



## **REQUEST FOR QUALIFICATION (RFQ)**

**Development of Greenfield International Airport**

**on**

**Public Private Partnership Basis**

**at**

**Mopa in Goa**

Global RFQ Notice No:  
**32/DOCA/RFQ/MOPA/2014**

Directorate of Civil Aviation, Government of Goa  
3 October 2014

## **Disclaimer**

The information contained in this Request for Qualification document (the “**RFQ**”) or subsequently provided to Applicant(s), whether verbally or in documentary or any other form, by or on behalf of the Authority or any of its employees or advisors, is provided to Applicant(s) on the terms and conditions set out in this RFQ and such other terms and conditions subject to which such information is provided.

This RFQ is not an agreement and is neither an offer nor invitation by the Authority to the prospective Applicants or any other person. The purpose of this RFQ is to provide interested parties with information that may be useful to them in the formulation of their application for qualification pursuant to this RFQ (the “**Application**”). This RFQ includes statements, which reflect various assumptions and assessments arrived at by the Authority in relation to the Project. Such assumptions, assessments and statements do not purport to contain all the information that each Applicant may require. This RFQ may not be appropriate for all persons, and it is not possible for the Authority, its employees or advisors to consider the investment objectives, financial situation and particular needs of each party who reads or uses this RFQ. The assumptions, assessments, statements and information contained in this RFQ may not be complete, accurate, adequate or correct. Each Applicant should therefore, conduct its own investigations and analysis and should check the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments, statements and information contained in this RFQ and obtain independent advice from appropriate sources.

Information provided in this RFQ to the Applicant(s) is on a wide range of matters, some of which may depend upon interpretation of law. The information given is not intended to be an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. The Authority accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on law expressed herein.

The Authority, its employees and advisors make no representation or warranty

and shall have no liability to any person, including any Applicant or Bidder, under any law, statute, rules or regulations or tort, principles of restitution or unjust enrichment or otherwise for any loss, damages, cost or expense which may arise from or be incurred or suffered on account of anything contained in this RFQ or otherwise, including the accuracy, adequacy, correctness, completeness or reliability of the RFQ and any assessment, assumption, statement or information contained therein or deemed to form part of this RFQ or arising in any way with pre-qualification of Applicants for participation in the Bidding Process.

The Authority also accepts no liability of any nature whether resulting from negligence or otherwise howsoever caused arising from reliance of any Applicant upon the statements contained in this RFQ.

The Authority may, in its absolute discretion but without being under any obligation to do so, update, amend or supplement the information, assessment or assumptions contained in this RFQ.

The issue of this RFQ does not imply that the Authority is bound to select and shortlist pre-qualified Applications for Bid Stage or to appoint the selected Bidder or Concessionaire, as the case may be, for the Project and the Authority reserves the right to reject all or any of the Applications or Bids without assigning any reasons whatsoever.

The Applicant shall bear all its costs associated with or relating to the preparation and submission of its Application including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by the Authority or any other costs incurred in connection with or relating to its Application. All such costs and expenses will remain with the Applicant and the Authority shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by an Applicant in preparation or submission of the Application, regardless of the conduct or outcome of the Bidding Process.

<b>GLOSSARY</b>	
<b>Aggregate Experience Score</b>	As defined in Clause 3.2.6
<b>Airport</b>	As defined in Clause 1.1.1
<b>Airport Operations Score</b>	Score of an Applicant evaluated in accordance with Clause 3.2.6
<b>Applicant(s)</b>	As defined in Clause 1.2.1
<b>Application</b>	As defined in the Disclaimer
<b>Application Due Date</b>	As defined in Clause 1.1.5
<b>Associate</b>	As defined in Clause 2.2.8
<b>Authority</b>	As defined in Clause 1.1.1
<b>ACI</b>	Airports Council International
<b>ASQ</b>	Airport Service Quality as measured through ACI survey
<b>Bids</b>	As defined in Clause 1.2.3
<b>Bid Due Date</b>	As defined in Clause 1.2.3
<b>Bid Security</b>	As defined in Clause 1.2.4
<b>Bidders</b>	As defined in Clause 1.1.1
<b>Bidding Documents</b>	As defined in Clause 1.2.3
<b>Bidding Process</b>	As defined in Clause 1.2.1
<b>Bid Stage</b>	As defined in Clause 1.2.1
<b>BOLT</b>	Build, Own, Lease, Transfer
<b>BOO</b>	Build, Own, Operate
<b>BOOT</b>	Build, Own, Operate and Transfer
<b>BOT</b>	Build, Operate and Transfer
<b>Concessionaire</b>	As defined in Clause 1.1.2
<b>Concession Agreement</b>	As defined in Clause 1.1.2
<b>Conflict of Interest</b>	As defined in Clause 2.2.1(c)
<b>Consortium</b>	As defined in Clause 2.2.1(a)
<b>Development Experience</b>	As defined in Clause 2.2.2 (A) (i)
<b>Development Period</b>	Period from 1 January 2004 to 31 December 2013

<b>DBFOT</b>	As defined in Clause 1.1.1
<b>Eligible Experience</b>	As defined in Clause 3.2.1
<b>Eligible Projects</b>	As defined in Clause 3.2.1
<b>Estimated Project Cost</b>	As defined in Clause 1.1.4
<b>FAR</b>	Floor Area Ratio (Gross Floor Area) / (area of the plot)
<b>Financial Capacity</b>	As defined in Clause 2.2.2 (B)
<b>GoG</b>	As defined in Clause 1.1.1
<b>GoI</b>	As defined in Clause 1.1.1
<b>Highest Bidder</b>	As defined in Clause 1.2.8
<b>Jt. Bidding Agreement</b>	As defined in Clause 2.2.5 (g)
<b>Lead Member</b>	As defined in Clause 2.2.5 (c)
<b>LOA</b>	Letter of Award
<b>Member</b>	Member of a Consortium
<b>Mppa</b>	Million passengers per annum
<b>MRO</b>	Maintenance, repair and overhaul
<b>Operations Experience</b>	As defined in Clause 2.2.2 A(ii)
<b>Operation Period</b>	As defined in Clause 3.2.4 (a)
<b>OECD</b>	Organisation for Economic Co-operation and Development
<b>O&amp;M Member</b>	As defined in Clause 2.2.2 (B)
<b>Net Worth</b>	As defined in Clause 2.2.3 (ii)
<b>PPP</b>	As defined in Clause 1.1.1
<b>Premium</b>	As defined in Clause 1.2.8
<b>Project</b>	As defined in Clause 1.1.1
<b>Project Development Score</b>	Score of an Applicant evaluated in accordance with Clause 3.2.6 (a)
<b>Qualification</b>	As defined in Clause 1.2.1
<b>Qualification Stage</b>	As defined in Clause 1.2.1
<b>Re. or Rs. or INR</b>	Indian Rupee
<b>RFP or Request for Proposals</b>	As defined in Clause 1.2.1
<b>RFQ</b>	As defined in the Disclaimer

<b>SPV</b>	As defined in Clause 2.2.5
<b>Technical Capacity</b>	As defined in Clause 2.2.2 (A)
<b>Technical Member</b>	As defined in Clause 2.2.2 (B)

The words and expressions beginning with capital letters and defined in this document shall, unless repugnant to the context, have the meaning ascribed thereto herein.

## **Invitation for Qualification**

## 1. INTRODUCTION

### 1.1 Background

1.1.1 In March 2000, the Government of India (“GoI”) had granted an in-principle approval to develop a greenfield airport at Mopa, Goa (the “Airport”). While granting such approval, the GoI had recommended closure of the existing airport at Dabolim upon commencement of commercial operations of the Airport. However, in June 2010, GoI reviewed its decision and has allowed continuation of operations at the existing airport in Dabolim even after the commissioning of the Airport. The Government of Goa (“GoG”) has endorsed the decision and confirms that Dabolim will remain open for commercial civil operation even after Mopa is made operational. Pursuant thereto, GoG acting through the Directorate of Civil Aviation, GoG (the “Authority”) has decided to undertake development, operation and management of the Airport through Public-Private Partnership (“PPP”) on Design, Build, Finance, Operate and Transfer (“DBFOT”) basis (the “Project”). The Authority has decided to carry out the bidding process for selection of a private entity or public sector company as the bidder to whom the Project may be awarded.

Brief particulars of the Project are as follows:

The Project is proposed to be developed in 4 (four) phases in the following manner to cater to the needs of the expected passenger traffic until 2045.

Phase	Implementation by	Meeting Service and Passenger Requirements till	Approximate Passenger Demand (in millions)
I	Commercial Operations Date	2020	4.4 (four point four)
II	2021	2025	5.8



			(five point eight)
III	2026	2035	9.4 (nine point four)
IV	2036	2045	13.1 (thirteen point one)

The indicative capital cost of the Project for all phases is Rs. 3,000 crores (Rupees Three Thousand crore) and for Phase I of the Project is Rs. 1,500 crores (Rupees One Thousand Five Hundred crore).

To increase the viability of the Project, the Authority may also provide a land parcel, admeasuring approximately 381 (three hundred eighty one) acres, adjoining the Airport for commercial development to be developed by the Concessionaire in accordance with the terms specified in the Concession Agreement. The FAR for this land, depending on the type of use, may be relaxed up to 4. The extent and the nature of the land is indicative and the same will be finalized during the Bid Stage. The Authority accepts no liability towards any change in the extent and nature of land mentioned in the RFQ.

The Environmental Impact Assessment (“EIA”) study is currently underway. On completion of the EIA study, the EIA report will be submitted to the Ministry of Environment & Forests (“MoEF”). The Concession Agreement will be signed only after the Environmental Clearance (“EC”) is obtained from the MoEF.

The terminal building(s) of the Airport shall be built keeping in mind the goals of efficiency, flexibility, sustainability and economy. The Project shall have a separate cargo complex in order to cater to the growing need for air cargo facilities, including agro commodities. The Authority also envisages development of the Airport as a hub for MRO activities in India.

The Concessionaire shall also operate an aviation training institute in accordance with the provisions of the agreement to be entered into with the

Concessionaire and the Department of Craftsman Training and/or Directorate of Technical Education, Government of Goa in the form provided by the Authority as part of the Bidding Documents pursuant hereto. The infrastructure including the land for such training institute may be provided by the GoG within Pernem taluka.

The Authority intends to pre-qualify and shortlist suitable Applicants (the “**Bidders**”) who will be eligible for participation in the Bid Stage, for awarding the Project through an open competitive bidding process in accordance with the procedure set out herein.

- 1.1.2 The selected Bidder, who is either a company incorporated under the Companies Act, 1956 or the Companies Act, 2013 (as the case may be) or undertakes to incorporate as such prior to execution of the concession agreement (the “**Concessionaire**”) shall be responsible for designing, engineering, financing, procurement, construction, operation and maintenance of the Project under and in accordance with the provisions of a long-term concession agreement (the “**Concession Agreement**”) to be entered into between the Concessionaire and the Authority in the form provided by the Authority as part of the Bidding Documents pursuant hereto.
- 1.1.3 The scope of work will broadly include the design, finance, construction, development, operation and maintenance of the air-side, terminal and land-side infrastructure (as defined in the Concession Agreement) for the Project in accordance with the Concession Agreement.
- 1.1.4 Indicative capital cost of the Project (the “**Estimated Project Cost**”) will be revised and specified in the Bidding Documents of the Project. The assessment of actual costs, however, will have to be made by the Bidders.
- 1.1.5 The Authority shall receive Applications pursuant to this RFQ in accordance with the terms set forth herein as modified, altered, amended and

clarified from time to time by the Authority, and all Applications shall be prepared and submitted in accordance with such terms on or before the date specified in Clause 1.3 for submission of Applications (the “**Application Due Date**”).

## 1.2 Brief description of the Bidding Process

- 1.2.1 The Authority has adopted a two-stage process (collectively referred to as the “**Bidding Process**”) for selection of the bidder for award of the Project. The first stage (the “**Qualification Stage**”) of the process involves qualification (the “**Qualification**”) of interested parties/ consortia who make an Application in accordance with the provisions of this RFQ (the “**Applicant**”, which expression shall, unless repugnant to the context, include the Members). Prior to making an Application, the Applicant shall pay to the Authority a sum of Rs. 400,000 (Rupees Four Lakhs) as the cost of the RFQ process on or before the date specified in Clause 1.3. The Applicants who have downloaded the RFQ document from the Authority’s website [www.tenderwizard.com/GOA](http://www.tenderwizard.com/GOA) should transfer the amount online as per details provided in Appendix VI of the RFQ, on or before the date specified in Clause 1.3. At the end of this stage, the Authority expects to announce a short list of suitable pre-qualified Applicants who shall be eligible for participation in the second stage of the Bidding Process (the “**Bid Stage**”) comprising Request for Proposals (the “**Request for Proposals**” or “**RFP**”).

Government of India has issued guidelines (see Appendix-V) for qualification of bidders seeking to acquire stakes in any public sector enterprise through the process of disinvestment. These guidelines shall apply *mutatis mutandis* to this Bidding Process. The Authority shall be entitled to disqualify an Applicant in accordance with the aforesaid guidelines at any stage of the Bidding Process. Applicants must satisfy themselves that they are qualified to bid, and should give an undertaking to this effect in the form at Appendix-I.

- 1.2.2 In the Qualification Stage, Applicants would be required to furnish all the information specified in this RFQ. Only those Applicants that are pre-qualified and short listed by the Authority shall be invited to submit their Bids for the Project. The Applicants are, therefore, advised to visit the site and familiarize themselves with the Project.
- 1.2.3 In the Bid Stage, the Bidders will be called upon to submit their financial offers (the “**Bids**”) in accordance with the RFP and other documents to be provided by the Authority (collectively the “**Bidding Documents**”). The Bid shall be valid for a period of not less than 120 (one hundred and twenty) days from the date specified in Clause 1.3 for submission of bids (the “**Bid Due Date**”).
- 1.2.4 In terms of the RFP, a Bidder will be required to deposit, along with its Bid, a bid security of an amount not exceeding 2% (two per cent) of the Estimated Project Cost (the “**Bid Security**”) specified in the Bidding Documents, refundable no later than 180 (one hundred and eighty) days from the Bid Due Date, except in the case of the selected Bidder whose Bid Security shall be retained till it has provided a Performance Security under the Concession Agreement. The Bidders shall provide the Bid Security in the form of a bank guarantee acceptable to the Authority and the validity period of the bank guarantee shall not be less than 180 (one hundred and eighty) days from the Bid Due Date, exclusive of a claim period of 60 (sixty) days, and may be extended as may be mutually agreed between the Authority and the Bidder from time to time. The Bid shall be summarily rejected if it is not accompanied by the Bid Security.
- 1.2.5 Generally, the Highest Bidder shall be the selected Bidder. The remaining Bidders shall be kept in reserve and may, in accordance with the process specified in the RFP, be invited to match the Bid submitted by the Highest Bidder in case such Highest Bidder withdraws or is not selected for any reason. In the event that none of the other Bidders match the Bid of the Highest Bidder, the Authority may, in its discretion, invite fresh Bids from

the remaining Bidders or annul the Bidding Process, as the case may be.

- 1.2.6 During the Bid Stage, Bidders are invited to examine the Project in greater detail, and to carry out, at their cost, such studies as may be required for submitting their respective Bids for award of the concession including implementation of the Project.
- 1.2.7 As part of the Bidding Documents, the Authority will provide a draft Concession Agreement and a feasibility report prepared by the Authority/its consultants and other information pertaining/ relevant to the Project available with it.
- 1.2.8 Bids may be invited for the Project on the basis of: (i) an upfront fixed amount to be paid upon execution of Concession Agreement towards the cost of land to be granted for the project and (ii) a percentage of revenue share payable to the Authority each year, (collectively the “**Premium**”). The concession period shall be pre-determined, and will be indicated in the draft Concession Agreement forming part of the Bidding Documents. The Premium may be criterion for evaluation of Bids. The Project shall be awarded to the Bidder quoting the highest Premium.

In this RFQ, the term “**Highest Bidder**” shall mean the Bidder who is offering the highest Premium.

The bid parameters for the RFP stage are subject to change based on detailed financial assessment, project structuring and pre-RFQ interactions.

