

Request for Qualification for selection of strategic partner for Management, Operation and Maintenance (the “MOM”) of the container and multipurpose terminals at first development phase of Shahid Beheshti – Chabahar Port, Islamic Republic of Iran

Replies to the Pre-Application Queries

Sr. No.	Clause No, Page number	Query/Suggestions	Replies to the Queries
1	Clause 1.1.1, Page number 9, 10	a) Please provide a copy of the MoU between Government of the Islamic Republic of Iran and Government of the Republic of India dated 6th May, 2015	The same shall be made available at the RFP stage
		b) Please provide a copy of the contract between IPGL and Aria Banader Iranian Port for equipping and operating of the container and multipurpose terminals at first development phase of Shahid Beheshti – Chabahar Port, Islamic Republic of Iran, which was executed on 23rd May 2016.	The same shall be made available at the RFP stage
		c) Clause 1.1.3 further states that the scope of work will broadly include Management, Operation and Maintenance of both the container and multipurpose terminals in accordance with the provisions of the Management Agreement and other relevant statutory guidelines. The scope of work shall also include the design, develop, finance, operate and maintain any other support facility(s) as required for the efficient operations of the Project. Can you please qualify what are these other support facilities and whether they are part of the MoU between Government of the Islamic Republic of Iran and Government of the Republic of India?	The support facilities may include establishment of the office equipped with basic amenities like furniture, cooling & heating system etc. within the port premises at the space provided by IPGL and installation of IT systems, workshop for repair of equipment, transit shed , warehouse, to name a few Further, the berths have already been developed and development of other requisite infrastructure to operate the terminal will be the responsibility of the bidder. The equipment will be procured by IPGL and hence major capital investment form the selected bidder in development of infrastructure is not envisioned for the project.
		d) In case you are unable to provide the contract, Please	The details on the obligations of Aria Banader Iranian

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		provide a short summary on obligations of the Aria Banader Iranian Port under the contract with the Authority	Port shall be provided (as part of the Management Agreement) at the RFP stage.
		e) Please provide applicable tariffs for the project Please confirm the applicable tariff guideline for the project and whether the tariff is regulated/ controlled	The Ports and Maritime Organisation, Iran (PMO) is responsible for regulating tariff for all the ports in Iran. Chabahar port's tariff will be fixed annually and regulated by the PMO in the same manner. However, as per the agreement signed between the IPGL and ABI, IPGL may request any change in the tariff by providing sufficient documentary evidences to support the same.
		f) Can you please advise the names of the Technical and Legal Consultants engaged by IPGL for this project?	EY LLP along with Tadvin, Iran has been appointed as the project consultants for this project.
		g) Considering that necessary studies, surveys etc. will need to be carried out, please advise how much time is proposed to be granted between the completion of the pre-qualification process and the submission of the financial Bids?	Request is noted. The Authority shall accord adequate time for the submission of financial bids.
2	Clause 1.1.3, Page number 10	a) Clause 1.1.3 states that the Operator will be expected to take on and fulfill Authority's obligations under the contract signed between IPGL and ABI, including but not limited to development of market and attracting traffic volumes for Chabahar port. In case you are unable to provide the MoUs, please provide a short summary on the obligations of the Authority.	Please refer to the response to query at serial number 1 (d)
		b) Please provide a to scale drawing of the Project Site and surrounding areas	The phase 1 development plan (not to scale) has been provided as part of the presentation uploaded. The bidders are encouraged to undertake the due diligence of the project on their own.

