



**MAHATMA PHULE RENEWABLE ENERGY &
INFRASTRUCTURE TECHNOLOGY LIMITED**
Subsidiary of MPBCDC (Gov. of MH Undertaking)

INVITATION FOR EXPRESSION OF INTEREST

From The landowner/s for
**The Development of a Global Standard Sustainable Golf Course, Resort &
Residences in South Goa, Goa**

Expression of Interest (EOI) No.:
MAHAPREIT/TP/EOI/03/2025

Issued on: 06/10/2025

Last date and time for EOI submission: 28/10/2025, 3:00 p.m. IST

Time Schedule for EOI

Particulars	Details
EOI No.	MAHAPREIT/TP/EOI/03/2025
Project name	Development of Global Standard Sustainable Golf Course, Resort & Residences in South Goa, Goa
Total Land Required	Minimum 50 acres (preferably more than 100 acres)
Cost of EOI Document (Non-Refundable)	Rs. 5000/- (+18% GST)
Earnest Money Deposit (Refundable in case applicant is found not qualified)	Rs 50,000/ (Fifty thousand) (Lump Sum)
Processing fee for Qualified bidders (Non-Refundable)	Rs. 25,000 (Twenty-Five Thousand) (+18% GST). The processing fee for non-qualified bidders will be refunded to them.
Start Date for downloading the EOI	06/10/2025 at 15.00 Hrs.
Date and Time of online / Offline Prebid Meeting	14/10/2025 at 16.00 Hrs.
Last date of Submission of proposals in response to EOI	28/10/2025 at 15.00 Hrs
Time and date of Opening of EOI	29/10/2025 at 16.00 Hrs.
Email ID for clarification of EOI	cgm.tp@mahapreit.in



MAHATMA PHULE RENEWABLE ENERGY & INFRASTRUCTURE TECHNOLOGY LIMITED

Subsidiary of MPBCDC (Gov. of MH Undertaking)

INVITATION FOR EXPRESSION OF INTEREST from the Land Owners for the Development of a Global Standard Sustainable Golf Course, Resort & Residences in South Goa, Goa

I. Introduction

Mahatma Phule Renewable Energy and Infrastructure Technology Limited (MAHAPREIT), a Subsidiary of Mahatma Phule Backward Class Development Corporation Limited, is a premier Public Sector Undertaking of the Government of Maharashtra. The Urban Planning vertical of MAHAPREIT deals with the preparation of plans for orderly development and the provision of various amenities to improve the quality of life and public health. Creation of well-planned, sustainable, future-ready, large-scale infrastructure projects is the objective of MAHAPREIT.

The "Goa Roadmap for Tourism" is a strategic blueprint for achieving Sustainable Development Goals (SDGs) through tourism, developed by the United Nations World Tourism Organization (UNWTO) as part of India's G20 Presidency (2023), focusing on "Green Tourism" to promote environmentally friendly and sustainable tourism. South Goa is a region with great tourism potential. The region is widely known in India for its immense natural beauty and scenic landscapes. The region is best suitable for the development of infrastructure projects for leisure tourism, which can be run sustainably with planning interventions. MAHAPREIT has been receiving enquiries for undertaking global standard sustainable golf course, resort & residences projects in South Goa, Goa. In this endeavour, MAHAPREIT invites Expression of Interest (EOI) from reputed applicants, i.e. Land Owner/s for the development of a Global Standard Sustainable Golf Course, Resort & Residences in South Goa, Goa (hereinafter referred to as the project).

The project is envisioned as a globally benchmarked Golf Course, Resort & Residences incorporating Tourism, Commercial, Residential, and Institutional components can contribute towards the SDGs. It aims to create a future-ready, sustainable Golf Course & Residences that attracts global Investment, significant employment/creates job opportunities, boosts tourism, in the State of Goa. The project can contribute to "Green Tourism" by actively implementing sustainable practices such as reducing water and energy consumption, minimizing chemical

use, conserving natural habitats, utilising eco-friendly turf management practices and promoting biodiversity to attract Eco-conscious tourists and Golfers by focusing on eco-friendly management. This iconic development is envisioned to boost the state's economy at large.

