



ITCOT Consultancy and Services Ltd.

(formerly Industrial and Technical Consultancy Organisation of Tamilnadu Limited)
Joint Venture of SIDBI, IFCI, SIPCOT, THIC, SIDCO & Banks

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TECHNO ECONOMIC FEASIBILITY REPORT (TEFR) ON STAR HOTEL PROJECTS

ITCOT brings you the seventh edition of the report with 274 pages of useful information on trends in tourism, procedure for star classification, government policy and incentives, sources of finance, statutory approvals, trends in hotel industry, demand assessment, technical requirements, project cost and profitability, typical site and floor plans, etc. with separate 17 financial statements each for 2 Star, 3 Star, and 5 Star hotel projects.

Star Hotel Projects are eligible for 100% Tax Deduction Under Section 35-AD of IT Act

The coverage of the report is as follows:

COVERAGE OF THE REPORT

Tourism in India

- Importance of Tourism
- International Tourist Arrivals
- World's Top Tourism Destinations
- Top Ten Tourism Spenders
- Foreign Tourist Arrivals in India
- Tourist Arrivals by Nationality
- FTA by 15 Top Source Countries
- Season-Wise Arrival of Tourists
- Tourist Arrival by Purpose of Visit
- Arrivals by Mode of Travel
- Foreign Exchange Earnings from Tourism
- Economic Impact
- Key Components of Travel & Tourism
- World Ranking
- Travel & Tourism Competitiveness Index
- Domestic Tourism
- Tourism Planning
- Tourism Policy 2002
- Tourism Segments
- ASI & National Culture Fund
- Notable Developments in the Tourism Industry
- Transport Sector
- Water Tourism in India

Classification of Hotels

- Definitions
- Guidelines for Approval of Projects & Star Classification of Operational Hotels
- Minimum Carpet Area Standards

Methods of Pricing

- Cost-Plus Pricing
- Pricing for a Rate of Return
- Going-Rate Pricing
- Rule of Thumb Method
- Hubbart Formula
- Modified Hubbart Formula
- Horwarth & Toth Break-Even Formula
- Pricing Food & Beverages
- Determination of F & B Sales
- Tariff Plans

Management Options

- Marketing Mix
- Franchise Options
- Human Resources Development
- Organizational Structure
- Ownership and Management Structure
- Operational Areas

Incentives to Tourism Sector

- Central Government Policy
- Industrial Licensing
- Location Policy
- Environmental Clearance
- Foreign Direct Investment
- Royalty Payment
- Export Promotion Credit Guarantee (EPCG) Scheme
- IT Benefits
- Special Packages from Central Government: North East, Himachal Pradesh, Uttarakhand, Sikkim, J&K
- Taxes Charged by States
- Promotional Incentives Offered by States

Sources of Finance

- Tourism Finance Corporation of India Ltd
- Commercial Banks
- State Industrial Development Corporations (SIDCs)
- State Industrial Finance Corporations (SFCs)

Statutory Approvals

- List of Licences, Sanctions, and Approvals Required
- Insurance Cover

Trends in Hotel Industry

- Number of Approved Hotels and Rooms
- Growth in Hotel Accommodation
- Trend in Share of Hotels and Rooms by Star Category
- Distribution of Hotels and Rooms by State and Category
- Major Locations
- Number of Locations
- Share of Mega Cities
- Major Hotel Companies in India
- Category-Wise Average Number of Rooms / Hotel
- Category-Wise Average Room Rate
- Category-Wise Average Room Occupancy
- Trend in Room Occupancy in Major Cities / Towns
- Trend in Average Room Rate in Major Cities / Towns

Demand Assessment

- Methods of Demand Assessment
- Major Demand Drivers
- Demand Assessment

Technical Aspects

- Land
- Land Development
- Civil Works
- Plant and Equipment
- HVAC
- Water Requirement and Distribution
- Furniture and Fixtures
- Manpower Requirement
- Raw Materials
- Electric Power
Fuel
- Pollution Control
- Escotel Certification
- Green Building Concept
- Project Development and Implementation Schedule: Typical Milestones
- Occupancy Envisaged

Project Cost and Profitability

- Basic Assumptions
- Project Highlights
- Critical Factors
- **Financial Projections:** Separate Statements for 5-Star, 3-Star, and 1-Star
- Estimated Project Cost and Proposed Means of Finance
- Computation of Land & Building Cost
- Cost of Plant and Equipment and Miscellaneous Fixed Assets
- Preliminary and Pre-Operative Expenses
- Projected Sales
- Projected Profitability
- Interest on Term Loan
- Estimated Working Capital
- Depreciation Schedule
- IT Computation
- Break Even Analysis
- DSCR
- Projected Cash Flow
- IRR and Payback Period
- Projected Balance Sheet
- Sensitivity Analysis
- Financial Ratios

Annexures

- Addresses of Tourism Offices of Central & State Governments
- Address of Financial Institutions & Banks
- Typical List of Plant and Equipment
- Typical List of Furniture & Fixtures

Typical Site and Floor Plans

PRICE OF THE REPORT

The report is priced at **Rs.17,700/-** (including 18% GST and courier charges), which shall be made by way of DD/ Cheque/ NEFT. The order form for the purchase of the report is enclosed.

**Order Form for
TECHNO ECONOMIC FEASIBILITY REPORT ON STAR HOTEL PROJECTS**

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