


STAKEHOLDER CONSULTATION - 14th April 2025, MP Bhawan, New Delhi

Development of an 18 - Hole Golf Course in Pachmarhi, Madhya Pradesh

18 - Hole Golf Course Pachmarhi

 Near Raj Bhawan Road, Pachmarhi,
Madhya Pradesh 461881

Package Total Area : Approx. 125 Acres

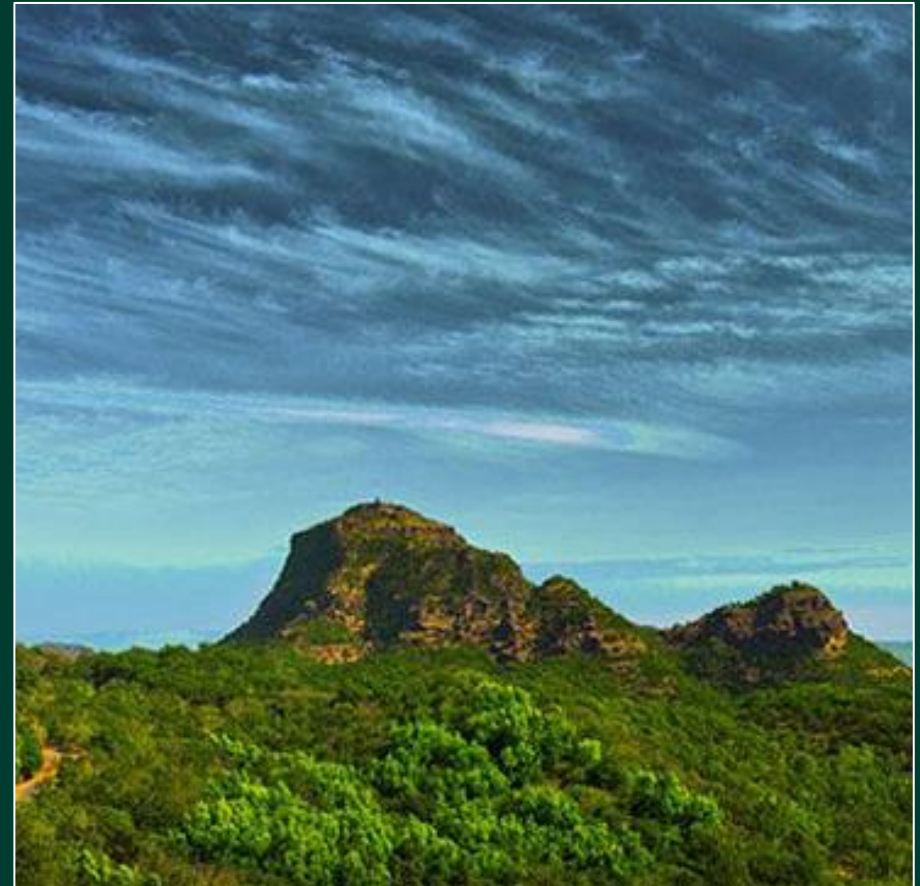
Design-Build-Finance-
Operate-Transfer (DBFOT)

Estimated CAPEX: Over INR
170 Crores

The project shall include development of an 18-Hole Golf Course in the heart of Pachmarhi Town along with the development of a luxury facility 5-Star Hotel & Eco-Resort with all ancillary amenities including Rooms, Restaurants & Banquet facilities.

- ✓ **18-Hole Golf Course with Support Facilities**
- ✓ **Hotel & Resort with Banquet Facility**

*Development, Operation & Maintenance and Management
of 18-Hole Golf Course along with Hospitality
Development on Design, Build, Finance, Operate, Transfer
(DBFOT) Mode*



Venue & Contact us

Date: 14th April 2025

Time: 12:00 PM

Venue: Madhya Pradesh Bhawan, 29 C-D, Jesus & Mary Marg,
Chanakypuri, New Delhi - 110021

