation and maintenance of the Project consistent with the purpose of the Person gaining such access.

**7.14 Materials of Construction**

- 7.14.1 All materials used in construction shall conform to the Technical Requirements & Performance Standards mentioned in the Schedules. However, the Concessionaire shall have freedom to choose best quality building materials of the standard desired for a state of the art Commercial Complex.
- 7.14.2 The Concessionaire shall at its own cost and responsibility arrange for construction materials such as bricks, cement, steel, aggregates, soil, bituminous and asphaltic materials, and any other materials and fixtures used in the works, as well as ancillary materials such as shuttering and scaffolding, bearings, joint filers and similar materials.

**7.15 Supply of Power, Water and Other Consumables**

- 7.15.1 The Concessionaire shall be solely responsible, at its own cost, for the total supply of electricity, water, fuel, consumables and any other services required for the purposes of the Works, in the Project, for the Concession Period.
- 7.15.2 The Authority shall if requested by the Concessionaire use all reasonable endeavours to assist the Concessionaire in obtaining the supply of such services, provided that the Concessionaire shall reimburse the Authority for the cost of providing the same and further provide that no such supply or assistance, or failure to do, by the Authority shall relieve the Concessionaire of its obligations under Article 8.15.1 above. The Authority shall notify the cost to the Concessionaire. The Concessionaire shall, at its risk and cost, provide any apparatus necessary for such determination and for its use of these services.

**7.16 Safety**

Within 1 month from the Effective Date, the Concessionaire shall provide to the Authority details of its safety plans and procedures for the Works, buildings, services and construction. The Concessionaire shall comply with all safety regulations applicable, in its design, access arrangements and operations on Project Site. Unless otherwise stated in this Concession Agreement, the Concessionaire shall, from the commencement of work on the Project Site until the expiration of this Concession Agreement or upon termination of this Agreement, provide fencing, lighting, guarding and watching of the works and facilities. The Concessionaire shall be responsible in the operation of machinery and equipment, use of explosives and any other work and to take all precautions to ensure safety of the staff, labourers and public.

**7.17 Environmental Measures**

- 7.17.1 The Concessionaire shall take all reasonable steps to protect the environment (both on and off the Project Site) and to limit damage and nuisance to people and property resulting from construction operations.
- 7.17.2 The Concessionaire shall ensure that surface discharges and effluent from the Project Site during the Concession Period shall not exceed the permissible limits as prescribed by law.
- 7.17.3 The Concessionaire shall be liable for and shall indemnify, protect, defend and hold harmless the Authority, its officers, employees and agents from and against any and all demands, claims, suits and causes of action and any and all liability, costs, expenses, settlements and judgements arising out of the failure of the Concessionaire to discharge its obligations under this Article and to comply with the provisions of health, safety and environmental laws as applicable.

**7.18 Hazardous Materials**

The Concessionaire shall be responsible for the removal of hazardous materials from the Project Site, and the works, in accordance with applicable Indian laws and directives and any other materials generated or released by the Concessionaire during its construction activities, which are toxic or similarly hazardous to the health or safety of persons.

**7.19 Treasures/ Fossils**

In the event of discovery by the Concessionaire or his employees during the progress of the work of any treasure, fossils, minerals or any articles of value or interest, the Concessionaire shall give immediate intimation of such treasure or things to the Authority and the same shall be a property of the Authority.

**7.20 Project Site Clearance**

- 7.20.1 During the execution of the Works, the Concessionaire shall keep the Project Site free from all unnecessary obstruction and shall store its Equipment or surplus materials in a manner that causes least inconvenience or dispose of such Equipment or surplus materials. The Concessionaire shall clear away and remove from the Project Site any wreckage, rubbish or Temporary Works no longer required.
- 7.20.2 Within 30 (thirty) days of issue of the Construction Completion Certificate, the Concessionaire shall clear away and remove, from the Project Site, all Concessionaire's Equipment, surplus materials, wreckage, rubbish, other debris and Temporary Works. The Concessionaire shall leave such areas and works in a clean and safe condition to the satisfaction of Authority. Except that the Concessionaire shall be entitled to retain on any Project Site, until the expiry of the Concession Period, such Concessionaire's Equipment, materials and Temporary Works as required by it for the purpose of fulfilling its obligations under this Concession Agreement in respect of operation and maintenance of the Project.
- 7.20.3 Within 30 (thirty) days of the expiry of the Concession Period, the Concessionaire shall clear away and remove, from the Project Site all the Concessionaire's Equipment, surplus material, wreckage, rubbish, other debris and Temporary Works. The Concessionaire shall leave the Project Site in a clean, functional and safe condition to the satisfaction of Authority. Provided that if the Concessionaire fails to remove, at the end of the 30 day period, any remaining Concessionaire's Equipment, surplus material, wreckage, rubbish and Temporary Works, the

Authority may sell or otherwise dispose of such items at risk and cost of Concessionaire. The Authority shall be entitled to retain, from the proceeds of such a sale, or from any other amounts due to the Concessionaire, a sum sufficient to meet the costs incurred in connection with such sale or disposal. If the amounts due to the Concessionaire are insufficient to meet the Authority's costs, the outstanding balance shall be recoverable from the Concessionaire by the Authority.

## **7.21 Project Site Security**

The Concessionaire shall be responsible at its cost, for procurement, transport, receiving, unloading and safe keeping of all Plant and Machinery, Materials, Concessionaire's Equipment and other things required for the completion of the Works, services and operation and maintenance of the Complex.

Unless otherwise stated in this Concession Agreement:

- (i) The Concessionaire shall be responsible for keeping unauthorised persons off the Project Site and prevent encroachment on the Project Site during the Construction Period.
- (ii) Authorised persons during the Construction Period shall be limited to the employees of the Concessionaire, employees of its Subcontractors and employees and persons authorised by the Authority.

## **7.22 Obligations relating to employment of foreign nationals**

The Concessionaire acknowledges, agrees and undertakes that employment of foreign personnel by the Concessionaire and/ or its contractors and their subcontractors shall be subject to grant of requisite regulatory permits and approvals including employment/ residential visas and work permits, if any required, and the obligation to apply for and obtain the same shall and will always be of the Concessionaire and, notwithstanding anything to the contrary contained in this Agreement, refusal of or inability to obtain any such permits and approvals by the Concessionaire or any of its contractors or sub-contractors shall not constitute Force Majeure Event, and shall not in any manner excuse the Concessionaire from the performance and discharge of its obligations and liabilities under this Agreement.

## **7.23 Obligations relating to employment of trained personnel**

The Concessionaire shall ensure that the personnel engaged by it in the performance of its obligations under this Agreement are at all times properly trained for their respective functions.

## **7.24 Sole purpose of the Concessionaire**

The Concessionaire having been set up for the sole purpose of exercising the rights and observing and performing its obligations and liabilities under this Agreement, the Concessionaire or any of its subsidiaries shall not, except with the previous written consent of the Authority, be or become directly or indirectly engaged, concerned or interested in any business other than as envisaged herein.

## **7.25 Facilities for differently abled and elderly persons**

The Concessionaire shall, in conformity with the guidelines issued from time to time by the Ministry of Social Justice and Empowerment, or a substitute thereof, procure a user friendly and conducive environment for the differently abled and for elderly persons using the Project.



## **7.26 Project Asset and Project Facilities Register**

The Concessionaire shall prepare and maintain register (the “**Project Asset and Project Facilities Register**”) of all the Project Asset and Project Facilities constructed by it. The Project Asset and Project Facilities Register shall be prepared as soon as each of the Project Asset and Project Facilities provided for in the approved plan are completed. The Concessionaire shall update the Project Asset and Project Facilities Register as and when any additional asset or facility is added at the Site or any one of them is replaced by the Concessionaire as part of the Maintenance Requirements. The Concessionaire shall provide one copy each of the Project Asset and Project Facilities Register to the Authority.



