

## GAI Airport PPP RFQ Clarifications

1. Due to corporate restructurings (which are increasingly frequent due to changes in regulations, etc.) and changes of names, the Proposed Bidder may be the successor of an entity which had the same assets and liabilities (and shareholders) but under a different name or type of entity. Therefore, in such case we suggest to provide most recent audited financial statements of the Proposed Bidder and, as for the previous years, of the Company which the Proposed Bidder has replaced and which had materially the same assets and liabilities in order to comply with the RFQ.

**Answer:** We confirm that this is acceptable

2. Please note that the Net Worth is already included in the Financial Statements. Please consider deleting the need of a notarized letter from the auditor when the Net Worth can be evidenced the Financial Statements, and these have been audited. This letter may not be obtained or notarized in these circumstances and adds no information or evidence value to the audited financial statements if the Net Worth can be evidenced in the statements.

**Answer:** We confirm that the Audited Financial Statements would be acceptable so long as they explicitly state the Net Worth

3. Please note that due to the coronavirus crisis Companies Registers, Notaries and Courts have interrupted their services or limited them to urgent and highly relevant issues. Please consider accepting documents certified by the Proposed Bidder Corporate Secretary and without further requirements of notarization or registration.

**Answer:** We confirm that this is acceptable along with an explanation of the circumstances

4. When evidencing operational experience, please note that a Grantor or Counterpart can certificate that a license to operate exists and remains in force but in many jurisdictions is not available to certificate in writing experience "in a satisfactory manner". For this reason, in Schedule 4 of the RFQ, Paragraph 6 we would suggest that, in order to evidence operation experience when the enabling title is a license or permit, evidence must be provided that such license or permit is in force. Grantors do not state in writing a subjective judgement about satisfactory experience; if needed in the Process, allow Proposed Bidder to provide other information publicly available which can reasonably evidence good operational experience of such infrastructure.

**Answer:** We confirm that this is acceptable along with an explanation of the circumstances

5. Consider postponing deadlines for some weeks due to the challenging circumstances caused by the Coronavirus. This affects obtaining information, availability of sources, authorities, notaries, travelling, etc. in and makes complying with RFQ formal requirements in such timeframe more challenging and uncertain than in any other process before.

**Answer:** Please refer to the new Prequalification Application Submission Deadline and updated timeline in Addendum 8

6. Will the evidence of demonstrating an entity's net worth (Financial Criteria 1) and ability to fund/finance (Financial Criteria 2) be kept private and confidential and not shared publicly?

**Answer:** All Prequalification Applications will be kept confidential. During the public opening ceremony, only names of bidders received "on time" will be revealed.

7. It appears from response no.6 to Clarification Set no.7 that to be eligible the Respondent must have funded/financed ONE project during the last 10 years (the 5-year requirement was modified to 10) totaling \$150 million. We have assumed that the word "project" refers to a construction project and does not refer to an airport facility. We operate a mature airport that has not required that a SINGLE construction project totaling that amount be carried out during the last 10 years, although when all constructions projects carried out are added, the total exceeds \$150 million. We are puzzled, given the relatively small amount of infrastructure investment required for Grantley Adams, that you would require that the finance capability be measured in terms of a SINGLE construction project when other means could be used to measure funding capacity. Could you please clarify our understanding?

**Answer:** The criterion does not refer to financing required for one specific construction project. If the Prospective Bidder has raised financing at a specific point in time, during the last 10 years, for a total amount of at least USD 150 million for various construction works, this can be used as evidence for Financial Criterion 2.