Public Private Partnership

Site Overview



Pachmarhi - Queen of the Satpura Range



Site Photo - 1

Land Adjoining Entry Area



Site Photo - 2

Site picture depicting the current landscape



Site Photo - 3

Site picture depicting land adjoining central roads



Site Photo - 4

Well laid - Limited Tree Cover

SITE I - Total Area : Approx. 95 Acres

UNESCO Biosphere
Reserve since May, 2009

Next to Satpura Tiger
Reserve

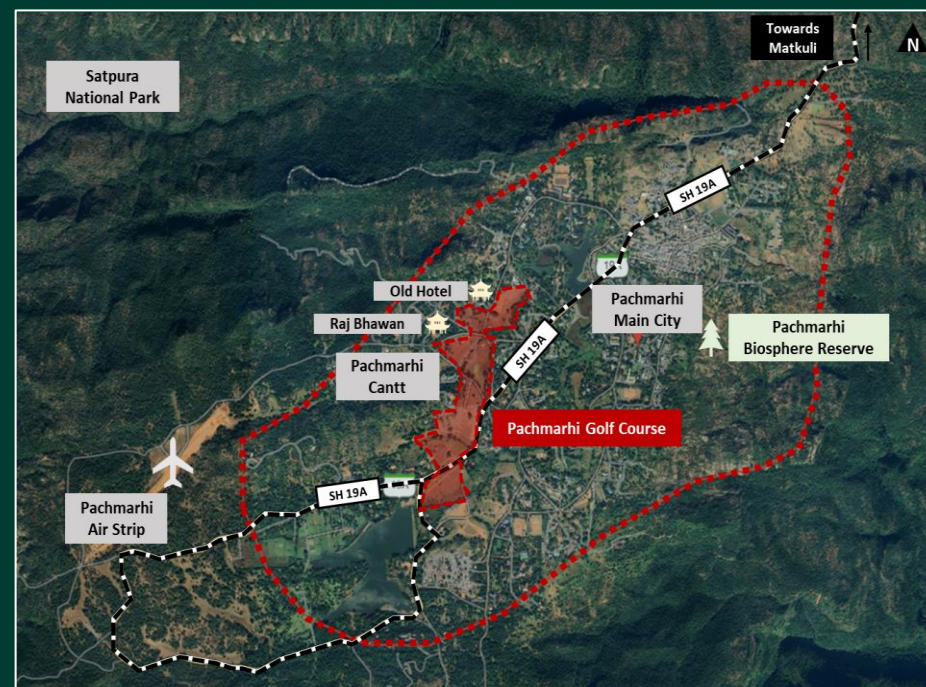
Distance - 200 kms from
Bhopal ~ 4 Hour Drive

Tentative List of UNESCO
World Heritage Site

Historic Monuments &
Rich Tribal Culture

Distance - 260 kms from
Nagpur ~ 6 Hour Drive

SITE I - Golf Course: Approx 95 Acres



Pachmarhi - The only Hill Station in Central India

- ✓ Pachmarhi, the only hill station in Madhya Pradesh and has an existing 9-Hole Golf Course dating back to 1910
- ✓ Pachmarhi has a rich and diverse history spanning thousands of years. It is situated in the Satpura Range, at an elevation of 3,500 feet. The town is surrounded by dense forests, hills, and valleys
- ✓ Potentially, an area of approx. 10-15 acres is planned to be assigned for the development of Temporary Structures such as Tents. Relevant provisions Of Eco Sensitive Zone shall be applicable with necessary approvals; applicable SADA approvals to be acquired as well

