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# BOT Highways Overhauled: MoRTH Opens Bidding to Sovereign, Pension and PE Funds

12 May 2026 · **ECONOMY**

CURATED &amp; WRITTEN BY

**Bharat Choudhary**

UPSC Educator &amp; Content Creator

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# BOT Highways Overhauled: MoRTH Opens Bidding to Sovereign, Pension and PE Funds

12 May 2026 · 4 min read · 1 tag

## WHY IN NEWS

The **Ministry of Road Transport and Highways (MoRTH)** on **May 11, 2026** modified the **Build-Operate-Transfer (BOT) framework** for National Highway projects, allowing **sovereign wealth funds, infrastructure investment funds, pension funds, and private equity (PE) funds** to bid directly. Until now, these institutional pools were eligible only for **Toll-Operate-Transfer (TOT)** projects (already operational highways). The trigger: **four BOT projects worth Rs 22,000 crore** that failed to attract bids over the past year.

## THE MODELS COMPARED

MODEL	CONSTRUCTION	FINANCING	TOLL RISK	LAND/APP ROVAL	SUITED TO
<b>EPC</b>	Concessionaire builds for fee	100% Govt	None for builder	Govt	Greenfield, low-revenue corridors
<b>HAM (Hybrid Annuity Model)</b>	Concessionaire builds	40% Govt + 60% concessionaire	None	Govt	Most current projects post-2015
<b>BOT (Annuity)</b>	Concessionaire builds	100% concessionaire	None (Govt pays annuity)	Govt	When toll cashflows uncertain
<b>BOT (Toll)</b>	Concessionaire builds	100% concessionaire	<b>Full</b> (traffic risk)	Govt	High-traffic corridors
<b>TOT</b>	Existing highway, no new build	Concessionaire pays upfront	Full	Already built	Mature highways being monetised

The BOT-Toll model carries the **most traffic risk** – and that is why developers withdrew.

## WHY FOUR BOT PROJECTS GOT NO BIDS

CAUSE	EFFECT
Long concession period (20-30 years)	Capital locked up
Full traffic-revenue risk	Hard to forecast 25 years out
High debt cost (post-IL&FS / NBFC stress)	Lower IRRs
Land-acquisition delays	Project IRR slippage
EPC alternative is bid-friendlier	Developers prefer EPC/HAM

Cumulative effect: in FY 2025-26, **HAM constituted ~80% of new highway awards**, BOT-Toll less than 5%. The Rs 22,000 crore unbid pipeline forced policy revision.

## WHAT THE MAY 11, 2026 REVISION DOES

### Eligible bidders now include

- **Sovereign Wealth Funds** – the GIC (Singapore), ADIA (Abu Dhabi), CPP Investments (Canada), Norway’s NBIM, India’s own NIIF
- **Pension funds** – CPPIB, OTPP, Norway pension fund, India’s EPFO surplus
- **Infrastructure Investment Funds (InvITs)** – India’s NHAI InvIT, IndInfravit, Cube Highways
- **Private Equity** – Brookfield, KKR, Macquarie Asset Management, Edelweiss Alternatives

### Modifications in the RFP (Request for Proposal)

- Lower technical-eligibility floors for non-construction bidders
- **EPC contractor as mandatory team partner** – a construction firm must accompany the financial investor
- Streamlined refinancing rules – exit milestones harmonised with TOT

### Pipeline

- **NHAI BOT pipeline: Rs 31,000+ crore**
- Targets a 60% BOT / 40% HAM split over 3 years from current ~20:80

## WHY THIS MATTERS – THE BIGGER STORY

### Crowding-in private and patient capital

- India's **infrastructure financing gap** is estimated at over **Rs 100 lakh crore** by 2030 (National Infrastructure Pipeline)
- Long-duration funds (pension, sovereign) are a structural match for highway concessions
- This is the same logic that drove the **NIIF Master Fund** and **NHAI InvIT**

### Reducing NHAI debt

- NHAI debt crossed Rs 3.5 lakh crore by FY 2024
- Asset monetisation through BOT/TOT helps **recycle capital** – a National Monetisation Pipeline (NMP) priority

### Reducing logistics cost

- India's logistics cost ~13-14% of GDP (Economic Survey)
- National Logistics Policy, 2022 targets single digits by 2030

## ANCHORING PROGRAMMES

- **PM Gati Shakti** – multimodal infra master plan (2021)
- **National Infrastructure Pipeline (NIP)** – Rs 111 lakh crore over 2020-2025
- **National Monetisation Pipeline (NMP)** – Rs 6 lakh crore (2021-2025)
- **Bharatmala Pariyojana** – 34,800 km arterial corridor programme
- **NHAI InvIT** – listed (2021); recycles operational toll roads

## UPSC RELEVANCE

### GS Paper 3 – Infrastructure

- Infrastructure: roads
- PPP models in infrastructure
- Capital mobilisation; financing infrastructure

## GS Paper 2 – Governance

- Statutory bodies (NHAI under the NHAI Act, 1988)
- Government policies and interventions

### Mains Angles

- 1 Discuss the various PPP models in Indian highway infrastructure. Which model best balances risk and return?
- 2 The role of sovereign and pension funds in financing Indian infrastructure – opportunities and concerns.
- 3 India's asset monetisation strategy: a sustainable financing route, or a pre-commitment of public revenue? Evaluate.

*Build-Operate-Transfer; can be Toll-based (full traffic risk) or Annuity-based (fixed Govt payment).*

*Hybrid Annuity Model – 40% Govt + 60% concessionaire; introduced 2015-16; now dominant for new awards.*

*Toll-Operate-Transfer – monetising operational highways; first bundle awarded 2018 (Macquarie).*

*Engineering, Procurement, Construction – 100% Govt-financed, contractor builds for fee.*

*National Highways Authority of India; statutory body under NHAI Act, 1988; under MoRTH.*

*Infrastructure Investment Trust; listed 2021; investors include CPP, OTPP.*

*National Investment and Infrastructure Fund; India's quasi-sovereign infrastructure fund (2015); anchor LP is Govt of India.*

*target – cut logistics cost to single-digit % of GDP by 2030.*

*Launched 2021; multimodal infra master plan with 16+ ministries on a common GIS platform.*

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## Bharat Choudhary

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[linkedin.com/in/epicbharat](https://www.linkedin.com/in/epicbharat)[Read Full Article on Ujiyari](#) →<https://ujiyari.com/daily/2026/05/12/morth-bot-highway-revised-pe-sovereign-funds/>

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