## ARTICLE 8: DRAWINGS AND SPECIFICATIONS

### 8.1 Design Obligations

- 8.1.1 The Concessionaire shall have the complete responsibility at its own cost and risk to plan and design the Complex, subject to approval of detailed design of the Concept Plan and drawings prepared as per Applicable Laws including Building Bye Laws, Developments Envisaged (Schedule-I), Scope of Work, Technical Requirements and Performance Standards (Schedule-II), by the Design Approval Committee. The selection of appointment of Architect, Consulting Engineer if any, Structural Engineers for internal and estate services and other specialists and constructing agencies etc. shall be the permitted domain of the Concessionaire. Nevertheless, the Concessionaire undertakes to submit to the Authority the names of Architects, Consulting Engineers etc. and other specialists as and when required by the Authority and Independent Engineer.
- 8.1.2 The Concessionaire holds itself, its designers and design sub-consultants, specialists as having the requisite experience and capability necessary for the preparation of the detailed structural design and planning and design of services. The Concessionaire undertakes that the designers/ engineers/ specialist shall be available to attend discussions with the Authority, the Independent Engineer or with members of the Maintenance Board at all reasonable times during the Concession Period.
- 8.1.3 The Concessionaire shall submit a “**Structural Safety Certificate**” of the proposed Complex from competent structural engineer before commencement of the Commercial Operations. However, the certificate shall also be counter certified/ signed by the Independent Engineer.

### 8.2 Construction Documents

- 8.2.1 The Concessionaire shall prepare Construction Documents in sufficient detail to satisfy all regulatory approvals, to provide suppliers and construction contractor and subcontractors sufficient instruction to execute the Works, and to describe the operation of the completed Works. The Independent Engineer and the Authority shall have the right to review and inspect the Construction Documents.
- 8.2.2 Each of the Construction Documents shall, when considered ready for use, be submitted to the Independent Engineer and the Authority for pre-construction review. In this Article, “**Review Period**”, means the period required by Independent Engineer and the Authority, which unless otherwise stated shall not exceed 14 (fourteen) days, calculated from the date on which the Independent Engineer receives the Construction Documents and the Concessionaire's notice that it is considered ready, both for a pre-construction review in accordance with this Article, and for use. If the Independent Engineer, within such Review Period, notifies the Concessionaire that a Construction Document fails (to the extent stated) to comply with some Technical Requirements, it shall henceforth be rectified, resubmitted and reviewed in accordance with this Article, at the Concessionaire's cost.
- 8.2.3 If the Concessionaire wishes to modify any design or document, which has previously been submitted for such pre-construction review, the Concessionaire shall immediately notify and shall subsequently submit revised documents for pre-construction review.
- 8.2.4 Errors, omissions, ambiguities, inconsistencies, inadequacies and other defects in the Construction Documents and the Works that have been implemented following the defective Construction Documents shall be rectified by the Concessionaire at its own cost.

### 8.3 Design Warranty

The Concessionaire warrants to the Authority that the Works, services, facilities, infrastructure will be designed, constructed, tested and commissioned as per Performance Standards and that it will otherwise perform its obligations under this Concession Agreement:-

- (i) Using all due skill, care and diligence expected of a Concessionaire in executing a work of this nature and magnitude;
- (ii) In a proper workmanlike and careful manner with properly equipped facilities and non-hazardous materials and in accordance with Good Industry Practices;
- (iii) So that the Works when completed shall be in accordance with Performance Standards and all relevant requirements of this Concession Agreement unless agreed otherwise in writing by the Authority;
- (iv) So that the Works when completed shall be capable of being used, operated and maintained in accordance with the requirements of the Project and Good Industry Practices;
- (v) So that the Works when completed shall comply with the provisions of any Applicable Laws in effect during the Concession Period; and
- (vi) There shall be no design defects in the structure and serviceability of the Complex for the duration of the Concession Period.

### 8.4 Technical Requirements/ Performance Standards

- 8.4.1 The structural design of buildings, design of internal and estate services/ utilities/ infrastructure, the Construction Documents, the execution, the completed Works and services, the operation and maintenance shall comply with technical standards and specifications, building bye laws, construction and environmental regulations, regulations applicable to the Project or its components, Good Industry Practices and the Performance Standards specified in the Schedules and the Technical Requirements (which are minimum applicable) or as defined by law. References in this Concession Agreement to Technical Requirements, building bye laws, construction and environmental regulations, regulations applicable to the Project or its components and Good Industry Practices shall be understood to be references to the edition applicable on the Effective Date, unless stated otherwise.
- 8.4.2 The Concessionaire shall be liable for and shall indemnify, protect and hold harmless at all times, the Authority, the Authority's officers, employees and agents from and against any and all demands, claims, suits and causes of action and any and all liability, costs, expenses, settlements and judgements arising out of the Concessionaire's failure to comply with the applicable laws in relation to execution of Works and construction, operation and maintenance of the Complex.

### 8.5 Test Certificates and Samples

The Concessionaire shall submit the following samples and relevant information to Independent Engineer and Authority before its use in the Construction or Maintenance of the Project:-

- (i) Manufacturer's standard samples of Materials;

- (ii) Samples (if any) specified in the Authority's and Independent Engineer's requirements;
- (iii) Samples (if any) specified by the Concessionaire, to be of best quality;
- (iv) Additional samples instructed by the Authority or the Independent Engineer;
- (v) Each sample shall be labelled as to origin, make and manufactures and its intended use; and
- (vi) Test certificate or samples for building materials such as cement, steel, bituminous materials, or any other materials proposed to be used.

## **8.6 Execution Drawings**

The Concessionaire shall prepare and keep up-to-date, a complete set of Execution records of the execution of each section of the Works, showing the exact locations, sizes and details of the Works, internal and estate services/ utilities/ infrastructure as executed with cross references to all relevant requirements and data sheets. These records shall be kept on the Project Site and shall be used exclusively for the purposes of this Article. The Concessionaire shall prepare and submit to the Authority and the Independent Engineer one copy each of the Execution drawings for inspection. The Concessionaire shall obtain the consent of Independent Engineer as to their size, the referencing system, and other pertinent details. However, it shall neither relieve the Concessionaire of its obligations and liabilities under this Concession Agreement nor shall the Independent Engineer or the Authority be liable for the same, in any manner whatsoever.

## **8.7 Final Drawings**

- 8.7.1 The Concessionaire shall submit to the Authority and the Independent Engineer one detailed and legible copy each of "Final" records and drawings of the execution of each section of the Works, showing the exact final locations, sizes and details of the Work as executed and completed with cross references to all relevant requirements and data sheets.
- 8.7.2 The Concessionaire shall ensure that the Authority has the right to use and protect the design from infringement and to further enforce such right against any person, in accordance with the terms of this Concession Agreement.
- 8.7.3 This Article shall also be applicable if any new Works, strengthening, rehabilitation of any part of the Complex are carried out during the Operation and Maintenance Period. The Concessionaire shall keep one set of Final Drawings at Project Site for the entire Concession Period.

## **8.8 Patents/ Copy Right**

If the Concessionaire desires to use any designated device, materials or any process covered by letters of "Patents" or "Copyrights", the right for such use shall be secured by the Concessionaire by suitable legal arrangements and agreements with the Patents owner. A copy of the agreement shall be filed with the Authority.

## **8.9 Levies**

Except where otherwise stated in this Concession Agreement, the Concessionaire shall pay all tonnage, levies, cess, royalties, rent and other payments or compensation, if any, for Plant and Machinery or other materials required for the Works.

## **ARTICLE 9: LABOUR**

The Concessionaire shall be solely responsible for the liability, cost, and responsibility for all the laws relating to labour employed by Concessionaire and for their conditions under this Article.

### **9.1 Engagement**

The Concessionaire shall make its own arrangements for the engagement of all its staff and labour, local or otherwise and for their wages/ payment, boarding, lodging, health, safety, food arrangement, transport, etc. as per Applicable Laws.

