



Bengal Srei Infrastructure Development Ltd.

A Joint Venture between Srei & WBIDC



SERVICE PROFILE

CONTENTS

Section I

THE COMPANY

Section II

CREDENTIALS

Major Project Advisory Services

Water Supply / Sewerage & Drainage / Solid Waste Management

City Development / Slum Development

Power

Transportation

Tourism

Industrial Parks / SEZ / Clusters

Major Transaction Advisory Services

Major Capacity Building Services

Major Project Management Services

Major Project Management Services

Section III

RESOURCES



Section I:

THE COMPANY

INTRODUCTION

Bengal Srei Infrastructure Development Ltd. is a Joint Venture company between **Srei** and **West Bengal Industrial Development Corporation Ltd.** - Srei – 51% : WBIDC – 49%

The main objectives of Bengal Srei are to:

- ❖ *Assist in creation, expansion & modernisation of infrastructure facilities*
- ❖ *Advise on Project conceptualization, identification, market research, feasibility studies and appraisals*
- ❖ *Advise on Project Structuring, resource mobilization, partnering/collaborations/JVs, and due diligence*
- ❖ *Design, develop, build, operate, maintain, and manage infrastructure projects*
- ❖ *Render other advisory services related to infrastructure*

MISSION

An infrastructure development company in the joint sector providing innovative solutions in the creation, expansion and modernisation of infrastructure facilities

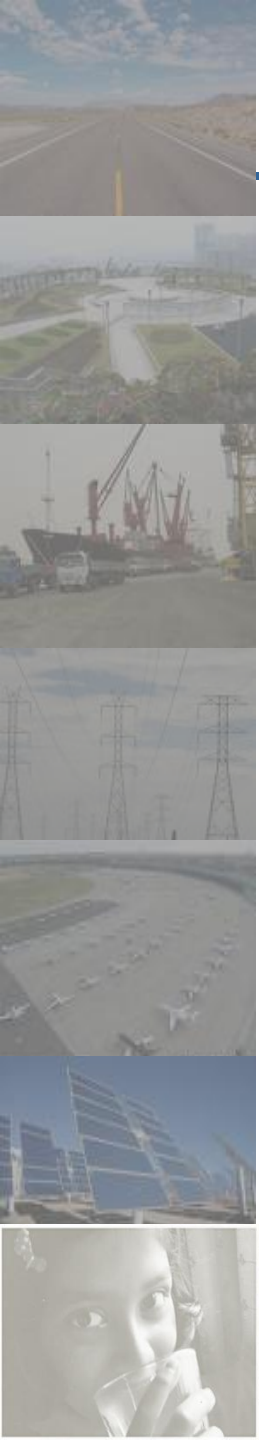
VISION

To be the most inspiring partner of choice in catalyzing the development of infrastructure in West Bengal and other states.

NATURE OF SERVICES

A Holistic Infrastructure Advisory Service provider from Conceptualisation to Commissioning of infrastructure projects.

- *Project Advisory*
- *Policy Advisory*
- *Capacity Building*
- *Project Management*



OUR PARENTAGE

SREI

Bengal Srei is a part of the renowned **Srei Group** which is a **Holistic Infrastructure Institution** and one of the **leading Non- Banking Finance Companies (NBFC)** in **India** engaged in financing, services and development. **Srei** is the first Indian Infrastructure Financing Institution to be listed on the **London Stock Exchange (LSE)**. The Major Institutional Stake Holders of Srei are International Finance Corporation (IFC), Washington (World Bank Group), KfW & DEG Germany (Financial Institutions Owned by the Government of Germany), FMO (Financial Institution owned by the Government of Netherlands) , BIO (Financial Institution owned by the Government of Belgium and FINFUND (Financial Institution owned by the Government of Finland).

The Company has recently entered into a strategic alliance with BNP Paribas Lease Group, a subsidiary of BNP Paribas of France for equipment financing business.