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		c) Please provide the details on rail connectivity of Chabahar	The Chabahar-Zahedan Railway line substructure work is in progress. India's state-owned IRCON is expected to do the superstructure of this 630 kilometre rail line from Chabahar port to Zahedan as part of the transit corridor to Afghanistan. Further, the rail links between Chabahar and Hajigak mines via Zaranj and Delaram have also been announced.
		d) What is the proposed design draft?	Container terminal has a draft of 16 meters and Multipurpose terminal has a draft of 14 meters.
3	11 Clause 1.2.2 read with clause 1.2.7, Page number 11	a) Clause 1.1.2 states that the Authority is likely to provide a comparatively short time span for submission of the Bids for the Project. Therefore, for us to evaluate the opportunity better please provide a copy of the draft Management Agreement and other relevant Project Documents prepared by the Authority.	The draft Management Agreement shall be provided to the shortlisted bidders at the RFP stage and adequate time shall be provided by the Authority for submission of the financial bids.
4	Clause 1.2.5, Page number 11	What is the Bidding Criteria for Management, Operation and Maintenance Contract?	The lowest Management Fee or the lowest Revenue share being sought by the bidder shall be the bid parameter. Please refer to Addendum 01 issued by the Authority in regards to the RFQ.
5	Clause 2.2.3, Page number 16	2.2.3 (i) In case the entity is a port authority, please advise to provide documentary evidence of minimum container/ berth throughput, it is allowed to submit the annual reports of the port under its purview?	Yes. The documentary evidence provided shall clearly highlight the minimum container/ multipurpose berth throughput achieved in the past 5 year from the date of issuance of the RFQ. Certificate from Statutory Auditor may also be provided for provision of minimum container/ multipurpose berth.
6	Clause 2.2.2 (B)	Please confirm that the date of the issuance of RFQ is 17th March, 2017	Yes. The date of issuance of RFQ was 17 March 2017.

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7	Clause 2.2.6	a) The clause requires that Where the Applicant is a single entity; it shall be an entity registered in India and would be required to form an Operating company to be incorporated in Iran for executing the Management Agreement and implementing the Project. Please advise if an overseas registered Applicant and a single entity can submit our RFQ and we can register the entity in India as specified in this clause post having declared the successful bidder.	No. The single entity/lead member of the Consortium shall be registered in India prior to the submission of the RFQ.
		b) Please confirm that should in future any sanctions or restrictions being imposed on investments or operations in Iran then the Operator will be allowed to exit in compliance of the sanctions without any costs or liabilities. In addition, under such a situation will be allowed to receive fair compensation towards the investments made by the entity.	Yes. This will be covered in draft Management Agreement under Force Majeure and Termination clauses and the same hall be detailed out at the RFP stage.
		c) During the process leading up to bidding, is the entity which has qualified as a single entity allowed to form a consortium before the submission of RFP?	Yes. As per the RFQ and RFP conditions.
8	Clause 2.5, Page number 21	a) Please advise if the Authority shall facilitate the site visit.	The bidders are encouraged to visit the project site before submitting the bid at their own expense. The Authority will only assist and guide for visa issuance / logistics to the shortlisted bidders.
		b) Since the Authority has done its Due Diligence, please provide as much information as possible without any liability as mentioned in Clause 2.6.2	The relevant information has been shared in the RFQ and the power point presentation uploaded. Further, details shall be shared with the shortlisted bidders at the RFP stage.
9	Clause 2.13.2,	a) If the Applicant is a Government entity and does not have the documents stated in Clause 2.13.2 (v), (vi)	In such a case, the Applicant shall submit relevant Acts, Charter documents detailing the purpose of the

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	Page number 25	then please advise if the Applicant can give an undertaking that these documents are not available.	entity as well as the duties and responsibilities.
		b) 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	Yes. Please refer and adhere to clause 2.2.9 for demonstrating experience of an Associate.
		c) Clause 2.13.2.(vi) - 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 Parent	Yes. Please refer and adhere to clause 2.2.9 for demonstrating experience of an Associate.
		d) Clause 2.13.2(vii): 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 PDF format?	Yes.
		e) 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	Yes. Please refer and adhere to clause 2.2.9 for demonstrating experience of an Associate.
		f) Clause 2.13.2 (viii): Please advise what are the other project specific requirement that may be specified by the Authority	This is an enabling clause and is self-explanatory.
		g) Please confirm that there is no need to attach the RFQ document duly initialled.	Yes. There is no requirement to attach the signed copy of the RFQ as part of your submission.
10		a) If the entity is a port authority, to claim Eligible	Yes.

