



Expression of Interest (EOI) for Leasing of Spaces at Metro Line 3 Stations for Retail & Other Commercial Uses

Mumbai Metro Rail Corporation Limited
(A SPV JV of Government of India and Government of Maharashtra)

Hallmark Business Plaza, 8th Floor, Sant Dnyaneshwar Nagar, Bandra East
Mumbai - 400 051

Disclaimer

All information provided as a part of this 'EOI Document' to the prospective 'Bidding Entities' by the Mumbai Metro Rail Corporation Limited (MMRCL) is subject to the terms and conditions set out by MMRCL and as shall be laid down in the agreement of contract to be executed between MMRCL and the Bidding Entity.

The objective of this EOI Document is to provide information to the interested parties about requirements of MMRCL and to facilitate their application for the project. This EOI Document does not claim to contain all the information as may be required at the time of execution of work. Each Bidding Entity is advised to conduct its own survey for commissioning the work and check the accuracy, reliability and completeness of the information in this EOI Document and obtain independent advice from appropriate sources as deemed necessary. MMRCL makes no representation or warranty and shall incur no liability under any law, statute, rules or regulations as to the accuracy, reliability or completeness of this EOI Document. MMRCL may, at their absolute discretion, but without being under any obligation to do so, update, amend and supplement the information in this EOI Document.



MUMBAI METRO RAIL CORPORATION LIMITED

(A JV- SPV of Government of India and Government of Maharashtra)
Hallmark Business Plaza, 8th Floor, Sant Dnyaneshwar Nagar, Bandra East,
Mumbai - 400 051

EXPRESSION OF INTEREST

Mumbai Metro Rail Corporation Limited (MMRCL) invites Expression of Interest (EOI) from interested parties for

“Leasing of Spaces at Metro Line 3 Stations for Retail and Commercial Uses”

Entities interested in leasing of commercial space at Mumbai Metro Line 3 stations should submit Expression of Interest via email addressed to the Executive Director (Planning), MMRCL at swetal.kanwalu@mmrcl.com on or before Friday, March 6, 2020 by 23.59 hours.

Website: <https://www.mmrcl.com/en/latest-tenders/37>

Date: Monday, February 10, 2020

- Sd -

Place: Mumbai

Executive Director (Planning)

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1 About MMRCL

Mumbai Metro Rail Corporation Limited (MMRCL), a JV-SPV (50:50) of Government of India (GoI) and Government of Maharashtra (GoM), is implementing Mumbai Metro Line 3 which is a 33.5 km fully underground metro corridor with 27 stations (26 underground and 1 at grade). The Metro Line 3 as it provides unprecedented connectivity to Mumbai's business districts as well as major transport hubs in the city and forms an integral part of the Mumbai Metro Master Plan.

1.1 Alignment and Connectivity

The southern end of the alignment is at Cuffe Parade, a short distance from the World Trade Centre and Back Bay Bus Depot. The metro follows a northwards trajectory with stations at Vidhan Bhavan and Churchgate which serve the Nariman Point Business District as well as the Mantralaya and other Government offices. From Churchgate the metro heads north-east with stations at DN Road and on Mahapalika Marg which serve the Fort district, CSMT, Sessions Courts and the MCGM Headquarters. The alignment follows JSS Road serving the Kalbadevi and Girgaon areas and continues northwards to Grant Road, Mumbai Central and Mahalaxmi. The alignment follows E'Moses Road with stations at Science Museum, Worli Naka and Worli which shall serve the rapidly developing Lower Parel and Worli districts. The alignment continues northwards through Dadar, Mahim prior to turning eastwards to Dharavi before reaching BKC. The BKC station is strategically located so as to serve the G and F Blocks of the business district. The alignment continues northwards along the Western Express Highway before entering the Airport area where three stations are being constructed that shall serve the airport terminals and other developments in the airport area. The alignment terminates on MIDC Central Road abutting the entry to SEEPZ.

Metro Line 3 provides connectivity to:

- ~ 30 employment clusters; Government and private offices
- ~ 12+ education institutions - schools, colleges & university
- ~ 11 major hospitals
- ~ 10 major transportation hubs
- ~ 25 religious & recreations areas
- ~ 3 million population in influence zone

