



REQUEST FOR PROPOSAL

VOLUME I

PROJECT INFORMATION MEMORANDUM

**RESIDENTIAL/COMMERCIAL DEVELOPMENT
OVER 1.056 HECTARES (2.61 ACRES)
AT SAHEED NAGAR, BHUBANESWAR, ODISHA
ON PPP MODE**

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1. Disclaimer

Though adequate care has been taken in the preparation of this Request for Proposal (hereinafter referred to as "RfP") document, the Bidders should satisfy themselves that the document is complete in all the respect and the information provided is correct. In case of discrepancy, if any, intimation should be given to the Officer Concerned in Bhubaneswar Municipal Corporation (whose contact details is mentioned in this document) immediately or before the due date specified in the Schedule of Bidding Process. If no intimation is received by the said officer within the date as mentioned in Schedule of Bidding Process as mentioned in this Document, it shall be deemed that the bidder is satisfied that the RfP document is complete in all respects.

Neither BMC nor their employees or Project Consultants make any representation or warranty as to the accuracy, reliability or completeness of the information in this RfP and it is not possible for BMC to consider the investment objectives, financial situation and particular needs of each party who reads or uses this RfP concerning the project. Certain prospective bidders may have better knowledge of the project compared to the others and BMC encourages all the prospective bidders to conduct their own due diligence, investigations & analysis and check for accuracy, reliability and completeness of this RfP. The bidders are free to obtain the independent advice from the sources appropriate to them.

Neither BMC nor their employees or Project Consultants will have any liability to any prospective bidder or any other person under the law of contract, tort, the principles of restitution or unjust enrichment or otherwise for any loss, expenses or damage which may arise from or to be incurred or suffered in connection with anything contained in this RfP, any matter deemed to form part of this RfP, the award of the project, the information and any other information supplied by or on behalf of BMC or their employees or their consultant or otherwise arising in any way from the selection process of this project.

BMC reserves the right to reject any or all of the bids submitted in response to this RfP at any stage without assigning any reasons whatsoever and without any liability of BMC in any manner. BMC also reserves the right to hold or withdraw or cancel the process at any stage under intimation to the bidders, who submit the RfP, without assigning any reasons whatsoever.

BMC reserves the right to modify or amend or add to any or all of the provisions of this RfP Document or annul the present process. Such change would be intimated to all the parties procuring this RfP. Bidders are advised to follow all public announcements/ communications (Corrigendum, Minutes of Meetings etc.), related to the captioned project, in the BMC website (www.bmc.gov.in), which will be treated as addendum to the RfP document.

Neither BMC nor their employees or Project Consultants will have any liability in case addition, modification, amendment, alteration, cancellation and /or of non-receipt of any correspondence from them to the bidders due to the postal delays. The Applicable law for the purpose is the laws in India.

2. Abbreviations

BMC	Bhubaneswar Municipal Corporation
PPP	Public Private Partnership
EoI	Expression of Interest
RfP	Request for Proposal
IE	Independent Engineer
LOA	Letter of Award
SPV	Special Purpose Vehicle
MLP	Maximum Lease Premium
INR	Indian National Rupee(s)
LP	Lease Premium

3. Schedule of Bidding Process

- (a) Issue of Advertisement : _____ ' 2014
- (b) Pre-Bid Meeting : _____ ' 2014 at 11.30 A.M
- (c) Last date of submission of Bids : _____ ' 2014 (by 5.00 P.M)
- (d) Opening of Technical Bids : _____ ' 2014 (at 5.30 P.M)

4. Bhubaneswar – City Profile

Location and Regional Setting

Bhubaneswar is the Capital city of the State of Odisha, one of the largest states in eastern India. Bhubaneswar is also popularly known as the "Temple City of India".

Broad Historic Growth Dynamics of the City

Once the capital of ancient Kalinga, the city has a long history and is today a bustling centre for commerce and religious activity. Bhubaneswar became the modern capital of the state of Odisha in 1948, a year after the Indian independence. The city is inhabited by over a million people and maintains a high rate of population growth.

Bhubaneswar is situated between 21°15' North Latitude 85°15' Longitude and at an altitude of 45 meters above sea level. Geographically, Bhubaneswar is situated in the eastern coastal plains of the Odisha and south-west of river Mahanadi whose tributaries Kuakhai, Bhargavi and Daya wash the fringes of this city.

The city is bounded on the North by Nandan Kanan, the famous wild life Sanctuary, on the South by river Daya, on the east by river Kuakhai and on the west by reserve forests. Physiographic profile of the city indicates mid-coastal plains of Odisha with average elevation of 45 m above the mean sea level.