Pachmarhi - Queen of the Satpura Range



Site Photo - 1

Entry Area



Site Photo - 2

Site picture depicting the current landscape



Site Photo - 3

Site picture depicting central compound



Site Photo - 4

Well laid - Dining Area

SITE II - Total Area : Approx. 4 Acres

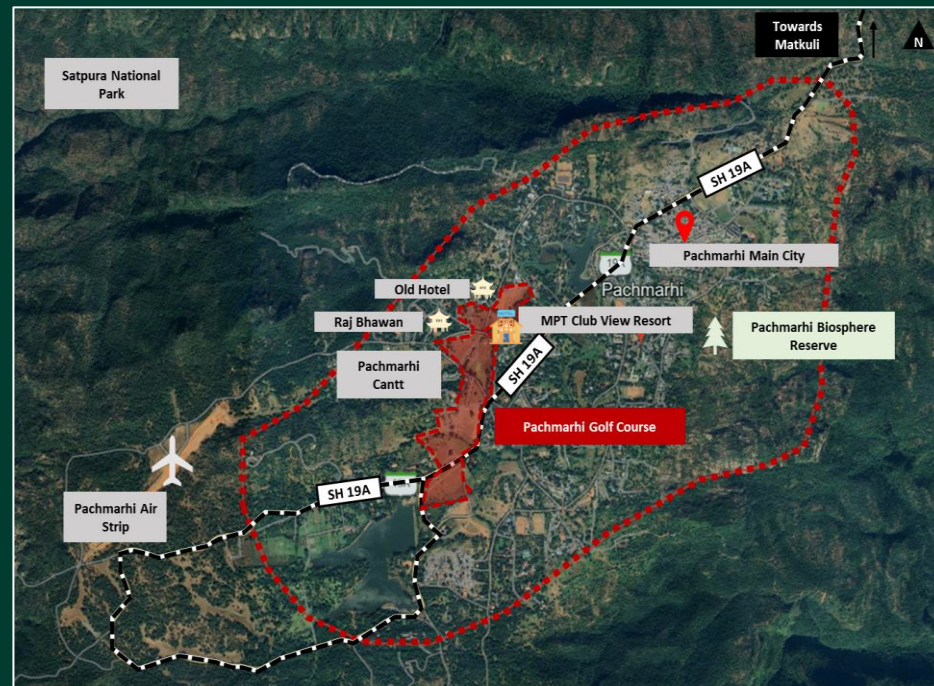
Adjoining Golf Course
Subject Site

Approx 9,000 Sq. Ft. Built
up Area

Functioning 8 Room
Hotel by MPSTDC

Potential Site for Golf
Course Support Facilities

SITE II - Club View: Approx 4 Acres



Pachmarhi – The only Hill Station in Central India



✓ No new construction either horizontal or vertical will be permissible per Applicable Norms



✓ Only Renovation/Reconstruction on the existing plinth area subject to floor area and height restrictions as per the applicable by-laws will be permissible post requisite approvals



✓ Relevant provisions Of Eco Sensitive Zone shall be applicable with necessary approvals; applicable SADA approvals to be acquired as well

Hidden Treasure of Madhya Pradesh



Site Photo – 1

Main Connecting Road for Site Area



Site Photo – 2

Site picture depicting the nearby camps



Site Photo – 3

Site picture depicting landscape



Site Photo – 4

Adventure camps adjoining subject site

SITE III - Total Area : Approx. 26 Acres

Tamia is a picturesque village adj. Pachmarhi

Adventure camping sites operating in proximity

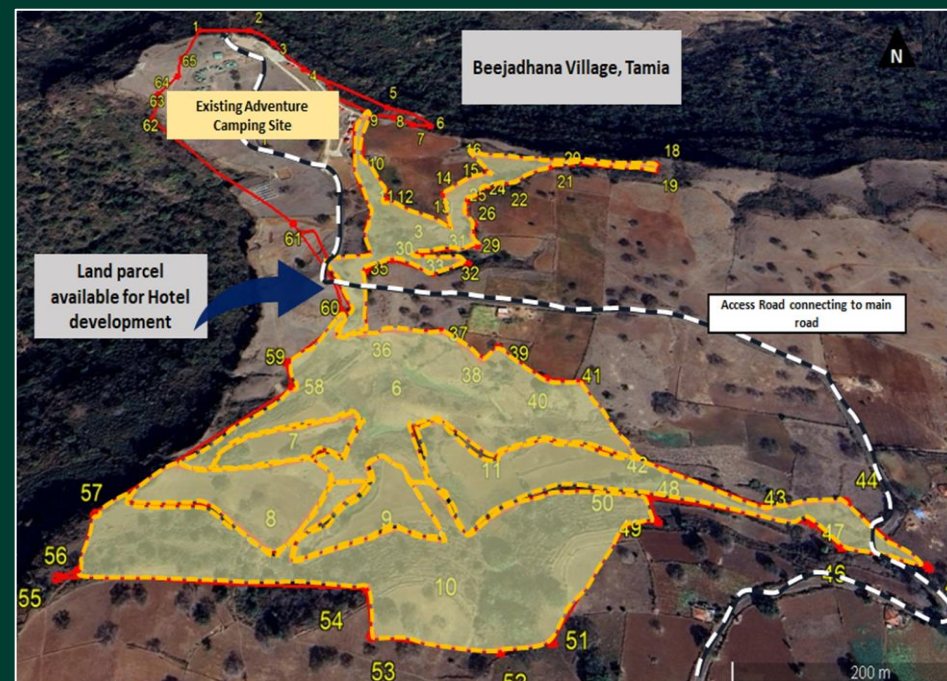
Approx 90 Kms from Golf Course Pachmarhi

Travel time of approx. 120 minutes from Golf Course

Approx 180 Kms from Nagpur City

Approx 215 Kms from Bhopal City

SITE III – Tamia: Approx 26 Acres



Tamia– Picturesque Destination



✓ It is located at an elevation of approx. 3,300 feet above sea level, offering a cool and pleasant climate throughout the year



✓ Camping & trekking is one of the prominent activities and there are budget-category hotels in the village that cater to the demands of the tourists