### **9.2 Information on Labour and Equipment**

The Concessionaire shall furnish, if required by the Authority or the Independent Engineer, a detailed return in such form and at such intervals as may be prescribed, showing the details of the staff, labour, plant and equipment deployed on the Project by the Concessionaire.

### **9.3 The Authority's Staff**

The Concessionaire shall be under no obligation to recruit any or part of the staff and labour from amongst persons in the service of the Authority.

### **9.4 Labour Laws**

The Concessionaire shall ensure that all labour laws, rules and regulations will be followed and the Concessionaire shall be the primary employer of labour employed by it for the Project. The Concessionaire shall keep the Authority indemnified and harmless in this regard in the event of any claim, fine, action or suit brought against the Authority for non-compliance by the Concessionaire with any of the applicable labour laws.

**ARTICLE 10: MATERIALS AND WORKMANSHIP****10.1 Execution**

All Works shall be executed in the manner set out in this Concession Agreement. Where the manner of execution is not set out in this Concession Agreement, the Works shall be executed under the instructions of the Independent Engineer during the Construction Period and the Authority during the Operation and Maintenance Period, in a proper, workmanlike and careful manner and as per Good Industry Practice, with properly equipped facilities and non-hazardous materials.

**10.2 Inspection**

- 10.2.1 The Authority shall be entitled, during fabrication, construction or preparation at any places where Works are being carried out, to inspect, examine and test the materials and workmanship, and to check the progress thereof of all Works under this Concession Agreement. The Concessionaire shall give the Authority full opportunity to inspect, examine, measure and test any Works on Project Site or wherever being carried out.
- 10.2.2 The Concessionaire shall give due notice to the Authority whenever such Work is ready, before packaging, covering up or putting out of view, including foundation works. The Independent Engineer and the Authority shall then respond to the Concessionaire with its intention to either carry out the inspection, examination, measurement or testing within 14 (fourteen) days, or notify that it is considered unnecessary. If the Concessionaire fails to give such notice, it shall, when required by the Independent Engineer, uncover such work and thereafter reinstate and make good at Concessionaire's own cost.

**10.3 Testing during Construction Period**

- 10.3.1 If the Authority requires Tests at any time during the Construction Period, the Concessionaire shall provide all documents and other information necessary for testing and other such assistance, labour, materials, electricity, fuel, stores, apparatus and instruments as are necessary to carry out such tests efficiently. The Concessionaire shall provide engineering support and technical know-how as the Authority shall reasonably request for the purpose of the Tests.
- 10.3.2 The Concessionaire shall provide sufficient and suitably qualified and experienced staff to carry out such Tests. The Independent Engineer and the Authority shall attend all such Tests.
- 10.3.3 If Authority do not attend at the time and place agreed the Concessionaire may proceed with the Tests, unless the Independent Engineer or Authority instructs the Concessionaire otherwise. In such a situation, such Tests shall be deemed to have been made in the presence of the Authority and the Independent Engineer.
- 10.3.4 The Concessionaire shall promptly forward to the Authority duly certified reports of the Tests. the Authority has not attended the Tests, he shall accept the readings as accurate. When the specified Tests have been passed, Independent Engineer shall endorse the Concessionaire's Test certificate, or issue a confirmation to it to that effect and intimate Authority forthwith.

- 10.3.5 The Authority is entitled to insist for the Concessionaire to carry out any Tests of any type, as it deems fit. If such Tests are not carried out in accordance with general Good Industry Practises, then the Authority may carry out the tests and the Cost of which shall be borne by the Concessionaire.

#### **10.4 Rejection**

- 10.4.1 If, as a result of inspection, examination or testing, the competent authority decides that any plant, materials, design or workmanship is defective or otherwise not in accordance with this Concession Agreement, the Competent authority may reject such plant, materials, design or workmanship and shall notify the Concessionaire within 7 (seven) days recording clearly his reasons thereof.
- 10.4.2 The Concessionaire shall then, within the time permitted by the Competent Authority, make good the defect and ensure that the rejected item or work complies with this Concession Agreement. If the Competent requires such plant, materials, design or workmanship to be re-tested, all such Tests shall be repeated at the cost of the Concessionaire.

#### **10.5 Ownership**

Each item of Plant and Machinery and the Materials shall be the property of the Concessionaire till the expiry of the Concession Period or upon the premature termination of this Concession Agreement. The Concessionaire shall assume full responsibility for the Plant and Machinery, Materials and Works at the Project Site.

#### **10.6 Suspension of unsafe Construction Works**

- 10.6.1 Upon recommendation of the Authority may by notice require the Concessionaire to suspend forthwith the whole or any part of the Construction Works if, in the reasonable opinion of the Authority, such work threatens the safety of the pedestrians, neighbouring areas and public at large.
- 10.6.2 The Concessionaire shall, pursuant to the notice, suspend the Construction Works or any part thereof for such time and in such manner as may be specified by the Authority and thereupon carry out remedial measures to secure the safety of suspended works and the public.
- 10.6.3 All reasonable costs incurred for maintaining and protecting the Construction Works or part thereof during the period of suspension (the “**Preservation Costs**”), shall be borne by the Concessionaire.
- 10.6.4 If suspension of Construction Works is for reasons not attributable to the Concessionaire, the Concessionaire shall give notice to the Authority. After receipt of such notice,

**ARTICLE 11: COMMENCEMENT TIME AND DELAYS****11.1 Commencement**

- 11.1.1 The rights and obligations of the Parties under this Concession Agreement shall commence from the Effective Date. Any Works of whatever nature, which the Concessionaire elects to carry out prior to the Effective Date including investigations, surveys, design, etc shall be entirely at the risk and Cost of the Concessionaire.
- 11.1.2 Any delay on the part of the Authority (unless such delay is contributed by the Concessionaire) in the completion of the Conditions Precedent shall be deemed to be a delay in commencement of the Project.

**11.2 Time for Completion**

The construction of the Multi-Storey Parking-cum-Commercial Complex shall be in accordance with the “**Scheduled Date of Construction Completion**”, provided that this period, as stated, may be extended subject to the approval of Competent authority.

- 11.2.1 In the event that construction completion is not achieved by the Scheduled Date of Construction Completion for any reason other than Force Majeure or solely as a result of the Authority being in default of any of its obligations under this Agreement or reasons attributable to any Competent Authority, the Concessionaire shall pay to the Authority Damages for delay beyond the Scheduled Date of Construction Completion to the extent of 0.5% (zero point five percent) of the Construction Performance Security for each day of delay or part thereof until Construction Completion Date is achieved. Provided that nothing contained in this agreement shall be deemed or construed to authorize any delay by the Concessionaire in achieving Construction Completion Date. In such an event, the duration of the Concession Period shall not be adjusted and the Concessionaire shall be solely responsible for the corresponding reduction of the period for which the Project Facility/ Complex is used for Commercial Operations and any reduction in revenue as a consequence thereof.

**11.2.2 Commercial Operations Date (COD)**

The Project Facility or any part thereof shall be deemed to be completed when the Construction Completion Certificate or the Provisional Certificate, as the case may be, is issued under the provisions of this Agreement, and accordingly the date of commercial operations of the Project shall be the date on which such Construction Completion Certificate or the Provisional Certificate is issued (the “COD”). The Project Facility or any part thereof shall enter into Commercial Operations/ commercial services on COD whereupon the Concessionaire shall be entitled to demand and collect User Charges in accordance with the provisions of this Agreement.

**ARTICLE 12: OPERATIONS AND MAINTENANCE PERIOD****12.1 Commencement and Duration**

The Operation and Maintenance Period of the Project shall commence from the date of issue of Construction Completion Certificate (Commercial Operations Date) and in its absence, from the date of Provisional Certificate and terminate at the Transfer Date.