There exists good connectivity between Bhubaneswar and the rest of the country, through road and rail network systems as well as by air. Rail links is, by far, the strongest link with the rest of the country. East Coast Railway, the newly formed zone is headquartered at Bhubaneswar. Bhubaneswar has excellent air and rail linkages with most major cities in the country.

Connectivity

Regional Connectivity

Bhubaneswar is well connected with the rest of the country and the state of Odisha by air, rail and roads. The modes of connectivity are discussed in detail below:

Air Connectivity

Bhubaneswar is connected to the cities of Calcutta, Delhi, Chennai, Mumbai, Vishakhapatnam, Hyderabad, and Raipur through regular flights. Biju Patnaik Airport in Bhubaneswar is the only major airport in the state. Till date there is no international flight from Bhubaneswar.

Rail Connectivity

Bhubaneswar is directly connected by rail with Kolkata, Puri, Chennai, Delhi, Mumbai, Bhubaneswar, Guwahati, Hyderabad, Tirupati, and Trivandrum. A total of around 50 trains pass daily through Bhubaneswar. Additionally, there are around 20 more non-daily trains which connect the city with the rest of the country.



Bhubaneswar does not have local rail service connecting different parts of the city. However, a few passenger trains connect the city with the adjoining region and cities such as Cuttack, Puri, Bhadrak, Balugan etc

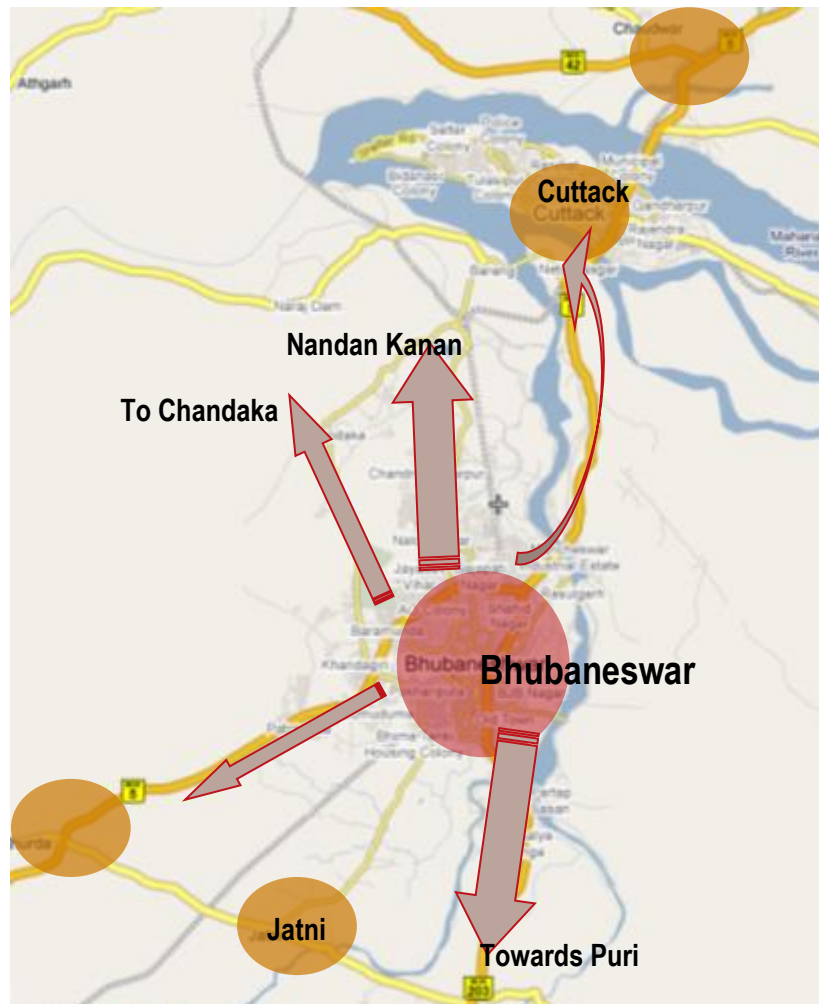
Road Connectivity

The city lies on the National Highway (NH-5) and is linked to the two metro cities of Kolkata and Chennai directly. Within the state, it has good linkages with Berhampur, Chilika, Cuttack, Konark, Paradip, Puri, Rourkela and Sambalpur. Inter-state bus services operate daily between Kolkata and Puri via Bhubaneswar and Tatanagar (Jamshedpur).

Linkages and Urban Structure

Local Linkages:

- **Inter-city transport** - Regular buses between Bhubaneswar and other important towns of Odisha such as Berhampur, Chilka, Cuttack, Konark, Paradip, Puri, Rourkela, Sambalpur etc. Interstate buses ply between Kolkata (West Bengal) and Tatanagar (Jharkhand)
- **Intra-city transport** - Mostly dependent upon Auto and cycle rickshaw services, however taxis are available in the city.



