



1st Global Tourism Investors' Summit

17 - 19 May 2023 | Pragati Maidan, New Delhi

gtis.tourism.in

Session 3: Investable Projects and Public Private Partnership

Chintan Shivr

28th March 2023

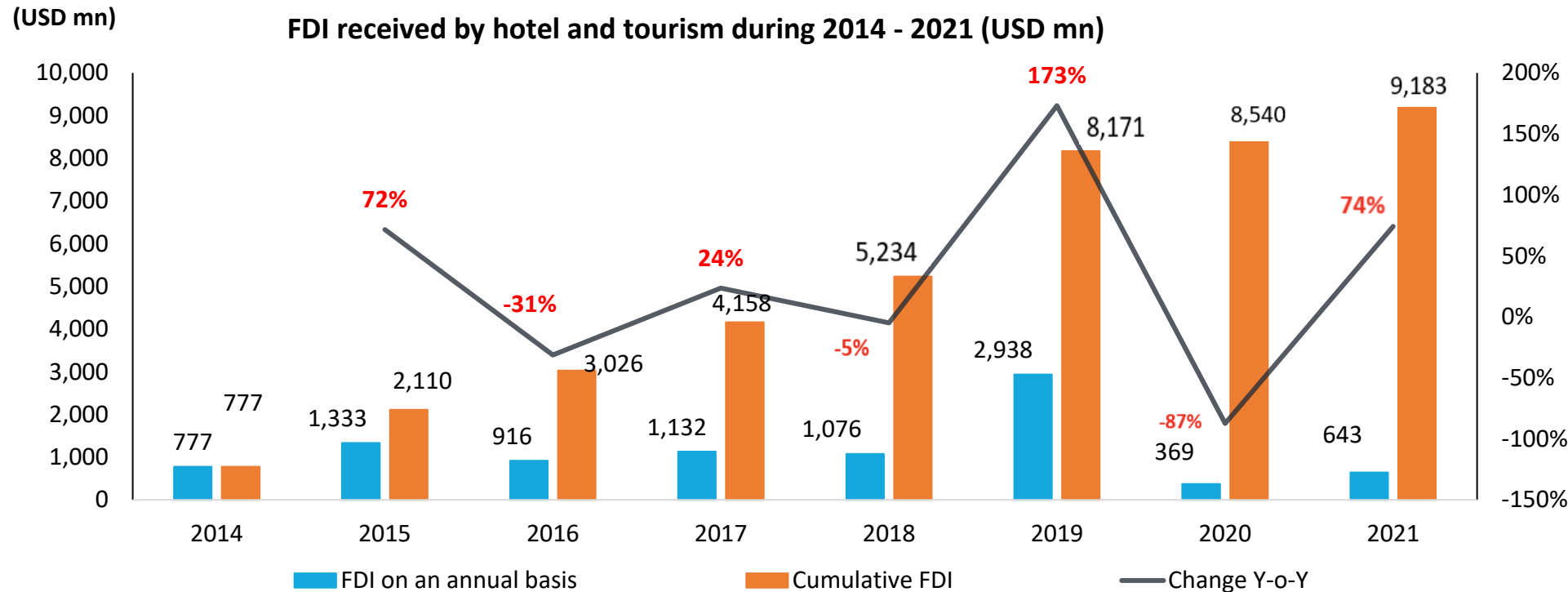
Global Overview: Tourism FDI Major Sub-Sectors

- **2232 FDI projects** announced, involving capital investments of **USD 178 Bn** (2017 – 2021)
- **Hotels & Accommodation** sector is the largest recipient with **59% FDI share**

S.No.	Sub-sector	Global Tourism FDI Projects by Sub-sector (2019-21)		
		2019	2020	2021
1	Hotels & Tourism	522	172	115
2	Software & IT services (Travel Tech)	84	44	61
3	Leisure & Entertainment	75	31	14
4	Real Estate (Rental and Leasing)	8	4	13
5	Others	9	4	15