✓ Approx site area of 26 acres is planned to be assigned for the development of a 5 Star Hospitality project – Due Diligence and Relevant Development & Applicable approvals will be required



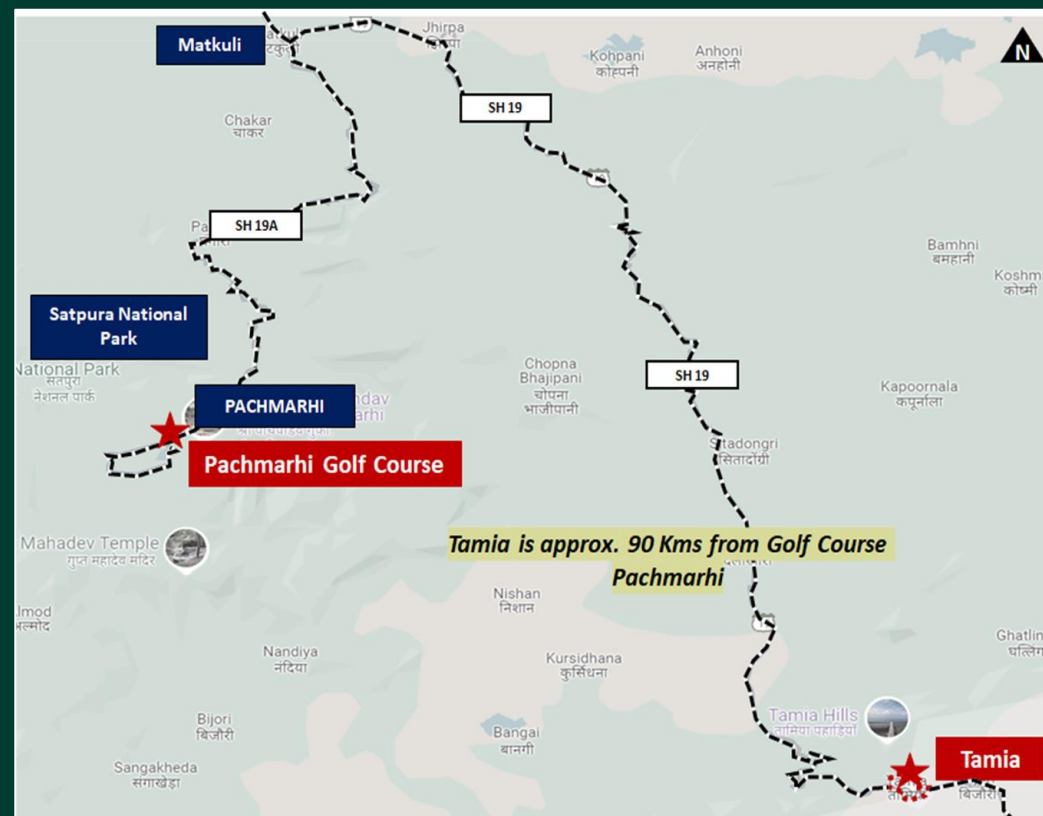
Project Summary

Key Features of the Project

Invitation to Invest in Golf Course & Hospitality Development in Madhya Pradesh

The envisioned scope of work for the Project entails:

- Creating a World Class 18-hole Golf Course development along with ancillary facilities
- Development of a 5-star hotel, eco resort and a banqueting facility
- Financing for development, operation and maintenance of the Project
- Undertake Operation & Maintenance of the Project for the Concession Period and transfer the property on transfer date.
- Adhere to all applicable regional regulations and guidelines



Pachmarhi to Tamia

- ❖ *The envisaged project would offer tourists an opportunity to feel and experience a stay in the rich natural ecosystem of Pachmarhi and Tamia*
- ❖ *It shall also offer a one-of-a-kind golf course to the game's enthusiasts*

Broad Requirements for Qualification

Technical Qualification



A bidder can be an Individual/ Consortium/ Hospitality Operator/ Golf Operator/ Company/ Partnership firm/ other legal entity incorporated/established as per the applicable laws of the country of its origin.

During the last 10 (ten) years from the Bid Due Date, the bidder shall have:

✓ Developed/ Constructed / Operated & Maintained an 18-hole Golf Course

And

✓ Developed and Operated & Maintained /Managed or Operated & Maintained/Managed at least 1 (one) Hotel/Resort having minimum 50 rooms with Project Cost over INR 50 Crores (Excluding Land Value)

✓ The O&M Operators in the Consortium shall be evaluated solely on their Technical Capacity.

