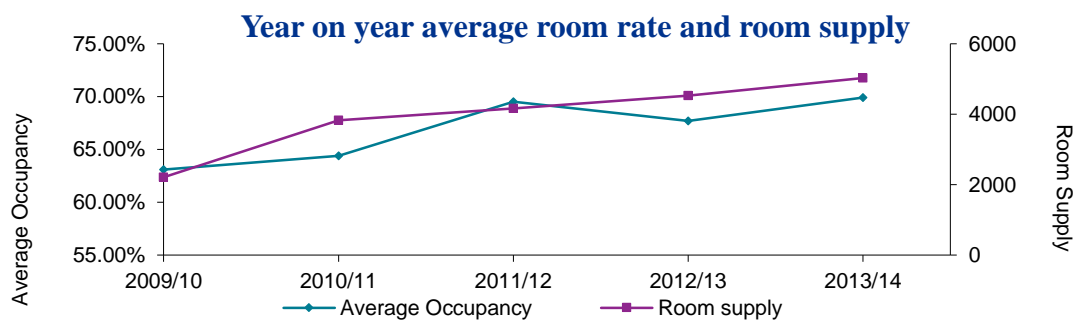


Goa: The tourism destination

- The smallest state in India spread over 3,702 sq.km with beautiful pristine coastline, serene lush green forests, hospitable people and a uniquely rich culture.
- A place blessed not only with natural beauty, but also a rich historical heritage, architecture and culture, which is unique to Goa. The splendid scenic beauty and the architectural splendors of its temples, churches, old houses and cultural diversity have made Goa a favorite with travelers, around the globe.
- The state attracted a total of 4 million (3.5 domestic and 0.5 million international) tourists to the state¹ in 2014.
- In 2014, there was a large increase of 30%, in the number of tourists driven by various marketing initiatives, large number of short break tourists and the exposition of St. Francis Xavier².
- Goa ranks sixth in World's Best Night Life Cities list by National Geographic.
- A permanent venue of the International Film Festival of India (IFFI).
- 'Best Value Destination (India)' award - Lonely Planet Magazine India.

Hospitality industry in Goa

- Tourism is the mainstay of the Goan economy, contributing 12.5 % of the economy³.
- Goa is one of the few destinations in India where there has been a consistently increasing trend in hotel occupancy for star category hotels. This is despite an increase in the room supply.⁴



¹ Source: <http://www.goatourism.gov.in/statistics/225>

² Source: <http://www.goatourism.gov.in/statistics/225>

³ Source: Department of Planning, Statistics & Evaluation, Government of Goa

⁴ Source: HVS – FHRAI Indian hotel industry survey 2013-14

The Theme Park Industry

- The amusement park industry is growing at a rapid pace and there are over 150 amusement and water parks all over India. According to the Indian Association of Amusement Parks and Industry (IAPPI), the amusement industry in India is worth over INR 2,500 crore and is expected to reach INR 5,400 crore by 2020
- With a large number of families visiting Goa, there is a significant potential market, already existing for a theme park in Goa. Family oriented entertainment facilities experience high demand in Goa

Government initiatives to encourage tourism industry

- The Govt. is encouraging private investment in Goa through the Goa Investment Policy 2014 and the creation of the Goa Investment Promotion & Facilitation Board. The Goa Investment Promotion and Facilitation Board will provide a single window clearance to projects, and facilitate investments in Goa.
- GTDC has introduced new tourism services like hot air ballooning, amphibious vehicle tours, Segway tours, horse trails, sea plane services, luxury yacht services etc. to boost tourism in Goa.
- Several infrastructure works like the upcoming airport at Mopa and development of several highways linking Goa to neighboring states is set to be a boom for tourism in the state
- The Government is also set to target higher spending tourists and offers visa on arrival facility to over 150 countries

About Goa Tourism Development Corporation ('GTDC')

- GTDC was established by the Government of Goa as an autonomous body in 1982 to look after commercial tourism activities of the Government of Goa, and develop tourism infrastructure.
- GTDC promotes Goa as an International tourism destination by participating in national and international trade shows, travel fairs and tourism travel marts.
- GTDC presently has 13 tourist hotels with 550 rooms and 1,307 beds⁵. GTDC also has land parcels located at attractive locations in the state of Goa to be utilized for the development of tourism infrastructure in Goa.
- GTDC is increasing its focus on activities core to its service mission, while non-core activities are carried out through partnership with the private sector.
- GTDC is the Concessioning Authority for this transaction