India Overview: FDI received by the hotel and tourism sector

- FDI worth **\$7.2 Bn** received by hotel and tourism sector (2000– 2014)
- FDI worth **\$9.2 Bn** received by hotel and tourism sector (2014 – 2022)



Tourism Projects – Categories



100% Government Funded Projects



Public Private Partnerships (Investable Projects)



Private Projects



Investable Projects Summary

341 Total Projects



254 Investable Projects

87 Destination Development Projects

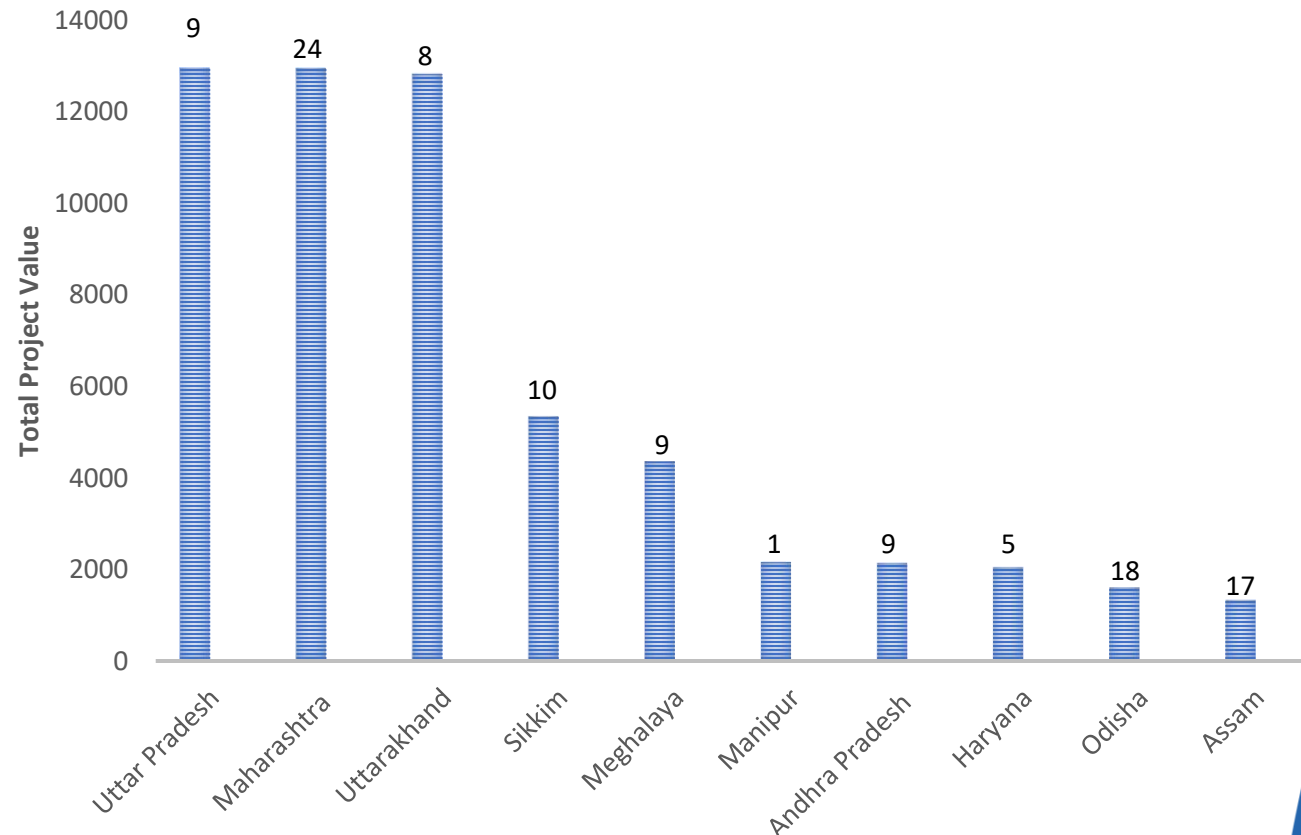


26 States/Uts








Total investment potential of
Rs. 63,144 Cr. (USD 7.6 Bn)

TOP 10 STATES
TOTAL PROJECT VALUE (INR CR) & NUMBER OF PROJECTS



Destination Profiles (1/2)

Destination Profiles: Top 5 Profiles have an investment potential of Rs. 20,460 Cr.