II. Project Vision

The proposed development will be a Global Standard Sustainable Golf Course, Resort, & Residences that redefine leisure and living in South Goa, Goa, by integrating international design excellence with the natural beauty of the region. The project is envisioned as a globally benchmarked luxury destination, blending Sustainable design with global standard leisure, recreation, and residential experiences.

Key Components of the Project

1. **Designer Golf Course:** A professionally designed Golf Course (18 holes) / Mini Golf course (9 holes) offering a global standard sporting experience.
2. **Luxury Villas & Chalets:** Exclusive (beachfront) Luxury Villas & Chalets with Independent swimming pools and gardens, contemporary architecture, blending privacy with breathtaking vistas.
3. **Rejuvenating Wellness & Spa:** A holistic wellness center offering rejuvenation therapies and spa treatments of global repute.
4. **Gastronomic Experiences:** Multi-cuisine fine dining, featuring global culinary excellence, complemented by vibrant cafés and bars.
5. **Business & Leisure Amenities:** State-of-the-art business centers, fitness hubs, swimming pools, libraries, and event spaces.
6. **Nature & Lifestyle Integration:** Nature trails, sunrise viewpoints, and eco-sensitive landscaping, enhancing the resort's connection with its environment.

III. Strategic Objectives

The project is strategically envisioned to enhance MAHAPREIT's portfolio and deliver substantial long-term value for the Government of Maharashtra by creating new avenues for foreign and domestic Investments, generating recurring revenue streams, and unlocking institutional capital through a future-ready Special Purpose Vehicle (SPV)/partnership structure. At the same time, it will support Goa's positioning as a high-potential hub for tourism and wellness, fostering job creation and increased tax revenues, thereby contributing to the overall GDP growth of the nation through Tourism, Services, and Real estate, while aligning

with MAHAPREIT's objectives.

IV. Planning considerations

It is envisaged that the land owners interested in the project shall have their lands within South Goa, Goa, preferably near major transportation corridors. The land contributed by the private land owners must be situated in a zone as per the sanctioned Development Plan (DP)/Regional Plan (RP), wherein the contemplated project can be implemented. The land uses to be developed in the proposed project shall be permissible activities as per the sanctioned Development Plan/Regional Plan.

The criteria set for the selection of the site are mentioned in **Schedule A**.

V. Project Conception and Mode of Development

1. The landowner/s will have to contribute the land parcel free from all encumbrances for the project.
2. The developer selected for the project shall be responsible for the project execution /implementation as designed by MAHAPREIT.
3. To develop a Global Standard Sustainable Golf Course, Resort & Residences in South Goa, Goa, the Landowner/s (Applicant/s) and the selected developer will form a Special Purpose Vehicle in a joint venture to enter into a Development Management Agreement (DMA).
4. MAHAPREIT will prepare a master plan for the development of the Basic Infrastructure, and/or selling/ Leasing of developed plots, vertical development, etc., obtain all the necessary sanctions/approvals and act as Principal Project Consultant (PPC) for the project under PMU. MAHAPREIT shall be the single point interface of the SPV with all consultants/sub-consultants/agencies to be appointed from conception till successful completion of the project.
5. The net revenues from the project will be distributed amongst the Landowner/s (Applicant/s) and Developer, i.e., the SPV stakeholders, according to the prevailing equity shareholding through a waterfall mechanism or as mutually decided by SPV stakeholders.
6. The detailed terms and conditions for undertaking the development and defining the respective roles of MAHAPREIT, the Landowners (Applicant), and the developer shall be subsequently worked out mutually and defined in the Development Management Agreement to be signed between the Landowners (Applicant) and the

Developer.

VI. Role of MAHAPREIT

MAHAPREIT shall act as the Principal Project Consultant (PPC) and perform the duties for:

- i. Planning and conceptualizing the project
- ii. Conducting feasibility studies
- iii. Preparing and approving Detailed Project Reports (DPRs)
- iv. Initiating the Developer Selection Process through transparent mechanisms
- v. ing mechanisms
- vi. Appointing eligible and qualified Developers for project execution;
- vii. Supervising consultants/sub-consultants/peer review consultants/ contractors/agencies appointed for the project, observing the timelines and quality benchmarks.
- viii. To arrange finance for the project as may be required on additional fees on mutually agreed terms and conditions.