Growth directions of the region

5. Project Summary

1.	NAME	Residential/Commercial Development over 1.056 Hectares (2.61 acres) of land at Saheed Nagar through Public Private Partnership.
2.	LOCATION	Bhubaneswar, Odisha
3.	NODAL AGENCY	Bhubaneswar Municipal Corporation
4.	LAND USE	<ul style="list-style-type: none"> The Land use is commercial. However, Bidders are requested to examine the CI 25, Table 2 of the "BDA (Planning & Building Standards) Regulations 2008(Amended 2013)", to ascertain the permissible usage of land.
5.	LAND AREA	Total Plot area for lease: 1.056 Hectares (2.61 acres) approx.
6.	ESTIMATED BUILT-UP AREA	2,27,383.2 Sq.ft (21132.27 sq. mtrs)utilizing an FAR of 2.00; (FAR may vary subject to modification of regulation)
7.	IMPLEMENTATION FORMAT	Long Term Lease of 2.61 Acres of land.
8.	LEASE FORMAT	90 years (renewable on mutually agreed terms) from the date of signing of the Lease Deed
9.	INSTITUTIONAL STRUCTURE	Special Purpose Vehicle (SPV)- a company to be formed by the Selected bidder under Company's Act 1956
10.	CONSTRUCTION PERIOD	<ul style="list-style-type: none"> Complete all approvals, clearance processes within 1 year from signing of Development Agreement; Complete the Project within 3 Years from signing of the Lease Deed
11.	BID PARAMETER	Maximum Lease Premium (MLP) - payable to BMC in 2 equal installments as in Pt. 12 or lump sum whichever way the selected bidder chooses so.
12.	MAXIMUM LEASE PREMIUM	<p>The Developer shall pay BMC,</p> <ul style="list-style-type: none"> 1/2 of MLP (Maximum Lease Premium) to be paid before signing of Development Agreement (1st installment) 1/2 of MLP (Maximum Lease Premium) within 12 months from the date of signing of Development Agreement (2nd installment) and before signing of Lease Deed * (whichever is earlier). No interest charged for this period. The Lease Deed will be signed on payment of full amount of Lease Premium. <p>The Developer has the option of making pre-payment at every stage. <u>N.B: All the above payments made by the developer will be subject to applicable taxes i.e., service tax, education cess etc.</u></p>
13.	ANNUAL LEASE RENTAL AND CESS	The Rate to be specified by BMC (as per Revenue Rate) (1% of the cost of land paid by BMC to the Govt. of Odisha) + 0.75% Cess (on

		this amount) plus applicable taxes.
14.	PROJECT DEVELOPMENT FEE & EXPENSES (NON-REFUNDABLE AND NON-ADJUSTABLE)	<ul style="list-style-type: none"> ▪ 0.50% of Project Cost* (plus applicable Service Tax) to be payable to Bhubaneswar Development Authority (BDA) within 15 days of Issue of the Letter of Award and before signing the Development Agreement whichever is earlier as reimbursement of project development expenses; ▪ 0.50% of Project Cost* (plus applicable Service Tax) to be payable to Jones Lang LaSalle Property Consultants (India) Private Limited (JLL) within 15 days of Issue of the Letter of Award and before signing the Development Agreement whichever is earlier as project development fees; <p>* Estimated Project Cost indicated in the Technical Bid of the preferred bidder will be adopted for this purpose.</p>
15.	BID SUBMISSION	<p>Envelope A: General Documentation & Technical Bid</p> <p>Envelope B: Financial Bid</p>
16.	ENVELOPE A:	General Documentation: Duly filled up formats as specified in Annexure A-1 to Annexure A-15, Annexure B1 of Vol-II of ITB along with all the specified supporting documents.
17.	ENVELOPE B:	Price Bid Letter quoting Maximum Lease Premium Payable to BMC
18.	CONDITION TO CONSORTIUM BIDDERS	<ul style="list-style-type: none"> • A Consortium of maximum three members will be allowed to participate in the Bid • Consortium to demonstrate implementation Capability to execute project
19.	ELIGIBILITY CRITERIA	<p>The Bidder may be a single entity (“Bidding Company”) or a group of entities (“Consortium”) coming together to implement the project subject to compliance with applicable laws, policies and guidelines of Government of India. The term Bidder used hereinafter would therefore apply to both a single entity and a Consortium.</p> <p>An eligible entity is one which satisfies the following:</p> <ul style="list-style-type: none"> ▪ The entity is a Company under the Companies Act, 1956. <p style="text-align: center;">OR</p> <ul style="list-style-type: none"> ▪ The entity is a Partnership firm under relevant act. <p style="text-align: center;">OR</p> <ul style="list-style-type: none"> ▪ The Entity is a Trust under the Indian Trusts Act, 1882