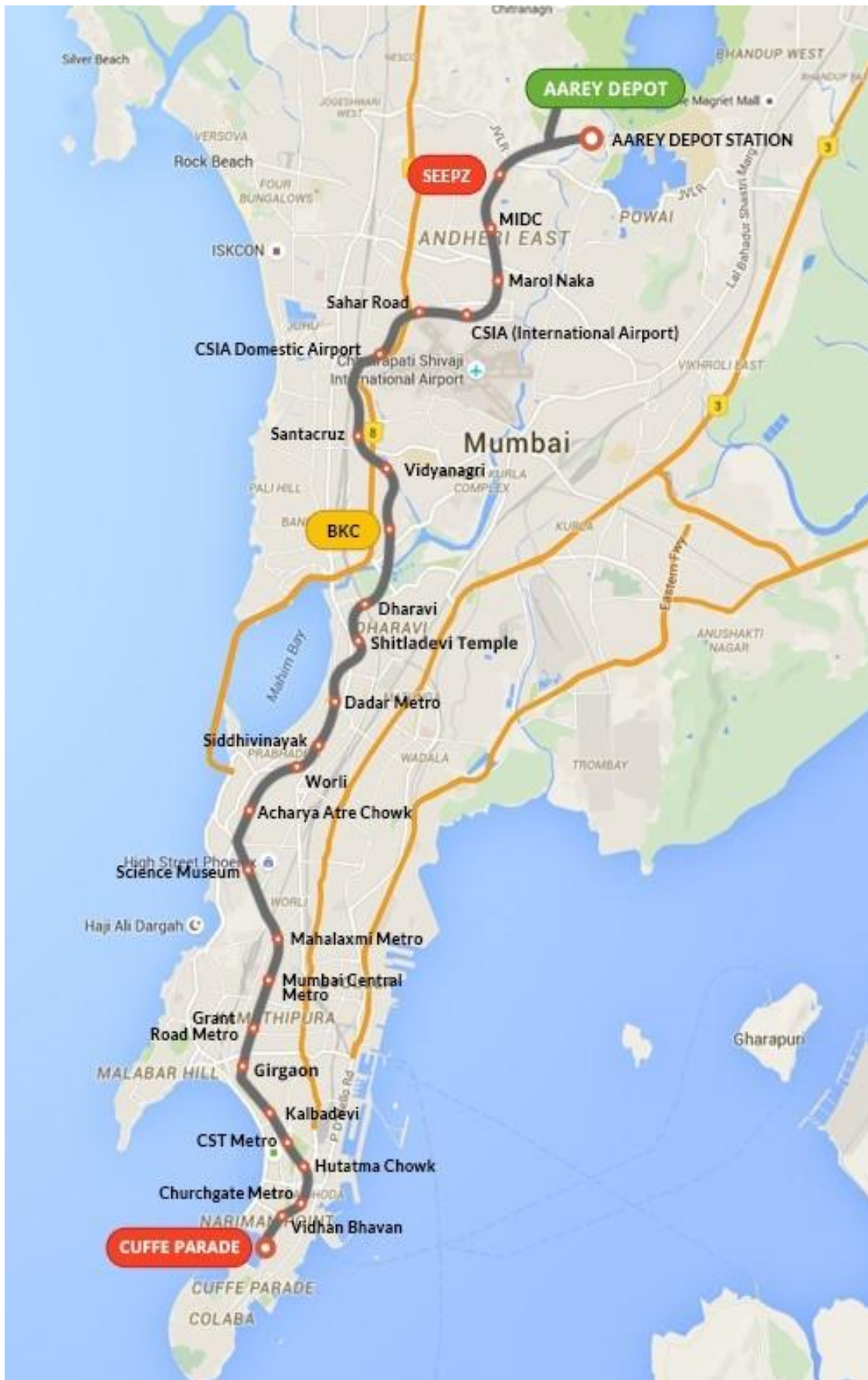


Figure 1: Metro Line 3 Alignment

1.2 Interchanges

The Line 3 also provides rapid connectivity to major transport hubs and transport stations in the city including the CSMT, Churchgate, Mumbai Central (Suburban and Long Distance) trains stations. Interchanges with the Metro Line 1 at Marol Naka, Metro Line 2B at BKC, Metro Line 7 & 8 at Airport Terminal 2 and Monorail at Jacob Circle are planned. These interchanges will allow for unparalleled rapid access to all parts of the city.

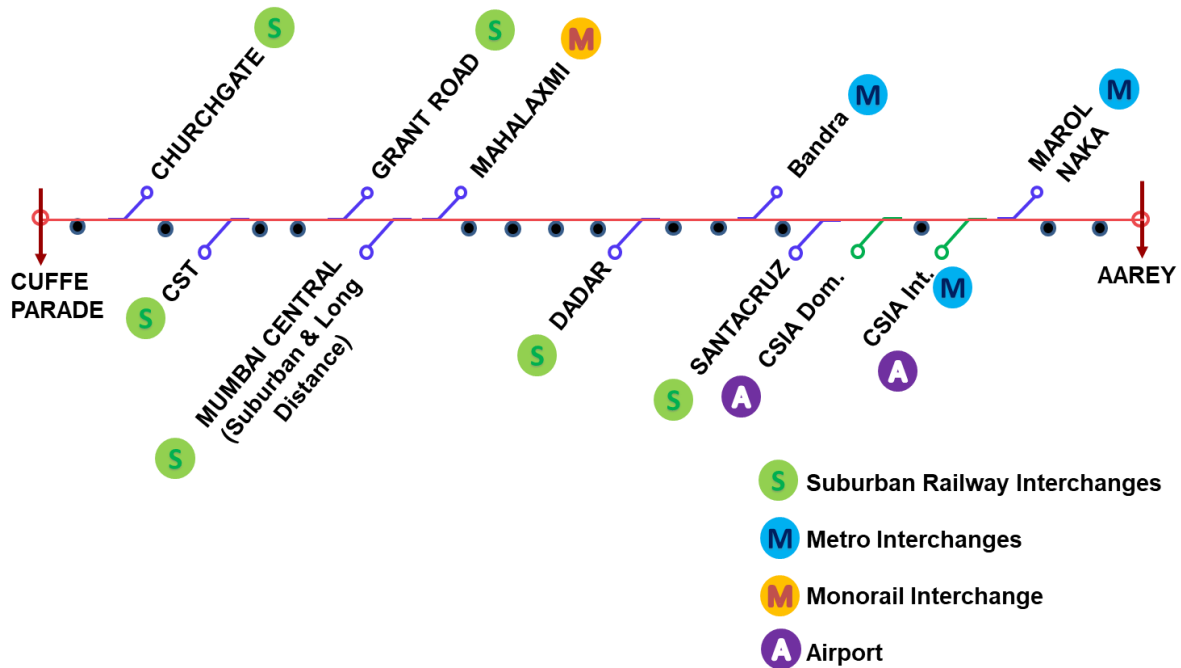


Figure 3: Metro Line 3 Interchanges

1.3 Salient Features

- Train capacity 3,000 passengers (8 cars @ 8 passengers/m²), designed for peak hour peak direction traffic (PHPDT) of 72,000 passengers
- Energy efficient modern rolling stock (25 kv AC traction) with regenerative braking system
- Fully air conditioned
- Platform screen doors for passenger safety and energy efficiency
- Communication Based Train Control (CBTC) signalling system leading to driverless train operations
- 2-level stations provided with escalators & lifts, and designed to be universally accessible
- Automatic Fare Collection (AFC) system that can lead to integrated ticketing
- Maximum train speed of 85 kmph; journey speed of ~35 kmph
- Total 31 cars of 8 coaches each have been planned to be deployed for operations

1.4 Line 3 Ridership

As the Metro Line 3 connects several business districts, transport hubs and education centres in the city, the estimated peak hour boarding and alighting of commuters is high. The estimated daily ridership for year 2022 is as follows:

SN	Year	2022
	Station	Estimated Daily Ridership (Average of boarding & alighting)
1	Colaba / Cuffe Parade	68,691
2	Vidhan Bhawan	54,098
3	Churchgate	44,022
4	Hutatma Chowk	55,174
5	CST	74,917
6	Kalbadevi	49,138
7	Girgaon	43,651
8	Grant Road	35,684
9	Mumbai Central	41,742
10	Mahalaxmi	42,074
11	Science Museum	24,854
12	Acharya Atrey Chowk	48,903
13	Worli	44,851
14	Siddhivinayak	48,381
15	Dadar	83,849
16	Shitladevi	52,009
17	Dharavi	47,550
18	Bandra Kurla Complex	86,493
19	Vidyanagari	28,912
20	Santacruz	35,347
21	Airport Terminal 1	39,644
22	Sahar Road	31,927
23	Airport Terminal 2	36,292
24	Marol Naka	48,578
25	MIDC	39,748
26	SEEPZ	26,815
27	Aarey	26,815
	Total for Line 3	12,60,158
	In Lakhs (rounded-off)	~13

Table 1: Estimated Daily Ridership on Metro Line 3

Please refer to the estimated daily ridership figures by station in the above table. The daily ridership in the above table is the average of the number of passengers boarding and alighting for each station. Please note that ridership available in the Detailed Project Report (DPR) is for the years 2016, 2025 and 2031. Since 2022 will be the first full operational year post commissioning of the 2 phases in 2021, ridership displayed above is for the year 2022. The ridership for the year 2022 has been calculated assuming linear progression in the ridership between years 2016 and 2025. For other details related to ridership estimation, please refer to Chapter 2 of DPR for MML-3 published in 2011 on MMRCL official website.

To give an indication of the estimated ridership figures for Line 3, please note that according to the latest media reports, the already operational Mumbai Metro Line 1 has an annual daily ridership of approx. 4 to 5 lakhs compared to the estimated daily ridership of approx. 13 lakhs (year 2022) for Line 3.

Work on the construction of Metro Line 3 is in full swing; over 87% of the metro tunnel have been completed and station works are on-going. The station interior designs are under preparation and are expected to be finalised shortly. The metro is scheduled to become operational in two phases: Phase 1 SEEPZ to BKC – December 2021 and Phase 2 BKC to Colaba – June 2022.

1.5 Station Design

The metro stations are typically designed over two underground levels; the concourse and platform. The concourse level is typically located 10-14 m below ground level and shall serve as the place where commuters shall arrive after taking the escalator / elevator or stairs from the ground level. The concourse level is split into two parts; an unpaid area and a paid area. The unpaid area is where the commuters shall land and can purchase tickets from ticket vending windows and machines. The unpaid area is separated from the paid area located at the centre of the station box by the security gates and fare collection barriers. The paid area accommodates vertical circulation elements (lifts, escalators and stairs) which allow for paid connectivity with the platform level.

The platform located typically 18-20 m below ground level is typically 185 m long and 12 m wide and is planned as an island with the tracks located on either side of it. Along the platform are located platform screen doors which screen the platform from the train and ensure high levels of safety for commuters and reduces the likelihood of accidents.

1.6 Space Available for Leasing

Within the Metro Line 3 stations, there are several spaces that have been carved out by MMRCL for leasing to retail, food & beverages and other commercial uses. The available retail spaces have been broken into two categories; Large Format Retail and Kiosk Based Retail.

1.6.1 Large Format Retail

Large format spaces are available at the following four stations:

SN	Metro Station	Approx. available large format space (sqft)	Station Level
1	Cuffe Parade	24,000	Mezzanine
		13,000	Concourse
		37,000	Sub-Total
2	Siddhivinayak	31,000	Mezzanine
3	Bandra Kurla Complex	18,000	Concourse
4	Airport Terminal 2	31,000	Concourse
	Total	117,000	All spaces in unpaid area

Table 2: Large format spaces available at Mumbai Metro Line 3 stations

1.6.1.1 Cuffe Parade Metro Station

- Cuffe Parade Metro Line 3 station is the terminal station for the line and is being built under the linear park between the Taj Vivanta Hotel (GD Somani Marg) and the Colaba Woods Garden (Sadhu Vaswani Road). Figure 4 given below marks the location of the station. MMRCL will reinstate the area on top of the station as a garden.
- Cuffe Parade Station has been designed to have three levels; mezzanine, concourse and platform. The mezzanine level is planned to have an area for parking of 214 vehicles and approximately 24,000 sqft. for commercial use. At the concourse level, area of approximately 13,000 sqft. has been allocated for commercial use. No space for commercial use is available at the platform level.
- Average ridership (average of the passengers boarding and alighting) for Cuffe Parade station for the year 2022 (first full year of operations) is estimated to be approx. 68,000 per day.
- There is a possibility for developing commuter-oriented retail as well as neighbourhood / resident oriented retail since the station has high ridership as well as immediate residential catchment consisting of high-end residential buildings.
- Large format spaces at mezzanine level can potentially have a category mix catering to residential catchment comprising of residential F&B (food court with seating and full-fledged

F&B formats), service retail (salons, gyms, coaching centres, playschools, etc.), product retail (supermarkets, pharmacies, etc.), office space (bank branches, co-working spaces, etc.) and other relevant categories.

- f) Large format spaces at concourse level can potentially have a category mix catering to commuters comprising of travel F&B (food court with limited seating and express F&B formats), travel retail (convenience stores, etc.) and other categories.
- g) Detailed station layout will be shared at the Request for Proposal (RFP) stage right after this EOI phase.