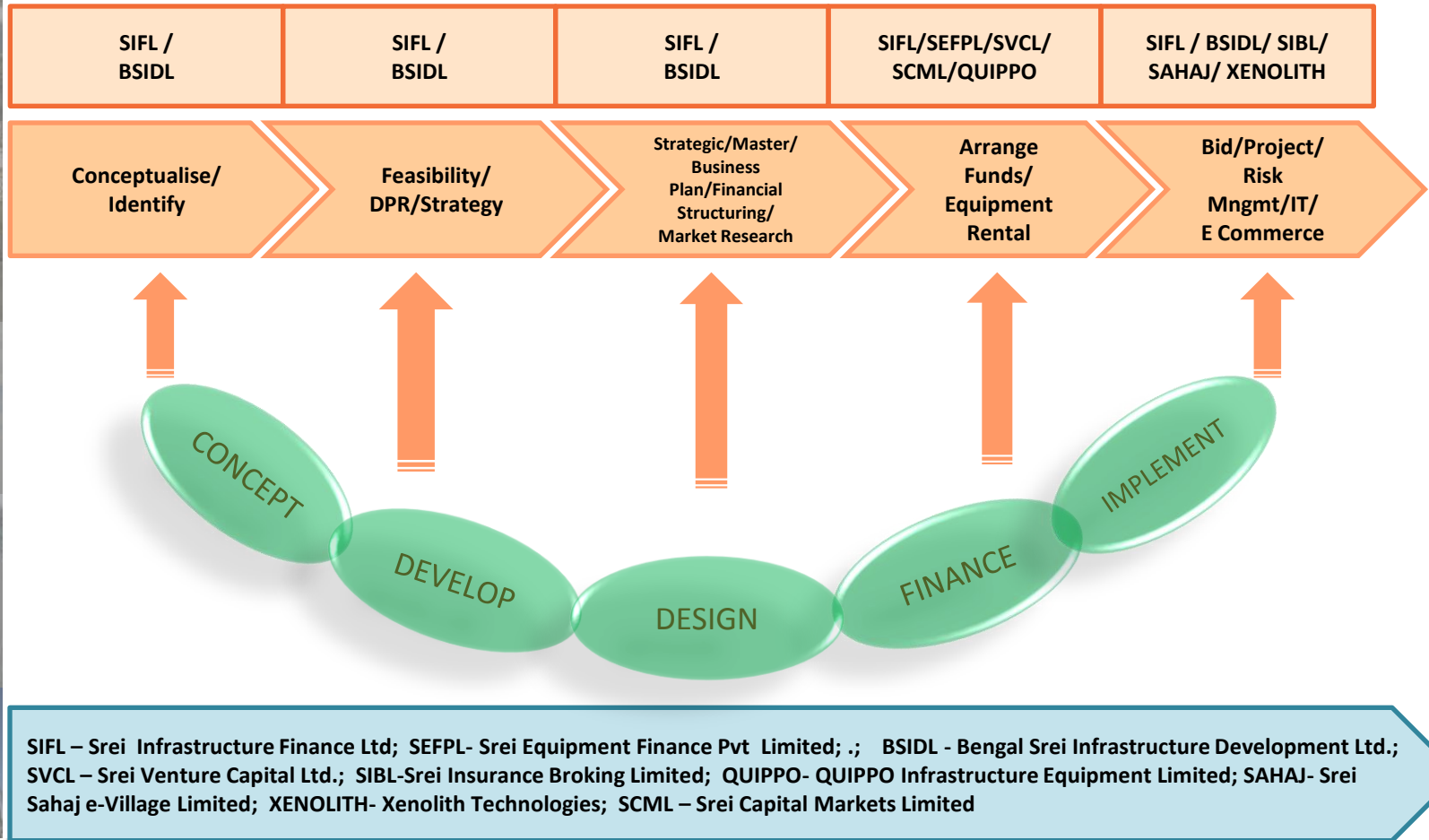
Asset base of Srei is more than **Rs. 13,265 crores**.

Srei has built a unique business model which revolves around the principle business of financing backed up by a bouquet of other advisory services that includes project advisory services in areas such as project conceptualization, preparation of **Detailed Project Reports, Financial Structuring, Merchant Banking Services Project Management Services in implementation of major infrastructure projects.**



OUR PARENTAGE (Contd...)

The Srei group's value chain is presented in the following diagram:



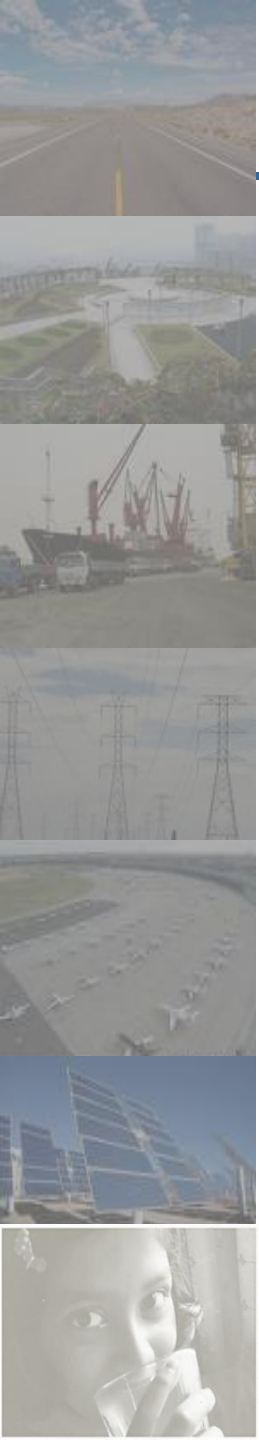
OUR PARENTAGE (Contd...)