		<p>Bidder (Single or Consortium) to demonstrate the capability of:</p> <p>a. Minimum Development/ Construction capability of:</p> <ul style="list-style-type: none"> • at least 11,000 sq.m., Residential/Commercial built up space in the last 5 years, in a Single Project; or • at least totaling 21,000 sq.m., Residential/Commercial built up space in the last 5 years, through a maximum of 3 Projects, with minimum 6,500 sq.m. built-up space for each project. <p>b. Combined Minimum Net Worth: Rs.10 Crores (Rupees Ten Crores only) as on 31 March 2013. In case of Consortium the aggregate Net-Worth as on 31 March 2013, should meet the mentioned criteria.</p> <p>In case, any of the consortium members of the preferred bidder is a Partnership firm, then the Partners concerned will have to form the Project SPV as a company under the Company's Act 1956. If the Consortium member is a Company then the company will form the project SPV. More explicitly, in case of Company, the bidding company will be a shareholder of the SPV; whereas in case of Partnership firm, the Partner/s will become shareholders of the Project SPV and not the partnership firm.</p>
20.	BID EVALUATION	<p>Envelope A: General Documentation: Pass/Fail.</p> <p>Envelope B: Maximum Lease Premium</p>
21.	COST OF RFP DOCUMENT	INR 52,000/- (non-refundable) to be payable in the form of Demand Draft/ Pay Order in favour of "Bhubaneswar Municipal Corporation" payable at Bhubaneswar
22.	BID VALIDITY	180 days from the last date of submission of bid
23.	BID SECURITY	INR 50 (Fifty) lakh along with Technical Bid in the form of a Bank Guarantee
24.	CONSTRUCTION PERFORMANCE SECURITY	10% of the Bid Amount in the form of Bank Guarantee (Maximum Lease Premium would be the Bid Amount)
25.	RELEASE OF PERFORMANCE SECURITY	On issuance of Project Completion Certificate by BMC to the developer.
26.	VALIDITY OF PERFORMANCE SECURITY	Up to issue of Construction completion certificate - 4 years or any extension thereof
27.	DEVELOPER'S DEFAULT -	<ul style="list-style-type: none"> • Forfeit Performance Security

	BEFORE SIGNING OF LEASE DEED	<ul style="list-style-type: none"> • Return of Lease Premium without any interest thereon • Cancellation of Development Agreement • No compensation to be paid by BMC
28.	DEVELOPER'S DEFAULT - AFTER SIGNING OF LEASE DEED	<ul style="list-style-type: none"> • Forfeit Performance Security • Forfeit the Lease Premium paid as on that date • No compensation to be paid by BMC • Cancellation of Development Agreement and Lease Deed or keep the option of a substitute party to be responsible for any compensation to the developer at the discretion of BMC.
29.	ASSUMPTIONS	<p>1 acre=4046.85 Sq.m</p> <p>1 Sq.m=10.763 Sq.ft</p>

6. Project Development and Bidding Process

The Project Information Memorandum (PIM) is being issued to bidders as Volume I of the Request for Proposal (RfP) and must be read in conjunction with the other volumes of the RfP as given below:

Volume - II: Instruction to Bidders

Volume - III: Draft Development Agreement and Draft Lease Deed

This Project Information Memorandum comprises the following:

Part 1: Summary – Project Development & Bidding Process

Part-2: Site Appreciation

Part-3: Development Controls

The Bhubaneswar Municipal Corporation right from its inception in the year 1948 as a Notified Area Committee to a Municipality in the year 1979, then finally to a Corporation in the year 1994, BMC as an organization has undertaken pioneering work in various fields and perceives its role as principal provider of various services like Health & Sanitation, Slum Development, Disaster Management, City Beautification, Citizen Services, Efficient Solid Waste Management, Underground Sewerage System in the city, Efficient Urban Planning and Development, Online Services, Vending Zones, Parking Zones etc. to provide a better quality of life to the residents of Bhubaneswar.

Bhubaneswar Municipal Corporation (BMC) has the jurisdiction of area 135 Sq.km. BMC has 67 number of wards and includes 46 Revenue villages and covers a total population of 8.40 Lakhs as per 2011 census.

BMC proposes to develop **Residential/Commercial** Complex over 2.61 acres of land at Saheed Nagar in Bhubaneswar. BMC proposes to develop the Project with the participation of a private developer, who would Design, Engineer, Finance, Construct, Operate & Maintain and Market the facility for the Lease Period of 90 years including 3 years of Construction Period.

The Agreement is in two parts (**Part A - Development Agreement; Part B- Lease Deed**) shall form the legal basis for the Project.

On completion of the lease period (90 years) the land and building along with all immovable assets at the project site shall be handed over to BMC by the Developer. However, the Lease may be renewed based on mutually agreed terms and conditions.