	Destination Profile Name	Project Cost (INR Cr)	State
	Buddhist Tourism Circuit sites	5,000	Uttar Pradesh
	Bundelkhand Tourism Circuit sites	5,000	Uttar Pradesh
	Development of 5 Stars and 4 Stars Hotels/Resorts/Adventure Sports Activities across Uttarakhand State etc.	5,000	Uttarakhand
	Ropeway Development	3,300	Uttarakhand
	Mega Eco-Tourism Project	2,160	Manipur



Destination Profiles (2/2)

Buddhist Tourism Circuit Destination Development Plan Details:

Project Name	Destination Development of Buddhist Tourism Circuit sites
Project Brief	Government of Uttar Pradesh has identified several important Buddhist tourism sites where Tourism department has land for development of infrastructure and amenities.
Project Description	Overall destination development of Buddhist Tourism Sites in terms of tourism infrastructure, amenities, accommodation projects and other leisure and cultural projects
Total Project Cost	Rs 5000 Crore
Project Requirement	Mixture of EPC and PPP Projects
Project Start Date	June 2023
Estimated Date of Completion	June 2024
Project Sites	Kapilvastu, Sarnath, Sankissa, Kaushambi, Kushinagar



Investable Opportunities by Sub-Sectors (1/3)

341 projects have been classified into the following sub-sectors:

	Hotels & Accommodation	Rs. 12,683 cr. (165 projects)
	Tourism (Leisure, Adventure)	Rs. 8,241 cr. (47 projects)
	Eco Tourism (Coastal + Eco)	Rs. 4,622 (30 projects)
	Connectivity	Rs. 9,632 cr. (24 projects)
	Restaurant	Rs. 17 cr. (11 projects)
	MICE/Convention Centre	Rs. 2,880 cr. (5 projects)
	Others	Rs. 26,068 cr. (59 projects)

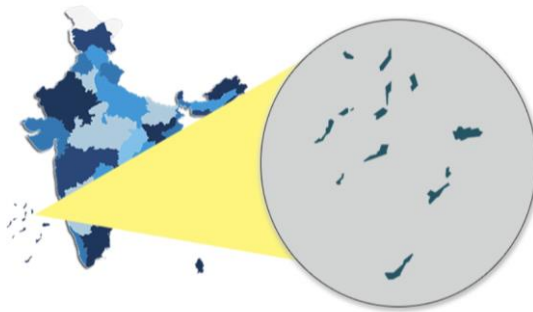


Investable Opportunities by Sub-Sectors (2/3)

Eco Tourism (Coastal / Eco)

Eco Tourism Resort

Greenfield



State
Lakshadweep

District
Lakshadweep

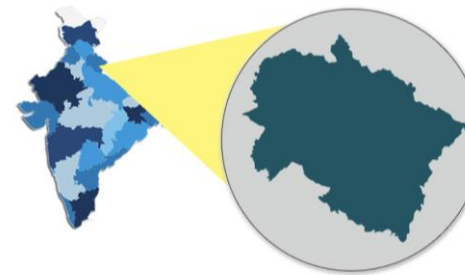
City
Minicoy

Project Cost: INR 319 Cr (USD 39 Mn)

MICE / Convention Centre / Resorts

Tourism and Wellness Hub

Greenfield



State
Uttarakhand

District
Dehradun

City
Rishikesh

Project Cost: INR 1500 Cr (USD 180 Mn)

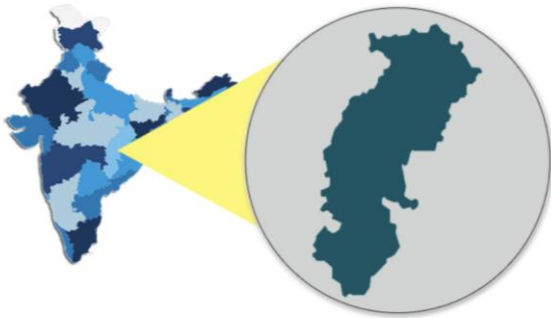


Investable Opportunities by Sub-Sectors (3/3)