- 1.2.9 The Concessionaire shall be entitled to levy and charge a pre-determined user fee from users of the Project in accordance with applicable laws.
- 1.2.10 Further and other details of the process to be followed at the Bid Stage and the terms thereof will be spelt out in the Bidding Documents.

1.2.11 Any queries or request for additional information concerning this RFQ shall be submitted in writing or by fax and e-mail to the officer designated in Clause 2.13.3 below. The envelopes/ communications shall clearly bear the following identification/ title: **“Queries/ Request for Additional Information: RFQ for Development of Greenfield Airport on Public Private Partnership Basis at Mopa in Goa”**.

### 1.3 Schedule of Bidding Process

The Authority shall endeavor to adhere to the following schedule:

<b>Event Description</b>		
<b>Qualification Stage</b>		<b>Date</b>
1.	Last date for receiving queries	25 days from date of issue of RFQ
2.	Last date for receiving cost of the RFQ process	25 days from date of issue of RFQ
3.	Pre-Application Conference	30 days from date of issue of RFQ
4.	Authority response to queries latest by	45 days from date of issue of RFQ
5.	Application Due Date	70 days from date of issue of RFQ
6.	Announcement of qualified bidders	Within 30 days of Application Due Date
<b>Bid Stage</b>		<b>Estimated Date</b>
1.	Sale of Bid Documents	[To be specified]
2.	Last date for receiving queries	[To be specified]
3.	Pre-Bid meeting – 1	[To be specified]
4.	Authority response to queries latest by	[To be specified]
5.	Pre-Bid meeting – 2	[To be specified]
6.	Bid Due Date	[To be specified]
7.	Opening of Bids	On Bid Due Date
8.	Letter of Award (LOA)	Within 30 (thirty) days of Bid Due Date
9.	Validity of Bids	120 (one hundred twenty) days of Bid Due Date
10.	Signing of Concession Agreement	Within 30 (thirty) days of award of LOA

## 2. INSTRUCTIONS TO APPLICANTS

### A. GENERAL

#### 2.1 Scope of Application

2.1.1 The Authority wishes to receive Applications for Qualification in order to shortlist experienced and capable Applicants for the Bid Stage.

2.1.2 Shortlisted Applicants may subsequently be invited to submit the Bids for the Project.

#### 2.2 Eligibility of Applicants

2.2.1 For determining the eligibility of Applicants for their qualification hereunder, the following shall apply:

- (a) The Applicant for pre-qualification may be a single entity or a group of entities (the “**Consortium**”), coming together to implement the Project. However, no applicant applying individually or as a member of a Consortium, as the case may be, can be member of another Applicant. The term Applicant used herein would apply to both a single entity and a Consortium.
- (b) An Applicant may be a natural person, private entity, government-owned entity or any combination of them with a formal intent to enter into an agreement or under an existing agreement to form a Consortium. A Consortium shall be eligible for consideration subject to the conditions set out in Clause 2.2.5 below.
- (c) An Applicant shall not have a conflict of interest (the “**Conflict of Interest**”) that affects the Bidding Process. Any Applicant found to have a Conflict of Interest shall be disqualified. An Applicant shall



be deemed to have a Conflict of Interest affecting the Bidding Process, if:

- (i) the Applicant, its Member or Associate (or any constituent thereof) and any other Applicant, its Member or any Associate thereof (or any constituent thereof) have common controlling shareholders or other ownership interest; provided that this disqualification shall not apply in cases where the direct or indirect shareholding of an Applicant, its Member or an Associate thereof (or any shareholder thereof having a shareholding of more than 5% (five per cent) of the paid up and subscribed share capital of such Applicant, Member or Associate, as the case may be) in the other Applicant, its Member or Associate is less than 5% (five per cent) of the subscribed and paid up equity share capital thereof; provided further that this disqualification shall not apply to any ownership by the Airports Authority of India, a bank, insurance company, pension fund or a public financial institution referred to in section 2(72) of the Companies Act, 2013. For the purposes of this Clause 2.2.1(c), indirect shareholding held through one or more intermediate persons shall be computed as follows: (aa) where any intermediary is controlled by a person through management control or otherwise, the entire shareholding held by such controlled intermediary in any other person (the “**Subject Person**”) shall be taken into account for computing the shareholding of such controlling person in the Subject Person; and (bb) subject always to sub-clause (aa) above, where a person does not exercise control over an intermediary, which has shareholding in the Subject Person, the computation of indirect shareholding of such person in the Subject Person shall be undertaken on a proportionate basis; provided, however, that no such shareholding shall be reckoned under this sub-clause (bb) if the

- shareholding of such person in the intermediary is less than 26% (twenty six per cent) of the subscribed and paid up equity shareholding of such intermediary;
- (ii) a constituent of such Applicant is also a constituent of another Applicant; or
  - (iii) such Applicant, or any Associate thereof receives or has received any direct or indirect subsidy, grant, concessional loan or subordinated debt from any other Applicant, or any Associate thereof or has provided any such subsidy, grant, concessional loan or subordinated debt to any other Applicant, its Member or any Associate thereof; or
  - (iv) such Applicant has the same legal representative for purposes of this Application as any other Applicant; or
  - (v) such Applicant, or any Associate thereof has a relationship with another Applicant, or any Associate thereof, directly or through common third party/ parties, that puts either or both of them in a position to have access to each other's information about, or to influence the Application of either or each other; or
  - (vi) such Applicant, or any Associate thereof has participated as a consultant to the Authority in the preparation of any documents, design or technical specifications of the Project.
- (d) An Applicant shall be liable for disqualification if any legal, financial or technical adviser of the Authority in relation to the Project is engaged by the Applicant, its Member or any Associate thereof, as the case may be, in any manner for matters related to or incidental to the Project. For the avoidance of doubt, this disqualification shall not apply where such adviser was engaged by the Applicant, its Member or

Associate in the past but its assignment expired or was terminated 6 (six) months prior to the date of issue of this RFQ. Nor will this disqualification apply where such adviser is engaged after a period of 3 (three) years from the date of commercial operation of the Project.

Explanation:

In case an Applicant is a Consortium, then the term Applicant as used in this Clause 2.2.1, shall include each Member of such Consortium.

2.2.2 To be eligible for pre-qualification and shortlisting, an Applicant shall fulfill the following conditions of eligibility:

(A) **Technical Capacity:** For demonstrating technical capacity and experience (the “**Technical Capacity**”), the Applicant shall, have:

- (i) Developed at least 1 (one) Eligible Project during the Development Period in Category 1(A) and/or Category 1(B) as specified in Clause 3.2.1 (“**Development Experience**”); and
- (ii) Operated at least 1 (one) Eligible Project during the Operation Period in Category 2 as specified in Clause 3.2.1 (“**Operation Experience**”).

(B) **Financial Capacity:** The Applicant shall have a minimum Net Worth (the “**Financial Capacity**”) of Rs. 10,000,000,000 (Rupees One Thousand Crores) at the close of the preceding financial year. In case of a consortium, the designated Lead Member shall have a minimum Net Worth of Rs. 5,000,000,000 (Rupees Five Hundred Crores) at the close of the preceding financial year.

In case of a Consortium, the Members shall be evaluated in the following manner:

- (i) The combined Technical Capacity set forth in Clause 2.2.2 (A)(i), and Net Worth under Clause 2.2.2 (B) of only those Members (“**Technical Member**”), who have and shall continue to have an equity share of at least 26% (twenty six per cent) each in the SPV, will be considered; provided that each such Member shall, for a period of 7 (seven) years from the date of commercial operation of the Project, hold equity share capital not less than: (i) 26% (twenty six per cent) of the subscribed and paid up equity of the SPV; and (ii) 5% (five per cent) of the Total Project Cost.
- (ii) The combined technical capacity set forth in Clause 2.2.2(A)(ii) and Net Worth under Clause 2.2.2 (B) of only that Member (“**O&M Member**”), who have and shall continue to have an equity share of at least 10% (ten cent) each in the SPV, will be considered; provided that each such Member shall, for a period of 7 (seven) years from the date of commercial operation of the Project, hold equity share capital not less than 10% (ten per cent) of the subscribed and paid up equity of the SPV. For the avoidance of doubt, a Consortium shall not have more than 1(one) O &M Member.

In case of a Consortium, the Net Worth will be computed as the summation of the Net Worth of each Member, weighted by the equity share of that Consortium Member.

Illustration:

The equity stake of each Member in a Consortium is as follows:

<b>Consortium member</b>	<b>Member Code</b>	<b>Equity Share</b>
A	Lead Member	51%
B	Other Member	26%
C	O&M Member	10%

D	Other Member	13%
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Therefore the Net Worth of the Consortium will be computed as under:

(Net Worth of Member A  $\times$  51%) + (Net Worth of Member B  $\times$  26%) + (Net Worth of Member C  $\times$  10%). Net worth of Member D will not be considered.

2.2.3 The Applicants shall enclose with its Application, to be submitted as per the format at Appendix-I, complete with its Annexes, the following:

- (i) Certificate(s) from its statutory auditors<sup>1</sup> or the concerned client(s) stating the passenger throughputs or capital cost, as the case may be, during the Development Period or Operation Period in respect of the projects specified in paragraph 2.2.2 (A) above. In case a particular job/ contract has been jointly executed by the Applicant (as part of a consortium), it should further support its claim for the share in work done for that particular job/ contract by producing a certificate from its statutory auditor or the client; and
- (ii) certificate(s) from its statutory auditors specifying the net worth of the Applicant, as at the close of the preceding financial year, and also specifying that the methodology adopted for calculating such net worth conforms to the provisions of this Clause 2.2.3 (ii). For the purposes of this RFQ, net worth (the “**Net Worth**”) shall mean the sum of subscribed and paid up equity and reserves from which shall be deducted the sum of revaluation reserves, miscellaneous expenditure not written off and reserves not available for distribution to equity share holders.

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<sup>1</sup> In case duly certified audited annual financial statements containing explicitly the requisite details are provided, a separate certification by statutory auditors would not be necessary in respect of Clause 2.2.3 (i). In jurisdictions that do not have statutory auditors, the firm of auditors which audits the annual accounts of the Applicant may provide the certificates required under this RFQ.

2.2.4 The Applicant should submit a Power of Attorney as per the format at Appendix-II, authorising the signatory of the Application to commit the Applicant. In the case of a Consortium, the Members should submit a Power of Attorney in favour of the Lead Member as per format at Appendix-III.

2.2.5 Where the Applicant is a single entity, it may be required to form an appropriate Special Purpose Vehicle, incorporated under the Indian Companies Act, 2013 (the “SPV”), to execute the Concession Agreement and implement the Project. In case the Applicant is a Consortium, it shall, in addition to forming an SPV, comply with the following additional requirements:

- (a) Number of members in a consortium shall not exceed 4 (four);
- (b) subject to the provisions of sub-clause (a) above, the Application should contain the information required for each member of the Consortium;
- (c) members of the Consortium shall nominate one member as the lead member (the “**Lead Member**”), who shall have an equity share holding of at least 26% (twenty six per cent) of the paid up and subscribed equity of the SPV and Net Worth of not less than Rs. 5,000,000,000 (Rupees Five Hundred crores) at the close of the preceding financial year. The nomination(s) shall be supported by a Power of Attorney, as per the format at Appendix-III, signed by all the other members of the Consortium;
- (d) the Application should include a brief description of the roles and responsibilities of individual members, particularly with reference to financial, technical and O&M obligations.;

- (e) an individual Applicant cannot at the same time be member of a Consortium applying for qualification. Further, a member of a particular Applicant Consortium cannot be member of any other Consortium applying for qualification;
- (f) the members of a Consortium shall form an SPV to execute the Project, if awarded to the Consortium;
- (g) the members of the Consortium shall enter into a binding Joint Bidding Agreement, substantially in the form specified at Appendix-IV (the “**Jt. Bidding Agreement**”), for the purpose of making the Application and submitting a Bid in the event of being short listed. The Jt. Bidding Agreement, to be submitted along with the Application, shall, *inter alia*:
  - (i) convey the intent to form an SPV with shareholding/ ownership equity commitment(s) in accordance with this RFQ, which would enter into the Concession Agreement and subsequently perform all the obligations of the Concessionaire in terms of the Concession Agreement, in case the concession to undertake the Project is awarded to the Consortium;
  - (ii) clearly outline the proposed roles and responsibilities, if any, of each member;
  - (iii) commit the minimum equity stake to be held by each member;
  - (iv) commit that each of the Technical Members, whose experience and net worth will be evaluated under Clause 2.2.2 (A) (i) and/or Clause 2.2.2 (A) (ii), Clause 3.2.3 and Clause 3.2.4 for the purposes of this RFQ, shall subscribe to 26% (twenty six per cent) or more of the paid up and subscribed equity of the SPV

and shall further commit that each such Member shall, for a period of 7 (seven) years from the date of commercial operation of the Project, hold equity share capital not less than: (i) 26% (twenty six per cent) of the subscribed and paid up equity share capital of the SPV; and (ii) 5% (five per cent) of the Total Project Cost;

- (v) commit that the O&M Member, whose experience and net worth will be evaluated under Clause 2.2.2 (A) (ii) and Clause 3.2.4 for the purposes of this RFQ, shall subscribe to 10% (ten per cent) or more of the paid up and subscribed equity of the SPV and shall further commit that each such Member, shall, for a period of 7 (seven) years from the commercial operation of the Project, hold equity share capital not less than 10% (ten per cent) of the subscribed and paid up equity share capital of the SPV;
- (vi) members of the Consortium undertake that they shall collectively hold at least 51% (fifty one per cent) of the subscribed and paid up equity of the SPV at all times until the seventh anniversary of the commercial operation date of the Project; and
- (vii) include a statement to the effect that all members of the Consortium shall be liable jointly and severally for all obligations of the Concessionaire in relation to the Project until the Financial Close of the Project is achieved in accordance with the Concession Agreement; and
- (h) except as provided under this RFQ and the Bidding Documents, there shall not be any amendment to the Jt. Bidding Agreement without the prior written consent of the Authority.

2.2.6 Any entity which has been barred by the Central/ State Government, or



any entity controlled by it, from participating in any project (BOT or otherwise), and the bar subsists as on the date of Application, would not be eligible to submit an Application, either individually or as member of a Consortium.

2.2.7 An Applicant including any Member or Associate should, in the last 3 (three) years, have neither failed to perform on any contract, as evidenced by imposition of a penalty by an arbitral or judicial authority or a judicial pronouncement or arbitration award against the Applicant, Member or Associate, as the case may be, nor has been expelled from any project or contract by any public entity nor have had any contract terminated by any public entity for breach by such Applicant, Member or Associate.

2.2.8 In computing the Technical Capacity and Net Worth of the Applicant/ Members under Clauses 2.2.2 and 3.2, the Technical Capacity and Net Worth of their respective Associates would also be eligible hereunder.

For purposes of this RFQ, Associate means, in relation to the Applicant/ Member, a person who controls, is controlled by, or is under the common control with such Applicant/ Member (the “**Associate**”). As used in this definition, the expression “control” means, with respect to a person which is a company or corporation,

- i) the ownership, directly or indirectly of more than 50% (fifty percent) of the voting shares of such person; or
- ii) holding more than 50% (fifty percent) of the voting rights of such person by virtue of an agreement; or
- iii) the power to govern the policy decisions of such person under statute or an agreement; or
- iv) to appoint or remove the majority of the members of the board of directors; or
- v) To cast the majority of votes at a meeting of the board of directors.

and with respect to a person which is not a company or corporation, the power

to direct the management and policies of such person by operation of law.

2.2.9 The following conditions shall be adhered to while submitting an Application:

- (a) Applicants should attach clearly marked and referenced continuation sheets in the event that the space provided in the prescribed forms in the Annexes is insufficient. Alternatively, Applicants may format the prescribed forms making due provision for incorporation of the requested information;
- (b) information supplied by an Applicant (or other constituent Member if the Applicant is a Consortium) must apply to the Applicant, Member or Associate named in the Application and not, unless specifically requested, to other associated companies or firms. Invitation to submit Bids will be issued only to Applicants whose identity and/ or constitution is identical to that at qualification;
- (c) in responding to the qualification submissions, Applicants should demonstrate their capabilities in accordance with Clause 3.1 below; and
- (d) in case the Applicant is a Consortium, each Member should substantially satisfy the qualification requirements to the extent specified herein.