BMC has appointed **M/s Jones Lang LaSalle Property Consultants (India) Private Limited**, as **Transaction Advisor** for development of the Project on Public Private Partnership mode.

The bidder selected through a transparent and competitive Single Stage Bidding process would be given the right to recover its investment through the leasing / sub-leasing / licensing of built up area (including utilities, parking lots, parks etc.) within the plot.

The financial bid variable for selection of the bidder, subject to other qualification criteria and development controls being met, would be the Maximum Lease Premium (MLP) that the bidder would pay to BMC. Bidders are required to submit separate technical and financial bids. The financial bids of only those bidders that comply with the General Documentation submitted as a part of their technical submission will be opened. The detailed instructions for preparation of technical and financial bids are provided as Volume II of this RfP document.

The lease rights for this project shall be 90 (Ninety) years only including scheduled construction period of the project commencing from the date of signing of the Lease Deed. The scheduled construction period of the project shall be **3 (three)** years from the date of execution of the Lease Deed.

The Selected bidder to pay BMC liquidated damages for delay beyond the Scheduled Construction Completion Date @ INR 15,00,000/- (Rupees Fifteen Lakhs Only) per month of delay or part thereof, as liquidated damage charges until such construction completion is achieved beyond **3 (three)** years. However, delay in completion of

construction by more than 1 (one) year from the scheduled construction completion date will be construed as a default from the part of the Developer and would lead to termination of the agreement.

7. Site Appreciation

Location

The site is abutted by 35 ft wide road in the North and 40 ft wide road in the South. The Site is close to the Meghdoot Hotel in Shahid Nagar, and the effective land-use for the site is “Commercial”.

The Site is around 5 Km from the Biju Patnaik Airport, 2 Kms from the Bhubaneswar Railway station; and enjoys excellent linkages with other parts of the city.

Map showing the location of the site



SITE AREA AND LAND USE

As per the Comprehensive Development Plan for the city of Bhubaneswar the area of the Site falls in the “Commercial Use” Zone. The FAR applicable in this Site is 2.00.

Infrastructure

The Site is well connected to the city. It can be directly approached from the Janpath. Physical infrastructure like power, water, sewerage and solid waste management are available at the Site.

Site Potentials

Strength:

- It is located in the main CBD area of Bhubaneswar
- It's location is the major strength; a very popular destination for the City of Bhubaneswar
- Well-connected from the Janpath and approachable from the National Highway -5

Opportunities:

- Located within a commercial setting, similar kind of development has excellent opportunity
- Surrounded by Residential and Commercial establishments so there is an existing demand for Commercial and Retail developments

8. Development Controls and Product Mix

Development Regulations

The Development Controls prevailing in the site is governed by the '**Planning & Building Standards Regulations, 2008 (Amended 2013)**, of Bhubaneswar Development Authority.

The Floor Area Ratio is decided on the basis of the road width on which the plot/site abuts. In case of this project the maximum permissible FAR shall be 2.00.

The height of the building shall be governed by the limitations of Floor Area Ratio, open space (setbacks), and the width of the street facing the plot.

Illustrative Project Cost

Total Area	2.61	Acres	
	10562.2785	Sq.mtr	
	113691.6	Sq.ft	
FAR	2		
Total permissible Built-up area	21124.557	Sq.mtr	
	227383.2	Sq.ft	
Total car parking area	60%	of the BUA	
Commercial parking	136429.92	Sq.ft	
Covered car parking area	60%	of the total car parking area	
	81857.952	Sq.ft	
Particulars	Rate	Unit/ Remarks	Costs
Cost for land development, site infrastructure, landscaping & hardscaping....(A)	20	INR/ sq.ft of land area	2273832
Civil Cost	2000	INR/ Sq.ft of permissible BUA	454766400
Electricity	115	INR/ sq.ft of permissible BUA	26149068
Sanitary & Water Supply	115	INR/ sq.ft of permissible BUA	26149068
Fire fighting	5	INR/ sq.ft of permissible BUA	1136916
Passenger lifts	12	INR/ sq.ft of permissible BUA	2728598.4
Back up facilities	10	INR/ sq.ft of permissible BUA	2273832
Cost of construction of BUA....(B)			513203882.4
Cost of construction of covered Parking area....(C)	500	INR/sq.ft of covered parking area	40928976
Construction and Development Cost...(D)= (A+B+C)	2777		556406690.4
Other soft costs			
Architecture, Planning & Landscaping	3%		
PMC	2%		
Legal & Admin	2%		
EIA	0.50%		
Interest During Construction	7%	Assuming 14% Interest rate on Debt Component (50% of the Const.& Dev. Cost) with an average holding period of 1 year	
Advertisement, Brokerage, Marketing etc	3%		
Total Soft Costs...(E)	17.50%	of (D)	97371170.82
Total Project Cost....(F)=(D+E)			653777861.2 i.e. INR 65 Cr (approx.)

