

REPLY TO PRE-BID QUERIES (PART-II)
REQUEST FOR QUALIFICATION (RFQ) FOR “DEVELOPMENT OF RIVERINE PORT ON RIVER MAHANADI”

Sl. No.	Clause	Query	Response of the Authority
(1)	(2)	(3)	(4)
01.	Clause 1.1.1 - Project Details	The RFQ states for providing the Details of the Project including the Master Plan and Detailed Project Report and to be available on the website of the Authority. However, the same is unable for download. Kindly share the same.	The Feasibility Report and other related information shall be shared during the second stage of the bid process
02.	Clause 1.1 – Obligations of the Authority and Concessionaire	Kindly provide the obligations which will be the responsibility of Concessionaire and that of Authority.	<p><u>Role of Authority</u></p> <ul style="list-style-type: none"> • Provide land to the private partner for long term concession/lease; • Assistance in obtaining clearances as well as power supply, water, electricity etc. • Assistance in procurement of land for port Infrastructure. <p><u>Role of Private Partner (Port Operator & Developer)</u></p> <ul style="list-style-type: none"> • Concessionaire will responsible for construction, upgradation, operation and maintenance of port facilities • Comply with all applicable laws and policies such as customs, labour, environment, dock side safety etc. • Operation & Maintenance of the port for the entire concession period. • Obtain all project related clearances from State and Central Government • Levy and collect all tariffs and port related charges

Sl. No.	Clause	Query	Response of the Authority												
(1)	(2)	(3)	(4)												
03.	Clause 1.1.1- Scope of Project – Navigation Channel & Dredging	Also Kindly confirm whether the scope of Dredging (Capital & Maintenance) for the development & maintenance of the Channel is under the scope of Authority or the Concessionaire?	Capital and maintenance dredging for the Project shall be the responsibility of the Concessionaire.												
04.	Approvals	Please confirm what all approvals are required to undertaken prior to commencement of Project and the same are under whose scope.	The Concessionaire will be responsible for obtaining approvals. However, the Authority will provide necessary assistance whenever possible.												
05.	Expansion	Please confirm if the developer will have the right to expand over and above the scope of the Project.	Details shall be provided in the Draft Concession Agreement.												
06.	Objection from Paradip Port Trust	Kindly confirm if there is any objection raised by any stakeholders of the region and whether PPT has not raised any objection for development of this Port in view of its close proximity and same hinterland.	No such objections have been received by the Authority.												
07.	Clause 1.1.1 Cost Breakup	Kindly share the detailed breakup of the Project Cost and the basis on how the same has been arrived at.	<p>The tentative break up is as below.</p> <table border="1"> <thead> <tr> <th>Components</th> <th>Amount in Cr</th> </tr> </thead> <tbody> <tr> <td>Dredging</td> <td>600.00</td> </tr> <tr> <td>Land Development</td> <td>119.30</td> </tr> <tr> <td>Common Infrastructure Facilities</td> <td>29.07</td> </tr> <tr> <td>Port Works (Quays & Trestle)</td> <td>106.00</td> </tr> <tr> <td>Coastal / Shore protection</td> <td>4.03</td> </tr> </tbody> </table>	Components	Amount in Cr	Dredging	600.00	Land Development	119.30	Common Infrastructure Facilities	29.07	Port Works (Quays & Trestle)	106.00	Coastal / Shore protection	4.03
Components	Amount in Cr														
Dredging	600.00														
Land Development	119.30														
Common Infrastructure Facilities	29.07														
Port Works (Quays & Trestle)	106.00														
Coastal / Shore protection	4.03														