2.2.10 While Qualification is open to persons from any country, the following provisions shall apply;

- (a) Where, on the date of the Application, not less than 15% (fifteen per cent) of the aggregate issued, subscribed and paid up equity share capital in an Applicant or its Member is held by persons resident outside India or where an Applicant or its Member is controlled by persons resident outside India; or

- (b) if at any subsequent stage after the date of the Application, there is an acquisition of not less than 15% (fifteen per cent) of the aggregate issued, subscribed and paid up equity share capital or control, by persons resident outside India, in or of the Applicant or its Member;

then the Qualification of such Applicant or in the event described in sub-clause (b) above, the continued Qualification of the Applicant shall be subject to approval of the Authority from national security and public interest perspective. The decision of the Authority in this behalf shall be final and conclusive and binding on the Applicant.

The holding or acquisition of equity or control, as above, shall include direct or indirect holding/ acquisition, including by transfer, of the direct or indirect legal or beneficial ownership or control, by persons acting for themselves or in concert and in determining such holding or acquisition, the Authority shall be guided by the principles, precedents and definitions contained in the Securities and Exchange Board of India (Substantial Acquisition of Shares and Takeovers) Regulations, 2011, or any substitute thereof, as in force on the date of such acquisition.

The Applicant shall promptly inform the Authority of any change in the shareholding, as above, and failure to do so shall render the Applicant liable for disqualification from the Bidding Process.

2.2.11 Notwithstanding anything to the contrary contained herein, in the event that the Application Due Date falls within 3 (three) months of the closing of the latest financial year of an Applicant, it shall ignore such financial year for the purposes of its Application and furnish all its information and certification with reference to the 10 (ten) years or 1 (one) year, as the case may be, preceding its latest financial year. For the avoidance of doubt, financial year shall, for the purposes of an Application hereunder, mean the accounting year followed by the Applicant in the course of its normal business.

## 2.3 Change in composition of the Consortium

2.3.1 Change in the composition of a Consortium will not be permitted by the Authority during the Qualification Stage.

2.3.2 Where the Bidder is a Consortium<sup>∞</sup>, change in the composition of a Consortium may be permitted by the Authority during the Bid Stage, only where:

- (a) the application for such change is made no later than 15 (fifteen) days prior to the Bid Due Date;
- (b) the Lead Member continues to be the Lead Member of the Consortium;
- (c) the substitute is at least equal, in terms of Technical Capacity, to the Member who is sought to be substituted and the modified Consortium shall continue to meet the pre-qualification and short-listing criteria for Applicants; and
- (d) the new Member(s) expressly adopt(s) the Application already made on behalf of the Consortium as if it were a party to it originally, and is not an Applicant/Member/Associate of any other Consortium bidding for this Project.

2.3.3 Approval for change in the composition of a Consortium shall be at the sole discretion of the Authority and must be approved by the Authority in writing.

2.3.4 The modified/ reconstituted Consortium shall submit a revised Jt. Bidding Agreement before the Bid Due Date.

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<sup>∞</sup> The option of change in composition of the Consortium which is available under Clause 2.3.2 may be exercised by any Applicant who is pre-qualified either as a Consortium or as a single entity. In the case of a single entity Applicant adding a Consortium Member at the Bid Stage, the single entity Applicant shall be the Lead Member of the Consortium. Provided, however, that no member of such Consortium shall be an Applicant or the member of a Consortium which has been pre-qualified.

2.3.5 Notwithstanding anything to the contrary contained in sub-clause (c) (i) of Clause 2.2.1, an Applicant may, within 10 (ten) days after the Application Due Date, remove from its Consortium any Member who suffers from a Conflict of Interest, and such removal shall be deemed to cure the Conflict of Interest arising in respect thereof.

## **2.4 Number of Applications and costs thereof**

2.4.1 No Applicant shall submit more than one Application for the Project. An Applicant applying individually or as a Member shall not be entitled to submit another application either individually or as a Member of any other Consortium, as the case may be.

2.4.2 The Applicants shall be responsible for all of the costs associated with the preparation of their Applications and their participation in the Bid Process. The Authority will not be responsible or in any way liable for such costs, regardless of the conduct or outcome of the Bidding Process.

## **2.5 Site visit and verification of information**

Applicants are encouraged to submit their respective Applications after visiting the Project site and ascertaining for themselves the site conditions, traffic, location, surroundings, climate, availability of power, water and other utilities for construction, access to site, handling and storage of materials, weather data, applicable laws and regulations, and any other matter considered relevant by them.

## **2.6 Acknowledgement by Applicant**

2.6.1 It shall be deemed that by submitting the Application, the Applicant has:

- (a) made a complete and careful examination of the provisions of the RFQ;
- (b) received all relevant information requested from the Authority;

- (c) accepted the risk of inadequacy, error or mistake in the information provided in the RFQ or furnished by or on behalf of the Authority relating to any of the matters referred to in Clause 2.5 above; and
- (d) agreed to be bound by the undertakings provided by it under and in terms hereof.

2.6.2 The Authority shall not be liable for any omission, mistake or error in respect of any of the above or on account of any matter or thing arising out of or concerning or relating to the RFQ or the Bidding Process, including any error or mistake therein or in any information or data given by the Authority.

## **2.7 Right to accept or reject any or all Applications/ Bids**

2.7.1 Notwithstanding anything contained in this RFQ, the Authority reserves the right to accept or reject any Application and to annul the Bidding Process and reject all Applications/ Bids, at any time without any liability or any obligation for such acceptance, rejection or annulment, and without assigning any reasons therefor. In the event that the Authority rejects or annuls all the Bids, it may, in its discretion, invite all eligible Bidders to submit fresh Bids hereunder.

2.7.2 The Authority reserves the right to reject any Application and/ or Bid if:

- (a) at any time, a material misrepresentation is made or uncovered, or
- (b) the Applicant does not provide, within the time specified by the Authority, the supplemental information sought by the Authority for evaluation of the Application.

If the Applicant/Bidder is a Consortium, then the entire Consortium may be disqualified/ rejected. If such disqualification/ rejection occurs after the Bids

have been opened and the Highest Bidder gets disqualified/ rejected, then the Authority reserves the right to:

- (i) invite the remaining Bidders to match the Highest Bidder/ submit their Bids in accordance with the RFP; or
- (ii) take any such measure as may be deemed fit in the sole discretion of the Authority, including annulment of the Bidding Process.

2.7.3 In case it is found during the evaluation or at any time before signing of the Concession Agreement or after its execution and during the period of subsistence thereof, including the concession thereby granted by the Authority, that one or more of the qualification conditions have not been met by the Applicant, or the Applicant has made material misrepresentation or has given any materially incorrect or false information, the Applicant shall be disqualified forthwith if not yet appointed as the Concessionaire either by issue of the LOA or entering into of the Concession Agreement, and if the Applicant/SPV has already been issued the LOA or has entered into the Concession Agreement, as the case may be, the same shall, notwithstanding anything to the contrary contained therein or in this RFQ, be liable to be terminated, by a communication in writing by the Authority to the Applicant, without the Authority being liable in any manner whatsoever to the Applicant and without prejudice to any other right or remedy which the Authority may have under this RFQ, the Bidding Documents, the Concession Agreement or under applicable laws.

2.7.4 The Authority reserves the right to verify all statements, information and documents submitted by the Applicant in response to the RFQ. Any such verification or lack of such verification by the Authority shall not relieve the Applicant of its obligations or liabilities hereunder nor will it affect any rights of the Authority thereunder.

## **B. DOCUMENTS**

### **2.8 Contents of the RFQ**

This RFQ comprises the disclaimer set forth hereinabove, the contents as listed below, and will additionally include any Addenda issued in accordance with Clause 2.10.

#### **Invitation for Qualification**

- Section 1. Introduction
- Section 2. Instructions to Applicants
- Section 3. Criteria for Evaluation
- Section 4. Fraud & Corrupt Practices
- Section 5. Pre Application Conference
- Section 6. Miscellaneous

#### **Appendices**

- I. Letter comprising the Application
- II. Power of Attorney for signing of Application
- III. Power of Attorney for Lead Member of Consortium
- IV. Joint Bidding Agreement for Consortium
- V. Guidelines of the Department of Disinvestment
- VI. Details of e-Tendering Procedure
- VII. Information Memorandum of the Project



## **2.9 Clarifications**

- 2.9.1 Applicants requiring any clarification on the RFQ may notify the Authority in writing or by fax and e-mail in accordance with Clause 1.2.11. They should send in their queries before the date specified in the schedule of Bidding Process contained in Clause 1.3. The Authority shall endeavour to respond to the queries within the period specified therein, but no later than 10 (ten) days prior to the Application Due Date. The responses will be sent by fax and/or e-mail. The Authority will forward all the queries and its responses thereto, to all purchasers of the RFQ without identifying the source of queries.
- 2.9.2 The Authority shall endeavour to respond to the questions raised or clarifications sought by the Applicants. However, the Authority reserves the right not to respond to any question or provide any clarification, in its sole discretion, and nothing in this Clause shall be taken or read as compelling or requiring the Authority to respond to any question or to provide any clarification.
- 2.9.3 The Authority may also on its own motion, if deemed necessary, issue interpretations and clarifications to all Applicants. All clarifications and interpretations issued by the Authority shall be deemed to be part of the RFQ. Verbal clarifications and information given by Authority or its employees or representatives shall not in any way or manner be binding on the Authority.

## **2.10 Amendment of RFQ**

2.10.1 At any time prior to the deadline for submission of Application, the Authority may, for any reason, whether at its own initiative or in response to clarifications requested by an Applicant, modify the RFQ by the issuance of Addenda.

2.10.2 Any Addendum thus issued will be sent in writing to all those who have purchased the RFQ.

2.10.3 In order to afford the Applicants a reasonable time for taking an Addendum into account, or for any other reason, the Authority may, in its sole discretion, extend the Application Due Date.<sup>β</sup>

## **C. PREPARATION AND SUBMISSION OF APPLICATION**

### **2.11 Language**

The Application and all related correspondence and documents in relation to the Bidding Process shall be in English language. Supporting documents and printed literature furnished by the Applicant with the Application may be in any other language provided that they are accompanied by translations of all the pertinent passages in the English language, duly authenticated and certified by the Applicant. Supporting materials, which are not translated into English, may not be considered. For the purpose of interpretation and evaluation of the Application, the English language translation shall prevail.

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<sup>β</sup> While extending the Application Due Date on account of an addendum, the Authority shall have due regard for the time required by Applicants to address the amendments specified therein. In the case of significant amendments, at least 15 (fifteen) days shall be provided between the date of amendment and the Application Due Date, and in the case of minor amendments, at least 7 (seven) days shall be provided.

## **2.12 Format and signing of Application**

2.12.1 The Applicant shall provide all the information sought under this RFQ. The Authority will evaluate only those Applications that are received in the required formats and complete in all respects. Incomplete and /or conditional Applications shall be liable to rejection.

2.12.2 The Applicant shall prepare 1 (one) original set of the Application (together with originals/ copies of documents required to be submitted along therewith pursuant to this RFQ) and clearly marked “ORIGINAL”. In addition, the Applicant shall submit 1 (one) copy of the Application, along with documents required to be submitted along therewith pursuant to this RFQ, marked “COPY”. The Applicant shall submit soft copies including the duly filled Microsoft Excel formats which form part of this RFQ via the e-Tendering portal [www.tenderwizard.com/GOA](http://www.tenderwizard.com/GOA). In the event of any discrepancy between the original and the copy, the original shall prevail.

2.12.3 The Application and its copy shall be typed or written in indelible ink and signed by the authorised signatory of the Applicant who shall also initial each page in blue ink. In case of printed and published Documents, only the cover shall be initialed. All the alterations, omissions, additions or any other amendments made to the Application shall be initialed by the person(s) signing the Application. The Application shall contain page numbers and shall be bound together in hard cover.

## **2.13 Sealing and Marking of Applications**

2.13.1 The Applicant shall submit the Application in the format specified at Appendix-I, together with the documents specified in Clause 2.13.2, and seal it in an envelope and mark the envelope as “APPLICATION”. The Applicant shall seal the original and the copy of the Application, together with their respective enclosures, in separate envelopes duly marking the envelopes as “ORIGINAL” and “COPY”. The envelopes shall then be

sealed in an outer envelope which shall also be marked in accordance with Clauses 2.13.2 and 2.13.3.

2.13.2 Each envelope shall contain:

- (i) Application in the prescribed format (Appendix-I formats) along with Annexes and supporting documents;
- (ii) Power of Attorney for signing the Application as per the format at Appendix- II;
- (iii) if applicable, the Power of Attorney for Lead Member of Consortium as per the format at Appendix-III;
- (iv) copy of the Jt. Bidding Agreement, in case of a Consortium, substantially in the format at Appendix-IV;
- (v) copy of Memorandum and Articles of Association, if the Applicant is a body corporate, and if a partnership then a copy of its partnership deed; and
- (vi) copies of Applicant's duly audited balance sheet and profit and loss account for the preceding five years.

Each of the envelopes shall clearly bear the following identification:

**“Application for Qualification: Development of Greenfield Airport Project on Public Private Partnership Basis at Mopa in Goa”**

and shall clearly indicate the name and address of the Applicant. In addition, the Application Due Date should be indicated on the right hand corner of each of the envelopes.

2.13.3 Each of the envelopes shall be addressed to:

ATTN. OF : Dr. S. Shanbhogue  
DESIGNATION : Director (Directorate of Civil Aviation)  
ADDRESS : Directorate of Civil Aviation ,  
Room No. 19  
Secretariat Building,  
Alto Porvorim, Bardez, Goa.  
FAX NO : +91 832 2419638  
E-MAIL ADDRESS : [dir-civilavia.goa@nic.in](mailto:dir-civilavia.goa@nic.in)

2.13.4 If the envelopes are not sealed and marked as instructed above, the Authority assumes no responsibility for the misplacement or premature opening of the contents of the Application and consequent losses, if any, suffered by the Applicant.

2.13.5 Applications submitted by fax, telex, telegram or e-mail shall not be entertained and shall be rejected.

## **2.14 Application Due Date**

2.14.1 Applications should be submitted before 1500 hours IST on the Application Due Date, at the address provided in Clause 2.13.3 in the manner and form as detailed in this RFQ. A receipt thereof should be obtained from the person specified in Clause 2.13.3.

2.14.2 The Authority may, in its sole discretion, extend the Application Due Date by issuing an Addendum in accordance with Clause 2.10 uniformly for all Applicants.

## **2.15 Late Applications**

2.15.1 Applications received by the Authority after the specified time on the Application Due Date shall not be eligible for consideration and shall be summarily rejected.

## **2.16 Modifications/substitution/withdrawal of Applications**

2.16.1 The Applicant may modify, substitute or withdraw its Application after submission, provided that written notice of the modification, substitution or withdrawal is received by the Authority prior to the Application Due Date. No Application shall be modified, substituted or withdrawn by the Applicant on or after the Application Due Date.

2.16.2 The modification, substitution or withdrawal notice shall be prepared, sealed, marked, and delivered in accordance with Clause 2.13, with the envelopes being additionally marked “MODIFICATION”, “SUBSTITUTION” or “WITHDRAWAL”, as appropriate.

2.16.3 Any alteration/modification in the Application or additional information supplied subsequent to the Application Due Date, unless the same has been expressly sought for by the Authority, shall be disregarded.

## **D. EVALUATION PROCESS**

### **2.17 Opening and Evaluation of Applications**

2.17.1 The Authority shall open the Applications at 1700 hours IST on the Application Due Date, at the place specified in Clause 2.13.3 and in the presence of the Applicants who choose to attend.

2.17.2 Applications for which a notice of withdrawal has been submitted in accordance with Clause 2.16 shall not be opened.

2.17.3 The Authority will subsequently examine and evaluate Applications in

accordance with the provisions set out in Section 3.