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	Clause 3.2.1, Page number 31	<p>Experience, is it allowed to claim experience of one of the ports under its purview outside of India?</p> <p>b) It is mentioned that lead member/ or in case of single entity, the Eligible Experience should be from its entity in India. In this applicable to single entity as well?</p>	<p>Please refer and adhere to clause 2.2.3 and 2.2.9 for demonstrating experience of an Associate.</p> <p>Yes. The single entity/lead member of the Consortium shall be registered in India and shall meet the eligibility criteria as per clause 2.2.2 and 3.2.1 to meet the eligibility criteria.</p>
11	Page 45, explanatory note for column 'Experience' (\$\$)	a) Please confirm that average buying/selling rates in New York for currencies other than the USD can be obtained either from the website of the Federal Reserve or Bloomberg?	The RBI website (www.rbi.org.in) should be referred for computation of all exchange rates.
12	Page 46, Annex III	Please confirm that Statutory Auditors Certificates for Net Cash Accrual for the past five years is not required	Yes. Annual reports containing the Profit & Loss statements, Balance sheets and other relevant schedules shall be submitted verification of Net Cash Accruals.
13	Page 47 Instruction 2	Please clarify if definition of depreciation includes depreciation, amortization and impairment	The same shall be as per the Audited Annual Accounts.
14	General	<p>a) Please provide the date of the RFQ</p> <p>b) It is requested that the Application Due Date be extended by adequate time (at least 4 weeks) from the date of issuance of reply to queries / amendments by IPGL to enable the application to arrange the various data/information and certificates in the desired formats</p> <p>c) Pre Application Conference: Please confirm if we can</p>	<p>Please refer to the response to query at serial number 6</p> <p>Please refer to Addendum 01 issued by the Authority in regards to the RFQ.</p> <p>Yes.</p>

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		submit the cost of procurement of RFQ document with our submission on or before the Application Due Date and will be allowed to attend the Pre-Application Conference.	
		d) Is there a minimum number of examples that need to be provided to display technical capacity?	The clause is self-explanatory
15	Clause 1.1.2, Page number 10	Would it be possible to change for the Contract Period after the period of 10 years “ to extend on mutual agreement”.	No. The same is guided by the agreement signed between ABI and IPGL.
16	Clause 1.3	Application due date: Last date for submission: we kindly request if it would be possible to extend the last date for submission of RFQ with one month i.e. up to 14/05/2017.	Please refer to Addendum 01 issued by the Authority in regards to the RFQ.
17	Clause 3.2.1 (Note 1), Page number 31	a) The Lead member of the consortium shall be an entity having experience of management, operations and maintenance of container/multipurpose terminals in India or an entity having its core business as a maritime logistics service provider in India. b) Would it be possible for relaxing the criteria for evaluation to also include international experienced companies?	Please refer to the response to query at serial number 7 (a). Further, the lead bidder has to an Indian entity. International companies may partner with at least 26% share for their experience to be considered.
18	Clause 1.1 (Project details)	Not much of project details are available in the RFQ document. Kindly share project brief, mechanization details for the berths & backup area and layout of project in order to detail the capacity, throughput and the cargo handling planned	Please refer to the response to query at serial number 8 (b)
19	Clause 1.1.3	The Operator is expected to assume and fulfill Authority's obligation under the contract signed	The details on the obligations of IPGL shall form the part of the draft Management Agreement at the RFP