MAHAPREIT will work in consultation with SPV to be formed by the landowners and the developer, and the planning and regulatory bodies concerned for the project approvals and monitoring. SPV shall pay the PPC charges to MAHAPREIT as PPC as may be mutually agreed upon as per a separate agreement. Expenses incurred by MAHAPREIT before the formation of SPV for commissioning of the project shall be part of the fees to be paid to MAHAPREIT as PPC by SPV.

SPV shall pay the consultancy fees separately to the appointed consultants/ sub-consultants, as per the recommendations of MAHAPREIT.

VII. Eligibility Criteria:

A. For land owner

1. **Land Ownership:** Minimum 50 acres of land in South Goa, Goa, with a Clear title. A land parcel of 100 acres a minimum or more (required for developing the Standard 18-hole Golf Course) will be preferred.
2. **Preparedness:** Land parcels with Feasibility Study Report, Master Plan by global and reputed consultants, or pre-obtained land /project-related approvals, etc., shall be given

preferences.

- 3. Legal Entity:** The applicant shall be a company registered under the Companies Act, 2013/LLP firm or an Individual. Details of the legal entity shall be submitted as per **Annexure B**.

B. For Developer

To qualify for selection under this Model, the Developer must satisfy the following eligibility requirements:

1. Financial Capacity

- a) Must furnish proof of funds amounting to at least 30% of the total estimated project cost at the time of executing the Development Management Agreement.
- b) Must have bank sanction or finance approval post project sanction from any National/Scheduled Bank, NBFC, Foreign Direct Investor (FDI), or Private Equity (P.E.) Fund.
- c) To ensure financial discipline and commitment to project execution, the Developer shall be required to deposit 10% of the total estimated project cost as a refundable deposit with the SPV or as directed. This amount shall accrue interest at a rate not exceeding 12% per annum, subject to terms and conditions to be laid down in the Development Management Agreement. The refund of the deposit and accrued interest shall be made upon successful completion of the project and handover of all obligations, including the formation of societies and post-occupancy maintenance period, as stipulated herein.

2. Technical & Execution Experience

- a) The developer must have successfully developed and completed development of at least one project of 50 acres or more land area. The developer shall have prior experience in developing any or all of the following projects:

- Industrial and IT infrastructure
- Commercial and Financial Districts
- Residential Townships

- Institutional & Educational Facilities
 - Recreational & Hospitality Infrastructure
- b) Developer must have executed all of their projects as per the given timeline,
- c) Minimum 10 years of experience as developers
- d) No blacklisted or stalled projects under RERA or any authority database
- e) Must have GDV (Gross Development Value) of at least 2000 crore rupees,
- f) Must have minimum net-worth of 100 crore,
- g) Must have average turnover of rupees 200 crore in last 3 years from real estate development/construction work,
- h) Must have clean financial records and no financial defaults.
- i) Developer must possess modern construction machinery, adequate manpower, including:
- Qualified technical staff;
 - Project management personnel;
 - On-site execution and operational teams.

3. Legal & Compliance Status

- a) Should have no pending disputes or litigations that adversely affect the developer's credibility or capacity to execute the project.
- b) Should not be undergoing or have undergone any bankruptcy, insolvency, or winding-up proceedings under applicable law.

VIII. Submission Requirements

Interested entities must submit the following, along with a cover letter as annexed in **Annexure A:**

- 1. Company Profile:** Leadership, Ownership structure, track record, and expertise.
- 2. Land Details:** Location, title documents, survey records, existing use, and approvals (if any).



3. Concept Note: Vision for the proposed development, showcasing alignment with global best practices.

4. Financial Credentials: Audited financial statements for the last three (3) years.

IX. Key Dates

1. EOI Issue Date: 06/10/2025
2. Pre-EOI Conference Date and Time: on 14/10/2025 at 16.00 Hrs.
3. Pre-EOI Conference Location: Conference Hall, MAHAPREIT head office, 5th Floor, B-502, Pinnacle Corporate Park, BKC Bandra (East), Mumbai 400051
4. Last Date for Submission of Queries: 15/10/2025 at 15.00 Hrs.
5. Clarification of the queries: 17/10/2025
6. Last Date for Application Submission: 28/10/2025 at 15.00 Hrs.
7. Timing and Date of opening of EOI: 29/10/2025 at 16.00 Hrs.