**12.2 Obligations of the Concessionaire during Operations and Maintenance Period**

12.2.1 During the Operations and Maintenance Period (“**O&M Period**”), the Concessionaire shall be responsible for performing all the obligations and complying with the Performance Standards laid down in **Schedule II** of this Concession Agreement.

12.2.2 In the event of failure to perform the obligations or comply with the Performance Standards laid down in **Schedule II**, the Concessionaire shall be liable to a penalty which shall not exceed the Operation & Maintenance Performance Security and for the enforcement of which the Performance Security can be used. The amount of penalty payable by the Concessionaire for a default under this provision shall be determined by the Maintenance Board.

12.2.3 The Concessionaire recognizes and acknowledges the fact that the Project is intended to provide a public facility, and the Concessionaire shall have no right to prevent, impede or obstruct any bona fide Users from using the Complex, save and except for regulating such usage under the terms of this Concession Agreement. Under exceptional circumstances, if the Concessionaire apprehends any detriment to the Complex it shall seek instructions from the Authority, whose decision in this regard shall be final.

**12.3 Scope of Work during Operations and Maintenance Period**

12.3.1 In addition to what is provided elsewhere in this Concession Agreement, the Concessionaire shall have the following obligations and responsibilities during the Operations and Maintenance Period:-

- (i) The Concessionaire shall be responsible, at his own cost, for all the maintenance and repairs of the Complex and all its components, including roads, buildings, all services and allied works. The Concessionaire shall also carry out rectification of any defects in the design or construction of any component of the Works.
- (ii) The Concessionaire shall monitor the traffic movement at the entrances to and exits from the Complex to prevent traffic jams, obstruction to movement of pedestrians, accidents and emergencies, put appropriate danger sign boards in English, Hindi and the local language, notices and barriers as necessary.
- (iii) The Concessionaire shall deploy adequate trained staff to manage complete operations of the Car Parking and the other components of the Project as per Performance Standards detailed in Schedules of this Concession Agreement. The Concessionaire shall bear the entire responsibility and liability for operation of the Project.
- (iv) The Concessionaire shall be entitled to levy, demand, collect, retain and appropriate the User Charges as per Article 16 of this Concession Agreement.



- (v) The Concessionaire shall at its cost, carry out such periodic inspections, as well as assist Authority or its nominee to carry out any (reasonable) random or periodic inspections or checks of any part or component of the Works, the cost of any Test shall be borne by the Concessionaire.
- (vi) The Concessionaire shall carry out all checks and maintenance or repair works with adequate advance notice in such a planned manner that there shall be minimal disruption of the operations of the Complex.
- (vii) The Concessionaire shall ensure general upkeep of the Project Area in accordance with the development envisaged.
- (viii) Installation and Operation of CCTV

The Concessionaire shall install and operate a closed circuit television system to monitor such parts of the Project as may be necessary and expedient for a safe, secure and smooth operation thereof.

**ARTICLE 13: FORCE MAJEURE****13.1 Force Majeure Event**

13.1.1 In this Concession Agreement, "Force Majeure" means an event occurrence in India of any or all of the Non-Political Force Majeure Event, Indirect Political Force Majeure Event and Political Force Majeure Event described below respectively hereinafter which prevents the Party claiming Force Majeure (the "Affected Party") from performing its obligations under this Concession Agreement and which act or event:-

- (i) Is beyond the reasonable control of and not arising out of the fault or negligence of the Affected Party or the failure of such Party to perform its obligations hereunder;
- (ii) The Affected Party has been unable to prevent by the exercise of due diligence and reasonable efforts, skill and care and
- (iii) Has a Materially Adverse Effect on the Project

**13.2 Non-Political Force Majeure Events**

13.2.1 For the purposes, Non-Political Force Majeure Events shall mean one or more of the following acts or events:

- (i) Acts of God or events beyond the reasonable control of the Affected Party which could not reasonably have been expected to occur, extreme adverse weather or environmental conditions, lightning, earthquakes, heavy rains, cyclones, tempest, landslides, storms, floods, volcanic eruptions or fire (to the extent originating from a source external to the Project Site or not designed for in construction Works);
- (ii) Radioactive contamination or ionising radiation;
- (iii) Strikes or boycotts (other than those involving the Concessionaire, Contractors, or their respective employees/ representatives or attributable to any act or omission of any of them) interrupting supplies and services to the Project for a continuous period exceeding 7 (seven) days in an Accounting Year, and not being an Indirect Political Event set forth in Article 21.3;
- (iv) Notified or declared as a pandemic or epidemic by the Government of West Bengal or Government of India which leads to any lockdowns or suspension of all business or construction activities at and/ or disruption of supply chains to the Project Facility;
- (v) Any failure or delay of a Contractor but only to the extent caused by another Non-Political Event and which does not result in any offsetting compensation being payable to the Concessionaire by or on behalf of such Contractor;
- (vi) Any judgement or order of any court of competent jurisdiction or statutory authority in India made against the Concessionaire in any proceedings for the reason other than failure of the Concessionaire to comply with any Applicable Law or Clearances or on account of breach thereof, or of any contract, or enforcement of this Concession Agreement or exercise of any of its rights under this Concession Agreement by the Authority; or

- (vii) Any other event or circumstance of a nature analogous to the foregoing, to the extent that insurance is available at a reasonable cost to cover the occurrence of any of the natural events. The Concessionaire will ensure that it has insured itself against such risks.
- (viii) or of the Contractors; or
- (ix) Any unlawful or unauthorised or without jurisdiction, revocation of, or refusal to renew or grant without valid cause any consent or approval required by the Concessionaire or any of the Contractors to perform their respective obligations under the Project Agreements (other than a consent, the obtaining of which is a condition precedent) provided that such delay, modification, denial, refusal or revocation did not result from the Concessionaire's or any contractor's inability or failure to comply with any condition relating to the grant, maintenance or renewal of such consents or permits.
- (x) Breakdown or ordinary wear and tear of materials, equipment machinery or parts relating to the Project Facility.

**ARTICLE 14: TERMINATION FOR DEFAULT****14.1 Concessionaire Event of Default**

14.1.1 In addition to the events or circumstances specified elsewhere in the Agreement, each of the following events or circumstances, to the extent not caused by a default of the Authority or Force Majeure and if not cured within the “Cure Period” which shall be 15 (fifteen) days from the date of notice of default (the “**Default Notice**”) from the Authority, shall be considered for the purpose of this Concession Agreement as Event of Default of the Concessionaire (“Concessionaire Events of Default”):

- (i) The Concessionaire is in breach of its obligations under this Concession Agreement, which has a Material Adverse Effect upon the Authority or the Project; The Concessionaire is in breach of any representation or warranty made under this Concession Agreement or it repudiates this Concession Agreement;
- (ii) The Concessionaire fails to meet the progressive milestones set forth in the Project Implementation Schedule or amendments thereto as provided for in this Concession Agreement;
- (iii) The Concessionaire abandons the Project or any of its material obligations as provided under this Concession Agreement;
- (iv) The Concessionaire not issuing, renewing, replacing or providing the Performance Security in accordance with the terms of this Concession Agreement;
- (v) The Concessionaire fails to pay balance Project Development Fee and/ or Upfront Premium and/ or Annual Concession Fee, as applicable, in the manner as specified;
- (vi) The Concessionaire does not comply with its Minimum Equity Requirements
- (vii) The Concessionaire fails to achieve Financial Close within the stipulated time period of 180 days from the Effective Date, unless expressly extended by the Authority;
- (viii) The Concessionaire has defaulted on its obligations to the Senior Lender under the Financing Documents;
- (ix) The Concessionaire creates any Encumbrances, charges or lien over the Project Site or the Project in favour of any Lenders or Person, save and except as otherwise expressly permitted in this Concession Agreement;
- (x) The Concessionaire fails to complete the construction of structural framework and exteriors/ façade of the Commercial Area within the Construction Period;
- (xi) The Concessionaire has committed an Escrow Default and the Concessionaire fails to cure the default within a Cure Period of 15 (fifteen) days;
- (xii) Any transfer pursuant to law of either (a) the rights and/or obligations of the Concessionaire under this Concession Agreements and/ or (b) all or material part of the assets or undertaking of the Concessionaire; except (i) to the extent permitted by this Concession Agreement or (ii) where any such transfer, in the reasonable opinion of the Authority, does not affect the ability of the Concessionaire to perform its obligations under this Concession Agreement;
- (xiii) In the event a resolution is passed by the shareholders of the Concessionaire for the voluntary winding up of the Concessionaire;