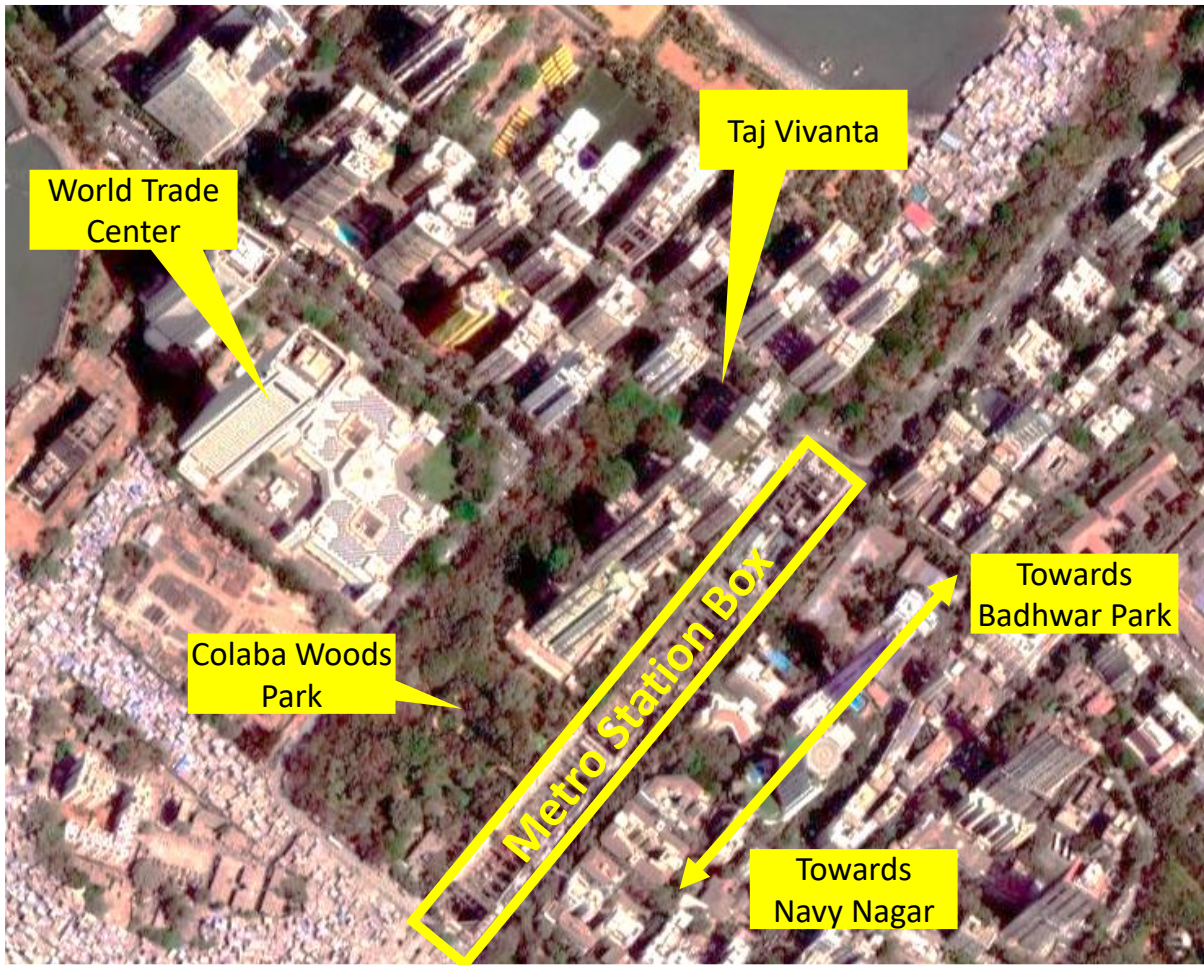


Figure 4: Location of Cuffe Parade station

1.6.1.2 Siddhivinayak Metro Station

- a) Siddhivinayak Metro Line 3 station is located under the open ground adjacent to the Siddhivinayak Temple and Ravindra Natya Mandir. Several entry / exit structures are planned to cater to the high inflow of devotees for Siddhivinayak temple and also for significant institutional buildings and residential areas including Ravindra Natya Mandir, Sane Guruji Garden, Adarsh Nagar and Prabhadevi. Figure 5 given below marks the location of the station.
- b) Similar to Cuffe Parade, Siddhivinayak station has been designed to have three levels; mezzanine, concourse and platform. The mezzanine level has entire central portion covering an area of approximately 31,000 sqft. available for commercial use. No space for commercial use is available at the concourse and platform level.
- c) Average ridership (average of the passengers boarding and alighting) for Siddhivinayak station for the year 2022 (first full year of operations) is estimated to be approx. 48,000 per day.
- d) Large format spaces at mezzanine level can potentially have a category mix catering to temple visitors comprising of temple retail (florists, pooja samagri stores, etc.) along with the residential F&B (food court with seating and full-fledged F&B formats), service retail / offices (bank branches, salons, gyms, shared offices, colleges, consolidation centres, etc.), product retail (supermarkets, pharmacies, etc.) and other categories.
- e) Detailed station layout will be shared at the RFP stage right after this EOI phase.



Figure 5: Location of Siddhivinayak station

1.6.1.3 Bandra Kurla Complex (BKC) Station

- a) BKC Metro Line 3 Station located in the G-Block is a very important station on the Mumbai Metro Line 3 alignment. BKC is the new central business district of Mumbai housing corporate offices of many MNCs, Indian conglomerates, public sector companies and quasi-govt organizations like SEBI, etc. This station serves the BKC area and is an interchange station for the Metro Line 2B. It will also provide access for the proposed High-Speed Rail (bullet train) station being planned in BKC.
- b) The station is approx. 0.5 km from G-Block where most of the commercial buildings are located and approx. 1 km from the MTNL office at the beginning of BKC from Kurla side. Figure 6 given below marks the location of the station.
- c) BKC station has been designed to have two levels; concourse and platform. The station concourse area has 18,000 sqft. of area allocated for commercial use. No space for commercial use is available at the concourse and platform level.
- d) Average ridership (average of the passengers boarding and alighting) for the year 2022 (first full year of operations) is estimated to be approximately equal to 86,000 per day.
- e) BKC area has many high-end F&B dining options, but there are not many economy F&B restaurants due to the high rentals in the area. This gives an opportunity to develop a full-fledged food court catering to the catchment.
- f) Large format spaces at concourse level can also potentially have a category mix comprising of product retail (supermarkets, pharmacies, etc.), travel retail (convenience centres, etc.), service retail / offices (bank branches, salons, gyms, shared offices, colleges, consolidation centres, etc.) and other categories.
- g) Detailed station layout will be shared at the RFP stage right after this EOI phase.