Connectivity

Ropeway project

Greenfield



State
Chhattisgarh

District
Surajpur

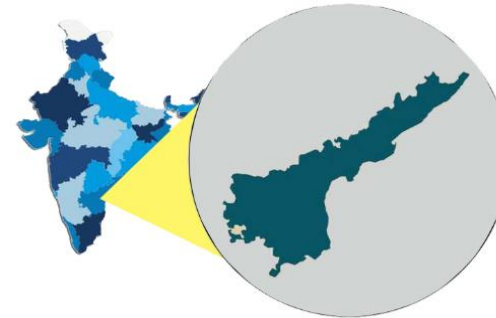
City
Kudargarh

Project Cost: INR 30 Cr (USD 3 Mn)

Restaurant

Floating Restaurants and House Boats

Greenfield



State
Andhra Pradesh

District
NTR, East Godavari,
West Godavari,
Konasema

Project Cost: INR 20 Cr (USD 2 Mn)



Stages of Investable Projects

Stage 1: Conceptualization

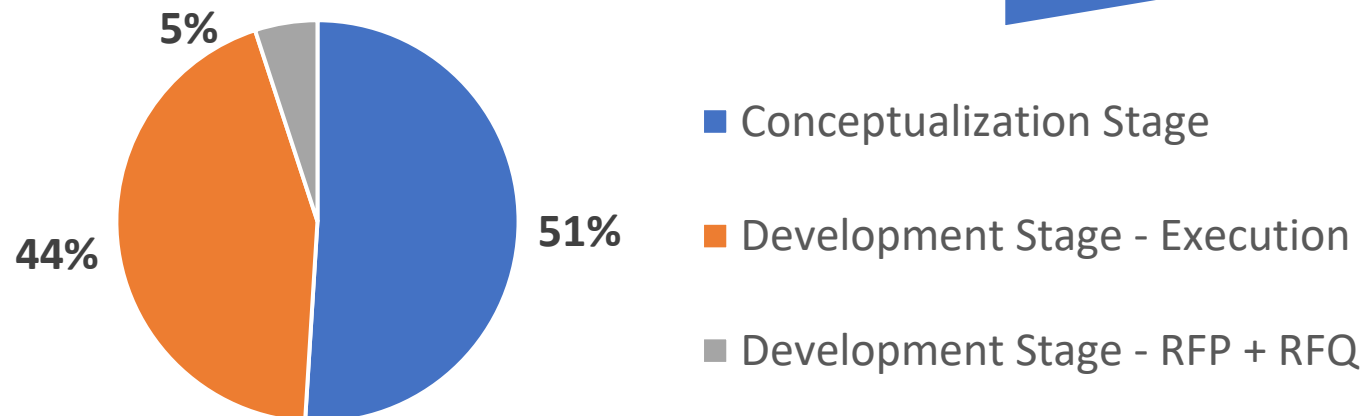
- The project is still in the planning stage.
- 173 Projects (50%)

Stage 2: Development Stage: Execution

- Planning is complete, the DPR is yet to be prepared.
- 150 Projects (45%)

Stage 3: Development Stage: RFP + RFQ

- Planning is complete and the DPR is prepared. RFQ is awaiting approval.
- 18 Projects (5%)



Developing a Robust Investable Project (1/2)

Common Gaps, Missing Information in Investable Project Data, and Suggested Solutions:

Total Project Cost (Missing)

Example: Upgradation of a Resort in North India has missing project costs

Solution: *Every project should provide a minimum threshold base value.*

Project Start Date & Estimated Date of Completion (Missing)

Example: Development of tourist lodge in East India has no Start or Estimated Completion Date

Solution: *Every project should provide dates or have estimates for project development timeline*

Large Consolidated Projects (Destination Development)

Example: Development of 4-Star and 5-Star Resorts across a state in North India

Solution: *Destination Development projects should provide data of individual projects as well*