Sl. No.	Clause	Query	Response of the Authority																														
(1)	(2)	(3)	(4)																														
			<table border="1"> <tr> <td>Cargo Terminal Infrastructure</td> <td>23.41</td> </tr> <tr> <td>Cargo Handling Equipments</td> <td>281.45</td> </tr> <tr> <td>Navigational aids</td> <td>37.00</td> </tr> <tr> <td>Harbour Crafts</td> <td>142.50</td> </tr> <tr> <td>Provision of External Power</td> <td>9.90</td> </tr> <tr> <td>Provision of External Water supply</td> <td>3.60</td> </tr> <tr> <td>Provision of External Telecommunication</td> <td>0.48</td> </tr> <tr> <td>Road</td> <td>128.00</td> </tr> <tr> <td>Rail</td> <td>138.00</td> </tr> <tr> <td>Fire Fighting System/ Hazard Mitigation</td> <td>27.50</td> </tr> <tr> <td>Environment Aspects</td> <td>10.50</td> </tr> <tr> <td>Project management & Engineering consultancy</td> <td>27.31</td> </tr> <tr> <td>Contingencies @ 25%</td> <td>422.00</td> </tr> <tr> <td>Total Cost of the Project</td> <td>2110.05</td> </tr> <tr> <td></td> <td>Or Say 2110.00</td> </tr> </table>	Cargo Terminal Infrastructure	23.41	Cargo Handling Equipments	281.45	Navigational aids	37.00	Harbour Crafts	142.50	Provision of External Power	9.90	Provision of External Water supply	3.60	Provision of External Telecommunication	0.48	Road	128.00	Rail	138.00	Fire Fighting System/ Hazard Mitigation	27.50	Environment Aspects	10.50	Project management & Engineering consultancy	27.31	Contingencies @ 25%	422.00	Total Cost of the Project	2110.05		Or Say 2110.00
Cargo Terminal Infrastructure	23.41																																
Cargo Handling Equipments	281.45																																
Navigational aids	37.00																																
Harbour Crafts	142.50																																
Provision of External Power	9.90																																
Provision of External Water supply	3.60																																
Provision of External Telecommunication	0.48																																
Road	128.00																																
Rail	138.00																																
Fire Fighting System/ Hazard Mitigation	27.50																																
Environment Aspects	10.50																																
Project management & Engineering consultancy	27.31																																
Contingencies @ 25%	422.00																																
Total Cost of the Project	2110.05																																
	Or Say 2110.00																																
08.	Traffic	Please share existing reports and studies completed from your end to understand the market potential.	The Feasibility Report and other related information shall be shared during the second stage of the bid process																														
09.	Concession Period	Kindly confirm the Concession Period and the right to extend the Period and for what duration.	The Concession Period is 30 years and conditions of the extension thereof shall be provided in the draft concession agreement.																														

Sl. No.	Clause	Query	Response of the Authority
(1)	(2)	(3)	(4)
10.	Participation of Govt./ Authority in the SPV for developing the Project	<p>Kindly confirm if Govt. / Authority will participate in the SPV for developing the Project.</p> <p>Kindly share the guidelines which enable the participation of Govt. in SPV/ JV.</p>	<p>No</p> <p>Not envisaged</p>
11.	Right to handle all types of Cargo	Kindly confirm that there is no restriction on any types of cargo (including but not limited to Dry Bulk, Liquid, Break Bulk, Containers, LNG & LPG etc.) to be handled at the proposed Port.	No restriction subject to applicable laws.
12.	Reports Availability	<p>Kindly share the reports and studies undertaken by the Authority to develop the DPR and Project Report.</p> <p>Kindly share Hydrographic/ Bathymetry study for Mahanadi river which will be used for navigation to the Port.</p>	The Feasibility Report and other related information shall be shared during the second stage of the bid process
13.	Clause 1.2.7- Calculation of premium for Bid Evaluation	It is mentioned that both Fixed Upfront Amount and Revenue Share will be used for calculation of Premium for evaluation of bids. Kindly provide the basis of the calculation for the Premium.	RFQ provision remains unchanged
14.	Clause 1.4 Time for the Environment Clearance and construction of Phase I of the Project	Kindly confirm the time prescribed/ to be provided to the Concessionaire for obtaining the Environment Clearance and development of Phase I of the Project.	A period of nine months shall be provided for obtaining necessary approvals and 36 months for development of Phase I.

Sl. No.	Clause	Query	Response of the Authority
(1)	(2)	(3)	(4)
15.	Page 3 - Clause 1.2.2	<p>The clause states that the Authority is likely to provide a comparatively short time span for the submission of the bids. Please provide copies of the studies undertaken by the Authority?</p> <ul style="list-style-type: none"> ○ How short is the time span? We request that a reasonable time be given by the Authority to the prospective Bidders to undertake detailed assessment of the Project. ○ We also request the Authority to provide all studies undertaken by it? 	The Feasibility Report and other related information shall be shared during the second stage of the bid process. Reasonably sufficient time will be provided to the shortlisted Applicants to respond to the RFP.
16.	Page 4 - Clause 1.2.5	With a project of this size & magnitude, we request the Authority to provide adequate time to the Bidders to carry out studies	Reasonably sufficient time will be provided to the shortlisted Applicants to respond to the RFP.
17.	Page 4- Clause 1.2.8	<p>Please confirm if the Concessionaire can independently determine the tariffs at the facility</p> <p>Please elaborate on a pre-determined user fee? Does it mean that the Concessionaire will have to get its tariff notified every year by the Authority?</p> <p>Please confirm that there will be no tariff regulation for the Project.</p> <p>What is the method that will be followed to determine pre-determined user fee?</p>	<p>Yes, the Concessionaire can independently determine the tariffs at the facility.</p> <p>Details to be provided in the Draft Concession Agreement</p> <p>Details to be provided in the Draft Concession Agreement</p> <p>Details to be provided in the Draft Concession Agreement</p>