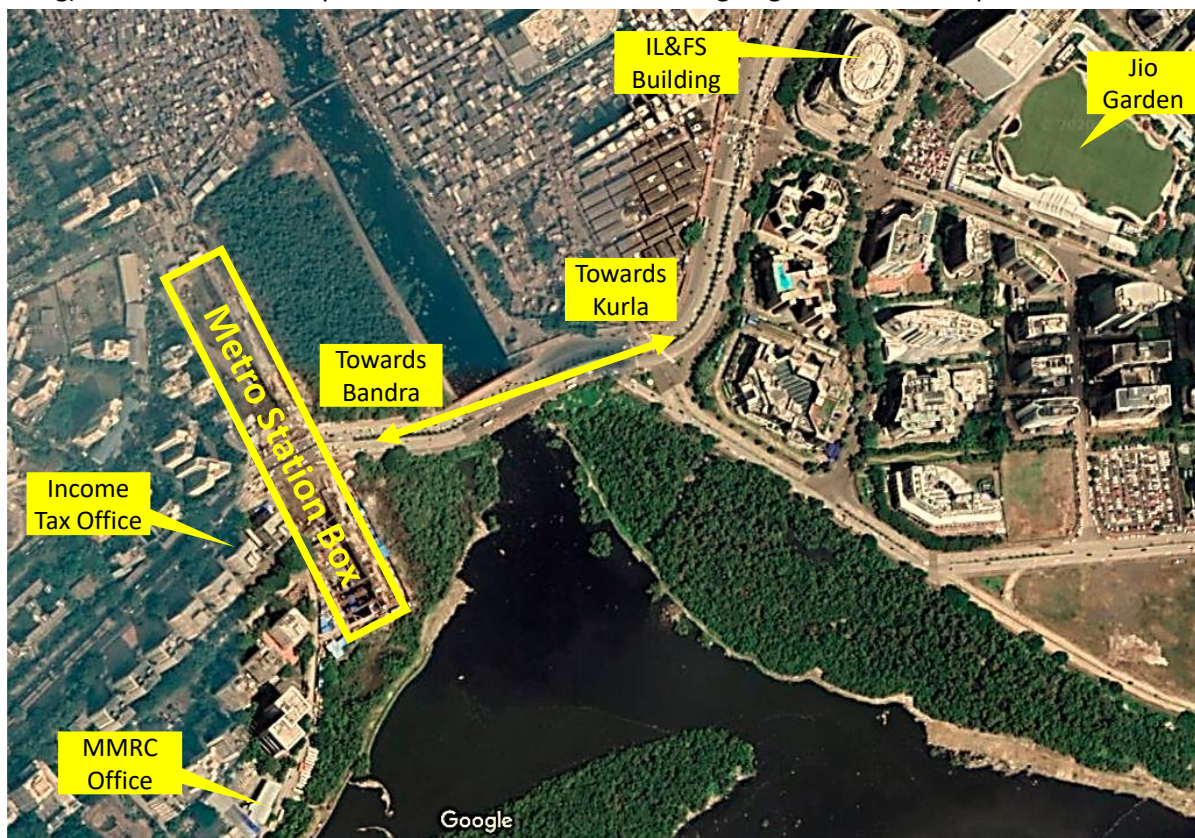


Figure 6: Location of BKC station

1.6.1.4 Airport Terminal 2 Station

- a) The Airport T2 station is abutting the T2 Airport terminal and is also an interchange station with Mumbai Metro Line 7A. Figure 7 given below marks the location of the station.
- b) The station is planned over two levels; platform and concourse. No space for commercial use is available at the platform level. Commercial space covering an area of 31,000 sqft. has been identified at the concourse level, it is well located within the concourse in the direct commuter movement paths.
- c) Average ridership (average of the passengers boarding and alighting) for the year 2022 (first full year of operations) is estimated to be approx. 36,000 per day.
- d) Being the international airport station, we expect some percentage of the ridership of this station to be passengers taking both domestic and international flights. This station will also connect the Navi Mumbai International Airport metro station which is under development.
- e) Some air passengers who want to access the hotels or attend meetings in South Mumbai who currently take more than an hour to reach there are expected to use the metro to reach South Mumbai in half an hour without any uncertainties of traffic jams, etc.
- f) There are many hotels and commercial buildings in the vicinity which employ staff that commute from all parts of the city, whom this station will cater to.
- g) Large format spaces at concourse level can also potentially have a category mix of full-fledged food court, product retail (supermarkets, travel gear shops, etc.), service retail / offices (hotel check-in points, consolidation centres, co-working spaces, bank branches, logistics centres, etc.) and other categories.
- h) Detailed station layout will be shared at the RFP stage right after this EOI phase.



Figure 7: Location of T2 station

1.6.2 Kiosk Based Retail

- a) Approximately 500 to 1,000 sqft. of fragmented commercial space is expected to be carved out at the 27 underground stations.
- b) Most of the station have commercial spaces between 500 to 1,000 sqft. except the following three stations:
 - i. Hutatma Chowk (Flora Fountain at Fort): Approximately 2,700 sqft. of fragmented commercial space spread across the concourse level
 - ii. Airport Terminal 1 station: Approximately 6,000 sqft. of fragmented commercial space spread across the concourse level
 - iii. Sahar Road station: Approximately 6,500 sqft. of fragmented commercial space spread across the concourse level

Since spaces in the above stations are fragmented, non-contiguous, they have not been included in the large space format.

- c) These multiple, non-contiguous pockets scattered across the concourse of the stations may be used to put up F&B kiosks, convenience retail stores, travel retail stores, transit services, ATMs, vending machines and other product & service retail categories.
- d) It is envisaged that all the kiosk spaces at all the stations be bundled into one package to be managed by a master concessionaire who has the competencies to bring together a category mix relevant to transit passengers.
- e) Since each kiosk would cater to a different set of passengers having preferred entry / exits, stores can also consider multiple outlets of the same brand at different parts of the station as is the common practice with convenience stores at overseas metro stations.
- f) Most of the kiosk spaces are present in the unpaid area. Kiosk spaces in the unpaid area can cater not only to the commuters but also to the catchment. Dwell time in the unpaid area is also higher than the paid area which can lead to better productivity for retail and commercial use.
- g) Detailed station layout will be shared at the Request for Proposal (RFP) stage right after this EOI phase.