Annexure to Project Information Memorandum**REAL ESTATE OVERVIEW - BHUBANESWAR**

The real estate development trend in Bhubaneswar especially the residential market has resulted in a popular saying that 'given a choice, the whole of Odisha would come to Bhubaneswar'. Residential sector has also undergone changes in terms of being a potential destination for plotted and housing development. However, organized retail and commercial development is in the nascent stage. Following were some of the major factors that were driving forces behind real estate development of Bhubaneswar in the past:

- Increase in the population during the last 2 decades;
- Pro-active infrastructure development in Bhubaneswar and surrounding areas;
- Several 'Economic Engines' in the State such as Manufacturing, Mining, Trading, Ports, etc.;
- Bhubaneswar acts as the 'oasis' for investments in real estate;
- Growth in Service Industry like IT / ITeS, Knowledge Based Industry.

RESIDENTIAL SECTOR OVERVIEW

Name of the project	Developer	Location	No of units	Price (INR/sq ft)	Absorption
Vipul Gardens (10 acres)	Vipul Limited	Shankarpur Mouza, Kalinga Nagar	578 (10 towers)	3,250 (present) 2,700 (April 2010)	95%
Cosmopolis	Assotech Limited	Near Khandagiri Square	750	3,300	80%
Palm Heights	Laxmi Builders and Acrux Realcon	Near Sum Hospital (Khandagiri Square)	261 - Apartments & 32 Villas	2,850	75%
Hi-Tech Plaza (7.5 acres)	Hi-tech Estates & Promoters (p) Ltd	Kalyan Vihar (Phase I)	696	1850 - 2250	50%
Utkal Royal Residency	Utkal Builders	Gautamnagar	197	4200	55%
Utkal Heights	Utkal Builders	Pahal	400	3000	-
Silver Sand	Dattatreya Constructions (P) Ltd	Near CET, Khandagiri	84 (3BHK - 48 & 2 BHK - 36)	2750	NA
Northern Heights	DN Homes	Patia, Kalarahanga	256	2500	NA
Maa Uttarayani Eco-Housing	Darshan Pro-Ent Limited	Jatni Road	384	2250	NA

- As Bhubaneswar is a planned city most of the land holdings are with Government. Land availability in the prime residential micro markets is low; developers in the city are aggressively constructing apartment projects in these micro markets primarily through joint venture route.
- The price range for the apartments in the residential market lies between INR 2,000 – 4,000 per sq ft, the specific pricing based on the address and project profile.
- The supply in the prime apartment market is predominantly of 2 BHK and 3 BHK. However in large-scale developments 4 BHK apartments are also being developed.
- All apartments that were launched in the market during the past 2 years were sold within 6-9 months' time. Thus, the absorption is moving in tandem with supply.
- The induction of quality product from the developers of national repute has increased the sale velocity in those projects. Large investors from other parts of the country have also shown interest in such projects.
- Within last one and a half year, residential projects comprising around 3200 DUs (a mix of apartments and bungalows) have been launched in the city. Out of these 3200 DUs, approximately 2300 DUs have come up for 'sale' purpose. Approximately 1300 units out of these have already been sold out. Thus the present supply includes around unsold 1000 DUs and another 900 DUs from the subsequent phases of the launched projects. Apart from these, another 500 units from new residential projects are expected to be launched within next couple of months.
- Bhubaneswar is expected to see a substantial amount of supply in residential sector in
 - ✓ Khandagiri area,
 - ✓ Chandrashekharpur,
 - ✓ Jaidev Vihar around Kalinga Stadium
 - ✓ Shankarpur
 - ✓ Shahid Nagar area

RETAIL SECTOR OVERVIEW

Bhubaneswar was developed essentially as an Administrative City, but transformed into vibrating centre of trade and commerce as well as tourism during the last decade. Earlier, Cuttack was the most important business centre between Kolkata and Visakhapatnam, the two major ports. Paradip, the younger major port in the Orissa coast located near to Cuttack, have not significantly help Cuttack grow, as there is no facility in the old and congested city for logistics support. Instead, Bhubaneswar having enough available land and better living ambience, supported by the state government decision to become the Capital city of Orissa, have been growing out of bound at an enormous pace. As people choose to stay in the new city, though lately, has fuelled the growth of all kinds of life support systems covering all aspects of urbanisation. Growth in retail is obvious in this context.



