

**Institute of Hotel Management, Catering
Technology and Applied Nutrition
Mumbai
(IHM)**

Invitation for Express of Interest (EoI) for
Redevelopment of IHM Institute, Hostel facility along
with a Premier Hotel in
Dadar (West), Mumbai



**INSTITUTE OF HOTEL MANAGEMENT CATERING
TECHNOLOGY & APPLIED NUTRITION MUMBAI**

होटल प्रबंधन प्रौद्योगिकी एवं अनुप्रयुक्त पोषक विज्ञान संस्थान, मुंबई

An Autonomous Body under Ministry of Tourism, Government of India

पर्यटन मंत्रालय भारत सरकार के अधीन स्वायत्तशासी निकाय

Veer Savarkar Marg, Dadar West, Mumbai 400028

Contact No: 022-4528-4100



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Notice Inviting Tender



INSTITUTE OF HOTEL MANAGEMENT CATERING TECHNOLOGY & APPLIED NUTRITION MUMBAI

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Veer Savarkar Marg, Dadar West, Mumbai 400028
Contact No: 022-4528-4100



Invitation for Expression of Interest (Eol) for Redevelopment of IHM Institute, Hostel facility along with a Premier Hotel for commercial utilization and providing exposure and experience to the Students of Institute on Public Private Partnership (PPP) Basis

- 1 IHMCT&AN, Mumbai (IHM) was constructed on 3.5 acres of land in Dadar (west) during 1963-66. The institute was opened for operations in 1966. As per a recent study by IIT Bombay, the building is unsafe and requires major structural and non-structural repairs. The Board of the Institute is considering the redevelopment of this Institute on PPP basis wherein the available FSI may be used to develop a Premier Hotel which would not only support the redevelopment of the Institute but also provide exposure and practical hotel experience to its students.
- 2 IHM therefore, invites Expression of Interest (Eol) from reputed Indian and International companies/ consortia with experience in development and operations of minimum 4 Star Hotels and who also provide on the job training / exposure to students of IHM.
- 3 The indicative scope of work, submission and other details are provided in the EOI document, which can be accessed from the website: <https://www.ihmctan.edu/tenders.html>.
- 4 Applications for EOI must be clearly marked “**Expression of Interest for setting up integrated – Redevelopment of IHM**” and be submitted along with relevant documents not later than 3:00 pm on 23/05/2025 (Indian Standard Time) in sealed envelope either by hand or by courier or by registered mail to the address given below.
- 5 The IHM reserves the right to cancel the process without assigning any reasons.
- 6 For any further clarifications, contact:

The Principal
Institute of Hotel Management, Catering Technology and Applied Nutrition
Veer Savarkar Marg,
Dadar (W),
Mumbai-400 028
India.
Email: director@ihmctan.edu
Date: 23/04/2025

The Principal
Institute of Hotel Management, Catering Technology and Applied Nutrition

Invitation for Expression of Interest (EoI) for Redevelopment of IHM Institute, Hostel facility along with a Premier Hotel in Dadar (West), Mumbai

1. Introduction

- 1.1 IHM Mumbai is considering the redevelopment of the Institute on PPP basis wherein the available FSI may be used to develop a Premier Hotel which would not only support the redevelopment of the Institute but also provide exposure and practical experience to its students.
- 1.2 IHM therefore, is inviting Expression of Interest (EoI) from reputed Indian and International companies/consortia with experience in development and operations of minimum 4 Star Hotels, which provide on the job training / exposure to the students of IHM.
- 1.3 The purpose of inviting EoI is to assess the interest among prospective parties for undertaking the proposed project and to understand their broad proposals / expectations / requirements etc.