- 2.17.4 Applicants are advised that qualification of Applicants will be entirely at the discretion of the Authority. Applicants will be deemed to have understood and agreed that no explanation or justification on any aspect of the Bidding Process or selection will be given.
- 2.17.5 Any information contained in the Application shall not in any way be construed as binding on the Authority, its agents, successors or assigns, but shall be binding against the Applicant if the Project is subsequently awarded to it on the basis of such information.
- 2.17.6 The Authority reserves the right not to proceed with the Bidding Process at any time without notice or liability and to reject any or all Application(s) without assigning any reasons.
- 2.17.7 If any information furnished by the Applicant is found to be incomplete, or contained in formats other than those specified herein, the Authority may, in its sole discretion, exclude the relevant project from computation of the Aggregate Experience Score of the Applicant.
- 2.17.8 In the event that an Applicant claims credit for an Eligible Project, and such claim is determined by the Authority as incorrect or erroneous, the Authority shall reject such claim and exclude the same from computation of the Aggregate Experience Score and may also, while computing the Aggregate Experience Score of the Applicant, make a further deduction equivalent to the claim rejected hereunder. Where any information is found to be patently false or amounting to a material misrepresentation, the Authority reserves the right to reject the Application and/or Bid in accordance with the provisions of Clauses 2.7.2 and 2.7.3.

## **2.18 Confidentiality**

2.18.1 Information relating to the examination, clarification, evaluation, and recommendation for the short listed pre-qualified Applicants shall not be disclosed to any person who is not officially concerned with the process or is not a retained professional advisor advising the Authority in relation to, or matters arising out of, or concerning the Bidding Process. The Authority will treat all information, submitted as part of Application, in confidence and will require all those who have access to such material to treat the same in confidence. The Authority may not divulge any such information unless it is directed to do so by any statutory entity that has the power under law to require its disclosure or is to enforce or assert any right or privilege of the statutory entity and/ or the Authority or as may be required by law or in connection with any legal process.

## **2.19 Tests of responsiveness**

2.19.1 Prior to evaluation of Applications, the Authority shall determine whether each Application is responsive to the requirements of the RFQ. An Application shall be considered responsive only if:

- (a) it is received as per format at Appendix-I (including Microsoft Excel workbook which forms part of this RFQ);
- (b) it is received by the Application Due Date including any extension thereof pursuant to Clause 2.14.2;
- (c) it is signed, sealed, bound together in hard cover, and marked as stipulated in Clauses 2.12 and 2.13;
- (d) it is accompanied by the Power of Attorney as specified in Clause 2.2.4, and in the case of a Consortium, the Power of Attorney as specified in Clause 2.2.5(c);



- (e) it contains all the information and documents (complete in all respects) as requested in this RFQ;
- (f) it contains information in formats same as those specified in this RFQ;
- (g) it contains certificates from its statutory auditors<sup>§</sup> in the formats specified at Appendix-I of the RFQ for each Eligible Project;
- (h) it is received on or before the date specified in Clause 1.3 and contains a demand draft towards the cost of the RFQ document or an attested copy of the receipt for payment to Authority towards the cost of the RFQ document;
- (i) it is accompanied by the Jt. Bidding Agreement (for Consortium), specific to the Project, as stipulated in Clause 2.2.6 (g);
- (j) it does not contain any condition or qualification; and
- (k) it is not non-responsive in terms hereof.

2.19.2 The Authority reserves the right to reject any Application which is non-responsive and no request for alteration, modification, substitution or withdrawal shall be entertained by the Authority in respect of such Application.

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<sup>§</sup> In case duly certified audited annual financial statements containing the requisite details are provided, a separate certification by statutory auditors would not be necessary in respect of Clause 2.19.1 (g). In jurisdictions that do not have statutory auditors, the firm of auditors which audits the annual accounts of the Applicant may provide the certificates required under this RFQ.

## **2.20 Clarifications**

2.20.1 To facilitate evaluation of Applications, the Authority may, at its sole discretion, seek clarifications from any Applicant regarding its Application. Such clarification(s) shall be provided within the time specified by the Authority for this purpose. Any request for clarification(s) and all clarification(s) in response thereto shall be in writing.

2.20.2 If an Applicant does not provide clarifications sought under Clause 2.20.1 above within the prescribed time, its Application shall be liable to be rejected. In case the Application is not rejected, the Authority may proceed to evaluate the Application by construing the particulars requiring clarification to the best of its understanding, and the Applicant shall be barred from subsequently questioning such interpretation of the Authority.

## **E. QUALIFICATION AND BIDDING**

### **2.21 Shortlisting and notification**

After the evaluation of Applications, the Authority would announce a list of shortlisted pre-qualified Applicants (Bidders) who will be eligible for participation in the Bid Stage. At the same time, the Authority would notify the other Applicants that they have not been shortlisted. The Authority will not entertain any query or clarification from Applicants who fail to qualify.

### **2.22 Submission of Bids**

The Bidders will be requested to submit a Bid in the form and manner to be set out in the Bidding Documents.

Only pre-qualified Applicants shall be invited by the Authority to submit their Bids for the Project. The Authority is likely to provide a comparatively short time span for submission of the Bids for the Project. The Applicants are therefore advised to visit the site and familiarise themselves with the Project by the time of submission of the Application. No extension of time is likely to be considered for submission of Bids pursuant to invitation that may be issued by the Authority.

### **2.23 Proprietary data**

All documents and other information supplied by the Authority or submitted by an Applicant to the Authority shall remain or become the property of the Authority. Applicants are to treat all information as strictly confidential and shall not use it for any purpose other than for preparation and submission of their Application. The Authority will not return any Application or any information provided along therewith.

## **2.24 Correspondence with the Applicant**

Save and except as provided in this RFQ, the Authority shall not entertain any correspondence with any Applicant in relation to the acceptance or rejection of any Application.

### 3. CRITERIA FOR EVALUATION

#### 3.1 Evaluation parameters

3.1.1 Only those Applicants who meet the eligibility criteria specified in Clause 2.2.2 above shall qualify for evaluation under this Section 3. Applications of firms/ consortia who do not meet the prescribed criteria shall be rejected.

3.1.2 The Applicant's competence and capability is proposed to be established by the following parameters:

(a) Technical Capacity; and

(b) Financial Capacity

#### 3.2 Technical Capacity for purposes of evaluation

3.2.1 Subject to the provisions of Clause 2.2, the following categories of experience would qualify as Technical Capacity and eligible experience (the "**Eligible Experience**") in relation to eligible projects as stipulated in Clauses 3.2.3 and 3.2.4 (the "**Eligible Projects**"):

Category 1(A): Development Experience of Eligible Projects in airports sector (greenfield or brownfield) that qualify under Clause 3.2.3 A;

or

Category 1(B): Development Experience of Eligible Projects in core sectors that qualify under Clause 3.2.3 B;

Category 2: Operations Experience of Eligible Projects in airports sector that qualify under Clause 3.2.4.

For the purpose of this RFQ, “**core sectors**” would be deemed to include airports, power, information technology (IT) parks, ports, highways, expressways, railways (including metro rail), and real estate development; provided that in case of real estate development, the following categories of projects shall be evaluated as Eligible Projects:

- (i) Development of a commercial real estate project at a single site with a minimum built-up area of not less than 200,000 (two hundred thousand) square metre; and/or
- (ii) Development of a residential real estate project at a single site with a minimum built-up area of not less than 400,000 (four hundred thousand) square metre.

3.2.2 Eligible Experience in respect of each category shall be measured only for Eligible Projects.

3.2.3 A. For a project to qualify as an Eligible Project under Category 1(A):

- (a) It should have been undertaken as a PPP project on BOT, BOLT, BOO, BOOT, DBFOT or other similar basis for providing its output or services to a public sector entity or it should have been undertaken for providing non-discriminatory access to users in pursuance of its charter, concession or contract, as the case may be;
- (b) The entity claiming experience should have undertaken development of either a green-field or a brown-field international airport during the Development Period. Provided further that:
  - (i) if the international airport is a greenfield airport,

- (aa) such international airport should have a total passenger throughput of 4 (four) mppa or more in at least 2 (two) years in the last 3 (three) calendar years beginning from 1 January 2011;
  - (bb) the commercial operation date of the project shall be on or after 1 January, 2004; and
  - (cc) the entity claiming Development Experience should have held, in the company owning the Eligible Project, a minimum of 26% (twenty six per cent) equity from the date of signing of the concession agreement till commercial operation date of the project.
- (ii) If the international airport is a brownfield airport,
- (aa) the passenger throughput in such international airport should have increased by not less than 4 (four) mppa from the beginning of calendar year starting 1 January 1999; and
  - (bb) the entity claiming Development Experience should have held, in the company owning the Eligible Project, either a minimum equity stake of 26% (twenty six per cent) from 1 January 1999 to 31 December 2013; or a minimum equity stake of 26% (twenty six per cent) for 3 (three) consecutive years of the Development Period during which the design peak hour passenger capacity of the international airport should have increased by not less than 20% (twenty percent), as the case may be.

For the purpose of this RFQ, passenger throughput of an airport is the sum total of its arriving and departing passengers for a stated period of time. A transit passenger, who does not leave the airport terminal shall be counted once, as an arriving passenger.

3.2.3 B. For a project to qualify as an Eligible Project under Category 1(B):

- (a) It should have been undertaken as a PPP project on BOT, BOLT, BOO, BOOT, DBFOT or other similar basis for providing its output or services to a public sector entity or it should have been undertaken for providing non-discriminatory access to users in pursuance of its charter, concession or contract, as the case may be;
- (b) The incremental capital cost of the project shall be more than Rs. 5,00,00,00,000 (Rupees Five Hundred crores) provided the capital cost of the project shall not include the cost of land.

Explanation:

- (i) In the event the project is situated in a developed country which is a member of OECD, the capital cost of such project shall be further multiplied by a factor of 0.4 (zero point four) and the product thereof shall be deemed to be the incremental capital cost of the project;
- (ii) In the event an Eligible Project was executed across multiple phases, the sum of the incremental capital cost incurred in each phase that falls within the Development Period shall be considered as the total incremental capital cost of such Eligible Project;
- (iii) If an entity is claiming development experience for a brown-field project, the incremental capital cost shall be measured as the capital cost incurred on such project after the date of signing of the development agreement or the concession agreement, as the case may be, between the project authority and the entity. In the event the date of signing of the development agreement or concession agreement, as the case may be, between the project authority and the entity is on or before 1 January 2004, the



incremental capital cost incurred after 1 January 2004 shall be considered as the incremental capital cost of such Eligible Project;

- (c) The entity claiming experience should have held, in the company owning the Eligible Project, a minimum of 26% (twenty six per cent) equity during the period for which the experience is being considered; provided that in case of real estate development, the following conditions shall apply;
  - (i) The entity claiming experience should have held for not less than 3 (three) consecutive years, in the company owning the Eligible Project, a minimum of 26% (twenty six per cent) equity during the period when the real estate development as set out in Clause 3.2.1 was being carried out; and
  - (ii) The entity claiming experience should have been undertaken the project during the Development Period.

#### 3.2.4 For a project to qualify as an Eligible Project under Category 2:

- (a) It should have operated an international airport for at least 3 (three) calendar years during the period commencing from 1 January 2009 till 31 December 2013 (“**Operation Period**”). Such international airport should
  - (i) have a total Passenger Throughput of 4 (four) mppa or more in at least 2 (two) calendar years in the last 5 (five) calendar years starting from 1 January 2009; and
  - (ii) have ASQ or Skytrax ranking in the first 100 (hundred) (i.e. in between 1 to 100) in at least 2(two) calendar years during the Operation Period. For the purposes of this RFQ, ASQ or Skytrax ranking shall mean the overall ranking of the Eligible Project (a) for the relevant year as issued by Skytrax; or (b) for all quarters of

the relevant year as issued by ACI, as the case may be.

- (b) The Applicant claiming operations experience should have held, for 1 (one) calendar year during the Operation Period:
  - (i) more than 26 % (twenty six percent) of paid-up and subscribed share capital in the entity that owns the said airport; or
  - (ii) more than 26 % (twenty six percent) of paid-up and subscribed share capital in the entity that the airport has been leased to; or
  - (iii) more than 26 % (twenty six percent) of paid-up and subscribed share capital in the entity operating the airport on contract from the airport owner/ developer/ lessor; or
  - (iv) more than 26 % (twenty six percent) of paid-up and subscribed share capital in the entity designated as the operator of the airport through a formal agreement with the entities owning the airport.

3.2.5 An Applicant may quote experience in respect of a particular Eligible Project under separate categories, if the Applicant (either on its own or along with a member of the Consortium) has played multiple roles in such project. However, the Applicant is required to clearly state the role played in the Eligible Project at each instance of quoting that particular project.

3.2.6 An Applicant's experience shall be measured and stated in terms of a score (the "**Aggregate Experience Score**"). The Aggregate Experience Score shall be determined by taking the sum of the experience in project development ("**the Project Development Score**") and the experience in airport operations ("**the Airport Operations Score**").

- (a) The Project Development Score shall be evaluated in the following manner:

## (i) Eligible Project under Category 1(A)

<b>Number of projects</b>	<b>Marks awarded</b>
1 (one)	10 (ten)
2 (two)	20 (twenty)
3 (three) or more	25 (twenty five)

For the avoidance of doubt, in the event an Applicant has more than 3 (three) Eligible Projects under Category 1(A), the maximum marks awarded under Clause 3.2.6(a)(i) shall be 25 (twenty five) marks. The marks awarded for Eligible Projects under this Clause 3.2.6(a)(i) shall be designated as PD-1.

## (ii) Maximum incremental passenger throughput of an Eligible Project under Category 1(A) during the Development Period

<b>Passenger throughput (Mppa)</b>	<b>Marks awarded</b>
Above 4 and less than 8	10 (ten)
Equal to and greater than 8 and less than 12	20 (twenty)
12 and above	25 (twenty five)

For the avoidance of doubt, if an Applicant has a Passenger Throughput of more than 12 (twelve) mppa in an Eligible Project under Category 1(A), the maximum marks awarded under Clause 3.2.6 (a)(ii) shall be 25 (twenty five) marks. The marks awarded for Eligible Project under this Clause 3.2.6(a)(ii) shall be designated as PD-2.

## (iii) Eligible Project under Category 1(B)

<b>Number of projects</b>	<b>Marks awarded</b>
1 (one)	15 (fifteen)
2 (two)	30 (thirty)
3 (three) or more	40 (forty)

For the avoidance of doubt, if an Applicant has more than 3 (three) Eligible Projects under Category 1(B), the maximum marks awarded under Clause 3.2.6 (a) (iii) shall be 40 (forty) marks. The marks awarded for Eligible Projects under this Clause 3.2.6(a)(iii) shall be designated as PD-3.

- (iv) In case of a Consortium, the Project Development Score of each of the Technical Members, who shall have an equity share set forth in Clause 2.2.2 (B), shall be summed up for arriving at the combined Project Development Score of the Consortium.
- (v) For the avoidance of doubt, the maximum marks to be awarded to any Applicant having Eligible Projects under Clauses 3.2.6(a)(i), 3.2.6(a)(ii), 3.2.6(a)(iii) shall not be more than 50 (fifty) marks.

*Illustration:*

- 1. An Applicant with 10 marks in PD-1, 25 marks in PD-2 and 20 marks in PD-3, would have a Project Development Score of 50.
- 2. An Applicant with 25 marks in PD-1, 0 marks in PD-2 and 30 marks in PD-3, would have a Project Development Score of 50.

- (b) The Airport Operations Score shall be evaluated in the following manner:
  - (i) Eligible Project under Category 2

<b>Number of projects</b>	<b>Marks awarded</b>
1 (one)	10 (ten)
2 (two)	15 (fifteen)
3 (three) or more	20 (twenty)

For the avoidance of doubt, if an Applicant has more than 3

(three) Eligible Projects under Category 2, the maximum marks awarded under Clause 3.2.6(b)(i) shall be 20 (twenty) marks. The marks awarded for Eligible Projects under this Clause 3.2.6(b)(i) shall be designated as AO-1.