X. Documents to be submitted by the Land Owner/Applicant/Proponent

Shall be as per **Schedule B.**

XI. Corrigenda/Addenda to EOI Document

1. Before the deadline for submitting EOI, MAHAPREIT may update, amend, modify, or supplement the information, assessment or assumptions contained in the EOI Document by issuing corrigenda and addenda. The corrigenda and addenda shall be uploaded by MAHAPREIT at MAHAPREIT's website <https://mahapreit.in/> without any liability or obligation. The Portal may send intimation of such corrigenda/addenda to Applicants who have downloaded the document under their login. However, the Applicants must check the website(s) for any corrigenda/addenda. Any corrigendum or addendum thus issued shall be considered a part of the EOI Document.
2. MAHAPREIT may extend the deadline for the EOI submission by issuing an amendment. In this case, all rights and obligations of MAHAPREIT and the Applicants previously subject to the original deadline shall then be subject to the new deadline for the EOI submission.
3. In case modifications are made by MAHAPREIT, any Applicant who has submitted his EOI in response to the original Invitation shall have the opportunity to either withdraw his EOI or re-submit his EOI superseding the original EOI within the extended time of submission.



XII. Pre-EOI Conference

1. Prospective Applicants interested in participating in this EOI may attend the pre-EOI conference to clarify the conditions of the EOI process at the venue, date and time specified therein.
2. Participation in the pre-EOI conference is restricted to prospective Applicants who have downloaded the EOI Document.
3. The date and time by which the written queries for the pre-EOI must reach the authority and the last date for registration for participation in the pre-EOI conference are also mentioned in the EOI.

XIII. Instructions to Land Owner/Applicant/Proponent

1. Applicant shall study all instructions, forms, terms, requirements and other information in the EOI documents carefully. Submission of the Application shall be deemed to have been done after careful study and examination of the EOI document with full understanding of its implications.
2. Language of Applications: The applications, all correspondence and documents enclosed as part of the proposals shall be in English only.
3. MAHAPREIT shall, at its discretion, extend the deadline for submission of applications by publishing the details on the website where the EOI document was made available.
4. All costs incurred by the Applicant in the preparation and presentation of the application shall be absorbed entirely by the Applicant. All supporting documents submitted by the Applicant in response to this EOI shall become the property of MAHAPREIT.
5. This EOI does not constitute an offer by MAHAPREIT. No commercial quotes shall be submitted along with the EOI. If found any, the proposal shall be rejected.
6. Based on the responses submitted, all the eligible Applicants shall be required to make a presentation of their EOI response to confirm their understanding of the project and MAHAPREIT's requirement.
7. MAHAPREIT's decision on evaluation shall be final and binding on all the Applicants
8. All proposals and accompanying documentation submitted against this EOI, once opened, will become the property of MAHAPREIT and will not be returned

XIV. Right to Reject



MAHAPREIT, at its discretion, reserves the right to select, reject any or all EOI received without assigning any reason whatsoever and shall not, in any manner whatsoever, be accountable or liable for any claims of the Interested Parties or any other third party in that regard, or reject all or any EOI.

XV. Independent Due Diligence:

Each Interested Party should conduct its investigation and analysis and should check the accuracy, adequacy, correctness, and reliability and obtain independent advice from appropriate sources before submission of its EOI.

XVI. No Contract

This is an invitation for EOI. By responding to this EOI and participating in the process as outlined in this document, Project Proponents/ Land Owner expressly understand and agree that no contract of any sort is implied or formed under, or arises from this EOI and that no legal obligations between parties have, or will be, pre-determined. MAHAPREIT will have no obligation to enter into negotiations or a contract with any Proponent as a result of this Expression of Interest.

XVII. Confidentiality

Information provided by the Landowner/s to MAHAPREIT is strictly confidential. Such information shall not be used or disclosed in any way without the prior written approval of MAHAPREIT.

The Proponents shall not make any statement of fact or opinion regarding any aspect of the EOI to the media or any member of the public without the prior written authorization of the Project Director, SIP, MAHAPREIT, MAHAPREIT.