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	(Obligation of Operator)	between IPGL and ABI, including but not limited to development of market and attracting traffic volumes for Chabahar port. Kindly provide the obligations which will be the responsibility of Operator	stage.
20	Clause 1.1.3 (Scope of Project)	RFQ highlights that the scope of work will also include design, develop, finance, operate and maintain any other support facility(s) as required for efficient operations of the Project. Kindly elaborate what support facilities are required to be developed and capital expense incurred by the Applicant.	Please refer to the response to query at serial number 1 (c)
21	Tariff	Please confirm if there is any tariff regulation/ regime to which the Operator will be subjected to in Shahid Beheshti - Chabahar Port.	Please refer to the response to query at serial number 1 (e)
22	Legal Requirement	Kindly confirm if there is any regulation or legal requirement to have a local partner by Operator in Iran.	No. However, prior approval of the PMO is required in case Iranian partner.
23	Approvals	Please confirm what all approvals are required to undertaken prior to commencement of operations and the same are under whose scope	All the applicable approvals as per the Iranian laws have to be undertaken by the selected bidder. The Authority shall guide and cooperate in this regard.
24	Expansion	Please confirm if there is any expansion possible over and above the scope of the Project	No. The current scope and term of the Project are guided by the contract signed between ABI and IPGL.
25	Cargo Traffic	Please confirm if there is any exclusivity on cargo handling with the Operator and what all competing terminals will be available in the Port which can divert the cargo	The selected bidder will be responsible for management, two operation and maintenance of the two terminals for ten years and the current scope and term of the Project are guided by the contract signed between ABI and IPGL
26	Port based Industry	Please confirm if there is any linkage to Port based industries which Operator is obligated to perform	No. It is however, expected that the Operator shall

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			establish industry linkages for enhancement of gateway traffic.
27	Navigation Scope	Please confirm if ship related services like pilotage, towage etc. will be provided by the Port Authority	Yes. It is confirmed that Ship related services shall be provided by the Iranian Port Authority.
28	Evacuation & Hinterland Connectivity	Please confirm the road and rail connectivity which will be available to the Operator for evacuation of cargo	Rail linkages, kindly refer to the response to query number 2 (c) Key road linkages Zaranj-Delaram road will provide access to four major cities in Afghanistan-Herat, Kandahar, Kabul and Mazar-e-Sharif
29	Traffic	Please share existing reports and studies completed from your end to understand the market potential	The same shall be shared at the RFP stage to the shortlisted bidders; however Bidders have to carry out their due diligence.
30	Clause 1.1.3 (Proposal)	a) Project proposal explained in the RFQ document envisages the management, operation and maintenance of container and multipurpose terminals at Shahid Beheshti Chabahar Port. Referred clause also states that the scope of work shall also include the design, develop, finance, operate and maintain any other support facility(s) as required for the efficient operations of the Project. Kindly clarify what types of support facilities are required to be developed at proposed terminals.	Please refer to the response to query at serial number 1 (c)
		b) As a part of it, we would like the Authority to also clarify whether the scope of the project covers the capital expenditure for support facilities also. If yes, kindly state the estimated capex and recovery	This will form part of initial investment by the bidder and must be considered while preparing his financial bid. Bidders are also expected to carry out their due diligence and estimates. The indicative cost for the

