

## Bidders Questions and Answers – Set 2

1. Schedule 3. 1.1. Technical criterion 1. 2nd paragraph: The Airport Operator Member owns 20% share of equity in an airport bundle with one of the airports of the bundle managing more than 4 million pax annually. A Service Contract is active between the concessionaire company and an operating company being under joint control of the Airport Operator member and another shareholder of the concessionaire company. Through the Shareholder Agreement and the Service Contract, the Airport Operator Member has the right to appoint the following executive officers: CEO, Chief of Commercial and Marketing, General Manager of the airport with more than 4 million passengers. Please confirm that this will be considered compliant with the requirements of the technical criterion 1.

### Answer:

We encourage Prospective Bidders to include with their RFQ submissions the detailed description of the relations and role of the investor in the company. The Bid Commission will then evaluate the compliance with the criteria. If there are any further clarifying questions, the Bid Commission will follow up with the Prospective Bidder.

2. Schedule 3 1.2. Technical criterion 2. - Please confirm that a contract for the supervision of works completed during the past 8 years with an aggregate construction value of not less than USD 150 million is compliant with this criterion.

### Answer:

The construction projects used for the purpose of compliance with Technical Criterion n°2 have to be undertaken within the past 5 years. Please note however that these construction projects can be allocated among a maximum of 3 airports and can include several projects, with an aggregate construction value of not less than USD 150 million.

3. Schedule 3 of the RFQ of GAIA PPP Project, states that Prospective Bidders and Consortia shall comply with two technical criteria and two financial criteria. Out of these four criteria, only for Technical Criterion n° 1 there is an explicit rule saying that it can be demonstrated by means of the experience of one of its Affiliates. We request a change in the RFQ to establish that Technical Criterion n°2 and Financial Criteria n°1 and n°2 can also be demonstrated by means of the experience of Affiliates.

### Answer:

Please refer to Addendum Nr 3. of the RFQ document.

4. Annex 1: Authorized Representation Power of Attorney

We promote the possibility of appointing several potential representatives, in order to prevent any potential issue, especially for documents' delivery (agenda conflict, flight cancellation, etc). Thus, should we rather provide a single PoA appointing several representatives, or several PoA with only one representative on each?

**Answer:**

Please submit a single Power of Attorney appointing several potential representatives, each with the power to act individually.

5. Annex 8.1: Financial Capability requirements – FC1

Audited Financial statements are usually made available within the course of the month of March. If the 2019 FS are not published on due time according to prequalification submission deadline, could you confirm that the period 2016-2018 would comply with the RFQ requirements? If relevant, we may provide the 2019 FS on a later transaction stage.

**Answer:**

Please note that if 2019 Financial Statements are not yet available, we confirm that 2016, 2017 and 2018 Financial Statements may be submitted instead. A Prospective Bidder should also state in its Prequalification Application that 2019 Financial Statements are not yet available.

6. The English version of the auditors' report on the IFRS compliant consolidated financial statements is not a signed version, shall we provide the French signed version to provide full clarity on this item?

**Answer:**

Please note that unsigned English Financial Statements will be accepted, as far as they are accompanied by the signed Financial Statements in the original language.

7. The demonstration of ability to fund/finance the Project refers to debt and/or equity financing. May the reference carried out be as well a debt and/or equity financing?

**Answer:**

We confirm that Financial Criterion 2 requests that the project/s used to comply with this criterion can be carried out through debt and/or equity financing.