- (ii) Maximum Passenger Throughput of an Eligible Project under Category 2 in a calendar year during Operation Period:

<b>Mppa</b>	<b>Marks awarded</b>
Above 4 and less than 8	10 (ten)
Equal to and greater than 8 and less than 12	15 (fifteen)
12 and above	20 (twenty)

For the avoidance of doubt, if an Applicant has a Passenger Throughput of more than 12 (twelve) mppa in an Eligible Project under Category 2, the maximum marks awarded under Clause 3.2.6(b)(ii) shall be 20 (twenty) marks. The marks awarded for Eligible Projects under this Clause 3.2.6(b)(ii) shall be designated as AO-2.

- (iii) Number of years of operations by an Applicant of an Eligible Project under Category 2

<b>Number of years</b>	<b>Marks awarded</b>
Above 3 and less than 5	5 (five)
Equal to and greater than 5 and less than 8	7 (seven)
8 and above	10 (ten)

For the avoidance of doubt, if the number of years of operations of an Applicant in an Eligible Project under Category 2 is more than or equal to 8 (eight) years, the maximum marks awarded under Clause 3.2.6(b)(iii) shall be 10 (ten) marks. The marks awarded for Eligible Project under this Clause 3.2.6(b)(iii) shall

be designated as AO-3.

(iv) MRO experience during the Operation Period

<b>Type of checks offered</b>	<b>Marks awarded</b>
A checks	5 (five)
B/C checks	7 (seven)
D checks	10 (ten)

The marks awarded under this Clause 3.2.6(b)(iv) shall be designated as AO-4.

In the event the Applicant or its Associate does not have MRO experience on its own, the Applicant may provide a binding agreement for a period of at least 5 years with a MRO operator as part of its RFQ submission. The scoring for MRO experience will be done on the basis of the experience of the MRO operator. For the avoidance of doubt, the MRO operator need not have equity participation or be a member of the Consortium bidding for the project.

- (v) In case of a Consortium, the Airport Operations Score of each of its Members, who has an equity share set forth in Clause 2.2.2 (B), shall be summed up for arriving at the combined Airport Operations Score of the Consortium.
- (vi) For the avoidance of doubt, the maximum marks to be awarded to any Applicant having Eligible Projects under Clauses 3.2.6(b)(i), 3.2.6(b)(ii), 3.2.6(b)(iii), 3.2.6(b)(iv) shall not be more than 50 (fifty) marks.

*Illustration:*

- 1. An Applicant with 20 marks in AO-1, 20 marks in AO-2, 10 marks in AO-3, and 10 marks in AO-4 would have an*

*Airport Operations Score of 50.*

2. *An Applicant with 20 marks in AO-1, 20 marks in AO-2, 10 marks in AO-3, and 5 marks in AO-4 would have an Airport Operations Score of 50.*

3.2.7 Experience for any activity relating to an Eligible Project shall not be claimed by two or more Members and/or its Associate of a Consortium. In other words, no double counting by a Consortium in respect of the same experience shall be permitted in any manner whatsoever.

### **3.3 Details of Experience**

3.3.1 The Applicants must provide the necessary information relating to Technical Capacity as per format at Annex-II of Appendix-I.

3.3.2 The Applicant should furnish the required Project-specific information and evidence in support of its claim of Technical Capacity, as per format at Annex-IV of Appendix-I.

### **3.4 Financial information for purposes of evaluation**

3.4.1 The Application must be accompanied by the Audited Annual Reports of the Applicant (of each Member in case of a Consortium) for the last 5 (five) financial years, preceding the date on which the Application is made.

3.4.2 In case the annual accounts for the latest financial year are not audited and therefore the Applicant cannot make it available, the Applicant shall give an undertaking to this effect and the statutory auditor shall certify the same. In such a case, the Applicant shall provide the Audited Annual Reports for 5 (five) years preceding the year for which the Audited Annual Report is not being provided.

3.4.3 The Applicant must establish the minimum Net Worth specified in Clause

2.2.2 (B), and provide details as per format at Annex-III of Appendix-I.

### 3.5 Qualification of Applicants

3.5.1 The credentials of eligible Applicants shall be measured in terms of their Aggregate Experience Score as specified in Clause 3.2.6.

3.5.2 Applicants should have the following minimum scores for participation in the Bid Stage:

- (a) An Aggregate Experience Score of not less than 70 (seventy);
- (b) A Project Development Score of not less than 25 (twenty five); and
- (c) An Airport Operations Score of not less than 25 (twenty five)

Provided that if there are less than 6 (six) pre-qualified Applicants, the Authority may lower the minimum Aggregate Experience Score to short-list up to a maximum of 6 (six) pre-qualified Applicants.

#### *Illustration:*

1. *An Applicant with 20 marks in Category 1 (Project Development) and 50 marks in Category 2 (Airport Operations) would have an Aggregate Experience Score of 70. Irrespective of this Applicant's rank, this Applicant will not qualify as the Applicant does not meet the minimum score requirement in Category 1 i.e. 25 marks.*
2. *An Applicant with 50 marks in Category 1 (Project Development) and 20 marks in Category 2 (Airport Operations) would have an Aggregate Experience Score of 70. Irrespective of this Applicant's rank, this Applicant will not qualify as the Applicant does not meet the minimum score requirement in Category 2 i.e. 25 marks.*
3. *An Applicant with 30 marks in Category 1 (Project Development) and 35 marks in Category 2 (Airport Operations) would have an Aggregate Experience Score of 65. This Applicant will not qualify as the Applicant does not meet the minimum Aggregate Experience score requirement i.e. 70 marks. However, if the Applicant is ranked among the top six*



*Applicants, the Applicant may be shortlisted.*

4. *An Applicant with 40 marks in Category 1 (Project Development) and 35 marks in Category 2 (Airport Operations) would have an Aggregate Experience Score of 75. This Applicant will qualify for the Bid Stage.*

3.5.3 In the event, there are less than 6 (six) pre-qualified bidders, and the Authority lowers the minimum Aggregate Experience Score to allow it to select up to a maximum of 6 (six) bidders, and there is a tie, then the Applicant with the higher Airport Operations Score shall be shortlisted. If the tie continues, the Applicant with the higher Project Development Score shall be shortlisted. In the event the tie continues to subsist, all tied Applicants shall be shortlisted.

3.5.4 Subject to clause 3.5.3, the Authority may, in its discretion, maintain a reserve list of qualified Applicants who may be invited to substitute the qualified Applicants in the event of their withdrawal from the Bid Process or upon their failure to conform to the conditions specified herein; provided that a substituted Applicant shall be given at least 30 (thirty) days to submit its Bid.

#### 4. FRAUD AND CORRUPT PRACTICES

- 4.1 The Applicants and their respective officers, employees, agents and advisers shall observe the highest standard of ethics during the Bidding Process. Notwithstanding anything to the contrary contained herein, the Authority may reject an Application without being liable in any manner whatsoever to the Applicant if it determines that the Applicant has, directly or indirectly or through an agent, engaged in corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice in the Bidding Process.
- 4.2 Without prejudice to the rights of the Authority under Clause 4.1 hereinabove, if an Applicant is found by the Authority to have directly or indirectly or through an agent, engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice during the Bidding Process, such Applicant shall not be eligible to participate in any tender or RFQ issued by the Authority during a period of 2 (two) years from the date such Applicant is found by the Authority to have directly or indirectly or through an agent, engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice, as the case may be.
- 4.3 For the purposes of this Section 4, the following terms shall have the meaning hereinafter respectively assigned to them:
- (a) “**corrupt practice**” means (i) the offering, giving, receiving, or soliciting, directly or indirectly, of anything of value to influence the actions of any person connected with the Bidding Process (for avoidance of doubt, offering of employment to, or employing, or engaging in any manner whatsoever, directly or indirectly, any official of the Authority who is or has been associated in any manner, directly or indirectly, with the Bidding Process or the LOA or has dealt with matters concerning the Concession Agreement or arising therefrom, before or after the execution thereof, at any time prior to

the expiry of one year from the date such official resigns or retires from or otherwise ceases to be in the service of the Authority, shall be deemed to constitute influencing the actions of a person connected with the Bidding Process); or (ii) save and except as permitted under sub-clause (d) of Clause 2.2.1, engaging in any manner whatsoever, whether during the Bidding Process or after the issue of the LOA or after the execution of the Concession Agreement, as the case may be, any person in respect of any matter relating to the Project or the LOA or the Concession Agreement, who at any time has been or is a legal, financial or technical adviser of the Authority in relation to any matter concerning the Project;

- (b) **“fraudulent practice”** means a misrepresentation or omission of facts or suppression of facts or disclosure of incomplete facts, in order to influence the Bidding Process;
- (c) **“coercive practice”** means impairing or harming or threatening to impair or harm, directly or indirectly, any person or property to influence any person’s participation or action in the Bidding Process;
- (d) **“undesirable practice”** means (i) establishing contact with any person connected with or employed or engaged by the Authority with the objective of canvassing, lobbying or in any manner influencing or attempting to influence the Bidding Process; or (ii) having a Conflict of Interest; and
- (e) **“restrictive practice”** means forming a cartel or arriving at any understanding or arrangement among Applicants with the objective of restricting or manipulating a full and fair competition in the Bidding Process.

## **5. PRE-APPLICATION CONFERENCE**

- 5.1 A Pre-Application conference of the interested parties shall be convened at the designated date, time and place. Only those persons who have made the payment towards the cost of RFQ process shall be allowed to participate in the Pre-Application conference. A maximum of three representatives of each Applicant shall be allowed to participate on production of authority letter from the Applicant.
- 5.2 During the course of Pre-Application conference, the Applicants will be free to seek clarifications and make suggestions for consideration of the Authority. The Authority shall endeavour to provide clarifications and such further information as it may, in its sole discretion, consider appropriate for facilitating a fair, transparent and competitive Bidding Process.

## 6. MISCELLANEOUS

- 6.1 The Bidding Process shall be governed by, and construed in accordance with, the laws of India and the Courts at Panaji shall have exclusive jurisdiction over all disputes arising under, pursuant to and/ or in connection with the Bidding Process.
- 6.2 The Authority, in its sole discretion and without incurring any obligation or liability, reserves the right, at any time, to;
- (a) suspend and/ or cancel the Bidding Process and/ or amend and/ or supplement the Bidding Process or modify the dates or other terms and conditions relating thereto;
  - (b) consult with any Applicant in order to receive clarification or further information;
  - (c) pre-qualify or not to pre-qualify any Applicant and/ or to consult with any Applicant in order to receive clarification or further information;
  - (d) retain any information and/ or evidence submitted to the Authority by, on behalf of, and/ or in relation to any Applicant; and/ or
  - (e) independently verify, disqualify, reject and/ or accept any and all submissions or other information and/ or evidence submitted by or on behalf of any Applicant.
- 6.3 It shall be deemed that by submitting the Application, the Applicant agrees and releases the Authority, its employees, agents and advisers, irrevocably, unconditionally, fully and finally from any and all liability for claims, losses, damages, costs, expenses or liabilities in any way related to or arising from the exercise of any rights and/ or performance of any obligations hereunder and the

Bidding Documents, pursuant hereto, and/ or in connection with the Bidding Process, to the fullest extent permitted by applicable law, and waives any and all rights and/ or claims it may have in this respect, whether actual or contingent, whether present or in future.

## APPENDICES

### APPENDIX-I

#### Letter Comprising the Application for Qualification (Refer Clause 2.13.2)

Dated:

To,  
The Director,  
Directorate of Civil Aviation,  
Government of Goa,  
Room No 19, Secretariat Building,  
Alto Porvorim, Bardez, Goa.

Sub: Application for qualification for Development of Greenfield Airport on Public Private Partnership Basis at Mopa in Goa

Dear Sir,

With reference to your RFQ document dated .....<sup>1</sup>, I/we, having examined the RFQ document and understood its contents, hereby submit my/our Application for Qualification for the aforesaid project. The Application is unconditional and unqualified.

2. I/We acknowledge that the Authority will be relying on the information provided in the Application and the documents accompanying such Application for qualification of the Applicants for the aforesaid project, and we certify that all information provided in the Application and in Annexes I to IV is true and correct; nothing has been omitted which renders such information misleading; and all documents accompanying such Application are true copies of their respective originals.

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<sup>1</sup> All blank spaces shall be suitably filled up by the Applicant to reflect the particulars relating to such Applicant.

3. This statement is made for the express purpose of qualifying as a Bidder for the development, construction, operation and maintenance of the aforesaid Project.
4. I/We shall make available to the Authority any additional information it may find necessary or require to supplement or authenticate the Qualification statement.
5. I/We acknowledge the right of the Authority to reject our Application without assigning any reason or otherwise and hereby waive, to the fullest extent permitted by applicable law, our right to challenge the same on any account whatsoever.
6. I/We certify that in the last three years, we/ any of the Consortium Members or our/ their Associates have neither failed to perform on any contract, as evidenced by imposition of a penalty by an arbitral or judicial authority or a judicial pronouncement or arbitration award, nor been expelled from any project or contract by any public authority nor have had any contract terminated by any public authority for breach on our part.
7. I/We declare that:
  - (a) I/We have examined and have no reservations to the RFQ document, including any Addendum issued by the Authority;
  - (b) I/We do not have any conflict of interest in accordance with Clauses 2.2.1(c) and 2.2.1(d) of the RFQ document;
  - (c) I/We have not directly or indirectly or through an agent engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice, as defined in Clause 4.3 of the RFQ document, in respect of any tender or request



for proposal issued by or any agreement entered into with the Authority or any other public sector enterprise or any government, Central or State; and

- (d) I/We hereby certify that we have taken steps to ensure that in conformity with the provisions of Section 4 of the RFQ document, no person acting for us or on our behalf has engaged or will engage in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice.
8. I/ We understand that you may cancel the Bidding Process at any time and that you are neither bound to accept any Application that you may receive nor to invite the Applicants to Bid for the Project, without incurring any liability to the Applicants, in accordance with Clause 2.17.6 of the RFQ document.
9. I/ We believe that we/ our Consortium/ proposed Consortium satisfy(s) the Net Worth criteria and meet(s) all the requirements as specified in the RFQ document and are/ is qualified to submit a Bid.
10. I/We declare that we/ any Member of the Consortium, or our/ its Associates are not a Member of a/ any other Consortium applying for qualification.
11. I/We certify that in regard to matters other than security and integrity of the country, we/any Member of the Consortium or any of our/ their Associates have not been convicted by a Court of Law or indicted or adverse orders passed by a regulatory authority which could cast a doubt on our ability to undertake the Project or which relates to a grave offence that outrages the moral sense of the community.
12. I/We further certify that in regard to matters relating to security and integrity of the country, we/any Member of the Consortium or any of our/

their Associates have not been charge-sheeted by any agency of the Government or convicted by a Court of Law.

13. I/We further certify that no investigation by a regulatory authority is pending either against us/ any Member of the Consortium or against our/ their Associates or against our CEO or any of our directors/ managers/ employees.
14. I/ We further certify that we are qualified to submit a Bid in accordance with the guidelines for qualification of bidders seeking to acquire stakes in Public Sector Enterprises through the process of disinvestment issued by the GOI vide Department of Disinvestment OM No. 6/4/2001-DD-II dated 13th July, 2001 which guidelines apply *mutatis mutandis* to the Bidding Process. A copy of the aforesaid guidelines form part of the RFQ at Appendix-V thereof.
15. I/We further certify that we/ any Member of the Consortium or any of our/ their Associates are not barred by the Central Government or any entity controlled by it, from participating in any project (BOT or otherwise), and no bar subsists as on the date of Application.
16. I/ We undertake that in case due to any change in facts or circumstances during the Bidding Process, we are attracted by the provisions of disqualification in terms of the provisions of this RFQ, we shall intimate the Authority of the same immediately.
17. The Statement of Legal Capacity as per format provided at Annex-V in Appendix-I of the RFQ document, and duly signed, is enclosed. The power of attorney for signing of application and the power of attorney for Lead Member of consortium, as per format provided at Appendices II and III respectively of the RFQ, are also enclosed.
18. I/We understand that the selected Bidder shall either be an existing

Company incorporated under the Indian Companies Act, 1956, or the Indian Companies Act, 2013 (as the case may be) or shall incorporate as such prior to execution of the Concession Agreement.