Developing a Robust Investable Project (2/2)

Project Name	Tourism Facilitation Centre, Ayodhya
Total Project Cost	Rs 185 Crore
Project Requirement	PPP Mode (DBFOT)
Project Start Date	June 2023
Estimated Date of Completion	June 2026
Project Brief	Government of Uttar Pradesh has identified 12 acres of land for development of Tourism facilitation Centre at Ayodhya to provide modern tourism infrastructure and amenities for Tourists visiting Ayodhya
Contact Person Name	R Rawat (Deputy Director)
Contact Person Email	ttd.upt@gmail.com
Contact Person Phone Number	9839329128



Swadesh Darshan Projects (1/2)

Eco-Tourism Project - Tehri, Uttarakhand

Asia's largest manmade lake and fourth-highest dam in the world



Amount Sanctioned: ₹ 69.17 Crore in Sept 2015



Project Status: Project Physically Completed



Outcomes:

Approx 450 jobs created for O&M (O&M awarded on PPP)



Increase in the annual footfall by 1.26 Lakh since 2015



15 new homestays registered post project in the region



Swadesh Darshan Projects (2/2)

Golf Course Project - Thenzawl, Mizoram

18-hole Golf Course, 30 Log Huts and Convention Centre Facility



Amount Sanctioned: ₹ 92.26 Crore in Dec 2015



Project Status: Project Physically Completed



Outcomes:

34 jobs created for O&M (O&M awarded on PPP)



12,900 footfalls for 3 months (Dec 2020 to Mar 2021)








Log huts attracted tariff of **INR 4000-5000/- per night**



Best practices for attracting investments

It is advised to have the following in place during project tendering:

-  Dedicated investor **relationship management** team
-  Wide **market outreach** campaign
-  Quick **concern redressal**
-  **Development and design flexibility** in alignment with market interests
-  Visible and effective **administrative support**



GTIS Website Investable Projects Snippet

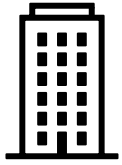
Andhra Pradesh

Snippet From gtis.tourism.in

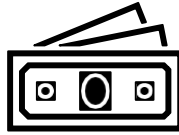
S. No.	Project Name	Total Project Cost (in INR Cr)	State	District	Project Stage	Download
1	Floating Restaurants and House Boats	INR 20Cr	Andhra Pradesh	NTR, East Godavari, West Godavari, Konasema	Under Conceptualization	 Download
2	Caravan Tourism	INR 10Cr	Andhra Pradesh	Tirupathi, Vizag, Kadapa, ASR District	Under Conceptualization	 Download
3	Development of 250 Acr Land Parcel At Nagarjuna sagar	INR 200Cr	Andhra Pradesh	Palnadu	Under Conceptualization	 Download
4	Eco Retreats (Glamping/Camping)	INR 10Cr	Andhra Pradesh		Under Development	 Download
5	Destination Development - Borra Caves	INR 100Cr	Andhra Pradesh	ASR Dist	Under Development	 Download
6	Destination Development - Belum Caves	INR 100Cr	Andhra Pradesh	Nandyal	Under Development	 Download



Investment Facilitation Case Study



Hotel Developer



Investment
USD 24 Mn



Employment
200

Issue
Delay in
obtaining
required licenses
(Nov 2017)



Facilitation
Officials at MoT
and DIPP were
made aware of
the issue
(Jan 2018)



Outcome:
Clarification
letter issued
resolving case
(May 2018)



80-key Hotel in North India



Key Takeaways

- ✓ States to Review Investable Projects and Destination Profiles Data to ensure sufficient data is shared for GTIS 2023
- ✓ Investable Project data should be collated with the investor in mind
- ✓ Detailed information of projects along with easier access to information for investors will lead to faster and smoother grounding of investment
- ✓ Industry Development Investment Promotion (IDIP) Division at Ministry of Tourism to help guide in case of any questions



Thank you

For Investment related query
idip.tourism@gov.in

 **INVEST INDIA.GOV.IN**