- (xiv) The Concessionaire is adjudged bankrupt or insolvent or if a trustee or receiver is appointed for the Concessionaire or for any of its property that has a material bearing on the Project;
- (xv) The Concessionaire fails to comply with the provisions laid down in Article 7.1(xiv) to 8.1(xxi);
- (xvi) Any petition for winding up of the Concessionaire is admitted by a court of competent jurisdiction or the Concessionaire is ordered to be wound up by court, *except* if such petition is for the purpose of amalgamation or reconstruction, provided that as part of such amalgamation and reconstruction, the property, assets and undertaking of the Concessionaire are transferred to the amalgamated or reconstructed entity and that the amalgamated or reconstructed entity has unconditionally assumed the obligations of the Concessionaire under this Concession Agreement and Project Agreements, and provided that:
  - (a) The amalgamated entity or reconstructed entity has the technical capability and the operating experience necessary for the performance of its obligations under this Concession Agreement and Project Agreements;
  - (b) The amalgamated entity or restructured entity has the financial standing to perform its obligations under this Concession Agreement and Project Agreements and has a credit worthiness at least as that good as that of the Concessionaire as on the Compliance Date and
  - (c) All the Project Agreements remain in full force and effect;
- (xvii) The Concessionaire commences operation of Commercial Area before operationalizing the Car Parking component of the Project or commences collection of Parking Fees before issuance of Construction Completion Certificate;
- (xviii) The Concessionaire assigns this Concession Agreement or any of its rights or obligations under the Concession Agreement, where such assignment is not in accordance with the terms and conditions of the Concession Agreement.
- (xix) The Concessionaire has defaulted to hand over the agreed quantum of Built-Up Spaces within stipulated time'.

## 14.2 Termination by Authority

- 14.2.1 Without prejudice to any other right or remedies which the Authority may have under this Concession Agreement, upon occurrence of a Concessionaire Event of Default, the Authority subject to the provisions of the Substitution Agreement shall be entitled to terminate this Concession Agreement by issuing a Termination Notice to the Concessionaire. The Termination Notice shall grant the Concessionaire 30 (thirty) days (the “Termination Period”) to make a representation and if during the Termination Period the Concessionaire takes suitable steps to remedy the default/ situation, the Authority shall be entitled to withdraw the Termination Notice.
- 14.2.2 The Authority shall, if there be Senior Lenders, send a copy of its notice of intention to issue a Termination Notice to inform the Lenders' Representative and grant 15 (fifteen) days to the Lenders' Representative, for making a representation on behalf of the Senior Lenders stating the intention to substitute the Concessionaire in accordance with the Substitution Agreement. In the event the Authority receives such representation on behalf of

- 14.2.3 Senior Lenders, it shall, in its discretion, either withhold Termination for a period not exceeding 180 (one hundred and eighty) days from the date of such representation or exercise its right of Suspension, as the case may be, for enabling the Lenders' Representative to exercise the Senior Lenders' right of substitution in accordance with the Substitution Agreement:
- (i) Provided that the Lenders' Representative may, instead of exercising the Senior Lenders' right of substitution, procure that the default specified in the notice is cured within the aforesaid period of 180 (one hundred and eighty) days, and upon such curing thereof, the Authority shall withdraw its notice referred to above and restore all the rights of the Concessionaire;
  - (ii) Provided further that upon written request from the Lenders' Representative and the Concessionaire, the Authority shall extend the aforesaid period of 180 (one hundred and eighty) days by such further period not exceeding 90 (ninety) days, as the Authority may deem appropriate.

**ARTICLE 15: SUSPENSION OF CONCESSIONAIRE'S RIGHTS****15.1 Suspension upon Concessionaire Default**

Upon occurrence of a Concessionaire Default, the Authority shall be entitled, without prejudice to its other rights and remedies under this Agreement including its rights of Termination hereunder, to (i) suspend all rights of the Concessionaire under this Agreement including the Concessionaire's right to collect Fee, and other revenues pursuant hereto, and (ii) exercise such rights itself or authorize any other person to exercise the same on its behalf during such suspension (the "**Suspension**"). Suspension hereunder shall be effective forthwith upon issue of notice by the Authority to the Concessionaire and may extend up to a period not exceeding 180 (one hundred and eighty) days from the date of issue of such notice; provided that upon written request from the Concessionaire and the Lenders' Representative, the Authority shall extend the aforesaid period of 180 (one hundred and eighty) days by a further period not exceeding 90 (ninety) days.

**15.2 Authority to act on behalf of Concessionaire**

- 15.2.1 During the period of Suspension, the Authority shall, on behalf of the Concessionaire, collect all User Charges and revenues under and in accordance with this Agreement.
- 15.2.2 During the period of Suspension hereunder, all assets and liabilities in relation to the Project shall continue to vest in the Concessionaire and all things done or actions taken, including expenditure incurred by the Authority for discharging the obligations of the Concessionaire under and in accordance with this Agreement and the Project Agreements, shall be deemed to have been done or taken for and on behalf of the Concessionaire and the Concessionaire undertakes to indemnify the Authority for all costs incurred during such period.

**15.3 Revocation of Suspension**

- 15.3.1 In the event that the Authority shall have rectified or removed the cause of Suspension within a period not exceeding 90 (ninety) days from the date of Suspension, it shall revoke the Suspension forthwith and restore all rights of the Concessionaire under this Agreement. For the avoidance of doubt, the Parties expressly agree that the Authority may, in its discretion, revoke the Suspension at any time, whether or not the cause of Suspension has been rectified or removed hereunder.
- 15.3.2 Upon the Concessionaire having cured the Concessionaire Default within a period not exceeding 90 (ninety) days from the date of Suspension, the Authority shall revoke the Suspension forthwith and restore all rights of the Concessionaire under this Agreement.

**15.4 Substitution of Concessionaire**

At any time during the period of Suspension, the Lenders' Representative, on behalf of Senior Lenders, shall be entitled to substitute the Concessionaire under and in accordance with the Substitution Agreement, and upon receipt of notice thereunder from the Lenders' Representative, the Authority shall withhold the Termination for a period not exceeding 180 (one hundred and eighty) days from the date of Suspension, and any extension thereof under Article 15.1, for enabling the Lenders' Representative to exercise its rights of substitution on behalf of Lenders.

**15.5 Termination**

- 15.5.1 At any time during the period of Suspension under this Article 15, the Concessionaire may by notice require the Authority to revoke the Suspension and issue a Termination Notice. Subject to the rights of the Lenders' Representative to undertake substitution in accordance with the provisions of this Agreement and within the period specified in Article 15.4, the Authority

shall within 15 (fifteen) days of receipt of such notice, terminate this Agreement under and in accordance with Article 22.

- 15.5.2 Notwithstanding anything to the contrary contained in this Agreement, in the event that Suspension is not revoked within 180 (one hundred and eighty) days from the date of Suspension hereunder or within the extended period, if any, set forth in Article 15.1, the Concession Agreement shall, upon expiry of the aforesaid period, be deemed to have been terminated by mutual agreement of the Parties and all the provisions of this Agreement shall apply, *mutatis mutandis*, to such Termination as if a Termination Notice had been issued by the Authority upon occurrence of a Concessionaire Default.