19. I/ We hereby confirm that we are in compliance of/ shall comply with the O&M requirements specified in Clause 2.2.2.
20. I/ We hereby irrevocably waive any right or remedy which we may have at any stage at law or howsoever otherwise arising to challenge or question any decision taken by the Authority in connection with the selection of Applicants, selection of the Bidder, or in connection with the selection/ Bidding Process itself, in respect of the above mentioned Project and the terms and implementation thereof.
21. I/ We agree and undertake to abide by all the terms and conditions of the RFQ document.
22. I/ We certify that in terms of the RFQ, my/our Networth is Rs. .... (Rupees in words) and the Aggregate Experience Score is ..... (number in words).
23. We agree and undertake to be jointly and severally liable for all the obligations of the Concessionaire under the Concession Agreement till occurrence of Financial Close in accordance with the Concession Agreement.

In witness thereof, I/ we submit this application under and in accordance with the terms of the RFQ document.

Yours faithfully,

Date:

(Signature, name and designation of the Authorised Signatory)

Place:

Name and seal of the Applicant/ Lead Member

## ANNEX-I

### Details of Applicant

1.
  - (a) Name:
  - (b) Country of incorporation:
  - (c) Address of the corporate headquarters and its branch office(s), if any, in India:
  - (d) Date of incorporation and/ or commencement of business:
  
2. Brief description of the Company including details of its main lines of business and proposed role and responsibilities in this Project:
  
3. Details of individual(s) who will serve as the point of contact/ communication for the Authority:
  - (a) Name:
  - (b) Designation:
  - (c) Company:
  - (d) Address:
  - (e) Telephone Number:
  - (f) E-Mail Address:
  - (g) Fax Number:
  
4. Particulars of the Authorised Signatory of the Applicant:
  - (a) Name:
  - (b) Designation:
  - (c) Address:
  - (d) Phone Number:
  - (e) Fax Number:

5. In case of a Consortium:

- (a) The information above (1-4) should be provided for all the Members of the Consortium.
- (b) A copy of the Jt. Bidding Agreement, as envisaged in Clause 2.2.5 (g) should be attached to the Application.
- (c) Information regarding the role of each Member should be provided as per table below:

Sl. No.	Name of Member	Role {Refer Clause 2.2.5 (d)} <sup>B</sup>	Percentage of equity in the Consortium {Refer Clauses 2.2.5 (a), (c) & (g)}
1.			
2.			
3.			
4.			

- (d) The following information shall also be provided for each Member of the Consortium:

**Name of Applicant/ Member of Consortium:**

No.	Criteria	Yes	No
1.	Has the Applicant/ constituent of the Consortium been barred by the [Central/ State] Government, or any entity controlled by it, from participating in any project (BOT or otherwise)?		

2.	If the answer to 1 is yes, does the bar subsist as on the date of Application?		
3.	Has the Applicant/ constituent of the Consortium paid liquidated damages of more than 5% (five per cent) of the contract value in a contract due to delay or has been penalised due to any other reason in relation to execution of a contract, in the last three years?		

6. A statement by the Applicant and each of the Members of its Consortium (where applicable) or any of their Associates disclosing material non-performance or contractual non-compliance in past projects, contractual disputes and litigation/ arbitration in the recent past is given below (Attach extra sheets, if necessary):

**Annex–II: Technical Capacity of the Applicant<sup>@</sup>****Project Development Score***(Refer to Clauses 2.2.2(A), 3.2 and 3.3 of the RFQ)*

Eligible Project under Category 1(A) (Refer to Clause 3.2.6 (a) (i))									
Applicant name#	Member Code\$	Project Code	Category	Name of the Project/ COD^	PPP Type	Greenfield/ Brownfield	Max Pax throughput*	Equity Shareholding **	Eligible Project (Y/N)
		A	1(A)						
		B	1(A)						
		C	1(A)						
Score under Eligible Project under Category 1(A)									
Maximum Incremental Passenger Throughput of an Eligible Project under Category 1(A) (Refer to Clause 3.2.6 (a) (ii))									
Applicant name#	Member Code\$	Project Code	Category	Name of the Project/ COD^	PPP Type	Greenfield/ Brownfield	Max Pax throughput*	Equity Shareholding **	Eligible Project (Y/N)
		D	1(A)						
		E	1(A)						
		F	1(A)						
Score under Maximum Incremental Passenger Throughput of an Eligible Project under Category 1(A)									
Eligible Project under Category 1(B) (Refer to Clause 3.2.6 (a) (iii))									
Applicant name#	Member Code\$	Project Code	Category	Name of the Project/ COD^	PPP Type	Core Sector	Incremental Capital Cost/ Real Estate Area***	Equity Shareholding ****	Eligible Project (Y/N)
		G	1(B)						

		H	1(B)						
		I	1(B)						
Score under Eligible Project under Category 1(B)									
Project Development score (Maximum score: 50)									

\* - For greenfield airport, provide maximum passenger throughput of 1 calendar year in the last 3 calendar years starting from 1 January 2011. For brownfield airport, provide incremental passenger throughput starting from 1 January 1999. Refer Clause 3.2.3

\*\* -For greenfield project, minimum equity holding of Applicant in the project from the date of signing of the concession agreement till commercial operation date of the project. For brownfield projects, minimum equity holding, from 1 January 2004 to 31 December 2013, or a period of three consecutive years which includes and is contiguous with the commercial operation date of such project which has resulted in not less than 20% increase in the design peak hour passenger capacity (PHP) of the airport. Refer Clause 3.2.3(a)

\*\*\* - Refer Clause 3.2.3 (b).

For incremental capital cost - In no case shall the cost of land be included while computing the Experience Score of an Eligible Project. For conversion of US Dollars to Rupees, the rate of conversion shall be Rupees 60 (Sixty) to a US Dollar. In case of any other currency, the same shall first be converted to US Dollars as on the date 60 (sixty) days prior to the Application Due Date, and the amount so derived in US Dollars shall be converted into Rupees at the aforesaid rate. The conversion rate of such currencies shall be the daily representative exchange rates published by the International Monetary Fund for the relevant date. Applicable factor for OECD countries should be applied

\*\*\*\* - Minimum equity holding of the Applicant in the company owning the Eligible Project during the period for which the experience is being considered

@ Provide details of only those projects that have been undertaken by the Applicant under its own name and/ or by an Associate specified in Clause 2.2.8.



# Applicant name shall indicate name of the Single entity Applicant/ Consortium Member whose experience is being claimed in that row of data. In case credit is claimed for an Associate, necessary evidence to establish the relationship of the Applicant with such Associate, in terms of Clause 2.2.8, shall be provided.

\$Member Code shall indicate NA for Not Applicable in case of a single entity Applicant. For other Members, the following abbreviations are suggested viz. LM means Lead Member, TM means Technical Member, FM means Financial Member, OMM means Operations Member, OM means Other Member.

^ - Commercial operation date of the project for Greenfield airports.

**Airport Operations Score@***(Refer to Clauses 2.2.2(A), 3.2 and 3.3 of the RFQ)*

Eligible Project under Category 2 (Refer to Clause 3.2.6 (b) (i))									
Applicant name	Member Code	Project Code	Category	Name of the Project	Passenger Throughput *	ASQ/Skytrax Ranking**	Operation Period***	Equity Shareholding/Agreement ****	Eligible Project (Y/N)
		A	2						
		B	2						
		C	2						
Score under Eligible Project under Category 2									
Maximum Passenger Throughput of an Eligible Project under Category 2 (Refer to Clause 3.2.6 (b) (ii))									
Applicant name#	Member Code\$	Project Code	Category	Name of the Project	Max Passenger Throughput ^	ASQ/Skytrax Ranking **	Operation Period***	Equity Shareholding/Agreement ****	Eligible Project (Y/N)
		D	2						
		E	2						
		F	2						
Score under Maximum Passenger Throughput of an Eligible Project under Category 2									
Number of years of operations by an Applicant of Eligible Project under Category 2 (Refer to Clause 3.2.6 (b) (iii))									
Applicant name	Member Code	Project Code	Category	Name of the Project	Passenger Throughput *	ASQ/Skytrax Ranki	Operation Period ^^	Equity Shareholding/Agreement ****	Eligible Project (Y/N)

						ng**		
		G	2					
		H	2					
		I	2					
Score under Number of years of operations by an Applicant of Eligible Project under Category 2								
MRO Experience (Refer to Clause 3.2.6 (b) (iv))								
Applicant name <sup>#</sup>	Member Code <sup>\$</sup>	Operation Period			A/B/C/D Check <sup>##</sup>		Eligible Project (Y/N)	
Score under MRO Experience of an Applicant under Category 2								
Airport operations score (Maximum score: 50)								

\* - Passenger Throughput in the last 5 calendar years starting from 1 January 2009

\*\* -as per clause 3.2.4 (a)(ii)

\*\*\* - Start date of operations

\*\*\*\* 1 if the Applicant satisfies criteria 3.2.4 (b)(i), 2 if the Applicant satisfies criteria 3.2.4 (b)(ii), 3 if the Applicant satisfies criteria 3.2.4 (b)(iii) and 4 if 1 if the Applicant satisfies criteria 3.2.4 (b)(iv)

^ - Maximum Passenger Throughput of an Eligible Project.

^^ - Number of years of operations by an Applicant of Eligible Project

@ Provide details of only those projects that have been undertaken by the Applicant under its own name and/ or by an Associate specified in Clause 2.2.8.

# Applicant name shall indicate name of the Single entity Applicant/ Consortium Member whose experience is being claimed in that row of data. In case credit is claimed for an Associate, necessary evidence to establish the relationship of the Applicant with such Associate, in terms of Clause 2.2.8, shall be provided.

*3 October, 2014*

*Request for Qualification*

\$ Member Code shall indicate NA for Not Applicable in case of a single entity Applicant. For other Members, the following abbreviations are suggested viz. LM means Lead Member, TM means Technical Member, FM means Financial Member, OMM means Operations Member, OM means Other Member.

## The Applicant is required to furnish copies of OEM certifications certifying their ability to perform A/B/C/D checks and copies of regulatory certifications such as EASA Part 145 / FAR Part 145 / TCCA CAR 573 / EASA Part-M (CAMO) etc. for operating an MRO facility.

## ANNEX-III

**Financial Capacity of the Applicant***(Refer to Clauses 2.2.2 (B) and 3.4 of the RFQ)***(In Rs. crore<sup>\$\$</sup>)**

Applicant type <sup>\$</sup>	Member Code <sup>£</sup>	Net Worth
(1)	(2)	(3)
Single entity Applicant		
Consortium Member 1		
Consortium Member 2		
Consortium Member 3		
Consortium Member 4		
TOTAL		

**Name & address of Applicant's Bankers:**

<sup>\$</sup> An Applicant consisting of a single entity should fill in details as per the row titled Single entity Applicant and ignore the rows titled Consortium Members. In case of a Consortium, row titled Single entity Applicant may be ignored.

<sup>£</sup> *Member Code shall indicate NA for Not Applicable in case of a single entity Applicant. For other Members, the following abbreviations are suggested viz. LM means Lead Member, TM means Technical Member, FM means Financial Member, OMM means Operation & Maintenance Member, OM means Other Member.*

<sup>€</sup> The Applicant should provide details of its own Financial Capacity or of an Associate specified in Clause 2.2.8.

<sup>\$\$</sup> For conversion of other currencies into rupees, see note below Annex-II of Appendix-I.

**Instructions:**

1. The Applicant/ its constituent Consortium Members shall attach copies of the balance sheets, financial statements and Annual Reports for 5 (five) years preceding the Application Due Date. The financial statements shall:
  - (a) reflect the financial situation of the Applicant or Consortium Members and its/their Associates where the Applicant is relying on its Associate's financials;
  - (b) be audited by a statutory auditor;
  - (c) be complete, including all notes to the financial statements; and
  - (d) correspond to accounting periods already completed and audited (no statements for partial periods shall be requested or accepted).
2. Net Worth shall mean (Subscribed and Paid-up Equity + Reserves) less (Revaluation reserves + miscellaneous expenditure not written off + reserves not available for distribution to equity shareholders).
3. Year 1 will be the latest completed financial year, preceding the bidding. Year 2 shall be the year immediately preceding Year 1 and so on. In case the Application Due Date falls within 3 (three) months of the close of the latest financial year, refer to Clause 2.2.12.
4. In the case of a Consortium, a copy of the Jt. Bidding Agreement shall be submitted in accordance with Clause 2.2.5(g) of the RFQ document.
5. The applicant shall also provide the name and address of the Bankers to the Applicant.
6. The Applicant shall provide an Auditor's Certificate specifying the net worth of the Applicant and also specifying the methodology adopted for calculating such net worth in accordance with Clause 2.2.3(ii) of the RFQ document.

ANNEX-IV

**Details of Eligible Projects**

*(Refer to Clauses 2.2.2 (A), 3.2 and 3.3 of the RFQ)*

**A. For projects under Category 1(A): Development experience in Eligible Projects in airports sector (greenfield or brownfield) in India or abroad:**

Refer to format in the excel workbook as part of the RFQ.

**Certificate from the Statutory Auditor regarding Category 1(A) projects<sup>∞</sup>**

Based on its books of accounts and other published information authenticated by it, this is to certify that ..... (name of the Applicant/Member/Associate) is/ was an equity shareholder in ..... (title of the project company).

The project is a PPP project on BOT/ BOLT/ BOO/ BOOT/ ..... (other similar basis) for providing its output or services to ....., a public sector entity/ for providing non-discriminatory access to users in pursuance of its charter, concession or contract.

The project has been undertaken for development of a ..... (green-field/ brown-field) international airport, as defined under Clause 3.2.3 (a) (ii) in the RFQ.

We further certify that the passenger throughput, as defined under Clause 3.2.3 of RFQ, at the airport is as shown below,

	1 Jan 1999 to 31 Dec 1999	Please add columns for all intermediate years	1 Jan 2013 to 31 Dec 2013
Domestic pax			

<sup>∞</sup> Provide Certificate as per this format only. Attach Explanatory Notes to the Certificate, if necessary. Statutory auditor means the entity that audits and certifies the annual accounts of the company.

International pax			
Transit pax			
Total pax			

{We further certify that the Applicant/ Member/ Associate has continuously held, in the company owning the Eligible Project, .....% equity from the date of signing of the concession agreement till commercial operation date of the project. The commercial operation date of the project was .....}¹

{We further certify that the Applicant/ Member/ Associate has continuously held, in the company owning the Eligible Project, .....% equity from 1 January 1999 to 31 December 2013.}²

{We further certify that the Applicant/ Member/ Associate has continuously held, in the company owning the Eligible Project, .....% equity for a period of three consecutive years which includes and is contiguous with the commercial operation date of such project which has resulted in not less than 20% increase in passenger design peak hour passenger capacity.

The design peak hour passenger capacity of the airport was

	1 Jan 1999 to 31 Dec 1999	Please add columns for all intermediate years	1 Jan 2013 to 31 Dec 2013
Design Peak hour Passenger capacity			

}³

The details of the minimum equity shareholding of the Applicant/ Member/ Associate are as follows:

	1 Jan 1999 to 31 Dec 1999	Please add columns for all intermediate years	1 Jan 2013 to 31 Dec 2013
Minimum equity shareholding of the Applicant/ Member/ Associate in the entity			



owning the project			
--------------------	--	--	--

Name of the audit firm:

Seal of the audit firm: (Signature, name and designation of the authorised signatory)

Date:

Notes:

1. For greenfield airport projects
2. For brownfield airports if the experience is being claimed as per Clause 3.2.3 (a) (iv)(II)(A)
3. For brownfield airports if the experience is being claimed as per Clause 3.2.3 (a) (iv)(II)(B)

**B. For Projects under Category 1(B): Development experience in Eligible Projects in Core Sectors in India or abroad**

Refer to format in the excel workbook as part of the RFQ.

**Certificate from the Statutory Auditor regarding Category 1(B) projects<sup>∞</sup>**

Based on its books of accounts and other published information authenticated by it, this is to certify that ..... (name of the Applicant/Member/Associate) is/ was an equity shareholder in ..... (title of the project company).