WBIDC

WBIDC, formed in 1967, is the premier agency of the Commerce and Industries Department, Government of West Bengal and is responsible for the development, growth, facilitation and trouble shooting for industry, investment and infrastructure in West Bengal, apart from its role as a financial institution for large and medium scale sectors. The Corporation has been actively engaged in catalyzing investment through promotion/marketing of West Bengal as an investment destination and assisting in the implementation of projects through its 'Single Window Facility' called the 'State Investment Facilitation Centre' (SIFC).

The core area of activities of the WBIDC are:

- ❖ *Financing medium & large scale industries through various loan schemes;*
- ❖ *Providing escort services and facilitation of investment proposals through single-window agency 'Shilpa Bandhu' or State Investment Facilitation Centre (SIFC);*
- ❖ *Promotion of joint sector and assisted sector units in important industry segments;*
- ❖ *Developments of business, trade and industrial links with domestic as well as foreign institutions and companies;*
- ❖ *Conceptualization of new projects as well as assistance to entrepreneurs towards implementation and follow-up;*
- ❖ *Management and operation of the State Incentive Schemes as a nodal agency of the State Government;*
- ❖ *Promoting/Facilitating the Development and Management of Industrial Infrastructure such as industry specific parks.*
- ❖ *Dissemination of information related to prospects of industries in the State*

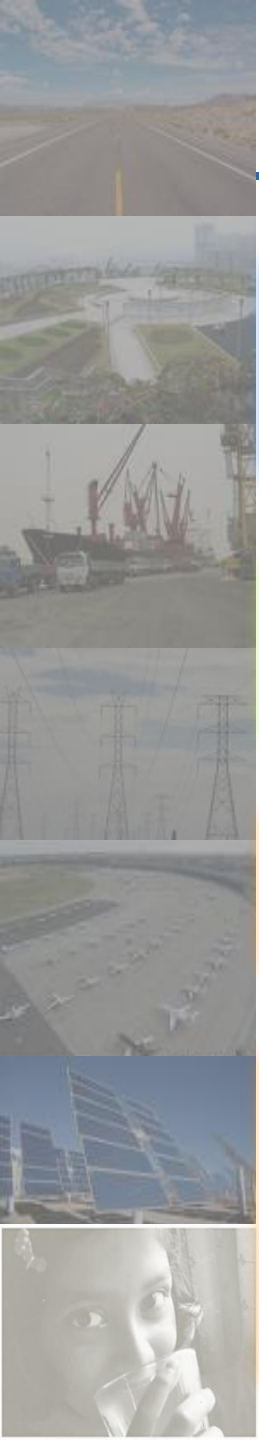


OUR PRIDE

Bengal Integrated Auto Industrial Park Pvt. Ltd. (BIAIPPL) is a Project SPV formed as a joint venture between **Bengal Srei Infrastructure Development Limited** and **West Bengal Industrial Infrastructure Development Corporation** for developing an **Integrated Auto Industrial Park** at Guptamoni region in Kharagpur.

BIAIPPL will arrange to provide all relevant infrastructures (including social infrastructure) required for automobile, auto component and related industries from across the world to set up their units in the Park.

A portion of the park is also designated as SEZ to attract export oriented units in the manufacturing of auto parts and auto components.



