

Bidders Questions and Answers – Set 4

1. TC1 and TC2 need to be fulfilled by Affiliates (TC1) / Non-Sister Affiliates (TC2). The definition of Affiliates and Non-Sister Affiliates defines the Affiliates as any Person which [...] directly or indirectly through one or more intermediaries: (i) Controls the Prospective Bidder (or [...] any Consortium Member) ...". Reading this definition, it is our understanding that the following set-up is fulfilling the requirements of TC1 and TC2: The Airport Operator Member, that has at least 25% equity in the bidding consortium, can be a JV of Company A and Company B. Company B would hold 51% of said JV and is a 100% subsidiary of Company C, who has the experience requested in T1 and T2. Is our understanding correct that this set-up fulfills the requirements of TC1 and TC2?

Answer: We confirm that per the requirements in the RFQ document, the Airport Operator Member must have at least 25% of equity in the Bidding Consortium. The Airport Operator Member can choose to form a JV, but for the Airport Operator Member to have at least 25% of equity as Airport Operator in the Bidding Consortium, this Member in the JV will need to have at least 49.1% in the Bidding Consortium. Therefore, if the Airport Operator has 51% of that JV, it will then reach the 25% minimum equity shareholding in the Bidding Consortium.

The Airport Operator Member can use the experience of the Parent Company to comply with Technical Criteria 1 and 2. In this scenario the Airport Operator Member will need to meet both the equity shareholding requirements for TC1 and TC2.

2. It is our understanding that the Articles of Incorporation are considered sufficient proof for the constitutional documentation requested in the RFQ. Is our understanding correct?

Answer: We note that constitutional documents will vary by jurisdiction of incorporation. In many jurisdictions they will comprise (i) a certificate of corporate registration/ existence/ good standing and (ii) bylaws. Prospective Bidders shall therefore submit at least the official document from the corporate registry of the jurisdiction evidencing due incorporation.

3. Can you explain which date is requested in the column "Date Signed" of the table in Annex 7?

Answer: We confirm that "Date signed" is the date of signature of the relevant construction contract (s) used to fulfill Technical Criterion no 2.

4. Due to logistical reasons we would like to ask if a submission of the electronic copy on the 16th of March 2020 is considered sufficient? Of course the printed documentation would be submitted shortly after.

Answer: Please refer to Addendum Nr 5 of the RFQ. The submission date has been extended to 30 March 2020. Submission by e-mail shall be allowed, subject to receipt of a conforming Prequalification Application by 6 April 2020.

5. Please clarify if the notarized documents (Annex 1, 2, and 4) required in the RFQ shall be original or is a copy acceptable. In case originals are required, we kindly request to only submit a softcopy

of our RFQ prior the due date and the hardcopy within a reasonable time frame after the due date (3 to 5 business days). This is due to our partners geographical location and difficulties to assemble the bid on time.

Answer: We confirm that we do not require originals of notarized documents.

6. Due to the coronavirus health issue, we are wondering if you have thought about changing the submission date of the Prequalification documents, or if not, if it could be submitted electronically?

Answer: Please refer to Addendum Nr 5 of the RFQ. The submission date has been extended to 30 March 2020. Submission by e-mail shall be allowed, subject to receipt of a conforming Prequalification Application by 6 April 2020.

7. We request a clarification to “Annex 5. Legal Criteria Confirmation” of the RFQ. We have three Controlled (as such term is defined in the RFQ) subsidiaries which are unrelated to the airport business. Can we exclude the declarations from the directors, executives and managers of these specific subsidiaries from the Legal Criteria Confirmation?

Answer: We confirm that the Prospective Bidder or the Lead Member shall make the required declaration on behalf of all Consortium Members and any Closely Connected Person, which would include controlled subsidiaries.

8. As per the P.17 of the Request for Qualification, it is mentioned that "Prospective bidders shall convert to USD using the average exchange rate of January 1st and December 31st of the year the transaction was completed". We understand it as the average of the exchange rate of the two dates aforementioned. May you confirm this interpretation? For instance, should we rather consider the rolling average of such year?

Answer: We confirm that Prospective Bidders shall convert to USD using the average of the exchange rate as at January 1st and December 31st in each respective year.

9. The outbreak of the Coronavirus COVID-19 has led to an unprecedented global contagion situation. In order to contain the spread of the same, there are travel advisories and restrictions by countries across the world against international travel, especially in South East Asia, European and Middle East regions. Consequently, many applicants would face constraints to travel and submit the documents at this time, which would lead to a reduced participation level at the RFQ stage itself. In view of the above, we request that the submission date be extended by at least a month or till the time the global situation stabilizes.

Answer: Please refer to Addendum Nr 5 of the RFQ. The submission date has been extended to 30 March 2020. Submission by e-mail shall be allowed, subject to receipt of a conforming Prequalification Application by 6 April 2020.

10. Our Company has started restricting its employees' travels as a result of the coronavirus outbreak. This decision is in line with other international companies' policies like Amazon (which has decided to hold off on traveling until at least the end of April) Google, Facebook, Apple, among others.

Taking this scenario into consideration, we would like to ask if GAIA and IFC are considering releasing Prospective Bidders from the provision of Clause 7.1.4 of the Request for Qualification, allowing them to submit their applications and prequalification documents exclusively by e-mail or any other electronic mechanism provided by the Grantor.

Answer: Please refer to Addendum Nr 5 of the RFQ. Submission by e-mail shall be allowed, subject to receipt of a conforming Prequalification Application by 6 April 2020.