1.7 Objective of this EOI

As the project works are progressing as per schedule, MMRCL intends to monetize commercial potential of Line 3. The purpose of this EOI document is to identify entities for leasing of commercial spaces (the “Lessee”) at Mumbai Metro Line 3 stations for retail and commercial uses and obtain the required inputs that shall be used to draft the Request For Proposal (RFP) for leasing of these spaces.

2 Commercial Space Leasing Terms & Conditions

2.1 Tenure of Lease

- a) Tenure of commercial space agreement (the “Lease Agreement”) is envisaged to be between 5 to 10 years from the date of commencement of metro operations, unless otherwise terminated by MMRCL or surrendered by the Lessee. The license period for any additional commercial space handed over / allotted during the currency of the contract will also be co-terminus with original license period of the Lease Agreement.
- b) It is also envisaged to have a lock-in period of two years from the date of commencement of the license period.

2.2 Activities Permitted

Except for the activities banned by law or government regulations for usage of the leased spaces and the activities banned and specifically listed below, the leased spaces can be used for any of the following purposes -

- a) Food & Beverage: kiosks, stalls, food courts, etc.
- b) Product retail: convenience stores, supermarkets, pharmacy, bookstores, florists, etc.
- c) Service retail: salons, coaching classes, gyms, mobile top-up stores, etc.
- d) Office: bank branches, coworking spaces, courier centres, etc.
- e) E-commerce pickup points
- f) ATMs
- g) Vending machines
- h) Any other commercial categories

2.3 Activities not Permitted

- a) Any product / service the sale of which is unlawful / illegal or deemed unlawful under any Indian act or legislation
- b) Any product, the storage and sale of which may lead to or be considered as a fire hazard, such as firecrackers, industrial explosives, chemicals, etc.
- c) Storage or sale of alcohol, tobacco and tobacco products
- d) Use of open flame for cooking or any other purposes

The Lessee shall ensure that the activities undertaken in the leased spaces neither interferes with metro activities nor causes any inconvenience to metro commuters. In case the activities in the leased spaces are found to interfere / infringe with metro activities or commuter movement, MMRCL reserves the right to direct the Lessee not to undertake such activities any further at any stage during the lease period. The decision of MMRCL in this regard shall be final and binding upon the Lessee and the Lessee shall not claim any loss or damages in this regard.

2.4 Right to Sub-Lease

- a) The Lessee shall be entitled to sub-lease the leased space to any person or entity (the “Sub-Lessee”). However, all liabilities under the Lease Agreement will remain with the Lessee.
- b) The sub-lease shall however be for the use of the leased spaces during the subsistence of the license period only, with a clear stipulation that all such sub-leases granted shall be co-

terminus with the Lease Agreement. All contracts, agreements or arrangements with Sub-Lessee shall specifically stipulate this covenant of termination of the rights of the Sub-Lessee, and further that such Sub-Lessee shall not have any claim or seek any compensation from MMRCL for such termination.

2.5 Other Provisions for the Leased Spaces

- a) MMRCL shall provide the Lessee with a bare shell structure with plain / concrete floors on “as is where is basis” without internal finishes.
- b) The leased space is located at mezzanine or concourse levels within the stations. No such space is available at the platform level.
- c) The leased space is required to be furnished / developed by the Lessee. The Lessee shall submit all layouts, designs, proposed uses and specification of materials including but not limited to construction, internal partitions, fire detection and fighting, flooring, lighting, electrical, signages, advertisement panels, etc., for approval of MMRCL before start of any works inside the leased spaces. MMRCL reserves the right not to give approval if it deems such works may act as a hindrance in the smooth functioning of its operations at the station. All materials used, including electrical materials should be fire resistant as per the standards prescribed by MMRCL, and in this connection the approval of MMRCL must be taken before commencement of the installation.
- d) The Lessee shall be required to execute all works as required for the commercial use in the leased spaces without damaging any load bearing / structural members and any services / utilities, etc.
- e) The Lessee shall have to carry out all internal finishing works including internal partitions, utilities, doors, flooring, plastering, painting, etc.
- f) All necessary modification shall be carried out by the Lessee at its own cost after taking approval of the plans from MMRCL. If there is any damage to any structure / asset of MMRCL, the cost shall be borne by the Lessee.
- g) The Lessee shall be solely responsible for procuring all the permissions / licenses / NOCs, etc. required from the statutory / regulatory / civic authorities concerned, to be able to use the leased spaces for desired commercial purposes.
- h) The Lessee will operate, manage, maintain and upkeep the entire leased space with adequately trained and experienced staff and necessary equipment.
- i) MMRCL shall provide electric and water connection points, provision for data connectivity, etc. The internal distribution of these utilities as required for the leased spaces shall be installed by the Lessee at its own cost. The Lessee will have to make its own arrangements including installation of meters, storage and purification of water at its own cost after taking all the necessary approvals.
- j) MMRCL shall charge the tariff on actuals as per commercial rates applicable at the time. The common area’s electricity consumption for services like lighting, elevators, pumps, etc. in the commercial space shall be apportioned pro-rata to the Lessee on the basis of occupied space.
- k) The discharge of all wastes including the drainage shall also be arranged by the Lessee at its own costs and in this connection, it shall follow all the directives as may be issued by MMRCL.