**ARTICLE 16: LIABILITY AND INDEMNITY****16.1 Indemnity**

- 16.1.1 The Concessionaire shall indemnify, defend and hold harmless (the “Indemnifying Party”) the Authority (the “Indemnified Party”) during the Term of this Agreement from and against all liabilities, damages, losses, expenses, claims, suits, proceedings, judgments, settlements, actions, costs of any nature whatsoever, whether directly or indirectly arising, for personal injury, for damage to or loss of any property and any Third Party liability, including reasonable attorneys’ fees, actually incurred or suffered by the Indemnified Parties, arising out of or in any way connected with (i) any breach, negligence, default, omission, violation, infringement etc., as the case may be, by the Indemnifying Party or Persons claiming through or under it or due to such Party’s representations and warranties herein; covenants, agreements or obligations contained herein or the terms and conditions hereof; any intellectual property right of any Person; (ii) failure of the Indemnifying Party or Persons claiming through or under it to comply with Applicable Laws or the Applicable Permits or to pay taxes or make contractual or other payments due and payable to any Person; (iii) the employment, sickness, injury or death of any Person employed directly or indirectly by the Indemnifying Party or Persons claiming through or under it; or (iv) as provided elsewhere herein.
- 16.1.2 The Concessionaire shall be responsible for executing, performing and completing the Works in accordance with the provisions of this Agreement at its risk and consequence and shall be responsible for any liability whatsoever arising under, in connection with or in relation to the execution of the Works by the Concessionaire or Persons claiming through or under it and shall indemnify, keep indemnified and hold harmless the Authority and its advisors in this behalf.
- 16.1.3 The Authority shall not be liable to the Concessionaire for any indirect, consequential, incidental, punitive or exemplary damages, loss of profit, and consequential financial or economic loss for any reason whatsoever.
- 16.1.4 The Concessionaire shall keep the Authority indemnified during the Term of this Agreement against any claims, damages, liabilities, costs, penalties etc. (i) from or by any Competent Authority, Government Instrumentality, NGT, Courts or Third Parties for damages to the environment or any acts, omissions, defaults or negligence of the Concessionaire that damages the environment; and (ii) resulting from accidents at work, occupational diseases and contingencies that may arise at or around the Site(s) or in the employment of labour and personnel at the Project. The Concessionaire shall remain liable for its acts or omissions in implementing the Project in accordance with the Applicable Laws and Applicable Permits even after the Termination or expiration of this Agreement by efflux of time or otherwise.
- 16.1.5 Except as expressly provided in this Agreement, the Concessionaire shall carry out and perform its rights and obligations under this Agreement and the Project Agreements at its own cost and risk. It shall be fully responsible for and shall bear the financial risks in relation to the Project and all its rights and obligations under or pursuant to this Agreement and the Project Agreements till the Transfer Date.
- 16.1.6 The provision of this Article shall survive Termination.

**16.2 Limitation of Liabilities**

The Concessionaire shall in no event be liable to the Authority, by way of indemnity or by reason of any breach of this Concession Agreement or in tort or otherwise, for loss of use of any part (or all) of the Works or for loss of production, loss of profit or loss of any other contract or for any indirect special or consequential loss or damage which may be suffered by the Authority in connection with this Concession Agreement.

**ARTICLE 17: DISPUTE RESOLUTION****17.1 Dispute Resolution**

Any dispute, difference or controversy of whatever nature regarding the validity, interpretation, implementation or the rights and obligations arising out of, or in relation to, or howsoever arising under or in relation to this Concession Agreement between the Parties, and so notified by either Party to the other Party (the “**Dispute**”) shall be subject to the dispute resolution procedure set out in this Article 17. It is specially clarified here that in case of any ambiguity regarding the Works, the practices existing at the time of submission of the proposal as per Good Industry Practice would prevail.

**17.2 Direct discussion between Parties**

The Parties agree that any Dispute that may arise between them shall be first submitted for direct discussion between the Parties. For this purpose, the notice of Dispute (the “**Notice of Dispute**”) sent by one Party to the other Party under Article 17.1 shall be considered an invitation for direct discussion, and it should specify a reasonable time and venue for the conducting of negotiation proceedings. In addition, the Notice of Dispute shall specify the basis of the Dispute and the amount claimed. In the direct discussion proceedings, each Party shall be represented by their representatives/officials or employees with sufficient knowledge and authority over the subject matter of the Dispute in order for the discussion to be meaningful. At the discussion proceedings, the Party that has given the Notice of Dispute shall present an offer of a settlement, which may form the starting point of discussions between the two Parties during the discussion proceedings.

**17.3 Arbitration or Adjudication**

17.3.1 In the event that the parties are unable to resolve the Dispute through Direct Discussion under Article 17.2, the Parties shall submit the Dispute for arbitration in accordance with the Arbitration and Conciliation Act, 1996 (as amended from time to time). The arbitration proceedings will be done through Court as per provision of the Act.

17.3.2 The arbitration proceedings shall be conducted in the English language and in Kolkata.

17.3.3 The cost incurred on the process of arbitration including *inter alia* the fees of the Sole Arbitrator and the cost of the proceedings shall be borne by the Parties in equal proportions. Each Party shall bear its own legal fees incurred as a result of any Dispute under this Article 17.

**17.4 Performance during Dispute**

Performance of this Concession Agreement shall continue during the settlement of any Dispute under this Article 17. The provisions for dispute settlement shall be binding upon the successors, assigns and any trustee or receiver of either the Authority or the Concessionaire.

**ARTICLE 18: CONFIDENTIALITY**

Neither of the Parties shall, at any time, before the expiry or termination of this Concession Agreement, without the consent of the other Party, divulge or suffer or permit its officers, employees, or agents to divulge to any person (other than to any of its or their respective officers or employees who require the same to enable them to properly to carry out their duties), any information relating to the negotiations concerning the operations, contracts, commercial or financial arrangements or affairs of the other Party or any proprietary information of the other Party.

**18.1 Exceptions to Confidentiality**

18.1.1 The restrictions imposed by Article 18.1 shall not apply to the disclosure of any information:

- (i) which now or hereafter comes into the public domain otherwise than as a result of a breach of an undertaking of confidentiality or which is obtained with no more than reasonable diligence from sources other than the Parties;
- (ii) which is required by law to be disclosed to any Person who is authorised by law to receive the same;
- (iii) which is required to be disclosed by the regulations of any recognised exchange upon which the share capital of the Party making the disclosure is or is proposed to be from time to time listed or dealt in;
- (iv) to a court, arbitrator or administrative tribunal in the course of proceedings before it to which the disclosing Party is a Party;
- (v) to any consultants, banks, financiers or advisers to the disclosing Party; or
- (vi) In accordance with this Concession Agreement.

IN WITNESS whereof the Parties have executed and delivered this Concession Agreement as of the date first above written.

**SIGNED SEALED AND DELIVERED**

For and on behalf of

**The Authority by:**

\_\_\_\_\_ (Signature)

\_\_\_\_\_ (Name)

\_\_\_\_\_ (Designation)

**SIGNED SEALED AND DELIVERED**

For and on behalf of

**Concessionaire by:**

\_\_\_\_\_ (Signature)

\_\_\_\_\_ (Name)

\_\_\_\_\_ (Designation)

**SIGNED SEALED AND DELIVERED**

For and on behalf of

**Selected Bidder by:**

\_\_\_\_\_ (Signature)

\_\_\_\_\_ (Name)

\_\_\_\_\_ (Designation)

**In the presence of**

1. \_\_\_\_\_ (Signature)

\_\_\_\_\_ (Name)

\_\_\_\_\_ (Designation)

2. \_\_\_\_\_ (Signature)

\_\_\_\_\_ (Name)

\_\_\_\_\_ (Designation)

**VOLUME III**

**SCHEDULES TO DRAFT CONCESSION AGREEMENT**

## **SCHEDULE-I**

### **DEVELOPMENTS ENVISAGED**

The Concessionaire shall be required to develop the following at the “**Project Site**” and hereinafter be called as “**the Project**”:-

- **A MARKETING HUB FOR SHGs/ ARTISANS at the Complex**
- **Value Added Services like locker facility, valet service etc. (Optional)**

The selected bidder will be responsible for the end-to-end development of the SHGs / ARTISANS Marketing Hubs, including designing, financing, constructing, and handing over functional infrastructure in line with approved standards and specifications.