XVIII. Definitions/ Terms

1. Land Owners/ Project Proponent- The Applicant/s participating in the EOI
2. Proposed land/Property – Land owned by the applicant/applicants.

XIX. Submission of EOI

EIO shall be submitted compulsorily through the online portal. The bidder may submit a hard copy of the EOI submitted through the online portal.

- **Instructions to submit hard copy of EOI:** The Bidder shall submit the EOI in ONLY IN HARD BOUND FORM with all pages numbered serially and by giving an index of submissions. The EOI documents shall be sealed in an outer envelope which shall



bear the address of MAHAPREIT Authority and the name and address of the Agency. It shall bear on top the following: **"Do not open, except in the presence of the Authorized Person of the Authority"** If the envelope is not sealed and marked as instructed above, the Authority assumes no responsibility for the misplacement or premature opening of the contents of the Proposal submitted and consequent losses, if any, suffered by the Applicant. The EOI documents must be delivered on or before the specified time and date. Hard copy of EOI shall be submitted to PD (SIP), MAHAPREIT, and EOI documents submitted by fax, telegram, or e-mail will not be entertained.

Submission of EOI

Project Director, SIP
MAHAPREIT
B-701, Pinnacle Corporate Park,
next to Trade Center,
BKC, Bandra (East), Mumbai 400051

Contact Details

CGM (Town Planning)
MAHAPREIT
B-701, Pinnacle Corporate Park,
next to Trade Center,
BKC, Bandra (East), Mumbai 400051

XX. Bid process and modality

1. The EOI will be evaluated based on the qualifying conditions mentioned in this EOI.
2. Cost of EOI document: - The bidder has to pay Rs. 5000/- plus 18% GST as the cost of EOI document through e-payment gateway. (RTGS / NEFT)
3. Earnest Money Deposit (Refundable in case applicant is found not qualified):
Rs. 50,000/ (Fifty thousand) (Lump Sum).
4. Processing fee for Qualified bidders (Non-Refundable): Rs.25,000 (Twenty-Five Thousand). The processing fee for non-qualified bidders will be refunded to them.
5. The Bank details for payment of EOI document cost and Processing fee are as follows:
 - i. Name of Organization: - Mahatma Phule Renewable Energy and Infrastructure Technology Limited.
 - ii. Name of Bank: Bank of Maharashtra
 - iii. Branch: KALANAGAR BANDRA (E)
 - iv. Account No: 60436723381
 - v. IFS Code: MAHB0000164
6. The Bank details for payment of EMD are as follows:



- vi. Name of Organization: - Mahatma Phule Renewable Energy and Infrastructure Technology Limited.
 - vii. Name of Bank: State bank of India
 - viii. Branch: Balard Estate, Fort Mumbai
 - ix. Account No: 42806014198
 - x. IFS Code: SBIN0009995
7. The offer without cost of EOI document, earnest money deposit, and processing fee shall not be considered for evaluation & shall be outrightly rejected.

Schedule A

Expression of Interest is sought from the land owners (Individual/ Association/ Companies) having right, title and interest in respect of contiguous land for the development of the project within South Goa, Goa, possessing the following site selection criteria-

1. The proposed land shall be at least 50 acres with a shape and slope conducive to 9-hole Golf Course development. For an 18-hole Golf Course, a minimum of 100 acres of land is preferred.
 2. The land owner shall be a legal entity, either a registered company under the Companies Act 2013 or an LLP or an Association. In the case of an individual, he/she should be the sole owner of the entire land parcel.
 3. The land parcel shall be situated either in the urbanizable zone or any other zone wherein the proposed activities are permitted without compromising the potential of the land parcel.
 4. The proposed land shall be contiguous and preferably be located at one location
 5. The proposed land shall have an access road as required by the Goa Land Development and Building Construction Regulations, as amended from time to time and shall be close to a regional transportation corridor.
 6. The proposed land shall lie in a developable zone of the Development Plan/Regional Plan
 7. The proposed land shall possess a clear title and shall be free from any encumbrances/litigations, etc.
 8. The proposed land shall not be highly productive/ fertile/double-cropping pattern
 9. The proposed land shall be developable and not to be located within the command areas of irrigation/eco-sensitive zones/ buffer and similar other protected areas.
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Schedule B