- l) All fire-fighting equipment, pumps, common piping, etc. required to be installed outside the leased spaces for firefighting arrangements will be provided by MMRCL up to one point in each leased space, from where the Lessee will make further arrangements inside the leased spaces. Inside the leased spaces, all firefighting arrangements, including fire alarms and smoke detection systems shall have to be provided by the Lessee and integrated in seamless manner with the MMRCL system. Such fire-fighting arrangements would conform to the National Building Code, relevant Building Byelaws / Indian Standards (IS) Codes, Fire Safety (Fire Prevention) Rules and any other instructions issued by MMRCL in this regard.
- m) Only after certification by the fire officer / authorized representative of MMRCL, shall the Lessee be permitted to occupy and use the leased spaces for commercial purposes. The fire clearance before and after installation of the fire detection / fire-fighting system, shall be obtained by the Lessee for the leased spaces.
- n) MMRCL reserves the right to inspect the leased spaces at any time during the lease period in connection with fire-fighting readiness. MMRCL may also issue directives in this regard, which shall have to be adhered to and complied by the Lessee. Any additional works, as may be indicated on this account, will also be carried out by the Lessee at its own cost. No claim for damages or compensation for inconvenience in this regard will be entertained by MMRCL.
- o) The Lessee shall at all times adhere to all provisions of the Metro Railway (Operation and Maintenance) Act, 2002 and amendments thereto and shall also comply with all notices and circulars issued by MMRCL in this regard.
- p) Under no circumstances shall the tendered space or facilities constructed or installed at the leased space be mortgaged, charged or otherwise put under any lien (including negative lien), charge or encumbrance be created or agreed to be created in favour of any person, including the lenders.

3 Eligibility Criteria

MMRCL invites Expressions of Interest from reputed entities who meet the following eligibility criteria for leasing out commercial spaces for any Mumbai Metro Line 3 station.

3.1 Financial Eligibility Criteria

- Bidding Entity shall have a minimum average gross turnover of Rs. 10 Crores in the last financial year FY18-19 from any of the activities specified in clause 2.2 above
- Gross turnover shall mean consolidated turnover from all specified businesses of the Bidding Entity
- Consortium or unincorporated Joint Ventures (JV) shall be permitted to participate in the EOI. However, post award of the lease, an incorporated JV must be formed
- In order to evaluate the eligibility criteria, average consolidated gross turnover of the Bidding Entity, or its immediate / ultimate parent entity holding a controlling majority stake in the Bidding Entity shall be considered

3.2 Company Registration

The Bidding Entity or members of the consortium, as the case maybe, shall be a sole proprietary firm, partnership firm or a company incorporated under the Companies Act 1956 / 2013 or equivalent laws in the country of incorporation.

3.3 Disqualification

Under the following circumstances, the bidding entity will be disqualified from the tender process. Bidding Entity or any of its immediate/ ultimate parent entity in the last ten years should not be debarred from participating in tenders with any of the following entities –

- MMRCL or any other Metro / Airport / Railway Organisation in India
- Any Planning Authority in Maharashtra including MMRDA, MCGM, etc.,
- Any Central or State Ministry

The Bidding Entity is expected to submit an undertaking covering the above as a part of the subsequent RFP submissions. In case, at a subsequent date, the successful bidder is found to be involved in any of the above, MMRCL shall have rights to cancel the allotment of tender.

4 EOI Submission Details

The following documents are required to be submitted in soft copy via email by interested applicants for this EOI stage -

1. Application Form as per clause 4.1
2. Duly filled Questionnaire as per clause 4.2
3. Corporate brochure of the Bidding Entity including businesses relevant to this metro opportunity, number of years in the specified businesses and other relevant information
4. Annual Report / Financial Statement for the last financial year FY18-19

4.1 Expression of Interest Letter (Non-Binding)

(To be submitted as EOI Application by Bidding Entity on its Letter Head)

APPLICATION FORM

To
Executive Director (Planning)
Mumbai Metro Rail Corporation Limited (MMRCL)
Hallmark Business Plaza, 8th Floor, Sant Dnyaneshwar Nagar,
Bandra East, Mumbai - 400 051

Subject: Leasing of Spaces for Retail & Other Commercial Uses for Mumbai Metro Line 3 Stations

Reference: Notice for EOI No. MMRCL/Planning/EOI/Retail dated February 10, 2020

Sir,

With reference to the above-mentioned Expression of Interest (EOI), we have examined and understood the instructions, terms and conditions provided in the EOI. We hereby submit our EOI Application for leasing of commercial spaces at Metro Line 3 stations in the prescribed format as mentioned in invitation for EOI.

The undersigned declares that the statements made, and the information provided in the duly completed application are complete and accurate. **<Name of Bidding Entity>** is interested in leasing of spaces at Metro Line 3 stations.

We also understand that MMRCL is not bound to accept the application either in part or in full. If MMRCL rejects the application in part or in full, it may do so without assigning any reasons thereof.

Yours faithfully

Authorised Signatory

(Name, Designation & Seal of the Bidding Entity)

Date: _____

Place: _____

4.2 Retail Questionnaire

Bidding Entities are required to fill in the form below based on their vision and requirements for leasing of commercial spaces. The answers provided here shall assist in drafting of the RFP which shall be published post evaluation of the EOI submissions.

SN	Response Field <i>(You may fill any of kiosk column or large format column or both depending on your requirement)</i>			
1	Which package would you like to lease ?		Tick any one box only	
	Small / Kiosk Spaces		<input type="checkbox"/>	
	Large Block Spaces		<input type="checkbox"/>	
	Both Small & Large Spaces		<input type="checkbox"/>	
	Small/ Kiosk Spaces		Large Block Spaces	
2.a	Would you like to lease all available kiosks at all the 27 stations?	Yes <input type="checkbox"/> No <input type="checkbox"/>	<i>If Yes, skip 2.b</i>	Would you like to lease all available large spaces at the below-mentioned stations?
				Yes <input type="checkbox"/> No <input type="checkbox"/> <i>If Yes, skip 2.b</i>
2.b	<i>If no, then mention no. of units & size required at each station below -</i>		<i>If no, then mention station wise requirement for large space at all the stations</i>	
	Size per unit <input type="checkbox"/>		Station Name	Would you like to lease all the available space?
	No. of such units <input type="checkbox"/>			Min space requirement (sqm)
				Max space requirement (sqm)
			1. Cuffe Parade ~ 37,000 sqft	Yes <input type="checkbox"/> No <input type="checkbox"/>
			2. Siddhi vinayak ~ 31,000 sqft	Yes <input type="checkbox"/> No <input type="checkbox"/>
			3. Bandra Kurla Complex ~ 18,000 sqft	Yes <input type="checkbox"/> No <input type="checkbox"/>
			4. Airport Terminal 2 ~ 31,000 sqft	Yes <input type="checkbox"/> No <input type="checkbox"/>
			<i>In case you have selected Yes in any of the above stations, your maximum requirement will be equal to the space available at that station.</i>	
3	Which of these categories are you capable of executing through brands from your Own / Third Party brands / portfolio? <i>If you have selected "Both" in question 1, fill both the columns else fill any one as per your selection. Mention "O" for Own group brands, "T" for Third-party brands in the boxes below. Leave box blank if neither "O" nor "T" apply.</i>			
	F&B Kiosk/ Stall <input type="checkbox"/>		F&B Food Court	<input type="checkbox"/>
	Product Retail (convenience store, pharmacy, etc.) <input type="checkbox"/>		Product Retail (supermarket, mobile retail, etc.)	<input type="checkbox"/>
	Service Retail (telecom gallery, etc.) <input type="checkbox"/>		Service Retail - gym	<input type="checkbox"/>
	ATM <input type="checkbox"/>		Service Retail - salon	<input type="checkbox"/>
	Vending Machines <input type="checkbox"/>		Service Retail - coaching center, playschool	<input type="checkbox"/>
	Other categories (please specify) _____		ATM	<input type="checkbox"/>
	E-commerce pickup point <input type="checkbox"/>		Vending Machines	<input type="checkbox"/>
			Other product / service retail categories (please specify) _____	
			E-commerce pickup point	<input type="checkbox"/>
			Office - bank branches	<input type="checkbox"/>
			Office - co-working spaces	<input type="checkbox"/>
			Office - courier centers	<input type="checkbox"/>
			Office - other categories (please specify) _____	