2. About IHM

- 2.1 The Institute of Hotel Management Catering Technology & Applied Nutrition, Mumbai (IHM), an autonomous body under the Ministry of Tourism, Government of India, the first of its kind in Asia was founded on June 27, 1954 by the All India Women's Central Food Council under the leadership of Smt. Lilavati Munshi who was the wife of the then Union Minister of Agriculture and Food, Mr. KM Munshi, was inaugurated by Mr. Morar Ji Desai, then CM of the "Bombay State".
- 2.2 In 1958 the Three-Year Diploma Program in Hotel Management & Catering Technology was started, which was recognized by the Directorate of Technical Education, Maharashtra State. Keeping pace with the continuing growth, the Institute shifted to its own campus in Dadar built on the land leased by the State Government. It was fondly called '**Dadar Catering College**' in those days and was a landmark in its time.
- 2.3 In 1979 the Central Government took over the total financial responsibility of the Institute. National Council for Hotel Management and Catering Technology (Society) was set up in the year 1982 by Govt. of India as an autonomous body for coordinated growth and development of hospitality management education in the country.
- 2.4 A total of 3.6-acre land at the present location (annexed at the last) was allotted to IHM Mumbai society in 1962 and the construction of present building began in 1963.
- 2.5 This building was designed by Mr. Charles Correa a renowned architect and constructed under his supervision. IHM Mumbai building was ready for operation in the year 1966 and started functioning in the same year.

3. Background of the Project

- 3.1 Since the start of the institute in 1966, no major repairs have taken place in the building hence the building is in a severely dilapidated condition.
- 3.2 To assess the strength of the building, the Institute had engaged services of IIT Bombay and after doing the structural audit, IIT Bombay submitted their report in November 2022 and concluded that the building is in distressed condition and structurally unsafe. The building requires major structural and non-structural repairs for structural safety and stability.
- 3.3 The present infrastructure is only Ground + 3 floors in academic block, Ground + 3 floors for residential block and Ground + 8 floors for Applied Training Centre having scope for further addition because of the present FSI norms for buildings. As per the revised FSI norms, the academic block can be of ground + 17 floors and the accommodation block (i.e. Applied Training Centre and residential quarters and hostel) can be of ground + 19 floors.
- 3.4 The plot has 5 FSI plus applicable fungible FSI which creates a huge potential of development. As of now the Institute is exploiting around 20% of the available FSI and with the expansion also may not require more than 50% of allowable FSI. This leaves huge scope of development for monetization purposes which may allow the development on self-sustainable basis on PPP.

4. Proposed Redevelopment Project

- 4.1 The Institute of Hotel Management (IHM) mandates a minimum area of 50,000 square meters for the construction of its essential facilities, encompassing the academic block, Applied Training Centre, residential quarters, and hostel. Although the institute accommodates flexible design approaches, it strongly favors a contiguous layout for these developments. It is broadly expected that there will be around 40,000 sq m. area available for monetization.
- 4.2 It is worth mentioning here that the area figures are tentative in nature and final figures shall be available once the project is structured properly and put to tender, in case IHM finds it financially viable and receives approval from the competent authority.
- 4.3 The project is proposed to be developed on Design, Build, Finance, Operate and Transfer (DBFOT) basis. The role of the private developer would broadly include the following:
- Planning, designing, financing, developing, and maintaining the mandatory part (the part that is handed over to the IHM free of cost)
 - Planning, designing, financing, developing, operating and maintaining of buildings developed for monetization by the PPP partner for 30 years.
 - Setting-up an integrated project having its waste processing facility and Green environment conservation norms.
 - Providing experience and exposure to the students of IHM.
- 4.4 All the necessary permissions from appropriate authorities for the development and operation of the Project.

5. Eligibility criteria for Submission of EoI

5.1 Type of Entity and Technical Capabilities

This Expression of Interest to bid is open to the following entities or consortium of following entities only:

- a. Companies registered under the Indian Companies Act, 1956/2013;
- b. EoI is invited from private entities that have experience in developing and operating minimum 3 hotels of 4 star or above category of minimum 150 keys.

5.2 Financial Capability

The Applicant should also have a minimum net worth of Rs 200 Cr (Rs Two hundred Crores) as on 31st March, 2025.