✓ All other Members of the Consortium (if any) shall be evaluated on both their Technical and Financial Capacity, including Net Worth and Turnover

Financial Covenants

✓ Average Annual Turnover of at least INR Eighty-Five (85) Crores in atleast 3 of the last five financial years (FY 19-20, FY20-21, FY21-22, FY22-23, 23-24)

✓ The Bidder shall have a Total Net Worth of atleast INR 42.5 Crores as on 31st March 2024

Public Private Partnership



Picture- 1

Panchmarhi Golf Site



Picture- 2

MPT Club View Resort

Other Key Characteristics of the Project

Development, Operation & Maintenance and Management of 18-Hole Golf Course along with Hospitality Development on Design, Build, Finance, Operate, Transfer (DBFOT) Mode

**Implementation Format:
Public Private Partnership
(PPP)**

**Concession Format:
Design-Build-Finance-
Operate-Transfer (DBFOT)**

**Concession Period: 90
years which includes
Three Years for
construction/development**

**Consortium : Maximum 3
members (including the
Lead Member)**

**Construction Period: 36
Months**

Bidding Methodology : One Stage Process

The bidders shall be required to submit their technical and financial bids. The bidders who achieve the minimum qualifying score shall be eligible for Financial Bid opening.

Proposed Models



Proposed Models

Annual Concession Fee

- **Payment:** The selected bidder shall pay the Annual Concession Fee (ACF) to the Authority, **commencing from the year of operation.**
- **Escalation:** The **ACF** shall increase annually at a **compounding rate of 5% per annum.**
- **Bid Parameter:** The bid parameter shall be the **Annual Concession Fee (ACF), subject to a Reserve Price** fixed by the Authority.
- **Selection Criteria:** The bidder **quoting the Highest Annual Concession Fee** shall be selected.
- **Taxation:** The **ACF shall exclude GST and other applicable taxes.** The selected bidder shall pay such taxes in addition to (over and above) the ACF to the Authority.

Annual Concession Fee & Revenue Share

- **Payment: Annual Concession Fee (ACF)** as fixed by the Authority **and Revenue Share payments** which shall **commence from the year of operation onwards.**
- **Escalation:** The **ACF** shall increase annually at a **compounding rate of 5% per annum.**
- **Bid Parameter:** The bid parameter shall be the **Revenue Share Percentage, subject to a reserve percentage** fixed by the Authority
- **Selection Criteria:** The bidder quoting the **Highest Revenue Share Percentage** shall be selected.
- **Taxation: The ACF & Revenue Share shall exclude GST and other applicable taxes.** The selected bidder shall pay such taxes in addition to (over and above) the ACF to the Authority.

Proposed Models

Annual Concession Fee & Delayed Revenue Share

- **Payments:** The selected bidder shall pay the Authority: -
 - ✓ **Annual Concession Fee (ACF)** as fixed by the Authority **from the year of operation onwards.**
 - ✓ **Delayed Revenue Share**, commencing **from the 10th year of the project award.**
- **Escalation:** The ACF shall increase annually at a **compounding rate of 5% per annum.**
- **Bid Parameter:** The bid parameter shall be the **Revenue Share Percentage, subject to a reserve percentage** fixed by the Authority.
- **Selection Criteria:** The bidder quoting the **Highest Revenue Share Percentage** shall be selected.
- **Taxation:** The **ACF & Revenue Share shall exclude GST and other applicable taxes.** The selected bidder shall pay such taxes in addition to (over and above) the ACF to the Authority.

Annual Concession Fee & Upfront Premium

- **Payments:** The Concessionaire shall pay the Authority:
 - ✓ **Annual Concession Fee (ACF)** from the **year of operation onwards.**
 - ✓ **Upfront Premium** as fixed by the Authority, **payable before signing the Concession Agreement.**
- **Bid Parameters:** The bid parameter shall be the **Annual Concession Fee (ACF), subject to a Reserve Price** fixed by the Authority.
- **Selection Criteria:** The bidder **quoting the Highest Annual Concession Fee (ACF)** shall be selected.
- **Taxation:** The **ACF & Upfront Premium shall exclude GST and other applicable taxes.** The selected bidder shall pay such taxes in addition to (over and above) the ACF to the Authority.

Important Dates

MADHYA PRADESH STATE TOURISM DEVELOPMENT CORPORATION LIMITED

DATE: 14th April 2025

TIME: 12:00 PM

VENUE: Madhya Pradesh Bhawan, 29 C-D, Jesus & Mary Marg, Chanakyapuri, New Delhi - 110021

CONTACT US:

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