Expression of Interest (EOI) for Leasing of Spaces at Metro Line 3 Stations for Retail & Other Commercial Uses

	Small/ Kiosk Spaces	Large Block Spaces
4	What is your preferred contract period? <i>If you have selected "Both" in question 1, fill both the columns else fill any one as per your selection (Select only one of the three options)</i>	
	Up to 5 yrs <input type="checkbox"/>	Up to 5 yrs <input type="checkbox"/>
	6-10 yrs <input type="checkbox"/>	6-10 yrs <input type="checkbox"/>
	10+ yrs <input type="checkbox"/>	10+ yrs <input type="checkbox"/>
5	What is your preferred revenue model? <i>If you have selected "Both" in question 1, fill both the columns else fill any one as per your selection (Select only one of the three options)</i>	
	Higher of Fixed Rental / Revenue Share <input type="checkbox"/>	Higher of Fixed Rental / Revenue Share <input type="checkbox"/>
	Rental <input type="checkbox"/>	Rental <input type="checkbox"/>
	Other (please specify) _____	Other (please specify) _____
6	For revenue sharing model, what mechanism do you have in place to ensure the transparency in transactions to the metro authority? <i>If you have selected "Both" in question 1, fill both the columns else fill any one as per your selection.</i>	
	<i>Please specify here:</i>	<i>Please specify here:</i>
7	What civil infrastructure will be required from MMRC? <i>Presently, MMRCCL envisages to provide a bare shell; fixtures and finishes will have to be done by the Lessee. If you have selected "Both" in question 1, fill both the columns else fill any one as per your selection.</i>	
	<i>Please specify here:</i>	<i>Please specify here:</i>

Expression of Interest (EOI) for Leasing of Spaces at Metro Line 3 Stations for Retail & Other Commercial Uses

	Small/ Kiosk Spaces	Large Block Spaces
8	<p>What utilities infrastructure will be required from MMRC? Presently, MMRC envisages to provide electricity, water & data connectivity. If you have selected "Both" in question 1, fill both the columns else fill any one as per your selection.</p>	
	<p><i>Please specify here:</i></p>	<p><i>Please specify here:</i></p>
9	<p>Do you suggest any changes in terms and conditions as per 3.a/ 3.b above? Any other comments / remarks may be mentioned here. If you have selected "Both" in question 1, fill both the columns else fill any one as per your selection</p>	
	<p><i>Please specify here:</i></p>	<p><i>Please specify here:</i></p>

Table 3: Retail Questionnaire

4.3 EOI Submission Method

All the documents as mentioned in the clause **Error! Reference source not found.**, should be submitted via email to swetal.kanwalu@mmrcl.com with copy to shadab.siddiqui@auctusadvisors.in with subject line “Leasing of Commercial Spaces at Metro Line 3 Stations” on or before Friday, March 6, 2020 by 23:59 hours addressed to Executive Director (Planning), MMRCL.

Contact Person: Mr. Swetal Kanwalu, AGM (Town Planning)
Contact No.: 022-26384693
Email: swetal.kanwalu@mmrcl.com

4.4 Query Submission Method

If the Bidding Entity has any queries regarding the EOI, they must be sent via email to swetal.kanwalu@mmrcl.com with copy to shadab.siddiqui@auctusadvisors.in.

MMRCL will publish “response to queries” on the tenders’ page of their website - <https://www.mmrcl.com/en/latest-tenders/37>. If MMRCL deems it necessary to amend the EOI as a result of a clarification, it shall do so following the procedure described below:

- At any time before the EOI submission deadline, MMRCL may amend the EOI by issuing an amendment. The amendment shall be uploaded on the MMRCL website and will be binding on all interested parties.
- If the amendment is substantial, MMRCL may extend the EOI submission deadline to give the Bidding Entities reasonable time to take the amendment into account in their EOI.

4.5 Tentative EOI Schedule

Following the evaluation of the EOI, eligible entities shall be issued RFPs for the leasing of commercial spaces at Mumbai Metro Line 3 stations.

SN	Particulars	Date
1	Publishing of EOI by MMRCL	Monday, February 10, 2020
2	Submission of queries by Bidding Entities	Thursday, February 20, 2020
3	Response to queries by MMRCL	Tuesday, February 25, 2020
4	Submission of EOI by Bidding Entities	Friday, March 6, 2020
5	Publishing of RFP using inputs received from EOI submissions	TBD
6	Submission of queries by Bidding Entities	TBD
7	Response to queries by MMRCL	TBD
8	Submission of RFP by Bidding Entities	TBD
9	Award of the concession	TBD
10	Signing of the Lease Agreement	TBD

Table 4: EOI Submission Timelines