6. Submission of Expression of Interest

6.1 The EoI must contain the following information/ documents:

6.1.1 Background of the Parties

- A brief profile of the party(ies) and respective Group including details of key personnel and key strengths of the organisation
- Details of Promoters (with their background)
- Principal areas of business/ operations
- Primary contact person's name, designation, contact details, e-mail id etc.
- Data as called for in Annexure 2

6.1.2 Details of Experience

- Details of experience in Hotel projects as described above in the last 10 years (At least 3 projects of min 150 keys of 4 star or above category), Project Cost (excluding land cost), grant/ assistance provided by the government in setting up the project, location and area of operation, source of funds. (Please provide the details for each processing facility separately)
- Data as called for in Annexure 3

6.1.3 Financial Highlights for latest 3 years

- Data as called for in Annexure 4

6.1.4 Proposal for Proposed Facility

- Broad proposal for setting up the proposed project in not more than 3 pages covering the aspects such as:
 - Role of private partner
 - Number of keys

- Proposed minimum area required for monetization
- Indicative project cost (excluding land) of building, on-site infrastructure development works
- Land area requirements and any comments / feedback on proposed location of the processing facility
- Tentative timeline for development of the facility
- The number of years for which license for operations of hotels should be provided by the government
- Key risks / concerns to be addressed by the IHM
- Expectations / assistance required from IHM
- Any other relevant matter which the party may wish to provide / highlight

6.2 The EoI may be submitted by the interested parties either individually or in consortium (maximum of 2 consortium members). The interested parties should be willing to undertake the project as operators on DBFOT basis and not as mere supplier or contractors.

7. Pre-Application Conference

IHM will organize a pre-application conference to respond to possible queries, if any on 07/05/2025 at 11 a.m. at The Principal's office, IHM, Veer Savarkar Marg, Dadar West, Mumbai 400 028. Interested parties are required to submit their queries before 06/05/2025 to director@ihmctan.edu.

8. Other Considerations

- 8.1 The above invitation of EoI is not intended for pre-qualification of bidders. IHM will call for proposals for qualification / bids separately at subsequent stage. The interested parties may be engaged by IHM for consultation purposes.
- 8.2 IHM reserves the right to withdraw from the process or any part thereof, to accept or reject any/ all EoI(s) at any stage of the process and / or modify the process or any part thereof or to vary any terms without assigning any reasons thereof. The EoI document does not constitute any binding offer or agreement by IHM.
- 8.3 Neither IHM, nor its employees, consultants, advisors accept any liability or responsibility for the accuracy or completeness of, nor make any representation or warranty, express or implied, with respect to the information contained in the EoI, or on which the EoI is based. Nothing in the EoI should be relied on, as a promise or representation as to the future.
- 8.4 The Applicant shall bear all its costs associated with or relating to the preparation and submission of the EoI including but not limited to preparation, copying, postage, delivery fees, expenses associated

with any demonstrations or presentations which may be required by IHM or any other costs incurred in connection with or relating to its EoI.

8.5 Applications for EOI must be clearly marked “**Expression of Interest for setting up the Integrated Redevelopment of IHM**” and be submitted along with relevant documents not later than 3:00 pm on 23/05/2025 (Indian Standard Time) in sealed envelope either by hand or by courier or by registered mail to the address given below.

8.6 The Expression of Interest shall be submitted to the following address:

The Principal
Institute of Hotel Management, Catering Technology and Applied Nutrition
Veer Savarkar Marg,
Dadar (W),
Mumbai-400 028
India.
Email: director@ihmctan.edu

8.7 For any further clarifications you may contact:

The Principal
Institute of Hotel Management, Catering Technology and Applied Nutrition
Veer Savarkar Marg,
Dadar (W),
Mumbai-400 028
India.
Email: director@ihmctan.edu

Date: 23/04/2025

The Principal
Institute of Hotel Management, Catering Technology and Applied Nutrition

