

8th June 2009

**Proceedings of the Pre-application Conference on High Speed
Rail Link Project, Bangalore, held on 30th May, 2009**

List of Companies represented: As per Annexure

Principal Secretary to Government, Infrastructure Development Department and the Managing Director, Bangalore Airport Rail Link Limited welcomed the participants. He introduced the Executive Director, KSIIDC (ED), the representatives of DMRCL and iDeck. He made a brief presentation on the HSRL project. Then, the queries received were presented by ED. The responses to queries were then provided. Further, the following additional queries were raised during the meeting:

1. **Period of concession** –Some of the bidders requested for a longer concession period.
2. **Increasing the number of shortlisted bidders at the RFQ stage from 5 to 7 or 8** – Some bidders have requested for increasing the number of shortlisted bidders considering that in large projects the number of bids which actually materialized at the RFP stage was significantly lower (eg: Mumbai Metro, New Delhi Station); they requested for shortlisting at least 7 at the RFQ stage.
3. **Clause 2.2.1 (c)(i)** – To increase the limit of cross holding (Clause 2.2.1 (c) (i) relating to Conflict of Interest) from 1 % to 5 %
– To exclude PE Funds/Mutual Funds/any other funds/FIs/FIIs just as Banks/Insurance Companies, Pension Funds or PFIs
4. **Clause 2.2.6 (g) (iv):** Requested that the joint and several liability of the members of the consortium to be limited up to the formation of SPV and signing of the Concession Agreement instead of up to financial Close.
5. **Clause 3.2.4 & Appendix I, Annexure IV, 14:** It was queried whether score for eligible projects under Category 3 & 4 was limited to share in the JV/consortium if the works are executed jointly? .

6. **Clause 3.2.3 (c) and 3.2.4:** In 3.2.3 (c), it is linked to project cost where as in 3.2.4, it is linked to payments received/made and not to project cost or value of contract. What is the intended meaning in 3.2.4? Whether each & every payment has to be of the specified value at the minimum? If the contract value is more than Rs 150 crores, but payments received are staggered, are such payments eligible?
7. **Clause 2.2.3:** Is it compulsory for a consortium to have O&M member in the beginning as opposed to option for entering into an agreement given for an individual applicant?
8. **Clause 1.2.4 – Bid Security:** Bid security at RFP stage is very high. Model RFQ document stipulates not less than 0.5%. It is understood that in case Mumbai Metro, this was relaxed.
9. **Clause 2.13.2 (iii) – Power of Attorney & Appendix III:** Requirement is that all consortium members to sign the PoA. But a lead member cannot sign for himself. Requested for clarification as this needs to be signed by all other than the lead member.
10. **Other points:**
 - a) Value of contracts executed 10 yrs back are accounted without any escalation;
 - b) Foreign investors get automatic advantage of exchange rate to account for escalation;
 - c) Clause 3.2.3 – Are ongoing projects allowed? In case of Clause 3.2.4 fully or partially executed projects are allowed.
 - d) Why annual report for 10 years? Page 45 and Page 28 mention different things regarding requirement of annual report.
 - e) Detailed Project Report (DPR) & power point presentation to be hosted on the web site.

Regarding land being proposed for property development, it was informed that details would be provided.

It was informed that the points requiring further clarifications will be replied while hosting the queries & responses. Any addendum to the RFQ Document dt.27th May, 2009 will also be hosted on the website.

The meeting ended with MD, BARL thanking all the participants.

Managing Director
BARL

Enclosures :

Annexure A : Responses to Queries

Annexure B : Addendum to Amended RFQ document dt.27th May, 2009

Annexure C : Land availability.

List of Members present.:

1. V. Madhu, Principal Secretary to Government, Infrastructure Development Department and Managing Director, Bangalore Airport Rail Link Limited.
2. G. L. Jere, Executive Director, KSIIDC
3. P. V. Ravi, Managing Director, iDeck
4. S.D. Sharma, G.M. Consultancy
5. Gopinathan Nair, Project Director

LIST OF COMPANIES PARTICIPATED IN THE PRE-APPLICATION CONFERENCE
HELD ON 30TH MAY 2009

Sl.No.	Particulars of firms / companies
1	Alstom Transport India
2	BEML Ltd.
3	BHEL Ltd.
4	Bombardier Transportation India Ltd
5	CEC International Corporation (India) P. Ltd.
6	Construcciones Y Auxiliar De Ferrocarriles, S.A.
7	Cushman & Wakefield India P. Ltd.
8	DB Realty
9	Erinco (India) P. Ltd.
10	FGI Group of Companies
11	Gannon Dunkerley & Co. Ltd.
12	GE Infrastructure
13	Geodesic Techniques P. Ltd.
14	George Foundation
15	GVK Group
16	Halcrow Consulting India P. Ltd.
17	Hexagon Group
18	Hindustan Construction Co. Ltd.
19	Hindustan Infrastructure Projects & Engineering P. Ltd (Jupiter Aviation Services P. Ltd.)
20	Lanco Infratech Ltd.
21	Larsen & Toubro Ltd
22	Mitsubishi Corporation
23	Reliance Infrastructure (Mumbai Metro One P. Ltd.)
24	Rites Ltd
25	Roughton & Partners International Ltd
26	Scomi Group
27	Siemens Ltd.
28	Soma Enterprises Ltd
29	Tata Realty & Infrastructure Ltd
30	Thales India P. Ltd.
31	Tirumala Seven Hills (P) Ltd
32	TVS Interconnect Systems Ltd