

Corrigendum (Chennai)

Dt. 06.02.2019

Ref.: RFP for Selection of Warehouse Partner for Construction, Operation & Maintenance of Integrated Modern Warehousing Facility at Leased or owned land of Warehouse Partner under CONCOR's branding in and around Chennai dt. 18.01.2019

Subsequent to the Pre-bid meeting held at Container Corporation of India limited, Corporate office, New Delhi on 25.01.2019, the clarification sought by the Prospective bidders are taken up for consideration. The changes/modification are issued as per the annexures of this corrigendum.

Annexure-1

**Appendix – D4**

**COMMERCIAL STRUCTURE**

1. All the tariff chargeable to the customer for provision of services from this facility would be priced at market rates and shall be notified by CONCOR post consultation with Warehouse Partner. These rates shall be reviewed and assessed for revision periodically.
2. Different revenue streams for the Integrated Modern Warehousing Facility are tabulated below:

***Revenue Streams***

1. **Modern Warehouse and Bulk Warehouse storage rental, including minimum guarantee amount, if any, paid by CONCOR**
2. **Handling charges of bulk/break bulk cargo, containers etc.**
3. **Value Added Services charges**
4. **First and Last Mile Charge**
5. **Any charges related to PFT operations at the Rail Siding Facility**
6. **Any other charges related to handling, storage, transportation or other activities of the facility**
7. **Rail Terminal Handling Charge**
8. **Rail Terminal Access Charge for rakes other than container rakes**
9. **Rail Terminal Access Charge for rail based EXIM and domestic loaded containers and rail based EXIM empty containers**
10. **Empty container handling charges for rail based domestic containers where no public tariff is fixed**
11. **Terminal Charges, if any, reimbursed by Indian Railways to CONCOR for this PFT.**
  - Revenue share (X% as quoted by Warehouse Partner) shall be provided on revenue streams under (1),(2),(3),(4),(5),(6), (7), (8), and (11)
  - Revenue streams from point (9) and (10) shall be entirely with Warehouse Partner and no revenue share will be applicable
  - Rate for (10) will be mutually agreed as part of JPO and will be paid by CONCOR
  - Revenue share portion of (11) would be payable by CONCOR to Warehouse Partner if and when it gets any such reimbursement from Indian Railways
  - Note: Rail Haulage Charge is not part of Revenue Streams of Integrated Modern Warehousing Facility and no Revenue Share shall be paid on the same to the Warehouse Partner.

3. CONCOR will provide minimum guarantee up to 70% of “Potential Storage Rental” for usable built-up Modern warehousing area as per the following methodology:
  - Storage rental for calculation of minimum guarantee:

- Storage rental of INR 20/per sq. ft.(For year 1 and escalated as per point 5 below) for usable built up area of modern warehouse facility.
  - For the purpose of calculation, the usable built up Modern Warehouse area shall be as certified by Independent Expert.
  - Based on the certified usable built up area the total storage rentals of the facility will be calculated- called as “Potential Storage Rental”
  - CONCOR will assure up to 70% of “Potential Storage Rental” for useable built up area of the modern warehouse.
  - In case in any month the storage revenue from useable built up area of the modern warehouse is less than 70% of the “Potential Storage Rental” then CONCOR will contribute the shortfall.
4. The payment of this Minimum Guarantee amount bridging gap of storage rental is to be made by CONCOR within 15 days of finalization and sign off utilization report of previous month.
  5. The above charges will be escalated in line with Wholesale Price Index of last 12 months. The escalation would be effective from completion of 12 months of operations of atleast 5 lakh sq.ft. of Modern Warehouse built up facility and would be updated every year thereafter.
  6. While Operations Date will be once 500,000 sq. ft of usable built up area of modern warehouse developed and operations commence within 2 years or as extended in agreement with CONCOR from Appointed Date, in case, Warehouse Partner is able to develop and operationalize a part of this facility prior to 2 year period, the requisite Revenue Share shall be payable to Warehouse Partner on the actual utilization of the facility. However, Minimum Guarantee shall be paid only when atleast 200,000 sq ft of usable built up area of modern warehouse is developed and certified by an Independent Expert.

## Annexure-2

### **Instructions for Online Bid Submission**

Following instructions for Bid submission have been added:

6. With reference to instructions issued vide letter No. CON/IT/8320, Micro & Small enterprises registered under (i) District Industries Centers (ii) Khadi and Village Industries Commission (iii) Khadi and Village Industries Board (iv) Coir Board (v) National Small Industries Corporation (vi) Directorate of Handicraft and Handloom (vii) Any other body specified by Ministry of MSME shall be exempted from payment of Earnest Money.
7. MSEs who are interested in availing themselves of these benefits will enclose with their offer the proof of their being MSE registered with any of the agencies mentioned above and must also indicate the terminal validity date of their registration
8. Failing the above conditions, such offers will not be liable for consideration of benefits detailed in MSE notification of Government of India dated 23.03.12; However it is to be noted that in case the bidding entity is a JV Consortium then Lead member must be registered as MSE to avail this facility.

**Annexure-3**

APPENDIX-B2

**Financial Capacity of the Bidder  
(In Rs. crore)**

<b>Bidder type</b> §§	<b>Net Cash Accruals</b>			<b>Net Worth</b> ££
	<b>Year</b>	<b>Year</b>	<b>Year</b>	<b>Year</b>
	<b>1</b>	<b>2</b>	<b>3</b>	<b>1</b>
(1)	(2)	(3)	(4)	(5)
Single entity Bidder				
Lead Member of Consortium				
Consortium Member 2				
Consortium Member 3				

**Name & address of Bidder's Bankers:**

§§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.

££The Bidder should provide details of its own Financial Capacity or of an Associate specified in Clause 2.4.9.

**Instructions:**

1. The Bidder/ its constituent Consortium Members shall attach copies of the balance sheets, financial statements and Annual Reports for 3 (three) years preceding the Bid Due Date. The financial statements shall:

- (a) reflect the financial situation of the Bidder or Consortium Members and its/ their Associates where the Bidder is relying on its Associate's financials;
  - (b) be audited by a statutory auditor;
  - (c) be complete, including all notes to the financial statements; and
  - (d) correspond to accounting periods already completed and audited (no statements for partial periods shall be requested or accepted).
2. Net Cash Accruals shall mean Profit After Tax + Depreciation.
  3. Net Worth shall mean (Subscribed and Paid-up Equity + Reserves) less (Revaluation reserves + miscellaneous expenditure not written off + reserves not available for distribution to equity shareholders).
  4. 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.