Big Bazar Forum Mart off Janpath – the only operating Mall in Bhubaneswar

High-street retail is the predominant typology in Bhubaneswar, which includes organically developed road side shops and showrooms, shopping centers built by various private developers as well as BDA in different locations of the city. Largest markets in Bhubaneswar are located in Shahid Nagar, Bapuji Nagar and the Unit-2 and Unit-1 market complexes. Being a thoroughly planned city, Bhubaneswar has always had organized high-street retail areas.



Ekamra Haat – Heritage and Craft Park

High Street Retail Zones

- East of Bhubaneswar,
- West of Bhubaneswar, and
- South of Bhubaneswar

Table 3.2: Details of the high street retail markets

Market	Type	Products	Remarks
Lingaraj Market	Unorganized	Local made apparel, handicraft, groceries and food items,	Religious activity support materials are in demand in this area. Local brands
Markets on Janpath road and Shahid Nagar	Mix of Organized and Unorganized	Apparels, accessories, groceries, computer and electronics, restaurants, reliance web world and Titan	Local and National Brands,
Master-canteen square – Ashok Nagar:	Mix of Organized and Unorganized	Accessories, apparels, household electronics, jewellery, restaurants	Local jewelers – Khimji and Epari, National brand – Tanishq, Accessories – Lee Cooper, Woodland; Local apparel – Alishan
Bapuji Nagar	Mix of Organized and Unorganized	Accessories, apparels, home furnishing, white goods – household electronics, medicines, restaurants	Local and national brands – Durian furnitures, Style Spa, Combined home appliances and electronics brands (all),
Unit – 2 market	Mix of Organized	Apparels, accessories, white	Local and national - Apparel –

Market	Type	Products	Remarks
	and Unorganized	goods	Kalamandir, Bazar Kolkata and others
Unit - 1 market	Mix of organized and un organized	Daily items - fruit market, groceries, household items - all low end products, My Dollar Store in a upcoming complex	My Dollar Store & others
Baramunda area	Organized	Vishal Mega Mart	It is very organized situated along NH5 at a little distance from Khandgiri square
Satya Nagar	Organized	Big Bazaar (Hypermarket format), Pizza Hut, Allen Solley, Food Bazaar, Accessories - Reebok, Samsonite, Misc., White Goods - Planet M, F&B - Buskin Robbins, Monginis Sahid Nagar	The market is well organized with the presence of national as well as international brands.

Source: JLL Market Survey: 2011

Organized Retail in Bhubaneswar:

Forum mart, operational from 2003 is till date the major organized retail operating in Bhubaneswar. A number of retail developments are being envisaged in the city. The Janpath, Saheed nagar and the linking road to the CBD are prime destination of the organized retail.

Table - Organized retail destination in Bhubaneswar

Project	Developer	Location	BUA (sq ft)	Completion Date	Average Asking Rent (INR / sq ft / month)	Remarks
Pal Heights	Harman Pal Singh	Jaidev Vihar	88,000 (Out of 200,000 sq ft)	2009	65 - 85	Spencers, Khadims
The World	Crackers India Pvt. Ltd.	Jaydev Vihar	50,000	2007	-	Self use- Retail hyper market
Forum Mart¹	Rahul Saraf	Shaheed Nagar	100,000 (100% occupied)	2003	65 - 70	Big bazaar, Planet M, Pizza hut
Maruti Mall	-	Patia	90%	2007	40 - 60	Big Bazar,
BMC Bhawani	A JV	Shaheed	115,000	2011	46 - 50	Project to be partly

Project	Developer	Location	BUA (sq ft)	Completion Date	Average Asking Rent (INR / sq ft / month)	Remarks
Saheed Nagar Enclave	between Bhawani Construction and BMC	Nagar				converted to commercial
Citi Mart	Jain Builders	Rasulgarh Square	40,000	2009	65 - 75	NA
Utkal Kanika Galleria integrated development associated with Utkal Residency	Utkal Builders	Gautam Nagar	80,000	2011	U/P	NA
Forum Project II - (major components: Retail, commercial and hospitality)	Forum Developers	Shaheed Nagar	500,000	NA	NA	Building plans have been submitted for sanctions

Observations:

- The mall formats and developments of Multiplex are being developed very recently. The first Mall cum multiplex is yet to start operation.
- A vacancy of around 5-10% is observed in Pal heights, Forum etc
- Most of the new developments are in Rasulgarh, Aiginia and Nandan Kanan Road.
- From retailer perception it has been observed that the footfall is higher along Janpath road, Shahid Nagar, Ashok Nagar, Bapuji Nagar, Satya Nagar, Lingaraj Market area,
- In most 21 organized retail formats, the space is getting converted to commercial usage
- The demand for vanilla retail space is more observed in high street format rather than in organized retail space with more vacancy

COMMERCIAL SECTOR OVERVIEW

Being a planned administrative capital, Bhubaneswar initially had six units to incorporate the Secretariat and the Administrative buildings along with the bungalows surrounding the commercial areas. Following are the highlighting points about the existing commercial developments in Bhubaneswar:

- Government offices are located in the central planned city.
- In the central city area, many private offices are situated above high-street retail on ground floor, and in also residential zones

Huge growth in the IT-ITeS sector in the city has catapulted Bhubaneswar into prominence and Chandrashekharpur in the north has emerged as the IT destination of the city due to the development of Info city The locations, which fall under the CBD, include Bapuji Nagar, Kharavela Nagar, Ashok nagar and Keshari

Nagar. The CBD has been the traditional commercial hub of Bhubaneswar City, housing prime office as well as retail occupiers. The size of occupiers' space requirements for the CBD area typically ranges from 5,000 – 20,000 sq. ft.

The Secondary Business District (SBD): can be categorized into two major clusters:

- Chandrashekharpur
- Along Khurda road – upcoming

Chandrashekharpur is developed as a major IT/IteS destination of Bhubaneswar. The IT sez 'Info city I' developed by IDCO is under operation. The Info Valley is being planned along the Khurda Road along with the Biotechnology Park, Knowledge Park. The land is being acquired IDCO.

Table Commercial development in Bhubaneswar

Name of the building	Name of the developer	Date of completion	Total Area (in sq ft)	Rental rate (all floor excl. tax.)	Main occupants
Info city I	Infocity – STPI	1983	205 acres		Infosys, Wipro, TCS
Fortune Towers	IDCO	1998	3.53 L sq ft.	INR 35 -45 (AC floor)	Tata Steel, Mittal Steel India, Essar Steel, Microsoft Associates, POSCO India Pvt. Ltd., Mitsubishi Corporation India Pvt. Ltd., Exilant Consulting Pvt. Ltd.
Tower 2000	IDCO	2004	94,000 sq ft	INR 25	Royal School Of Management and Technology, Tata Teleservices Limited, Airtel, Aircel, Mind Fire Solutions, Nethawk Networks India Pvt. Ltd.
IDCO Towers	IDCO	2005	125000 sq ft	INR 35 -40 (AC floor)	Oil India Ltd, State Bank of India, JSS Consultancy Services Pvt. Ltd., SRB & Associates, Reliance Telecom Ltd.
Nirmala Plaza	Utkal Builders Limited	2006	36,000	INR 55 – 65 / sq ft	Magma Finance, BSNL, Tata AIG, Sea Ways Shipping, AXIS bank
Citi Mart Commercial Complex	Utkal Builders Limited	2003	33,000	INR 50 – 60 / sq ft	City Finance, ICICI Prudential, Vedanta, Barclays Bank
Pal Heights	Harman Pal Singh	2008	12,000 (out of 200,000 sq ft)	INR 45 – 65 / sq ft	Transcend Telecom, HDFC
Metro Tower	-	1998	100,000	INR 60 – 65 / sq ft	-
Narula Complex	-	2005	25,000	INR 65 – 75 / sq ft	Axis Bank, Knig fisher Airlines, Indigo, Share Khan etc

Name of the building	Name of the developer	Date of completion	Total Area (in sq ft)	Rental rate (all floor) excl. tax. / sq ft	Main occupants
Sri Vinayak Tower on Janpath	-	2002	20,000	INR 75 – 85 / sq ft	ING Vyasa, HDFC Bank, Ground Floor – United Colour of Benetton, Central Bank
IIPM Building	Local	2009	60,000	INR 65 – 75 / sq ft	The whole building is leased to IIPM

Outright Sale prices in commercial mainly depend on the location and quality of buildings. While in case of Janpath, prices may rise upto 4,000 to 6,000 per sq.ft on new buildings, other areas mostly fetch 3,000 – 4,000 per sq.ft.

Fig Map showing the existing commercial development in Bhubaneswar

Table: Upcoming Commercial Development

Name of the building	Name of the developer	Location	Total Area (sq ft)	Stage	Rental rate (INR/ sq ft/month)
Info city II	IT SEZ	Khurda	(500 acres)	U/P	NA
Utkal Signature	Utkal Builders Limited	NH 5 (near Nakhara Chowk)		U/C	INR 40 (Asking)
Utkal Corporate Park (to be developed in phases)	Utkal Builders Limited	Pahal	720,000	U/P	To be finalised by next three months
Utkal Kanika Galleria integrated development associated with Utkal Residency	Utkal Builders Limited	Pahal	80,000	U/P	To be finalised by next three months
Name not decided	Z developers	NA	200,000	U/P	NA
Corporate Space	JSS	Info city I	200,000	UC	To be finalised by next three months
OCAC Towers	OCAC	Behind the OCAC building; near Acharya Vihar Square.	100,000	U/P	NA

Note: U/C – Under construction; U/P – Under Planning