{The project is a PPP project on BOT/ BOLT/ BOO/ BOOT/ ..... (other

<sup>∞</sup> Provide Certificate as per this format only. Attach Explanatory Notes to the Certificate, if necessary. Statutory auditor means the entity that audits and certifies the annual accounts of the company.

similar basis) for providing its output or services to ....., a public sector entity/ for providing non-discriminatory access to users in pursuance of its charter, concession or contract.

The project has been undertaken for development in airports/ ports/ highways/ expressways/ railways (including metro rail sectors), and power.

We further certify that the capital expenditure incurred on the project (excluding the cost of land) is as shown below,

	1 Jan 2004 to 31 Dec 2004	1 Jan 2005 to 31 Dec 2005	1 Jan 2006 to 31 Dec 2006	1 Jan 2007 to 31 Dec 2007	1 Jan 2008 to 31 Dec 2008	1 Jan 2009 to 31 Dec 2009	1 Jan 2010 to 31 Dec 2010	1 Jan 2011 to 31 Dec 2011	1 Jan 2012 to 31 Dec 2012	1 Jan 2013 to 31 Dec 2013
Capital Expenditure (Local Currency)										
Capital Expenditure (in Rs crore)#										

We further certify that the Applicant/ Member/ Associate has continuously held, in the company owning the Eligible Project, .....% equity from 1 January 2004 to 31 December 2013. }<sup>1</sup> {The project is a .....real estate commercial/ real estate residential/ information technology (IT) park undertaken at a single site. The built up area of the project is as shown below,

	1 Jan 2004 to 31 Dec 2004	1 Jan 2005 to 31 Dec 2005	1 Jan 2006 to 31 Dec 2006	1 Jan 2007 to 31 Dec 2007	1 Jan 2008 to 31 Dec 2008	1 Jan 2009 to 31 Dec 2009	1 Jan 2010 to 31 Dec 2010	1 Jan 2011 to 31 Dec 2011	1 Jan 2012 to 31 Dec 2012	1 Jan 2013 to 31 Dec 2013

Built-up area (sqm)										
---------------------	--	--	--	--	--	--	--	--	--	--

We further certify that the Applicant/ Member/ Associate has continuously held, in the company owning the Eligible Project, .....% equity for a period of three consecutive years which includes and is contiguous with the expansion/ development of the built-up area as specified above. }<sup>2</sup>

The details of the minimum equity shareholding of the Applicant/Member/Associate are as follows:

	1 Jan 2004 to 31 Dec 2004	1 Jan 2005 to 31 Dec 2005	1 Jan 2006 to 31 Dec 2006	1 Jan 2007 to 31 Dec 2007	1 Jan 2008 to 31 Dec 2008	1 Jan 2009 to 31 Dec 2009	1 Jan 2010 to 31 Dec 2010	1 Jan 2011 to 31 Dec 2011	1 Jan 2012 to 31 Dec 2012	1 Jan 2013 to 31 Dec 2013
Minimum equity shareholding of the Applicant/ Member/ Associate in the entity owning the project										

Name of the audit firm:

Seal of the audit firm:  
authorised signatory)

(Signature, name and designation of the

Date:

Notes:

# Refer to Clause 3.2.3 (b)(i)(II) and foot note under Annex-II of Appendix-I for conversion to Rs crore.

1. For Eligible Projects being claimed under Clause 3.2.3 (b) (i)
2. For Eligible Projects being claimed under Clause 3.2.3 (b) (ii)

**C. For Projects under Category 2: Project experience of operating Eligible Projects in airports sector that qualify under Clause 3.2.4**

Refer to format in the excel workbook as part of the RFQ.

**Certificate from the Statutory Auditor regarding Category 2 projects<sup>∞</sup>**

Based on its books of accounts and other published information authenticated by it, this is to certify that ..... (name of the Applicant/Member/Associate) is/ was an equity shareholder in ..... (title of the airport/ entity that the airport has been leased to; / entity operating the airport on contract from the airport owner/ developer/ lessor; / entity designated as the operator of the airport).

{ We further certify that the .....(entity designated as the operator of the airport) has been awarded the contract to operator the airport from ..... to ..... The contract was executed on ..... and has not been terminated as on 31 December 2013. }

We further certify that the Applicant/ Member/ Associate has continuously held the following minimum equity shareholding during the calendar years from 1 Jan 2008 to 31 December 2013:

---

<sup>∞</sup> Provide Certificate as per this format only. Attach Explanatory Notes to the Certificate, if necessary. Statutory auditor means the entity that audits and certifies the annual accounts of the company.

	1 Jan 2009 to 31 Dec 2009	1 Jan 2010 to 31 Dec 2010	1 Jan 2011 to 31 Dec 2011	1 Jan 2012 to 31 Dec 2012	1 Jan 2013 to 31 Dec 2013
Minimum equity shareholding of the Applicant/Member/Associate in the entity owning the airport					
Minimum equity shareholding of the Applicant/Member/Associate in the entity that the airport has been leased to					
Minimum equity shareholding of the Applicant/Member/Associate in the entity operating the airport on contract from the airport owner/developer/lessor					
Minimum equity shareholding of					

the Applicant/ Member/ Associate in the entity designated as operator of the airport					
--	--	--	--	--	--

We further certify that the airport had a total passenger throughput of 4 mppa or more in at least 1 calendar year in the last 3 calendar years since 1 January 2011 and an ASQ or Skytrax ranking in the first 100 (hundred) (i.e. in between 1 to 100) in at least 2(two) calendar years during the Operation Period.

We further certify that the passenger throughput at the airport and the ASQ / Skytrax rating for the airport is as shown below,

	1 Jan 2009 to 31 Dec 2009	1 Jan 2010 to 31 Dec 2010	1 Jan 2011 to 31 Dec 2011	1 Jan 2012 to 31 Dec 2012	1 Jan 2013 to 31 Dec 2013
Domestic pax					
International pax					
Transit pax					
Total pax					
ASQ Ranking					
Skytrax Ranking					

Name of the audit  
firm:

Seal of the audit firm:(Signature, name and designation of the authorised  
signatory)

Date:

**Instructions:**

1. Applicants are expected to provide information in respect of each Eligible Project in this Annex. The projects cited must comply with the eligibility criteria specified in Section 3.2 of the RFQ. Information provided in this section is intended to serve as a back up for information provided in the Application. Applicants should also refer to the Instructions below.
2. A separate sheet should be filled for each Eligible Project.
3. Member Code shall indicate NA for Not Applicable in case of a single entity Applicant. For other Members, the following abbreviations are suggested viz. LM means Lead Member, TM means Technical Member, FM means Financial Member, OMM means Operation & Maintenance Member; and OM means Other Member. In case the Eligible Project relates to an Associate of the Applicant or its Member, write “Associate” along with Member Code.
4. Refer to Clause 3.2.1 of the RFQ for category number.
5. Experience for any activity relating to an Eligible Project shall not be claimed by two or more Members of the Consortium. In other words, no double counting by a consortium in respect of the same experience shall be permitted in any manner whatsoever.
6. Certificate from the Applicant’s statutory auditor or its respective clients must be furnished as per formats for each Eligible Project. In jurisdictions that do not have statutory auditors, the auditors who audit the annual accounts of the Applicant/ Member/ Associate may provide the requisite certification.

7.<sup>e</sup> In the event that credit is being taken for the Eligible Experience of an Associate, as defined in Clause 2.2.8, the Applicant should also provide a certificate in the format below:

**Certificate from Statutory Auditor/ Company Secretary regarding Associate<sup>\$</sup>**

Based on the authenticated record of the company, this is to certify that more than 50% (fifty per cent) of the subscribed and paid up voting equity of ..... (name of the Applicant/ Consortium Member/ Associate) is held, directly or indirectly , by ..... (name of Associate/ Applicant/ Consortium Member). By virtue of the aforesaid share-holding, the latter exercises control over the former, who is an Associate in terms of Clause 2.2.8 of the RFQ.

A brief description of the said equity held, directly or indirectly, is given below:

*{Describe the share-holding of the Applicant/ Consortium Member and the Associate. In the event the Associate is under common control with the Applicant/ Consortium Member, the relationship may be suitably described and similarly certified herein.}*

Name of the audit firm:  
 Seal of the audit firm: (Signature, name and designation of the authorised signatory).  
 Date:

15. It may be noted that in the absence of any detail in the above certificates, the information would be considered inadequate and could lead to exclusion of the relevant project in computation of Aggregate Experience Score.

<sup>\$</sup> In the event that the Applicant/ Consortium Member exercises control over



an Associate by operation of law, this certificate may be suitably modified and copies of the relevant law may be enclosed and referred to.

£ In the case of indirect share-holding, the intervening companies in the chain of ownership should also be Associates i.e., the share-holding in each such company should be more than 50% (fifty per cent) in order to establish that the chain of “control” is not broken.

ANNEX-V

**Statement of Legal Capacity**

*(To be forwarded on the letterhead of the Applicant/Lead Member of Consortium)*

**Ref. Date:**

To,  
The Director,  
Directorate of Civil Aviation,  
Government of Goa,  
Room No. 19, Secretariat Building,  
Alto Porvorim, Bardez, Goa

Dear Sir,

We hereby confirm that we/ our members in the Consortium (constitution of which has been described in the application) satisfy the terms and conditions laid out in the RFQ document.

We have agreed that ..... (insert member's name) will act as the Lead Member of our consortium.\*

We have agreed that ..... (insert individual's name) will act as our representative/ will act as the representative of the consortium on its behalf\* and has been duly authorized to submit the RFQ. Further, the authorised signatory is vested with requisite powers to furnish such letter and authenticate the same.

Thanking you,

Yours faithfully,  
(Signature, name and designation of the authorised signatory)

For and on behalf of.....

\* *Please strike out whichever is not applicable.*

**APPENDIX-II**

**Power of Attorney for signing of Application**

*(Refer Clause 2.2.5)*

Know all men by these presents, We.....  
 (name of the firm and address of the registered office) do hereby irrevocably constitute, nominate, appoint and authorise Mr/ Ms (name), ..... son/daughter/wife of ..... and presently residing at ....., who is presently employed with us/ the Lead Member of our Consortium and holding the position of ..... , as our true and lawful attorney (hereinafter referred to as the “Attorney”) to do in our name and on our behalf, all such acts, deeds and things as are necessary or required in connection with or incidental to submission of our application for qualification and submission of our bid for the Development of the Greenfield Airport on Public Private Partnership Basis at Mopa in Goa proposed by the Directorate of Civil Aviation, Government of Goa (the “Authority”) including but not limited to signing and submission of all applications, bids and other documents and writings, participate in Pre- Applications and other conferences and providing information/ responses to the Authority, representing us in all matters before the Authority, signing and execution of all contracts including the Concession Agreement and undertakings consequent to acceptance of our bid, and generally dealing with the Authority in all matters in connection with or relating to or arising out of our bid for the said Project and/ or upon award thereof to us and/or till the entering into of the Concession Agreement with the Authority.

AND we hereby agree to ratify and confirm and do hereby ratify and confirm all acts, deeds and things done or caused to be done by our said Attorney pursuant to and in exercise of the powers conferred by this Power of Attorney and that all acts, deeds and things done by our said Attorney in exercise of the powers hereby conferred shall and shall always be deemed to have been done by us.

IN WITNESS WHEREOF WE, ....., THE ABOVE NAMED

PRINCIPAL HAVE EXECUTED THIS POWER OF ATTORNEY ON THIS  
..... DAY OF ....., 20.....

For  
(Signature, name, designation and address)

Witnesses:

- 1.
- 2.

(Notarised)

Accepted

.....

(Signature)

(Name, Title and Address of the Attorney)

Notes:

- *The mode of execution of the Power of Attorney should be in accordance with the procedure, if any, laid down by the applicable law and the charter documents of the executant(s) and when it is so required, the same should be under common seal affixed in accordance with the required procedure.*
- *Wherever required, the Applicant should submit for verification the extract of the charter documents and documents such as a board or shareholders' resolution/ power of attorney in favour of the person executing this Power of Attorney for the delegation of power hereunder on behalf of the Applicant.*
- *For a Power of Attorney executed and issued overseas, the document will also have to be legalised by the Indian Embassy and notarised in the jurisdiction where the Power of Attorney is being issued. However, the Power of Attorney provided by Applicants from countries that have signed the Hague Legislation Convention, 1961 are not required to be legalised by the Indian Embassy if it carries a conforming Appostille certificate.*

**APPENDIX-III**

**Power of Attorney for Lead Member of Consortium**

*(Refer Clause 2.2.5)*

Whereas the Directorate of Civil Aviation, Government of Goa (“the Authority”) has invited applications from interested parties for the Development of the Greenfield Airport on Public Private Partnership Basis at Mopa in Goa (the “Project”).

Whereas, ..... , ..... ,  
..... and  
..... (collectively the “Consortium”) being Members of the Consortium are interested in bidding for the Project in accordance with the terms and conditions of the Request for Qualification document (RFQ), Request for Proposal (RFP) and other connected documents in respect of the Project, and

Whereas, it is necessary for the Members of the Consortium to designate one of them as the Lead Member with all necessary power and authority to do for and on behalf of the Consortium, all acts, deeds and things as may be necessary in connection with the Consortium’s bid for the Project and its execution.

**NOW, THEREFORE, KNOW ALL MEN BY THESE PRESENTS**

We, .....having our registered office at.....,  
M/s.....having our registered office at ..... , M/s.  
..... having our registered office at ..... , and  
M/s..... having our registered office at ..... ,  
(hereinafter collectively referred to as the “Principals”) do hereby irrevocably designate, nominate, constitute, appoint and authorise M/s. ....  
having its registered office at ..... , being one of the Members of the Consortium, as the Lead Member and true and lawful attorney of the Consortium (hereinafter referred to as the “Attorney”). We hereby irrevocably

authorise the Attorney (with power to sub-delegate) to conduct all business for and on behalf of the Consortium and any one of us during the bidding process and, in the event the Consortium is awarded the concession/contract, during the execution of the Project and in this regard, to do on our behalf and on behalf of the Consortium, all or any of such acts, deeds or things as are necessary or required or incidental to the qualification of the Consortium and submission of its bid for the Project, including but not limited to signing and submission of all applications, bids and other documents and writings, participate in bidders and other conferences, respond to queries, submit information/ documents, sign and execute contracts and undertakings consequent to acceptance of the bid of the Consortium and generally to represent the Consortium in all its dealings with the Authority, and/ or any other Government Agency or any person, in all matters in connection with or relating to or arising out of the Consortium's bid for the Project and/ or upon award thereof till the Concession Agreement is entered into with the Authority.

AND hereby agree to ratify and confirm and do hereby ratify and confirm all acts, deeds and things done or caused to be done by our said Attorney pursuant to and in exercise of the powers conferred by this Power of Attorney and that all acts, deeds and things done by our said Attorney in exercise of the powers hereby conferred shall and shall always be deemed to have been done by us/ Consortium.

IN WITNESS WHEREOF WE THE PRINCIPALS ABOVE NAMED HAVE EXECUTED THIS POWER OF ATTORNEY ON THIS ..... DAY OF ....., 20.....

For  
 .....  
 .....  
 (Signature)

.....

(Name & Title)

For

.....

.....

(Signature)

.....

(Name & Title)

For

.....

.....

(Signature)

.....

(Name & Title)

Witnesses:

1.

2.

.....

..... (Executants)

(To be executed by all the Members of the Consortium)

Notes:

- *The mode of execution of the Power of Attorney should be in accordance with the procedure, if any, laid down by the applicable law and the charter documents of the executant(s) and when it is so required, the same should be under common seal affixed in accordance with the required procedure.*

- *Also, wherever required, the Applicant should submit for verification the extract of the charter documents and documents such as a board or shareholders' resolution/ power of attorney in favour of the person executing this Power of Attorney for the delegation of power hereunder on behalf of the Applicant.*
- *For a Power of Attorney executed and issued overseas, the document will also have to be legalised by the Indian Embassy and notarised in the jurisdiction where the Power of Attorney is being issued. However, the Power of Attorney provided by Applicants from countries that have signed the Hague Legislation Convention, 1961 are not required to be legalised by the Indian Embassy if it carries a conforming Appostille certificate.*



**APPENDIX-IV**  
**Joint Bidding Agreement for the Consortium**  
*(Refer Clause 2.13.2)*

*(To be executed on Stamp paper of appropriate value)*

THIS JOINT BIDDING AGREEMENT is entered into on this the ..... day of ....., 20.....

