

**RFP for Integrated Development of No-Frill Airstrip & Provision of Airline Connectivity at Chikkamagaluru on Design, Finance, Build, Operate and Transfer (DBFOT) Framework**

**2nd Pre-bid meeting - QUERIES FROM APPLICANTS AND KSIIDC'S RESPONSES THERETO**

| <b>Sl. No.</b> | <b>Ref. Clause/<br/>Page No.</b>                            | <b>Bidders Queries</b>  | <b>Responses to Queries</b>  |
|----------------|---|---|--|
| 1.             | 2.1.2.C<br>General Terms<br>Of Bidding                      | "The bidder shall have valid Air Operator Permit from Directorate General Of Civil Aviation (DGCA), Government of India. For avoidance of doubt, in case of Consortium, at least one member shall have the requisite experience to fulfil the condition"<br>Request to delete this clause. This clause restricts the new players to participate. Air Operating Permit can be obtained from DGCA once infrastructure is ready or undertaking can be done from bidder to obtain the above said permit before commercial commencement of the operations. | Please refer the Addendum for the modification   |
| 2.             | Tenure for<br>Operations                                    | Tenure of contract shall be 30 years<br>We propose that 30 years of lease shall be extended to further 15 years on same financial conditions and first right of refusal shall be with the successful bidder/  | Please refer the Addendum for the modification   |
| 3.             | Clause Number<br>11.4.1 Project<br>Development<br>Agreement | As per this clause, SPV is supposed to operate at least 3 flights per week from the Airstrip till the end of concession period<br>Request to defer this clause to 3 flights per 6 months for first couple of years from the commercial operations date  | It clarified here that there is no change in the condition. The SPV should operate at least 3 flights per week from this Airstrip to any other operational airport in the country. |
| 4.             | RFP – Bid<br>Parameters<br>Clause 3.1.1                     | If percentage of Grant figures be increased to 50 % from the existing Grant amount of 20% of the Estimated Project Cost as indicated in the RFP.<br><br>Can a soft loan from GOK be granted for over and above the Grant amount   | Please refer the Addendum for the modification<br><br>GoK will not provide any soft loan or any other financial support other than the Grant amount specified                      |

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|---------|--|--|--|
|         |  | <p>Can an alternative proposal be made by Bidder / SPV in case the above 2 points are acceptable to GOK towards revenue &amp; operational cost sharing between GOK &amp; Bidder/SPV.</p>   | <p>by the Bidder as part of the financial bid.</p> <p>Not Accepted.</p>  |
| 5.      | <p>Leave &amp; License Agreement Clause No: 2.3</p> <p>Grant Of License &amp; Possession</p> | <p>100 Acres envisaged for the project could be insufficient considering the shape of the land.</p> <p>Also the additional land area that may be required for Landing bigger aircrafts.</p> <p>To accommodate a longer Runway if clause 2.3 can be looked into and GOK Acquire / Provide additional land for the project before signing PDA.</p> <p>To ensure higher traffic, it is suggested Twin Engine Aircrafts such as ATRs with 80 Pax capacities may need to be operated; for the same a longer runway of say 5000 feet is required. This may be factored in Phase 1 itself and land acquisition suitably made. This will also enable RCS with neighbouring states (from Goa/Mumbai/Hyderabad/ Chennai etc) to get connected.</p> | <p>For the proposed operation of 20-seater aircraft 925.00m runway length could be developed within the 100 acres of the land made available for this Project.</p> <p>Based on the demand and requirement, additional land could be considered for operation of the larger aircrafts (42 and 72-seater) later as mentioned in the leave &amp; license agreement.</p> |
| 6.      | <p>Clause 1.1.1 of RFP</p>   | <p>Revised estimation of project cost</p>  | <p>The Estimated Project Cost has been revised to Rs.21.50 Crores. Please refer the Addendum.</p>  |