

SKI RESORT IN MANANG PROJECT

SALIENT FEATURES

SN	FEATURES	CHARACTERISTICS
GENERAL		
1	Name of Project	Ski Resort in Manang Project
2	Sector	Tourism and Sports
3	Type	Luxury Ski Resort

PROJECT LOCATION

1	Province	Gandaki Province
2	Project Location	Manang (Location Map) Altitude: 3,519 metres

PROJECT COMPONENT/TECHNOLOGY

1	Luxury Resort	A four-season resort operating and focusing on activities for all year round and for varying age group to address the issues of ski resorts having high dependency on seasonal guests. Development of 40-bed luxury resort divided into mountain hotel and 10 luxury club lodges. The mountain hotel would be well equipped with: assortment of rooms ranging from luxury suites and premium suites, multi- cuisine restaurant, state of the art meeting rooms and banquet halls, health club including heated pools, spa, and sauna, and international standard and personalized service and amenities. Private lodge are exclusive retreats. The rooms are designed to ensure provide private and customized hospitality services and provide an exceptional experience in the lap of the Himalayas.
---	---------------	--

SN	FEATURES	CHARACTERISTICS
2	Ski tow system (Ski Club)	The ski club would offer various ski tow related services to provide recreational services to the visitors: chairlift (4), magic carpet (2), outdoor winter and summer terrace, slopes for all level of skiers, daily/weekly locket rental, mountain biking rental services, hiking trail, restaurant, and shuttle service.
3	Snow making system	As the snowfall in the Manang area is seasonal, a snow-making system would be installed to attract tourists year-round.
4	Hiking and Trekking trail	Annapurna circuit is one of the most popular treks which comprises of some of the world's highest peaks of above 8,000m elevation and the Kali Gandaki valley attracting tourists from all over the world and capturing 60% of the total trekkers in Nepal. Upper Manang is a part of the Annapurna circuit. The trekking trail at the Upper Manang region offer various services such as tea house, local restaurants, local lodges and basic amenities. These services could be upgraded.

MARKET ASSESSMENT

1	Demand	According to recent statistics, the number of tourists visiting Nepal for trekking and mountaineering reached 75,217. The exotic Himalayan range of Nepal attracts thousands of tourists every year with admiration for the picturesque beauty of Nepal and for the zeal of adventure tourism. However, at present, only limited number of tourist products and services are available. Creating an avenue where both the elements of scenic beauty and adventure tourism such as skiing, trekking and hiking are present could draw tourists to Nepal.
2	Supply	Currently, there are limited options for adventure tourists to experience and explore the challenging terrain of Nepal at the comfort of a luxury resort. There are limited hotel choices around the area with minimal amenities available. To retain tourists for a longer stay and to explore the option of adventure tourism through ski resort which will be first in Nepal would contribute towards the development of tourism in Nepal.
3	Opportunity	Nepal is blessed with majestic Himalayas which are yet unexplored and underutilized. Developing a luxury ski resort in Manang would help to attract tourists with an interest to explore the challenging terrain of Nepal along with a comfortable and luxurious stay at the scenic haven. Development of such project would help Nepal tap into the high-end tourism market and would also contribute in the overall development of the area.

SN	FEATURES	CHARACTERISTICS
DEVELOPMENT MODALITY		
1	Development modality	Public Private Partnership
2	Role of the Government of Nepal	<ul style="list-style-type: none"> ■ Provision of government land, land acquisition, facilitation and project security ■ Facilitating legal approvals/permits ■ Review & monitoring
3	Role of the Private Sector	<ul style="list-style-type: none"> ■ Plan, design, build, finance and operate the facilities during the Concession Period ■ Collection of revenues from the project during the Concession Period ■ Handover to the Government after the Concession Period
4	Development Period	<ul style="list-style-type: none"> a. Pre- Construction Period: 1 year b. Financial Closure: 1 year c. Construction Period: 3 years d. Concession Period: 30 years

INDICATIVE FINANCIALS

1	Total Project Cost (including Interest During Construction & land acquisition)	~ USD 100 million
---	--	-------------------

PROJECT STATUS

The Office of the Investment Board (OIBN) is commissioning a study to evaluate the feasibility of setting up a Ski Resort in Manang. It is currently evaluating the Request for Proposals (RFPs) received from short-listed companies which had submitted Expression of Interests

(EOI) letters to conduct feasibility studies for the development and operation of the Ski Resort Project. The companies include: ERMV Pvt. Ltd., Ernst & Young LLP, ILF Consulting Engineers Austria GmbH, KPMG Advisory Services Pvt. Ltd. and Full Bright Consultancy Pvt. Ltd.

APPLICATION PROCEDURE

PRE-QUALIFYING CRITERIA FOR THIS PROJECT

- 1) At least five years' experience of developing and managing projects related to tourism infrastructure in Public Private Partnership (PPP) models.
- 2) Net worth equivalent to at least USD 30 million at the time of making the application/proposal.

APPLICATION PROCEDURE

1. The developer/ investor who meet the above pre-qualifying criteria can make the application for this project.
2. Application may be made by a single entity or a group of entities (Consortium or JV) comprising up to three different companies/ parties, including a Lead member, coming together to implement the project.
3. A consortium/JV may fulfil the pre-qualifying criteria in a joint/cumulative manner, except for the number of years of work experience.
4. A fee of NRs 10,000 shall be payable for each application made (with application to one project counting as a single application).
5. The fee must be paid to OIBN (to the OIBN office or a dedicated desk at the Nepal Investment Summit), or by electronic transfer to the following bank account of OIBN:

Office Code: 301003502

Office Name: Office of the Investment Board

Revenue Heading: 14229

Bank Name: Everest Bank Ltd.

Swift Code: EVBLNPKA

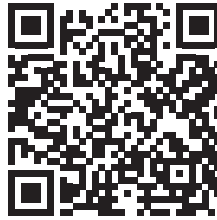
Please use 'Company name_Project name' as the reference code for the payment made in the case of an online payment.

6. After payment of the fee is made, the OIBN shall assign an engagement manager and may provide additional documents or information relevant to the project (if available).
7. Applicants should submit the detailed proposal with all required documents by 20th April 2019. Applications shall be submitted in physical copies to the OIBN or emailed to projects@ibn.gov.np.
8. The Government of Nepal (OIBN or relevant government agency at the relevant level of government) shall review the proposal and ask additional information if required.
9. The Government of Nepal shall decide on your application by 31st May 2019.

DETAILED PROPOSAL CHECKLIST

1. Detailed profile of the developers/ investors, including profile of senior management team, annual report and audited financial statements for at least past three years (2015, 2016 & 2017), and consortium agreement or JV agreement or Memorandum of Understanding in the case of consortiums or JV.
2. Project concept, plan, and information on financial, economic, technical and environmental feasibility.
3. Method of project implementation, project development modality and work schedule
4. Business plan with basic financial statements
5. Financial arrangement and source of investment
6. Socio-economic contribution to Nepal
7. Expected support from GoN
8. Other relevant information, if any

APPLY NOW



CONTACT DETAILS



Office of the Investment Board

ICC Complex, New Baneshwor

Kathmandu, Nepal

Phone: 977-1-4475277,977-1-4475278

Fax: 977-1-4475281

Email: projects@ibn.gov.np