The infrastructure should be developed in line with the following activities:

1. Kiosks and Stalls:
  - a. Modular, aesthetically designed kiosks/stalls to showcase and sell SHG / ARTISANS products, ensuring easy accessibility for both sellers and buyers.
  - b. Each kiosk must have adequate space, ventilation, display shelves, and electrical provisions.
  - c. Provision for flexible stall layouts to accommodate diverse SHG / ARTISANS product categories such as handicrafts, textiles, food products, and household goods.
2. Display Areas:
  - a. A dedicated and well-organized exhibition space for product displays to facilitate branding and visibility.
  - b. Strategically designed areas for rotating exhibits and seasonal products to enhance footfall and customer engagement.
  - c. Space for interactive displays that tell the story of SHGs / ARTISANS, their products, and local heritage.
3. Common Amenities:
  - a. Inclusion of common service areas for visitors and vendors, such as restrooms, drinking water facilities, seating zones, and food courts.
  - b. Provision for Wi-Fi connectivity and basic charging stations to enable digital transactions and better convenience.
  - c. Parking spaces for two-wheelers and four-wheelers to encourage customer visits.
4. Storage Facilities:
  - a. Adequate storage units or warehouses to allow SHGs / ARTISANS to stock their products securely.
  - b. Facilities for cold storage or refrigeration for SHGs / ARTISANS dealing in perishable items such as fresh food products or dairy.
  - c. Secured storage provisions for goods awaiting display or shipment.
5. Training and Capacity-Building Halls:
  - a. Multi-purpose training halls or meeting rooms to conduct workshops, capacity-building programs, and SHG / ARTISANS member interactions.
  - b. Equipped with audio-visual aids for seminars, skill enhancement programs, and promotional events.
  - c. Spaces for business coaching and mentoring of SHG / ARTISANS entrepreneurs on quality improvement, product diversification, and financial literacy.
6. Accessibility and Aesthetics:
  - a. Design the hubs to be disabled-friendly with ramps, handrails, and proper signage.
  - b. Use eco-friendly materials for construction and include landscaped spaces to enhance visual appeal.
  - c. Maintain cultural relevance in design to reflect the heritage of West Bengal.

➤ **Commercial Area (For the selected bidders)**

- Any Commercial activity except Housing.

The Concessionaire shall ensure that proportionate Car Spaces within the Project Facility shall be for public use and additional adequate number for visitors to the commercial facility

The area available for the development of Commercial Area will be restricted to FAR as specified in the West Bengal Municipal Building Rules and/ or as may be approved by the respective local authorities, as applicable.

## **SCHEDULE-II**

### **SCOPE OF WORK, TECHNICAL REQUIREMENTS**

#### **1. Broad Scope of Work**

The scope of work includes but not limited to:

- (i) Taking over of the clear and encumbrance free site to Plan, Design, Finance and establish the facility, including Construction, Marketing, provision of relevant assets, equipment, faculty, Clearances/approvals, ancillary services and amenities related to the Parking component at the Complex and Commercial Area conforming to Building Bye-Laws and regulations and as per terms of the Agreement and Schedules hereof.
- (ii) Site clearance and cordoning off the site; providing and deputing of Security including dismantling of incorrect work, removal of debris to specified debris disposal sites (shall be property of Concessionaire) etc.
- (iii) Construction of the Complex as per the design in conformity to the standards set forth in this schedule including, providing installation of all internal and external services.
- (iv) Provisioning of utilities, Project Facilities, equipments, etc. for the implementation of Project during the Concession Period.
- (v) Operate, maintain and manage the Complex facility.
- (vi) Meet the requirements laid down by the Competent Authorities.
- (vii) Provide Value Added Services
- (viii) Provision of sufficient number of stairs and lifts in the commercial area at the Complex for smooth and vertical movement of users.
- (ix) Performance and fulfillment of all obligations of the concessionaire in accordance with the provisions of the Agreement and Schedules thereof and matters incidental thereto or necessary for the performance of any or all the obligations of the Concessionaire under the Agreement.
- (x) All the open spaces in and around the Complex shall be landscaped.
- (xi) Concessionaire shall undertake routine, periodic and preventive maintenance activities of the Project Facility including civil, electrical and mechanical works.
- (xii) Any disruption in power supply shall be rectified in shortest possible time. Standby power supply shall be ready to be operated and should be available 24 hours. Standby power source shall be operational secure and tested regularly.
- (xiii) The Concessionaire shall program inspections/monitoring of the project Facility for its good upkeep and smooth operations. The inspections/ monitoring shall cover all the elements of Project Facility including building structure, electrical and mechanical systems, signages, service standards, etc.
- (xiv) The Concessionaire shall always maintain Fire safety systems complaint with statutory regulations and service standards, Fire extinguisher and fire-fighting equipment shall be maintained as per IS code.
- (xv) The Concessionaire shall Ensure utility infrastructure like water supply, drainages, communication system is maintained in fully functioning conditions.

#### **2. SPECIFICATIONS FOR DESIGN, ENGINEERING AND CONSTRUCTION**

All buildings shall be planned and designed as Reinforced Cement Concrete frame structures/Steel Structure with suitable located shear wall in case of high rise towers conforming to requirement of relevant Indian Standards and providing the areas and spaces as detailed in the Agreement to make the buildings structurally stable, durable and fully functional. The construction of building shall be governed by the building rules provided in the local building bye laws. On the points where such rules are silent and stipulate no conditions or norms, National Building Code of India published by the Bureau of Indian Standards shall be followed.



All construction shall be strictly as per the provisions made in IS Specifications and standards, CPWD/PWD specifications etc.

All electrical installations to comply with IS codes, each stall for the SHG should have minimum 2 KW load capacity.

The installed plant and equipment shall be inspected, checked and tested to verify that it is correct, complies with specification and has been installed in accordance with designed drawings and / or manufacture's recommendations, by the Concessionaire.

### **3        PREPAREDNESS AND PREVENTION**

The preparedness and prevention standards are intended to minimize and prevent emergency situations at the Complex. Concessionaire shall ensure that facility is operated and maintained in a manner that minimizes the possibility of a fire, explosion, and theft. Concessionaire shall provide and maintain requisite equipment including fire-fighting and adequate water supply, internal communication system and alarms, minimum aisle space, and provisions for contacting local authorities.

## **SCHEDULE-III**

### **FORMAT OF PERFORMANCE SECURITY**

### **BANK GUARANTEE**

**Note :Value of the performance security shall be 50 lakh.**

Bank Guarantee No.:

Dated: \_\_\_\_\_

**Issuer of Bank Guarantee:**

Name of the Bank

(hereinafter referred to as the “Bank”)

**Beneficiary of Bank Guarantee:**

The West Bengal Small Industries Development Corporation Limited

**Nature of Bank Guarantee:**

Unconditional and irrevocable Bank Guarantee.