OUR DIRECTORS & CEO

Dr. Ratiranjan Mandal - *PhD, Ex Advisor Planning Commission and CEO-Infrastructure Advisory- Srei Infrastructure Finance Ltd*

Mr. Surendra Prasad Yadav – *IFS, Executive Director, WBIDC*

Mr. Subrata Ghosh – *Fellow of the Institute of Chartered Accountants Of India and Management Consultant.*

Mr. A. K. Mahapatra – *MA (Econ), LLB, MBA(IIMC), Ex Chairman & Managing Director, West Bengal Consultancy Organisation Ltd. CEO, Bengal Srei Infrastructure Development Ltd. Head, Infrastructure Advisory Division (ER), SIFL**

OUR FOCUS AREAS

BSIDL has a focused approach to infrastructure development. Engaging **BSIDL** is thus a partnering process rather than a one-off association. Our Consultants with their global experience and knowledge of local conditions are organized on a business model that is capable of offering integrated solutions starting from project identification, formulation of strategy, identification of business process improvements, development of detailed design and financial structuring, through to implementation assistance. The prime areas of interest showing the sectors and services where it operates is shown below:

Service Areas

Project Advisory

Policy Advisory

Capacity Building &
Financial Restructuring

Project Management

Conceptualisation / Detailed Project Reports / Marketing / Financial
Structuring / Financing

City & District Development Plan / Infrastructure Perspective Plan /
Sector Reforms / Public Private Partnerships

Strategic & Business Planning / Financial Policy & Systems / MIS /
Business & Financial Restructuring / Resource Mobilisation /
Corporate & Operational Strategy / Organisational Development &
Training

Bid Management / Monitoring / Project Implementation support

SECTORS

Transportation
Road / Ports / Water ways

Urban
Infrastructure

MSME /
Tourism
Leisure

Industrial /
Agricultural
Infrastructure

Energy
Power /
Mining



Section II :

CREDENTIALS

Water Supply

Name of Project / Assignment	Client	Project Cost (Rs. In lacs)
Preparation of DPR for 15 MGD Water Supply Scheme for Asansol Municipal Corporation	KMDA	8982
Preparation of DPR for 3 MGD Water Supply Scheme for Baruipur Municipality (JNNURM)	KMDA	980
Preparation of DPR for 15 MGD Water Supply Scheme for Barrackpore & North Barrackpore Municipalities	KMDA	12966
Preparation of DPR for 30 MGD Water Supply Scheme at Dhapa (JNNURM)	KMC	21555
Preparation of DPR for Tallah-Palta Water Supply Scheme	KMC	38654
Preparation of DPR for 24*7 Water Supply system for Bhadreswar municipality	KMDA	7775
Preparation of DPR for 24*7 Water Supply system for Bhatpara municipality	KMDA	7462

Sewerage & Drainage

Name of Project / Assignment	Client	Project Cost (Rs. In lacs)
Preparation of DPR for Sewerage Scheme of Bhatpara Municipal Area	KMDA	22852
Preparation of DPR for Storm Water Drainage Project in Budge Budge Municipal Area	KMDA	4063
Preparation of DPR for development of Sewerage system for Chapra and Mokama	BRJP/ SIFL	N.A
Preparation of DPR for development of Storm Water Drainage System for Garulia Municipality	KMDA	Ongoing
Preparation of DPR for development of Storm Water Drainage System for Hooghly-Chinsurah Municipality	KMDA	3881
Preparation of DPR for development of Storm Water Drainage System for Chandernagore Municipal Corporation	KMDA	6189
Preparation of DPR for development of Storm Water Drainage System for Budge Budge Municipality	KMDA	4063
Preparation of DPR for Storm Water Drainage Project in the following towns in Arunachal Pradesh: 1) Deomali, 2) Jairampur, & 3) Khonsa	UD & HD, Govt. of AP /SIFL	2398 1129 1669

Solid Waste Management

Name of Project / Assignment	Client	Project Cost (Rs. In lacs)
Preparation of DPRs for development of Solid Waste Management Programme under 13 Municipal Towns within Kolkata Metropolitan Area	KMDA	11196
Preparation of DPRs for development of Solid Waste Management System for the following towns in Arunachal Pradesh 1) Changlang, 2) Jairampur, 3) Roing	UD & HD, Govt. of AP /SIFL	761 815 361

City Development Plan / Slum Development

Name of Project / Assignment	Client	Project Cost (Rs. In lacs)
Preparation of DPR for Chetla Housing Project, in Kolkata	KMDA	824
Preparation of DPR for Slum Development in Chandannagore Municipal Corporation Area	KMDA	4429
Preparation of DPR for Slum Development in Bhatpara Municipality (Phase – I)	KMDA	1791
Preparation of DPR for Slum Development in Uluberia Municipality	KMDA	3835
Preparation of DPR for Slum Development in Rajpur - Sonarpur Municipality	KMDA	4445
Preparation of DPR for Slum Development in Bhatpara Municipality Area (Phase – II)	KMDA	6955
Preparation of DPR for Slum Development in Kanchrapara Municipality (Phase – II)	KMDA	1076
Preparation of City Development Plan for Gangtok, Sikkim	UD&HD Govt. of Sikkim/ SIFL	NA
Preparation of District Development Plan for the following towns in Arunachal Pradesh 1) Khonsa, 2) Deomali, 3) Changlang & 4) Jairampur	UD & HD Govt. of Arunachal Pradesh /SIFL	NA