**AMONGST**

1. {..... Limited, a company incorporated under the Companies Act, 1956 or the Companies Act, 2013, as the case may be <sup>¥</sup>} and having its registered office at ..... (hereinafter referred to as the “**First Part**” which expression shall, unless repugnant to the context include its successors and permitted assigns)

**AND**

2. {..... Limited, a company incorporated under the Companies Act, 1956 or the Companies Act, 2013, as the case may be} and having its registered office at ..... (hereinafter referred to as the “**Second Part**” which expression shall, unless repugnant to the context include its successors and permitted assigns)

**AND**

3. {..... Limited, a company incorporated under the Companies Act, 1956 or the Companies Act, 2013, as the case may be} and having its registered

---

<sup>¥</sup> A Bidder who is registered abroad may substitute the words, viz “a company registered under the Companies Act, 1956” by the words, viz “a company duly organised and validly existing under the laws of the jurisdiction of its incorporation”.

office at ..... (hereinafter referred to as the “**Third Part**” which expression shall, unless repugnant to the context include its successors and permitted assigns)}

**AND**

4. {..... Limited, a company incorporated under the Companies Act, 1956 or the Companies Act, 2013, as the case may be} and having its registered office at ..... (hereinafter referred to as the “**Fourth Part**” which expression shall, unless repugnant to the context include its successors and permitted assigns)}<sup>1</sup>

The above mentioned parties of the FIRST, SECOND, {THIRD and FOURTH} PART

are collectively referred to as the “**Parties**” and each is individually referred to as a

“**Party**”

**WHEREAS**

- (A) The Directorate of Civil Aviation, Government of Goa and having its principal offices at [●] (hereinafter referred to as the “**Authority**” which expression shall, unless repugnant to the context or meaning thereof, include its administrators, successors and assigns) has invited applications (the “**Applications**”) by its Request for Qualification No. .... dated ..... (the “**RFQ**”) for qualification of bidders development, operation and management of a greenfield airport at Mopa, Goa (the “**Project**”) through public private partnership.

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<sup>1</sup> The number of Parties will be shown here, as applicable, subject however to a maximum of 4 (four).

- (B) The Parties are interested in jointly bidding for the Project as members of a Consortium and in accordance with the terms and conditions of the RFQ document and other bid documents in respect of the Project, and
- (C) It is a necessary condition under the RFQ document that the members of the Consortium shall enter into a Joint Bidding Agreement and furnish a copy thereof with the Application.

**NOW IT IS HEREBY AGREED as follows:**

**1. Definitions and Interpretations**

In this Agreement, the capitalised terms shall, unless the context otherwise requires, have the meaning ascribed thereto under the RFQ.

**2. Consortium**

2.1 The Parties do hereby irrevocably constitute a consortium (the “**Consortium**”) for the purposes of jointly participating in the Bidding Process for the Project.

2.2 The Parties hereby undertake to participate in the Bidding Process only through this Consortium and not individually and/ or through any other consortium constituted for this Project, either directly or indirectly or through any of their Associates.

**3. Covenants**

The Parties hereby undertake that in the event the Consortium is declared the selected Bidder and awarded the Project, it shall incorporate a special purpose vehicle (the “**SPV**”) under the Indian Companies Act, 2013 for entering into a Concession Agreement with the Authority and for performing all its obligations as the Concessionaire in terms of the

Concession Agreement for the Project.

#### **4. Role of the Parties**

The Parties hereby undertake to perform the roles and responsibilities as described below:

(a) Party of the First Part shall be the Lead Member<sup>2</sup> of the Consortium and shall have the power of attorney from all Parties for conducting all business for and on behalf of the Consortium during the Bidding Process and until the Appointed Date under the Concession Agreement when all the obligations of the SPV shall become effective;

(b) Party of the Second Part shall be {the Technical Member of the Consortium;}

{(c) Party of the Third Part shall be the Operations & Maintenance Member of the Consortium; and}

{(d) Party of the Fourth Part shall be the Other Member of the Consortium.}

#### **5. Joint and Several Liability**

The Parties do hereby undertake to be jointly and severally responsible for all obligations and liabilities relating to the Project and in accordance with the terms of the RFQ, RFP and the Concession Agreement, till such time as the Financial Close for the Project is achieved under and in accordance with the Concession Agreement.

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<sup>2</sup> If Lead Member is also the Financial Member.

## 6. Shareholding in the SPV

- 6.1 The Parties agree that the proportion of shareholding among the Parties in the SPV shall be as follows:

First Party:

Second Party:

{Third Party:}

{Fourth Party:}

- 6.2 The Parties undertake that a minimum of 26% (twenty six per cent) of the subscribed and paid up equity share capital of the SPV shall, at all times till the seventh anniversary of the date of commercial operation of the Project, be held by the Parties of the First and Second} Part whose experience and networth have been reckoned for the purposes of qualification of Applicants for the Project in terms of the RFQ.
- 6.3 The Parties undertake that the O&M Member shall subscribe and hold at least 10% (ten per cent) of the subscribed and paid up equity shares in the SPV in terms of the Concession Agreement.
- 6.4 The Parties undertake that each of the Parties specified in Clauses 6.2 and 6.3 above shall, at all times between the commercial operation date of the Project and the seventh anniversary thereof, hold subscribed and paid up equity share capital of SPV equivalent to at least [5% (five per cent) of the Project Cost].
- 6.5 The Parties undertake that they shall collectively hold at least 51% (fifty one per cent) of the subscribed and paid up equity share capital of the SPV at all times until the seventh anniversary of the commercial operation date of the Project.
- 6.5 The Parties undertake that they shall comply with all equity lock-in

requirements set forth in the Concession Agreement.

## **7. Representation of the Parties**

Each Party represents to the other Parties as of the date of this Agreement that:

- (a) Such Party is duly organised, validly existing and in good standing under the laws of its incorporation and has all requisite power and authority to enter into this Agreement;
- (b) The execution, delivery and performance by such Party of this Agreement has been authorised by all necessary and appropriate corporate or governmental action and a copy of the extract of the charter documents and board resolution/ power of attorney in favour of the person executing this Agreement for the delegation of power and authority to execute this Agreement on behalf of the Consortium Member is annexed to this Agreement, and will not, to the best of its knowledge:
  - (i) require any consent or approval not already obtained;
  - (ii) violate any Applicable Law presently in effect and having applicability to it;
  - (iii) violate the memorandum and articles of association, by-laws or other applicable organisational documents thereof;
  - (iv) violate any clearance, permit, concession, grant, license or other governmental authorisation, approval, judgment, order or decree or any mortgage agreement, indenture or any other instrument to which such Party is a party or by which such Party or any of its properties or assets are bound or that is otherwise

applicable to such Party; or

- (v) create or impose any liens, mortgages, pledges, claims, security interests, charges or Encumbrances or obligations to create a lien, charge, pledge, security interest, encumbrances or mortgage in or on the property of such Party, except for encumbrances that would not, individually or in the aggregate, have a material adverse effect on the financial condition or prospects or business of such Party so as to prevent such Party from fulfilling its obligations under this Agreement;
- (c) this Agreement is the legal and binding obligation of such Party, enforceable in accordance with its terms against it; and
- (d) there is no litigation pending or, to the best of such Party's knowledge, threatened to which it or any of its Affiliates is a party that presently affects or which would have a material adverse effect on the financial condition or prospects or business of such Party in the fulfillment of its obligations under this Agreement.

## **8. Termination**

This Agreement shall be effective from the date hereof and shall continue in full force and effect until the Financial Close of the Project is achieved under and in accordance with the Concession Agreement, in case the Project is awarded to the Consortium. However, in case the Consortium is either not qualified for the Project or does not get selected for award of the Project, the Agreement will stand terminated in case the Applicant is not qualified or upon return of the Bid Security by the Authority to the Bidder, as the case may be.

**9. Miscellaneous**

9.1 This Joint Bidding Agreement shall be governed by laws of {India}.

9.2 The Parties acknowledge and accept that this Agreement shall not be amended by the Parties without the prior written consent of the Authority.

IN WITNESS WHEREOF THE PARTIES ABOVE NAMED HAVE EXECUTED AND DELIVERED THIS AGREEMENT AS OF THE DATE FIRST ABOVE WRITTEN.

SIGNED, SEALED AND DELIVERED      SIGNED, SEALED AND DELIVERED

For and on behalf of  
LEAD MEMBER by:

For and on behalf of  
SECOND PART by:

(Signature)  
(Name)  
(Designation)  
(Designation)  
(Address)

(Signature)  
(Name)  
  
(Address)

SIGNED, SEALED AND DELIVERED      SIGNED, SEALED AND DELIVERED

For and on behalf of  
THIRD PART by:

For and on behalf of  
FOURTH PART by:

(Signature)  
(Name)  
(Designation)  
(Address)

(Signature)  
(Name)  
(Designation)  
(Address)



In the presence of:

- 1.
- 2.

*Notes:*

1. *The mode of the execution of the Joint Bidding Agreement should be in accordance with the procedure, if any, laid down by the Applicable Law and the charter documents of the executant(s) and when it is so required, the same should be under common seal affixed in accordance with the required procedure.*
2. *Each Joint Bidding Agreement should attach a copy of the extract of the charter documents and documents such as resolution / power of attorney in favour of the person executing this Agreement for the delegation of power and authority to execute this Agreement on behalf of the Consortium Member.*
3. *For a Joint Bidding Agreement executed and issued overseas, the document shall be legalised by the Indian Embassy and notarized in the jurisdiction where the Power of Attorney has been executed.*

## APPENDIX-V

### Guidelines of the Department of Disinvestment

(Refer Clause 1.2.1)

No. 6/4/2001-DD-II

Government of India

Department of Disinvestment

Block 14, CGO Complex

New Delhi.

Dated 13<sup>th</sup> July, 2001.

### OFFICE

### MEMORANDUM

**Sub:** Guidelines for qualification of Bidders seeking to acquire stakes in Public Sector Enterprises through the process of disinvestment

Government has examined the issue of framing comprehensive and transparent guidelines defining the criteria for bidders interested in PSE-disinvestment so that the parties selected through competitive bidding could inspire public confidence. Earlier, criteria like net worth, experience etc. used to be prescribed. Based on experience and in consultation with concerned departments, Government has decided to prescribe the following additional criteria for the qualification/disqualification of the parties seeking to acquire stakes in public sector enterprises through disinvestment:

- (a) In regard to matters other than the security and integrity of the country, any conviction by a Court of Law or indictment/ adverse order by a regulatory authority that casts a doubt on the ability of the bidder to manage the public sector unit when it is disinvested, or which relates to a grave offence would constitute disqualification. Grave offence is defined to be of such a nature that it outrages the moral sense of the community.

The decision in regard to the nature of the offence would be taken on case to case basis after considering the facts of the case and relevant legal principles, by the Government of India.

- (b) In regard to matters relating to the security and integrity of the country, any charge- sheet by an agency of the Government/ conviction by a Court of Law for an offence committed by the bidding party or by any sister concern of the bidding party would result in disqualification. The decision in regard to the relationship between the sister concerns would be taken, based on the relevant facts and after examining whether the two concerns are substantially controlled by the same person/ persons.
- (c) In both (a) and (b), disqualification shall continue for a period that Government deems appropriate.
- (d) Any entity, which is disqualified from participating in the disinvestment process, would not be allowed to remain associated with it or get associated merely because it has preferred an appeal against the order based on which it has been disqualified. The mere pendency of appeal will have no effect on the disqualification.
- (e) The disqualification criteria would come into effect immediately and would apply to all bidders for various disinvestment transactions, which have not been completed as yet.
- (f) Before disqualifying a concern, a Show Cause Notice why it should not be disqualified would be issued to it and it would be given an opportunity to explain its position.
- (g) Henceforth, these criteria will be prescribed in the advertisements seeking Expression of Interest (EOI) from the interested parties. The interested parties would be required to provide the information on the above criteria, along with their Expressions of Interest (EOI). The bidders shall be

required to provide with their EOI an undertaking to the effect that no investigation by a regulatory authority is pending against them. In case any investigation is pending against the concern or its sister concern or against its CEO or any of its Directors/ Managers/ employees, full details of such investigation including the name of the investigating agency, the charge/offence for which the investigation has been launched, name and designation of persons against whom the investigation has been launched and other relevant information should be disclosed, to the satisfaction of the Government. For other criteria also, a similar undertaking shall be obtained along with EOI.

sd/-

(A.K. Tewari)

Under Secretary to the Government of India

## **APPENDIX VI Details of e-Tendering Process**

### **Online Tender Submission Schedule**

1. The last date of online application is 25 Days from the issue of RFQ upto 17.00 hrs.
2. The last date of online submission of tender is 70 Days from the issue of RFQ upto 17.00 hrs.
3. The date & time of opening of online tender is on 71 Days from the issue of RFQ after 15.30 hrs in the office of the Director of Civil Aviation.

### **The online application should accompany the following documents (Scan and Upload on the e-Tender website):**

- a. Attested copy of valid Registration Certificate.
- b. Attested copy of PAN Card
- c. Mode of Payment towards Cost of the Tender Document, EMD & Tender Processing Fee: To be paid online through e-payment mode via NEFT/RTGS/OTC/debit card/credit card facility/net banking with pre-printed challans available on e-tendering website and directly credit the amount to ITG account as generated by challans for NEFT/RTGS/OTC.

### **Instructions:**

1. The bid document other necessary documents can be seen and downloaded from website [www.tenderwizard.com/GOA](http://www.tenderwizard.com/GOA)
2. Those bidders not registered on the website mentioned above, are required to get registered beforehand. If needed they can be imparted training on online bidding process as per details available on the website.

3. The intending bidder must have / obtain a valid Class-III digital signature to submit the bid.
4. On opening date, the contractor can login and see the bid opening process. After opening of bids he will receive the competitor bid sheets.
5. The tenderer shall be responsible for the correctness and genuine of the documents uploaded during tender submission. Any discrepancies in the matter will be liable for rejection and suitable action.

## APPENDIX-VII Information Memorandum

Mopa is located in North Goa near the Maharashtra border, approximately 35 kilometers north of Panaji. The site is comprised of land in six villages viz, Varconda, Cansrvornem, Amberem, Uguem, Mopa and Chandel. The proposed approach road to the new airport begins from NH-17 at Dhargalim Village, and passes through land in the villages of Varconda and Casne.

The location of the proposed airport is shown in the following map:



**Note:** The names & spellings of villages mentioned are as per common usage and the same may not be as per revenue records of the state government.

A few salient features of the project are shown below:

**Table 1: Project phasing**

<b>Phase</b>	<b>Implementation by</b>	<b>Meeting Service and Passenger Requirements till</b>
<b>I</b>	Commercial Operations Date	2020
<b>II</b>	2021	2025
<b>III</b>	2026	2035
<b>IV</b>	2036	2045

**Table 2: Projected passenger traffic at Mopa Airport**

<b>Year</b>	<b>International pax (mn)</b>	<b>Domestic pax (mn)</b>	<b>Total pax (mn)</b>
<b>2020</b>	0.7	3.7	4.4
<b>2025</b>	<b>1.0</b>	<b>4.8</b>	<b>5.8</b>
<b>2035</b>	<b>1.4</b>	<b>8.0</b>	<b>9.4</b>
<b>2045</b>	<b>2.0</b>	<b>11.1</b>	<b>13.1</b>

**Table 3: Projected cargo traffic at Mopa Airport**

<b>Year</b>	<b>Air Mail (tonnes)</b>	<b>Air Freight (tonnes)</b>	<b>Total (tonnes)</b>
<b>2020</b>	<b>457</b>	<b>12,685</b>	<b>13,142</b>
<b>2025</b>	<b>562</b>	<b>16,057</b>	<b>16,619</b>
<b>2035</b>	<b>856</b>	<b>26,259</b>	<b>27,115</b>
<b>2045</b>	<b>1,264</b>	<b>41,406</b>	<b>42,670</b>