

PPP Seminar cum Investors Meet
Hotel Fortune Landmark, Indore during 24-25 June 2011

Indore Development Authority (IDA) in collaboration with the PPP Cell, Directorate of Institutional Finance & CII, organized a “PPP Seminar cum Investors Meet” during 24-25 June 2011, in Indore. The meeting was to sensitize elected representatives of Indore on 5 PPP projects planned by IDA and disseminate information at the grassroots level by creating a positive image of the city in the eyes of the potential investors. The Meet was inaugurated by the Hon’ble Minister for Commerce & Industries, Government of Madhya Pradesh Shri Kailash Vijayvargiya. The other Hon’ble members who attended the Meet were:

1. Smt. Sumitra Mahajan, Member of Parliament, Indore
2. Sh. Gupta, Member of Legislative Assembly, Indore-1
3. Sh. Krishna Murari Moghe, Mayor, Indore
4. Sh. Prabhat Parashar, Divisional Commissioner, Indore Division
5. Sh. Raghvendra Singh, Collector, Indore
6. Sh. Yogendra Sharma, Municipal Commissioner, Indore
7. Sh. Chandramouli Shukla, Chief Executive Officer(CEO), IDA
8. Sh. Toshniwal, Western Region head, CII
9. Sh. Piyush Mathur, Malwa Region Representative of CII and
10. Representatives of Town & Country Planning, Industries, PWD, and related departments of the State Government.

Initial planning and conceptualisation of projects were initiated during meeting held with PPP Cell officials with CEO, IDA in Indore in April 2010, The PPP Cell offered assistance in drafting the RfP for TA.

Almost 100 investors participated and presentations were made on following topics:

- Growth perspectives of the City: by the Collector, Indore
- Overview of PPP (both conceptual and state-specific): by PPP Cell
- PPP vision of the city: by the CEO, IDA
- Sports City : by PwC
- Medical Hub: by PwC
- Logistics Hub: by E&Y
- Convention Centre : by Deloitte Touche and
- ISBT : by Grant Thornton

The salient features of all the 5 projects were presented by the respective teams of TAs. Potential investors expressed concern over the qualification criteria and revenue stream in the Sports and Medical Hub projects and posed a number of questions on the technical aspects. They also offered a number of suggestions to address the viability of the projects. The Logistics Hub and ISBT projects evoked a number of queries and suggestions from the participants, especially related to enforceability of mandatory use of the facilities. The Convention Centre project, too, was welcomed by the potential investors, though concerns were raised about the accessibility of the site.

A significant interest was evinced by the investors and consultants, who came from all over India and abroad. The 2nd day was kept reserved for project site visits and RfQ pre-bid for the 5 proposed projects.

The 2-Days session was concluded with vote of thanks to the Chair and participants by the Malwa region representative of CII.