1. Map showing the location of the said property (1:1,000 and 1:10,000 scale)
 2. Applicable Land use to the Survey numbers of the property
 3. 7/12 extracts of the Survey numbers of the property
 4. Sale Deeds/ PR card of the property along with the title search report.
 5. Title Certificate by the Advocate showing the status of the land
 6. Taluka Inspector Land Record (TILR)/ District Inspector Land Record (DILR)
maps showing all the Survey numbers, their boundaries and adjoining Survey
numbers of the property
 7. Map showing the approach roads to the property and its width as per the sanctioned
DP/RP
 8. Relevant documents if the property is affected by the DP/RP reservation
 9. Relevant documents if the land is affected by any protected area
 10. A copy of the sanctioned DP/RP indicating the location of the land parcel for the proposed
project
-

Annexure A: COVER LETTER

(ON LETTER HEAD IN CASE OF ASSOCIATION/ COMPANY)

To,
The Project Director (SIP)
MAHAPREIT
B-701, Pinnacle Corporate Park, next to Trade
Centre, BKC, Bandra (East),
Mumbai 400051

Ref: EOI Reference No.: _____

Subject: Submission of Proposal in Response to the Expression of Interest (EOI) invited for development of a Global Standard Sustainable Golf Course, Resort & Residences in South Goa, Goa.

Dear Sir,

Having examined the EOI document and understood its objectives, we, the undersigned, hereby submit our application in response to your EOI Notification No. _____ for the Development of a Global Standard Sustainable Golf Course, Resort & Residences in the South Goa, Goa.

We have reviewed and accepted the provisions of the EOI document and confirm that we shall comply with all the terms and conditions specified therein. We further declare that any additional conditions, variations, or deviations, if proposed, shall not take effect unless agreed upon by MAHAPREIT.

1. We agree to abide by this application, consisting of this letter, the detailed response to the EOI, and all supporting documents and annexures.
2. We declare that we are not involved in any litigation that may affect or compromise our ability to deliver the project under the terms of this EOI and are not under a declaration of ineligibility for corrupt or fraudulent practices.
3. We declare that there is no conflict of interest in providing the services required for



this project

4. We hereby declare that all information and statements made in this proposal are true, complete, and correct, and we understand that any misrepresentation may lead to disqualification.
5. We acknowledge that MAHAPREIT is not bound to shortlist or accept any or all proposals received in response to this EOI.

We are enthusiastic about the opportunity to collaborate with MAHAPREIT in creating a global standard, eco-conscious luxury destination that will drive tourism growth, generate substantial employment/ create job opportunities. contribute to regional GDP, and create long-term wealth for all stakeholders. including MAHAPREIT.

We thank you for considering our application and look forward to the possibility of working together on this iconic project.

Yours Sincerely

(Signature of Authorized Signatory)

[Name & Designation]

[Name of the Applicant Entity]

[Address]

[Contact Details]

[Seal/Stamp]

Encl.:

- 1. Company Profile:** Leadership. Ownership structure, track record, and expertise.
- 2. Land Details:** Location, title documents, survey records, existing use, and approvals (if any).
- 3. Concept Note:** Vision for the proposed development, showcasing alignment with global best practices.
- 4. Financial Credentials:** Audited financial statements for the last three (3) years

ANNEXURE B: DETAIL OF INTERESTED BIDDER

S.No.	Particulars	Details
1	Basic Information	
a)	Name of Land Owner/association/company	
b)	Country of incorporation	
c)	Address	
d)	Date of incorporation and/or commencement of Business	
e)	Ownership details	1. 2.
f)	List of current directors/partners	
2	Brief description of the Association/ Company, including details of its main lines of business	
3	Details of individual (s) who will serve as the point of contact/communication within the firm: (a) Name (b) Designation (c) Address (d) Telephone Number (e) E-Mail Address	
4	Particulars of the Authorized Signatory of the Applicant: (a) Name (b) Designation (c) Address (d) Telephone Number (e) E-Mail Address	

Note:

1. In case of Company, Memorandum and Articles of Association/Company Brochures to be attached. In case of a Partnership Firm partnership deed should be attached.
2. The resolution of the company/ LLP for authorizing the signature should be submitted.