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## UNDERGROUND METRO CORRIDOR

# MMRC aims for 15% revenue from non-fare options

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Mumbai, 8 January

Mumbai's Metro rail authority is exploring non-fare revenue options as the city builds its first underground corridor. If all goes well, real estate establishments will be able to build a direct subway access from their basements to the nearest Metro station, all for a one-time fee.

The underground line, Mumbai Metro Line 3, covers 33 km and connects the city's airport terminals and three prominent business districts.

"MMRCL (Mumbai Metro Rail Corporation) has received 12 expressions of interest (EOIs) submissions for direct access," said an MMRCL official. A direct access connects establishments to a Metro station through a subway.

The list of interested bidders includes real estate developers like K Raheja Corp, DB Realty, Wadhwa Group, Oberoi Realty, Indiabulls Real Estate and Shrem Hotels. MMRCL officials are also in discussion with projects around the city's airport and two business districts — Parel and Bandra-Kurla complex.

The EOIs will be followed up with a detailed project report (DPR) to assess financial and execution feasibility of the subway project that bidders have expressed interest in.

The direct access concept is based on Tokyo's model, where it has been a success. MMRC

will need to procure clearances after formulation of the DPR.

Line 3 is to be operational in two phases — the first to start in June 2021, and the second by the end of that year.

With a project cost of ₹30,000 crore, non-fare revenue options will help MMRC lower fares. The corridor is expected to have a daily ridership of 1.4-1.7 million. The MMRC official added, the non-fare revenue options will be finalised and implemented before the operations start.

In addition to direct access, MMRC also aims to sell station naming rights to companies, lease out telecom towers and optic fiber rights and monetise real estate parcels in the city.

MMRC, through these efforts, aims to generate about 10-15 per cent of its revenue through non-fare options. According to data shared by MMRC, Delhi's Metro network annually generates ₹564 crore as non-fare revenue, 15 per cent to its total revenue generation. For Mumbai's operational line, which connects Ghatkopar to Versova, non-fare revenue stands at ₹37 crore, 11 per cent of total revenue collection.

An auction for monetisation of telecom tower rights and optic fiber cable rights is also in consideration. "Bids will be called from tower companies to set up towers in order to ensure mobile connectivity throughout the under-ground stretch," the official added.