Annexure 1. Cover Letter

[Entity applying for the EOI should also enclose a certificate on Letter Head as per format given below:]

EXPRESSION OF INTEREST (EOI) FOR “REDEVELOPMENT OF IHM INSTITUTE, HOSTEL FACILITY ALONG WITH A PREMIER HOTEL IN DADAR (WEST), MUMBAI” CERTIFICATE

I, insert name here, working as insert designation here in insert organization name here and authorized to issue this certificate on behalf of insert name of entity (entities) here certify that:

- a) We have gone through the contents of advertisement and related documents for this EOI and fulfill all the eligibility criteria as per EOI.
- b) All relevant documents are enclosed with our EOI.
- c) The details and contents of our EOI are authenticated and based on actual work carried out by us, as per record.
- d) We understand and agree with all the contents, conditions and requirements of the EOI including the disclaimers of EOI.

Signature of Authorized Signatory

Name:

Designation:

[Please affix Rubber Stamp]

Dated:

Details of the Party(ies) submitting the Expression of Interest

Please provide details of the entity(s) which is/are submitting the Expression of Interest for the Project

Name of the Company/Entity	Legal Status (Company-Public/Private, Partnership, Limited Liability, Sole Proprietorship, etc.)	Country of Incorporation	Date of Establishment of the Entity in MMY format	Principal nature and place of Business	Presence in India (Y/N)	Contact Details of Designated Representative					
						Name	Designation	Address	Phone No.	Fax	Email

Note:

1. Electronic copy of the details of the Party(ies) in the same template as indicated above in MS Excel format should be enclosed along with the EoI in a pen drive
2. Use separate rows (for separate entities) if the EoI is being submitted by a Consortium
3. Parties are also requested to submit the additional details specified in point 6.1.1 of the EoI document.

Experience in Development and operation of 5 stars or above category Hotels, operational in last 10 years

Please provide details of projects that you have completed or are in the stage of operation:

Name of the Project	Description of the project (Location and builtup area)	Public Private Partnership (PPP)/ any other Model used in the project (if applicable)	Date of completion/ commencement of operations of the project (in MMY format)	Scale of the Project (Keys)	Capital cost of the project in Rs. crores	Grant/ assistance provided by the Government in setting-up the Project	Scope of Work	Students being given exposure per year	Any Other Details

Note:

1. Use separate rows for each individual project
2. "Name of the Client/ Public Authority" should include:
 - a. Name(s) of the Client's legal entity(s) for which the work was executed
 - b. Contact Details (including Name, Designation, Address, Phone Number, Fax and Email) of the key Client personnel who was in-charge of monitoring the work done on the project by the private entity providing the Expression of Interest
3. Parties are requested to also provide details of any other experience, if any
4. Electronic copy of the completed project details in the same template as indicated above in MS Excel format should be enclosed along with the EoI in a Pen drive
5. The private entities may at their discretion provide any supporting documents which enhances the clarity of the scope of work for the projects.