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		mechanism of the same.	support facilities shall be provided at the RFP stage to the shortlisted bidders.												
31	Layout of terminals	Generally, RFQ document provides the map of the Port Area and the Layout of the proposed project. The same is not included in the issued RFQ. Hence, we request you to provide the same for the better understanding of the Project set up within Chabahar Port.	Please refer to slide number 6 of the PPT uploaded.												
32	Back up area	RFQ states that total back up area of the Port is 70 Ha. We would like the Authority to clarify the backup area to be allotted for the proposed two terminals. Please provide the information separately for both the terminals along with the indicative legends in the layout drawing requested in previous query	Please refer to slide number 8 of the PPT uploaded.												
33	Present set of assets available	a) It would be appreciable if Authority explains the present set of assets available at the terminals.	<p>Terminals: Container terminal has two berths with a total quay length of 640 mts and draft of 16 mts and Multipurpose terminal with a quay length of 600 mts and draft of 14 mts.</p> <p>Equipment in process of procurement:</p> <table border="1" data-bbox="1332 1050 2116 1391"> <thead> <tr> <th data-bbox="1332 1050 1921 1129">Equipment for Container Berth</th> <th data-bbox="1921 1050 2116 1129">Quantity (Nos.)</th> </tr> </thead> <tbody> <tr> <td data-bbox="1332 1129 1921 1201">Post-Panamax Rail Mounted Quay Crane (RMQC)</td> <td data-bbox="1921 1129 2116 1201">04</td> </tr> <tr> <td data-bbox="1332 1201 1921 1281">Rubber Tired Gantry Crane (40 T under spreader)</td> <td data-bbox="1921 1201 2116 1281">14</td> </tr> <tr> <td data-bbox="1332 1281 1921 1321">Tractor-Trailers</td> <td data-bbox="1921 1281 2116 1321">32</td> </tr> <tr> <td data-bbox="1332 1321 1921 1361">Reach Stackers</td> <td data-bbox="1921 1321 2116 1361">02</td> </tr> <tr> <td data-bbox="1332 1361 1921 1391">Empty Handlers</td> <td data-bbox="1921 1361 2116 1391">02</td> </tr> </tbody> </table>	Equipment for Container Berth	Quantity (Nos.)	Post-Panamax Rail Mounted Quay Crane (RMQC)	04	Rubber Tired Gantry Crane (40 T under spreader)	14	Tractor-Trailers	32	Reach Stackers	02	Empty Handlers	02
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			Equipment for Multi-purpose Berth	Quantity (Nos.)
			Mobile Harbour Crane (140 T)	02
			Mobile Harbour Cranes (100 T)	04
			Crane 100 T (Rough Terrain Mobile Harbour Crane)	03
			Crane 60 T (Rough Terrain Mobile Harbour Crane)	03
			Fork Lift 15 T	02
			Fork Lift 7 T	03
			Fork Lift 3 T	05
			Tractor Trailers	10
34	Rail Road connectivity of the Terminals	We request the Authority to provide the details regarding the availability of the external linkages i.e. Road and Rail connections	Please refer to the response to query at serial number 2 (c) Key road linkages Zaranj-Delaram road will provide access to four major cities in Afghanistan-Herat, Kandahar, Kabul and Mazar-e-Sharif	
35	Cargo throughput	Authority is requested to provide the commodity wise cargo throughput details of both the terminals for past 3 years as a basic understanding of the project size. We would also like to request the Authority to share if any traffic study for Chabahar Port is carried out for container and multipurpose cargo commodities	Bidders to carry out their due diligence however the same shall also be provided at the RFP stage.	
36	Indicative Conditions of Management	a) We request you to provide the indicative details on below mentioned key conditions of the Management Agreement.	The same shall be provided at the RFP stage.	
		b) Exclusivity for Operator to handle the cargo at the	Please refer to the response to query at serial number	

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	nt Agreement	<p>terminals</p> <p>c) Whether the Operator shall have the right to charge the tariff as per the market rate or the tariffs would be regulated</p> <p>d) Please explain whether Operator will be allowed to collect the tariffs from the customers directly.</p> <p>e) Kindly explain if there is any minimum traffic to be guaranteed by Operator. If it is there, please clarify the course of action in the scenario of Operator not being able to meet the minimum guaranteed traffic</p>	<p>25</p> <p>Please refer to the response to query at serial number 1 (e)</p> <p>No. Details on the mechanism of invoicing and collection of revenues will be provided at the RFP stage.</p> <p>Yes. The same shall be detailed in the Draft Management Agreement.</p>
37	Cargo Type – Multipurpose terminal	Please explain whether the Operator will be allowed to handle liquid commodities like Crude Oil, Petroleum Products, etc. at the multipurpose terminal.	No. However, handling of other commodities will be dependent on the equipment currently being procured by IPGL. Procurement of additional equipment will require prior permission of the PMO.
38	Mechanism for Operator Compensation	We request the Authority to explain the detailed mechanism for compensation to the Operator for undertaking the scope of management, operation and maintenance of terminals. Kindly provide the details regarding party who shall collect the tariffs from customer. how the remuneration shall be paid to the Operator and frequency of payment, breakup of fixed and variable charges payable to Operator, etc.	Please refer to Addendum 01 issued by the Authority in regards to the RFQ (clause 1.2.5) and response to the query at serial number 36 (d) All details on the project structure and payments shall be made available at the RFP Stage to the shortlisted bidders.
39	Support from Government of India	We understand that the Project has been initiated by Ministry of Shipping, Government of India. We request the Authority to provide details of the support of Government of India to the Project Operator in terms	Capital Expenditure of more than USD 85 million is being invested by Government of India for procuring the equipment. The Operating Expenditure to be undertaken by the selected bidder.