Power

Name of the Project / Assignment	Client	Project Cost (Rs. In lacs)
Financial Assessment and revaluation of Power Distribution Network for Maharashtra State Electricity Distribution Co. Ltd.	MSEDCL/SIFL	N.A
Techno-Economic Feasibility Report for 2x660 MW coal based Thermal Power Plant at Motihari, Bihar	IPCL / SIFL	728000
Preparation of Report for Survey among HT industrial Consumers in Durgapur & Asansol Areas in West Bengal	IPCL	N.A

Transportation

Name of the Project / Assignment	Client	Project Cost (Rs. In lacs)
Preparation of DPR for Rail Over Bridge at Santragachi connecting Andul Road & Kona Expressway	Kolkata Metropolitan Development Authority (KMDA)	460
Preparation of DPRs for Bridges over the following rivers in Sunderban areas of West Bengal • Chunakhali • Bali • Piyali	Sunderban Development Authority / SIFL	1847 2575 720
Preparation of DPR for development of Internal Roads in the town of Khonsa in Arunachal Pradesh	UD & HD Govt. of Arunachal Pradesh / SIFL	582

Tourism

Name of Project / Assignment	Client	Project Cost (Rs. In lacs)
Concept Plan for Development of Tourism around Ajodhya Hills, Purulia	Directorate of Tourism, Govt. of West Bengal	500
Preparation of Master Plan, DPR and rendering PMC for Development of Tourism at Maithon in Jharkhand	Department of Tourism, Govt. of Jharkhand/SFL	In progress
Preparation of Master Plan, DPR and rendering PMC for Development of Tourism at Topchachi Lake in Jharkhand	Department of Tourism, Gov. of Jharkhand/SIFL	In Progress
Preparation of DPR for Development of World War II Heritage Site at Jairampur, Arunachal Pradesh into a Tourism Spot	Govt. of Arunachal Pradesh/SIFL	434
Preparation of DPR for proposed Eco-Habitat at Good Hope Tea Estate at Jalpaiguri	Diana Tea	In Progress

Transaction Advisory

Name of the Project/ Assignment	Client	Project Cost (Rs. In lacs)
Development of IT Park at Guwahati	Assam Electronics Development Corporation Ltd. - AMTRON (A Govt. of Assam undertaking) /SIFL	120000
Project Development & Bid Process Management for development of the various properties located the following areas in West Bengal: • Gangasagar in Sunderbans • Bishnupur in Bankura • Kaikhali in Sunderbans • Mecheda in Purba Medinipur	West Bengal Tourism Development Corporation (WBTDCC)	2000
Project Development & Bid Process Management for development of the various properties located the following areas in West Bengal: • Kunjanagar in Jalpaiguri • Behrampur in Murshidabad • Morgan House in Kalimpong	WBTDCC	In Progress

Industrial Parks / SEZ / Cluster

Name of the Project / Assignment	Client	Project Cost (Rs. In lacs)
Detailed Project Report (DPR) for the Development of a Plasto Steel Industrial Park at Barjora in the District of Bankura, West Bengal	West Bengal Industrial Development Corporation Ltd.	1239
Consultancy services for the evaluation of DPRs received for setting up Jute Parks under the Mini Mission IV	Ministry of Textiles/SIFL	10000
DPR for the proposed Auto Industrial Park & SEZ in Guptamani, West Bengal	Bengal Integrated Auto Industrial Park Pvt. Ltd.	300000
Project Report and Advisory Assistance for IT SEZ in Asansol	Bengal Shristi Infrastructure Development Ltd.	27600
DPR for Integrated Industrial Hub at Fatapukur, Dist. Jalpaiguri, West Bengal	Kanchan Janga Integrated Infrastructure Development Pvt. Ltd.	46600