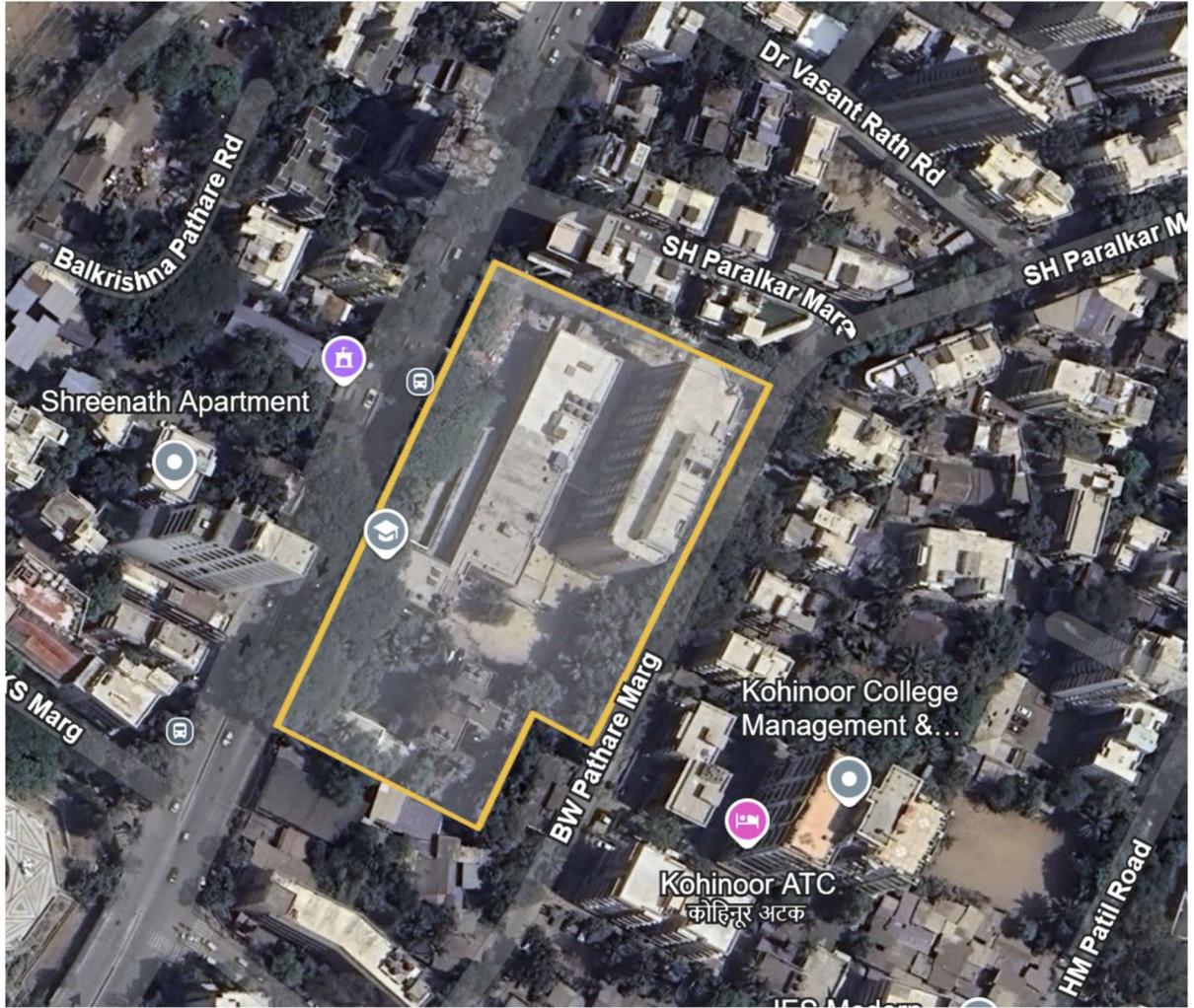
Financial Highlights

Please provide details for the latest 3 financial years (mention in reverse chronological order, i.e., latest financial year as the first row)

Financial period MMDDYY MMDDYY)	year (from to	Turnover in Rs. crores	EBITDA in Rs. crores	PBT in Rs. crores	Net Worth in Rs. crores

Note:

1. Use separate rows for details for each separate financial year
2. EBITDA is Earnings Before Interest Taxes Depreciation and Amortization
3. PBT is Profit Before Tax
4. Net Worth is defined as:
Net Worth = Equity Share Capital + Reserves – Revaluation Reserves – Intangible Assets - Miscellaneous Expenditures to the extent not written off and carry forward losses
5. Enclose audited financial statements and annual reports for the last 3 financial years
6. Electronic copy of the completed financial credentials in the same template as indicated above in MS Excel format should be enclosed along with the EoI in a Pen Drive



Annexure – 5

Map showing Location of Institute of Hotel management and Catering, Dadar, Mumbai