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40	Clause 2.2.2 (A) and 3.2.1 (Technical Capacity Experience past five years)	<p>of grant I subsidy at capex or operation cost level.</p> <p>a) There is ambiguity about the past five years to be considered for Technical Capacity experience. Clause 2.2.2 (A) requires producing the Technical Capacity Experience over past five financial years preceding Application Due Date while the Clause 3.2.1 which specifies the requirement of experience states the past 5 years preceding to the date of issuance of the RFQ.</p> <p>b) We request to remove the aforesaid discrepancy and allow submitting the experience for the five financial years preceding the Application Due Date in line with the Model RFQ Document approved by Ministry of Shipping and Ministry of Finance.</p>	<p>It is clarified that the Applicant shall demonstrate the Eligible Experience in each of the past 5 years proceeding to the date of issuance of the RFQ.</p> <p>Please refer to Addendum 01 issued by the Authority in regards to the RFQ.</p>
41	Note (2) under 3.2.1 (Technical Capacity Experience - Calculation of Experience as proportionate to	It has been referred that Experience shall be measured in accordance with Equity TEUs (volumes adjusted according to shareholding) of the entity claiming experience in the container/multipurpose terminal. However, we understand that the experience related to multipurpose berth will have to be measured in terms of equity Tonnages. Hence, we request confirm that the experience for multipurpose berth will be measured in terms of Equity Tonnage.	Yes. The same is confirmed.

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	Shareholding)		
42		We will submit the cost of RFQ (25k) at the time of submitting the RFQ. Hope that is not an issue from your side?	Yes.
43		We will need time to build a right consortium and hence requesting to please extend the last date of submitting the RFQ document till 28th April 2017.	Please refer to Addendum 01 issued by the Authority in regards to the RFQ.
44	Clause 3.2.1	Referring to point 3.2.1 in the RFQ where it is mentioned "Minimum handling capacity of container throughput per annum of 3.50 lakhs TEUs from single terminal or an aggregate handling capacity of 3.50 lakhs TEUs with minimum throughput of 1.00 lakhs TEUs per terminal per annum." We being a maritime logistics service provider are handling around 5 lac TEUs (LCL+FCL) globally. However, this is happening for 4,000 trade lanes which puts us in a unique position to attract volumes from different trade lanes/ports to the proposed facility (Chabahar Port). Therefore request you to reduce the aggregate handling capacity of 3.5 lac TEUs to 2 lac TEUs and completely remove the minimum throughput of 1 lac TEU per terminal requirement. Please note that we being an NVOCC/FF have a unique capability of consolidating Afghanistan/CIS countries cargo to Chabahar Port since we offer door to door service. In addition to LCL+FF volumes of (5 lac TEUs) we are also handling 3 lac + TEUs volumes at our CFSS	Please refer to Addendum 01 issued by the Authority in regards to the RFQ.