**Context of Bank Guarantee**

Performance during Operation & Maintenance Period in respect of Concession Agreement dated..... (hereinafter referred to as the “Agreement”) between the WBSIDCL (hereinafter referred to as the “**Authority**”) and \_\_\_\_\_ (hereinafter referred to as the “**Concessionaire**”) for the Development of Commercial Complex at ..... under PPP mode on design, build, operate and transfer basis (hereinafter referred to as the “**Project**”), provided however, such context of the Bank Guarantee or reference to the Agreement in this Bank Guarantee shall in no manner be relied upon at any stage to adversely affect or dilute the unconditional and irrevocable nature of this Bank Guarantee. The title of this Guarantee, i.e. “**Performance Security**” shall in no manner and at no stage be relied upon to adversely affect or dilute the unconditional and irrevocable nature of this Bank Guarantee. The Contract of Bank Guarantee is an independent Contract between the Bank and the Authority and is not dependent upon execution or performance of any Agreement between the Authority and \_\_\_\_\_ (name of the Concessionaire).

**Operative part of the Bank Guarantee:**

1. At the request of the Concessionaire, we \_\_\_\_\_, \_\_\_\_\_ (name and address of the bank), hereinafter referred to as the “**Bank**”), do hereby unconditionally and irrevocably affirm and undertake that we are the Guarantor and are responsible to the Authority i.e. the beneficiary on behalf of the Concessionaire, upto a total sum of Rs. \_\_\_\_\_ Lakhs (Rupees \_\_\_\_\_ Lakhs Only), such sum being payable by us to the Authority immediately upon receipt of first written demand from the Authority.
2. We unconditionally and irrevocably undertake to pay to the Authority on an immediate basis, upon receipt of first written demand from the Authority and without

any cavil or argument or delaying tactics or reference by us to Concessionaire and without any need for the Authority to convey to us any reasons for invocation of the Guarantee or to prove the failure to perform on the part of the Concessionaire or to show grounds or reasons for the demand or the sum specified therein, the entire sum or sums within the limits of Rs. Lakhs (Rupees \_\_\_\_ Lakhs Only).

3. We hereby waive the necessity of the Authority demanding the said amount from Concessionaire prior to serving the Demand Notice upon us.
4. We further agree and affirm that no change or addition to or other modification to the terms of the Agreement, shall in any way release us from any liability under this unconditional and irrevocable Guarantee and we hereby waive notice of any such change, addition or modification. We further agree with the Authority that the Authority shall be the sole and the exclusive judge to determine that whether or not any sum or sums are due and payable to him by Concessionaire, which are recoverable by the Authority by invocation of this Guarantee.
5. This Guarantee will not be discharged due to the change in constitution of the Bank or the Concessionaire. We undertake not to withdraw or revoke this Guarantee during its currency/ validity period, except with the previous written consent of the Authority.
6. We unconditionally and irrevocably undertake to pay to the Authority, any amount so demanded not exceeding Rs. \_\_\_\_ Lakhs (Rupees \_\_\_\_ Lakhs Only) notwithstanding any dispute or disputes raised by Concessionaire or anyone else in any suit or proceedings before any dispute review expert, arbitrator, court, tribunal or other authority, our liability under this Guarantee being absolute, unconditional and unequivocal. The payment so made by us under this Guarantee to the Authority, shall be a valid discharge of our liability for payment under this Guarantee and the Concessionaire shall be a valid discharge of our liability for payment under this Guarantee and the Concessionaire shall have no claim against us for making such payment.
7. This unconditional and irrevocable Guarantee shall remain in full force and effect and shall remain valid until \_\_\_\_\_.

Notwithstanding anything contained herein:

1. Our liability under this Bank Guarantee shall not exceed Indian Rs. \_\_\_\_ Lakhs (Rupees \_\_\_\_ Lakhs Only).
2. This unconditional and irrevocable Bank Guarantee shall be valid w.e.f. \_\_\_\_\_ to \_\_\_\_\_.
3. We are liable to pay the guaranteed amount or any part thereof under this unconditional and irrevocable Bank Guarantee only and only if the AUTHORITY serves upon us a written claim or demand on or before \_\_\_\_\_.

\_\_\_\_\_  
Authorized Signatory for Bank

## **Annexure -I**

### **GENERAL SPECIFICATIONS FOR PROPOSED COMPLEX**

ITEM NO.	DESCRIPTION	SPECIFICATION
<b>1.0</b>	<b>FOUNDATION</b>	As per structural design based on soil investigation.
<b>2.0</b>	<b>SUPER STRUCTURE</b>	
2.1	Structure	R.C.C. framed construction with filler walls with fly ash bricks /brick work/ ACC blocks or load bearing construction in /brick work/fly ash bricks/ stone masonry with intermediate columns as per design.
2.2	Internal partitions.	
2.2.1		Light weight auto claved aerated concrete blocks.
2.2.2		Gypsum Blocks.
2.2.3		Non asbestos double skin cement boards.
2.2.4		Fly ash bricks.
<b>3.0</b>	<b>DOORS &amp; WINDOWS</b>	
3.1	Frames	
3.1.1	Door frames	Door frames of 2nd class Indian teakwood or equivalent in officer's room. Anodized / Powder coated/ Polyester powder coated Aluminium sections/
3.1.2	Window frame	Standard sections of UPVC window frame members/Extruded Aluminium tubular sections
3.2	Door Window Shutters	
3.2.1	Door Shutter	Panelled type in 2nd class teak wood or flush door with teak veneered ply/ commercial ply as per CPWD Specifications/as per design.
3.2.2		Anodized/powder coated/ Polyester powder coated Aluminium shutters with toughened glass glazing/paneling where required.
3.2.3	Frame and shutters in wet area	PVC/FRP door frames & shutters in wet areas.
3.3	Window shutters	Factory made Anodised/ powder coated/ Polyester powder coated 'Z' section aluminium shutters/ standard UPVC section for windows with toughened glass glazing
3.4	Fittings	Anodized aluminium /stainless steel or equivalent.
3.5	Fire check door	As per fire safety specifications
<b>4.0</b>	<b>FLOORING</b>	
4.1	Main entrance hall	Pre polished granite flooring.
4.2	Corridors	Matt finished vitrified tiles/Granite flooring/combination of marble and granite
4.3	Rooms	Granite tiles/Vitrified tiles/Engineered wood flooring (in officers chambers)
4.4	Lavatory Blocks	Granite flooring.
4.5	Flooring in basement	Vacuum dewatered concrete.
4.6	Rest of the area	Kota Stone flooring.
<b>5.0</b>	<b>STAIRCASE</b>	
5.1	Internal staircases	Single piece Granite or marble flooring in treads & risers with dado of matching permanent finish specifications.
5.2	Fire escape staircase	Single piece Kota stone flooring in treads & risers with dado of matching permanent finish specifications.
<b>6.0</b>	<b>RAILING</b>	Stainless steel railings.
<b>7.0</b>	<b>TOILETS</b>	Granite flooring. Glazed tiles of size not less than 300 x 450/400 x 600 mm in dado upto ceiling height. Granite counters. Rimless counter sunk basins/Stainless steel sinks. Mirrors with moulded PVC frame. FRP/PVC doors with frames.

<b>8.0</b>	<b>ROOFING</b>	
8.1	Roof treatment	Coba treatment/over deck insulation with Puf slab.
8.2	False ceiling	False ceiling in office area & toilets to cover the services as per design requirement.
<b>9.</b>	<b>FINISHING</b>	
9.1	External	Dry stone cladding/washed grit plaster/water proof weather coat paints/ Structural Glazing/ ACPcladding conforming to Energy Conservation Building Code.
9.2	Internal	
9.2.1		Gypsum plaster in dry areas.
9.2.2		Cement plaster in wet areas
9.2.3		Dry acrylic distemper in service area & basement.
9.2.4		Acrylic emulsion paint/ Textured paint (low V.O.C)
9.2.5		Wall panelling as per approved Architecture Design upto sill level/1.2 meter, height or ceiling height.
9.3	Painting	Doors & windows – Painting/polishing on wood work as per design requirement.
<b>10.0</b>	<b>PROVISION FOR BARRIER FREE BUILDING</b>	Ramps, toilets for physically challenged, chequered tiles use of Braille signages & lifts etc.GRC (Glass reinforced concrete) tiles in Ramp area.