Policy Advisory Services

Name of Project / Assignment	Client
Strategic Study and Policy formulation for manufacturing & sale of Country Liquor in the State of Bihar	Bihar State Beverages Corporation Ltd.
Carrying out Survey among HT industrial Consumers in Durgapur & Asansol Areas in West Bengal & Dhanbad in Jharkhand to assist in developing the policy for distribution of power in additional areas.	IPCL
Preparation of Standard Operating Procedure (SOP) for Loans & Advances to be disbursed by West Bengal Industrial Development Corporation Ltd. (WBIDC)	WBIDC
Preparation of a guide book titled "Doing Business in west Bengal" for facilitating the promotion of Industrial investment in West Bengal.	WBIDC

Capacity Building & Financial Restructuring

Name of the Project / Assignment	Client	Project Cost (Rs. In lacs)
Bond Issue of Kolkata Municipal Corporation including Financial Structuring, Credit enhancement Mechanism & placing the issue through Book Building Mechanism	KMC	5000(Value of the bonds)
Valuation of all Fixed Assets of Kolkata Municipal Corporation & preparation of comprehensive Asset Register	KMC	690800(Value of the Assets)
Valuation of all Fixed Assets of Guwahati Municipal Corporation, Capacity Building & institutional Strengthening, Financial Restructuring, conversion from Single Entry to Double Entry System, Computerization etc	Guwahati Municipal Corporation/SIFL	84820(Value of the Assets)
Financial Restructuring and Fixed Asset Revaluation of Haldia Development Authority	Haldia Development Authority	64205 (Value of the Assets)
Consultancy for Disposal of Fixed Assets on behalf of West Bengal Industrial Development Corporation (WBIDC)	WBIDC	
Valuation of all assets of the Distribution Company (MSEDCL) of the Maharashtra State Electricity Board	MSEDCL/SIFL	4483348 (Value of the Assets)
Term Loan Syndication including Financial Structuring, Credit enhancement Mechanism	Grid Corporation of Orissa Limited/SIFL	60000

Project Management Services

Name of the Project / Assignment	Client	Project Cost (Rs. In lacs)
Project Consultancy Services for setting up Jute Parks in the following locations • Saktigarh in West Bengal • Purneswar in Bihar • Dibrugarh in Assam • Murshidabad in West Bengal	National Jute Board, Govt. of India	In Progress
Commercial evaluation and negotiation for selection of EPC for 3x135 MW TPP plant at Haldia	IPCL / SIFL	
Project Management Services for Development of Tourist Lodges in following locations in West Bengal • Bakkhali Tourist Lodge in Sunderban • Sajnekhali Tourist Lodge in Sunderban • Murti Tented accomodation in Jalpaiguri • Udyachal Tourist Lodge in Kolkata • Darjeeling and Kurseong Tourist Lodge in Jalpaiguri	WBTDC	2500



Section III:

RESOURCES

Our Resources

BSIDL has a team of reputed consultants, associates and advisors with diverse skill sets and with wide experience of assignments in the infrastructure sector. In addition, our database of advisory resources available on call and at short notice and the in-house cross-functional advisory skill sets that can be resourced from other Srei Group companies make it possible for us to be available for advisory assignments within the minimum response time.

An illustrative skills matrix of some of our key resources is shown in the table below:

Name	Years of Exp.	Qualification	Capacity Building	Financial Analysis	Technical Analysis	Bid Management	Economic Analysis	P M C	Project Development	Project Planning	Org. Dev & Training
Dr. Ratiranjana Mandal	37	Ph D, M.Tech	✓		✓				✓		✓
A.K Mahapatra	37	M.A (Eco.), M.B.A.,LLB	✓	✓	✓	✓	✓	✓	✓		✓
Subrata Ghosh	37	CA	✓	✓	✓	✓	✓	✓	✓		✓
Sandip Nandi Majumdar	30	BE			✓	✓		✓	✓	✓	
Padmanabhan Nair	29	M.Sc., M.B.A	✓						✓	✓	✓
T. R. Rao	27	BE. M Plan, PG Dip. In Const. Mgmt.			✓	✓		✓	✓	✓	
Rakesh Kaul	24	B.E			✓	✓		✓	✓	✓	
Praveen Mithra	19	B.E, MBA		✓	✓	✓					
Monica Pal Bharti	18	B.Sc, MBA		✓		✓			✓		
Nitin Mahajan	16	B.Sc, MBA		✓	✓	✓		✓	✓		
Joydeep Chakraborty	13	CA, MBA	✓	✓		✓			✓		
Shomdip Ghosh	8	CA , CFA		✓		✓					
Siddhartha Kapoor	9	CA , CS		✓		✓					
Somdutta Dey	2	M. Sc, M.Planning			✓	✓				✓	



Thank You

Bengal Srei Infrastructure Development Limited

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