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		PAN India.	
45		Given the strategic importance of this project, it is of paramount importance that right sized applicant participates in this tender. We would request to increase the minimum net worth (the “Financial Capacity”) from 60 crores by significant amount to ensure right sized applicant	The financial eligibility has been set to encourage participation.
46		Please provide a detailed list of cargo commodities that will not be allowed to handle at the proposed facility.	Please refer to response to query at serial number 37.
47		The RFQ is for a port operator and not a port owner like DP world etc. Also the stake that IGPL Iran would be offering would be a minor stake for the sweat equity that will be put in by the operator. If this is the concept then none of the “operator” category vendors in India can qualify given the Throughput of 3.25 lac containers per annum of handling at port	Please refer to response to query at serial number 44.
48		Also company’s current port owning companies have too many American sailings giving business to them and would not like to put their current business at stake. Thus we request you to kindly target the correct market for vendors to manage and run the terminal for IGPL rather than finding port owners to partner. For this purpose the criteria need to be corrected and also advertised and popularized in the right channel.	Please refer to response to query at serial number 47.
49		a) As mentioned by you, we are not supposed to handle dry bulk cargo like cement, clinker, Sulphur, coal, iron	Please refer to response to the query at serial number 37

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		ore and fertilizers. All that can be handled is project cargo, general cargo and cargoes that will come and go from the FTZ that is yet to be developed. Based on this the Multipurpose terminal looks unviable for any operator to come in.	
		b) As regards the container terminal – the story is still 5 years away from today as it would take minimum 3 years for any manufacturer to make them and supply them and at least 6 months for IGPL to finalize the vendor as 6 months for the shipment and commissioning. Basis the given situation, the appointed operator, would not be able to conduct much business from this year (if appointed) till the next 4 to 5 years. Under the given situation if he has to run the current operation terminal without the given oil cargo, the cost of operations may not be viable vis a vis the management revenue. Thus some clarity on the RFP model is necessary to get proper interest.	The IPGL is in advance stages of procuring the equipment required for making the terminal operational. IPGL envisages to start operation from the terminal by middle of 2018
50	Clause number 2.2.2 (A) & 3.2.1 (Technical Capacity)	a) Presently, Technical Capacity Criteria stated under clause 2.2.2 (A) considers the experience of container or multipurpose (any one of them) as the eligible experience to qualify to bid for proposed project which requires to operate both the types of the terminal. We are of the view that appropriate criterion should be to consider the bidder with qualification to have operated both the types of terminals. Hence, the framing of the criteria drafted as “(a) or (b)” should be replaced with “(a) and (b)”.	It is kept so to encourage competition by increasing the probability of participation in the RFQ.

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		<p>b) Clause 3.2.1., specifying the eligible experience as technical capacity criteria, has a bit ambiguous language. Initially, it refers to the throughput as the basis of technical experience while in the para (a) and (b), it also refers to the word “capacity” also creating ambiguity for understanding. Hence, we suggest sticking to single terminology of throughput only which is the actual basis of the experienced gained for operations of container / multipurpose terminal.</p> <p>Further, we are of the view that the threshold yearly volume of throughput for container as well as general / multipurpose cargo is also prescribed at a very low level. Considering the potential of the terminals and physical infrastructure proposed to be operated, we suggest that the minimum throughput required to have been handled by a bidder in the past five financial years (preceding Application Due Date) should be: (i) 5.00 Lac TEUs / Annum for Containers and (ii) 10 Lac Tons /Annum for Multipurpose Cargo. Further, in line with the foregoing, minimum yearly throughput per terminal should also be increased to 3 Lac TEUs / Annum for containers and 5 Lac tons / annum for multipurpose cargo.</p>	Please refer to Addendum 01 issued by the Authority in regards to the RFQ.
	2.2.2 (B) Financial	We refer that Financial Capacity Criteria i.e., Net Worth requirement has been placed at Rs. 60 Crores	Please refer to response to query at serial number 45

Sr. No.	Clause No, Page number	Query/Suggestions	Replies to the Queries
	Capacity	<p>at the close of preceding financial year. We are of the view that Model RFQ Document approved by Ministry of Shipping and Ministry of Finance specifies the Net Worth at 25% of the Project Cost. Though no project cost has been specified for the Project (being O&M Project), the size of the project may be determined based on the project cost for equipping the terminals proposed to be operated. We are of the view that the same may be considered around Rs. 600 Crores. Hence, considering the same, financial capacity criterion i.e., Net Worth requirement would be at Rs. 150 Crore. We believe that this is a more scientific and logical approach to the framing of qualification criteria.</p>	

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