

GLOBAL EXPRESSION OF INTEREST

SELECTION OF MANAGEMENT PARTNER FOR SUPER LUXURY TOURIST TRAIN, PUNJAB

BACKGROUND:

Punjab Heritage and Tourism Promotion Board (PHTPB) envisages to run a Super Luxury Tourist Train covering tourist attractions in Punjab and neighbouring States e.g. Amritsar, Agra and Jaipur; and with optional chartered tours within India. The project is supported by grants from Government of India and Government of Punjab. In addition, Indian Railways will be providing bare shell of the train. The luxury train would comprise air-conditioned luxury coaches of 5-star plus category and related facilities including restaurant and kitchen coaches, bar cum lounge, 180° Observation Coach, Spa cum Gym Coach and Staff Coach. Punjab Heritage and Tourism Promotion Board (PHTPB) invites applications from reputed national and international bidders who meet the criteria laid down below, in order to select a competent party who would take up the management of the luxury train for a period of 20 years.

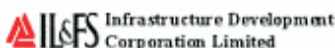
BROAD SCOPE OF WORK:

1. Designing, detailing and furnishing of interiors to meet 5-Star standards
2. Marketing of the project in both national and international markets
3. Operation and Management of services for provision of on-board and off-board facilities. It should be noted that movement of the train and rolling stock maintenance during this period shall be the responsibility of Indian Railways.
4. Sharing of revenues and payment of due charges to PHTPB

QUALIFICATION CRITERIA:

Any Bidder who has experience in India or Abroad of **any one** of the following criteria would be deemed to meet the technical experience criterion for qualification:

1. Hotel operators with minimum of 3 years experience in 5-Star Category hotels/Heritage Hotels/Resorts, Luxury Cruise Liners etc. and having a minimum Total Income of 20 million USD or INR 80 crores in each of the last three financial years*.
2. Entities having minimum experience of 3 years in management of comprehensive on-board services in luxury tourist trains and having a minimum Total Income of 10 million USD or INR 40 crores in each of the last three financial years*



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3. Travel & tour operators with minimum Total Income of 10 million USD or INR 40 crores in each of the last three financial years* and having minimum experience of 5 years in promotion of destinations, tour & travel, hospitality services. However, such operators would be required to have procured tie-ups with major hospitality operators like 5-Star Hotels/Heritage Hotels/Resorts, Luxury Cruise Liners etc. and those meeting the Criterion 1 as set out above, for management of train services within six (6) months after signing of the Concession Agreement with PHTPB



4. Investors / Developers/ Corporate entities having minimum Total Income of 75 million USD or INR 300 crores in each of the last

three financial years* shall be exempted from the above experience criteria provided such entities procure Joint Venture/ tie-ups with major hospitality operators like 5-Star Hotels/Heritage Hotels/Resorts, Luxury Cruise Liners etc and those meeting the Criterion 1 as set out above, for management of train services within six (6) months after signing of the Concession Agreement with PHTPB..

* 2005-06, 2006-07, 2007-08 (For international players, the financial year under consideration could be the corresponding calendar year)

SELECTION OF MANAGEMENT PARTNER

PHTPB shall shortlist the applicants based on the criteria specified above. Request for Proposal (RFP) document for selection of Management Partner for the luxury train will be issued only to the shortlisted applicants. PHTPB also has the right to reject any or all the applications without assigning any reasons thereof. The Expression of Interest (EoI) and relevant manuscripts are to be submitted to the undersigned on or before 19th February 2009 by 17:00 hours. Interested Bidders will have to demonstrate the above criteria while submitting their Expression to Interest (EoI) with relevant support documents to prove their technical & financial experience qualification. Notice for Expression of Interest (EoI) for the luxury train can be downloaded from the website www.ilfsindia.com and www.pidb.org or can be obtained from the undersigned.

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