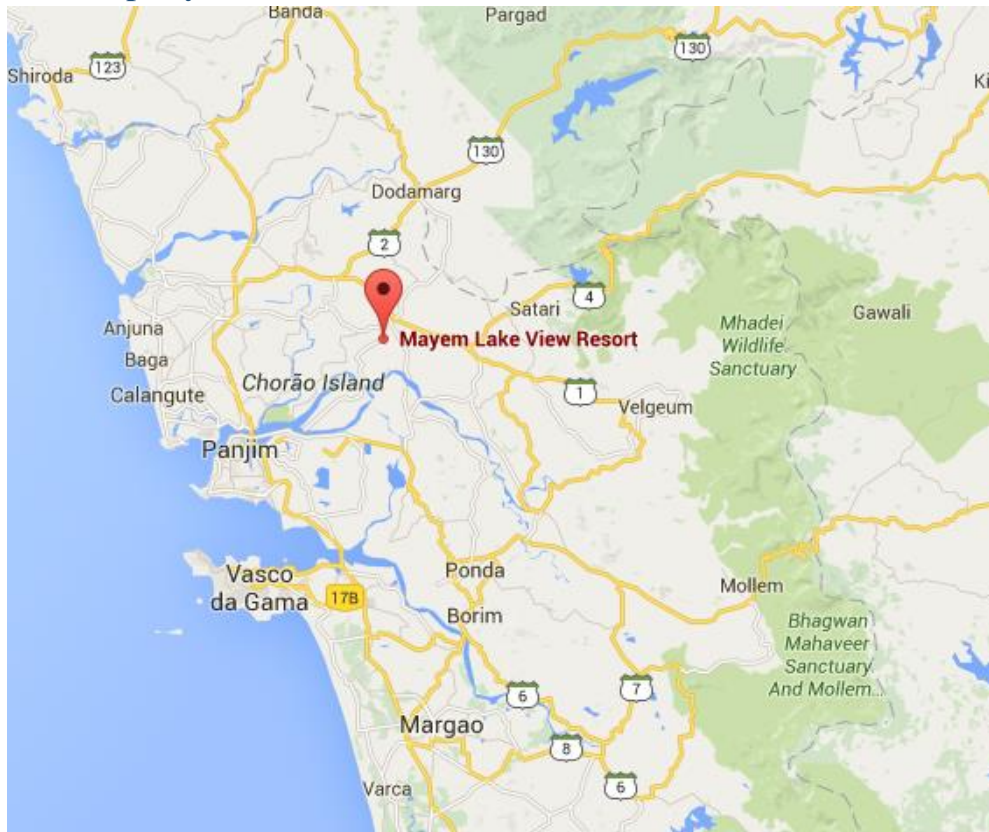
⁵ Source: Goa Tourism Development Corporation

The Transaction

The Concept

- Development of a theme park including a spiritual and wellness center, boating facilities, rides and attractions, water park, multi cuisine restaurant, specialty restaurant, lake side semi outdoor bar, 24 hour coffee shop, club room
- Three star or higher category hotel and containing at least 20 rooms
- The project includes the designing, developing, financing, marketing, operating and maintaining of the Property and facilities in private investment mode / on a Joint venture basis.

The Property



Name of the property	Mayem Lake View
Jurisdiction	Mayem Vainguinim Village Panchayat
Area/ Characteristics of plot	<ul style="list-style-type: none">▪ 1,25,000 sq. m. land area▪ The plot extends along to the north, south and east shores of the lake. The land slopes gently down towards the lake.
Built up area potential	<ul style="list-style-type: none">▪ Approximately 36,000 sq. meters

Google map link for the property:

<https://www.google.co.in/maps/place/Mayem+Lake+View+Resort/@15.5746866,73.9380801,17z/dat=!3m1!4b1!4m2!3m1!1s0x3bbf96096996cf55:0x168c43eaf0e3de8a?hl=en>

- Situated adjacent to the beautiful and picturesque wooded shores of the Mayem lake at a distance of just 25 kilometers from the capital city of Panaji
- Opportunity to partner in setting up the latest landmark on the tourism landscape of Goa. Envisaged as an anchor product to develop the fun and family tourism segment
- Near the Corjuem Fort surrounded by spectacular picturesque hills and vales
- Situated just 25 kilometers from the capital city of Panaji

Threshold Experience Criteria

Property	Development Experience (Threshold)	Operations experience (Threshold)
Mayem	<ul style="list-style-type: none"> • Minimum of 50 rooms aggregate • 3 Star or higher rated according to Ministry of Tourism, Government of India <p style="text-align: center;">OR</p> <ul style="list-style-type: none"> • 3 Diamond or higher according to AAA Diamond Ratings, or recommended or higher rating according to Forbes Travel Guide <p style="text-align: center;">OR</p> <ul style="list-style-type: none"> • B Category (Medium class Accommodation) or higher according to the Goa, Daman and Diu Registration of Tourist Trade Act, 1982 and Rules 1985 by the Department of Tourism, Government of Goa • COD before 1st April 2015 	<ul style="list-style-type: none"> • Operate and Manage <p style="text-align: center;">OR</p> <ul style="list-style-type: none"> • Contract with hotel operator who has been operating 100 rooms (aggregate) in every year from 1st April 2015

The Process

- The Project will be awarded through international competitive bidding, following a single-stage bidding process
- This involves the submission of a Technical bid, Concept Proposal and Financial bid through the e-tendering portal of the Government of Goa
- The Applicants will be shortlisted for opening of Financial bids, on the basis of the evaluation of their Technical bid and Concept proposal
- The Financial bids of the shortlisted Applicants will be the bidding parameter for this process.
- Interested entities may download the bid document by following the procedure as outlined below:
 - Obtain a Class III Digital certificate from one of the approved vendors
 - Register on www.tenderwizard.com/GOA by paying the annual registration fee
 - Login to the site and request for the Bid Documents for the relevant property on the portal from the tenders listed under Goa Tourism Development Corporation
 - Pay Tender Processing Fee & Cost of Bid Document applicable
 - On receipt of tender processing fee and cost of bid documents, the Bid documents shall be issued electronically
 - Upload required documents and submit the tender online.