Sl. No.	Clause	Query	Response of the Authority
(1)	(2)	(3)	(4)
18.	Page 5 - Clause 1.4 Environment Clearance	We request that Environment Clearance should be obtained by the Government and not by the Concessionaire	RFQ provision remains unchanged
19.	Page 8, Clause 2.2.3 - O&M Experience	Kindly confirm that in the case of an individual Applicant having the necessary O&M experience (itself or through its Associates) it is not necessary to produce any evidence in support of the same In case the Applicant has the O&M experience will the documents provided under 2.2.2(A) suffice?	RFQ provision remains unchanged
20.	Page 12, Clause 2.2.12	Please clarify if our understanding is correct - If the latest Financial year closing of the applicant is March 31 2017, and the application date falls anywhere between April to June 2017, then the applicant shall provide all information for FY 16 and the years preceding it.	RFQ provision remains unchanged
21.	Page 17, Clause 2.13.2	Clause 2.13.2.(v) - Please advise if the Applicant is using the credentials of its Parent; then whether it has to submit copies of Memorandum of Association of the Parent Clause 2.13.2.(vi) - <ul style="list-style-type: none">○ Please note that the Applicant is a recently incorporated company and does not have any audited financial statements. In such a situation can it submit copies of duly	A copy of memorandum and articles of association of the Applicant has to be enclosed along with its bid. Kindly refer to Clause 2.2.4 of the RFQ document.

Sl. No.	Clause	Query	Response of the Authority
(1)	(2)	(3)	(4)
		<p>audited balance sheet and profit and loss account for the last five years of its Associate (Parent in this case)</p> <ul style="list-style-type: none"> o Please advise if the Applicant is using the credentials of its Parent, then whether it has to submit copies of duly audited balance sheet and profit and loss account for the last five years of the Associate (Parent in this case) <p>Clause 2.12.2: Please confirm that both the 2 soft copies of the Application that are to be submitted together on CD can be contained on 1 CD and if the file size exceeds the capacity of 1 CD then it can be continued on the 2nd CD? Please also confirm that the soft copies to be submitted in a CD are to be in a scanned/ PDF format? Please confirm that there is no need to attach the RFQ document duly initialled.</p>	<p>Kindly refer to Clause 2.2.4 of the RFQ document.</p> <p>RFQ provision remains unchanged</p> <p>RFQ provision remains unchanged</p>
22.	Page 22, Clause 3.2.1	The Clause states that for the purpose of this RFQ ports sector would be deemed to include ports. As in line with model RFQ documents issued by Government of India, Please confirm if port sector would be deemed to include marine structures, on-shore and off- shore terminals, berths, jetties, quays, cargo handling system, bulk / liquid material handling system, port based terminal facilities, CFS / ICDs, storage tanks / tank farms, conveyors, pipelines, warehousing, etc.	Port sector shall deem to include marine structures, on-shore and off- shore terminals, berths, jetties, quays, cargo handling system, bulk / liquid material handling system, port based terminal facilities, CFS / ICDs, storage tanks / tank farms, conveyors, pipelines, warehousing, etc.

Sl. No.	Clause	Query	Response of the Authority
(1)	(2)	(3)	(4)
23.	Page 23, Clause 3.2.3	<p>Clause 3.2.3(c) - Please confirm that each of the Eligible Project has to have a threshold of INR 425 crores.</p>	RFQ provision remains unchanged
24.	Page 32, Appendix I - Serial number 19	If the individual Applicant is having the necessary O&M experience (itself or through its Associates) do we still need to state this.	RFQ provision remains unchanged
25.	Page 36, explanatory note for column 'Experience'	<p>Please confirm that average buying/selling rates in New York for currencies other than the USO can be obtained either from the website of the Federal Reserve or Bloomberg?</p> <p>Currency exchange rate - if the date 60 days prior to the application due date is a holiday then please confirm whether the next or previous working day should be considered?</p> <p>In the event the application due date is postponed please confirm that the date as assumed above for the currency exchange rate will remain unchanged.</p> <p>It is requested that the Authority provided a single firm date for considering conversion rate, so that it does not alter with extension of the Application Date, especially for currencies other than USD</p>	RFQ provision remains unchanged

Sl. No.	Clause	Query	Response of the Authority
(1)	(2)	(3)	(4)
26.	Page 38 - Annex III	Please confirm that Statutory Auditors Certificates for Net Cash Accrual for the past five years is not required	Statutory Auditors certificate for Net cash accrual is not required. However, the Applicant has to provide copy of balance sheets, financial statements, Audited Annual Reports for the past five years
27.	Page 39, Instruction 2:	Please clarify if definition of depreciation includes depreciation, amortization and impairment.	RFQ provision remains unchanged
28.		Bidding Parameter: (a) Computation of Bid Premium when one parameter is percentage and other is an absolute number? (b) Request you to consider a revenue share as the sole parameter in place of the above	RFQ provision remains unchanged
29.		Environment: The report mentions that there is no eco-sensitive area (National Park/ Wild life sanctuary) within 10 km radius of the proposed project. Which is the closest such area from the Port?	The nearest protected site is the Gahirmatha Marine Wildlife Sanctuary.