

Addendum:

Reference RFQ 18 00 02 Addendum 002 dated 15-02-2018

This is to inform you that pursuant to Part A Clause 11.3 of the Request for Qualification:

- (a) The technical minimum criteria history has been revised to fifteen (15) years, and Part B Clause 3.2.1 and Clause 3.3.1, and Form VIII are updated accordingly; and**
- (b) The format of Form III has been updated with revised format and definitions.**

3.2.1 Technical Minimum Criteria

To demonstrate technical capacity and experience in the development/financing/investing of seaports, the Applicant shall have, over the past **fifteen (15)** financial years preceding the deadline for submission of the Application:

- a. paid for, or received payments for, design and construction of a seaport(s) /port terminals project(s); and/or
- b. paid for development of seaports/port terminals; and/or
- c. collected and appropriated revenues from seaports/port terminals,

In case of a Consortium, the combined technical capacity of the members should satisfy the above conditions of eligibility.

To demonstrate technical capacity and experience in Operation and Maintenance (“O&M”), the Applicant shall have either by itself or through Members of its Consortium experience of five (5) years or more in operation and maintenance of seaport/port terminal infrastructure projects which have an aggregate capital cost of not less than US\$1.5 Billion. In case the Applicant is not a Consortium, it shall be eligible only if it has equivalent experience of its own.

3.3 Details of Technical Capacity

3.3.1 The Applicant should furnish the details of eligible experience for the last **fifteen (15)** financial years immediately preceding the deadline for submission of Application.

3.3.2 The Applicants must provide the necessary information relating to Technical Capacity as per format of Forms IV to VI.

3.3.3 The Applicant should furnish the required Project-specific information and evidence in support of its claim of Technical Capacity, as per format of Forms VII to IX.

Eligibility and Qualification Criteria			Compliance Requirements			Documentation
No.	Subject	Requirement	Single Entity	Consortium/ Joint Venture (JV)		Submission Requirements
				Lead Partner	Exclusive Partner	
3. Investment, Development, Management and Operating Experience						
3.2	Port/Terminal Development, Financing & Investment Experience	Prospective proponents must have over the past fifteen (15) financial years preceding the deadline for submission of the Application: (a) paid for, or received payments for, construction of a seaport(s) /terminals; and/or (b) paid for development of seaports/terminals; and/or (c) collected and appropriated revenues from seaports/terminals. The information is to be summarized for each sea port/terminal completed or in progress by the prospective proponent or by each Member of a Consortium.	Compulsory requirement	Must meet requirement where applicable	Must meet requirement where applicable	Form VIII

FORM III (Financial Strength) Updated

All boxes must be filled. Required certificates and/or forms must be attached.

The Applicant shall be in a good financial position at the close of the preceding financial year and/or provide a letter of financial support from a credible financial institution that supports its ability to provide equity funding for the Project having regard to its contemplated equity stake in the PDMC,

In case of a Consortium, the Member(s) nominated to be the financier of the Project, must provide financial information to demonstrate that they meet the requirements of good financial standing. Alternatively, the Lead Consortium and the Exclusive Members shall provide evidence of financial good standing and/or provide a letter of financial support from a credible financial institution that supports their proportional minimum holding threshold in the Consortium.

Please attach detailed audited financial statement for the past three (3) years.

1. Applicant profile:

Name of Applicant (or Member of a Consortium)	
Audited account and Tax Clearance Certificates for the last three (3) years (2016, 2015 & 2014) of the company (or companies in the case of a Consortium)	<p><i>Please attach audited financial statements for the past three (3) years.</i></p> <p><i>Where the audited financial statement is not in the English language, it is to be translated and certified by the external financial auditors of the submitting party.</i></p>

2. Principal banker profile:

Name of Banker	
Address	
Tel	
Fax	
Contact Name	
Position	
Email	

3. Summary of profit & loss, actual assets and liabilities in reported currency for the latest three (3) years:

Financial Information (Reported Currency)	Formula	Last Financial Year 3 – 2014	Last Financial Year 2 – 2015	Last Financial Year 1 – 2016	Average for the last 3 years for all items except growth (average of 2 years)
Total Capital	Short-term Debt + Long-Term Debt + Equity				
Total Fund	(Fixed Assets + Current Assets) or (Capital and Reserves + Long Term Liabilities + Current Liabilities)				
Net Assets	Total Assets – Current Liabilities – Long Term Liabilities				
Current Assets	-				
Inventory	-				
Current Liabilities	-				
Long Term Liabilities	-				
Annual Revenue	-				
EBIT	-				
Interest	-				
Debt Ratio - Debt to Total Fund	(Long Term Liabilities + Current Liabilities)/ Total Fund				
Current Ratio	Current Assets/ Current Liabilities				
Cash Ratio	Current Assets- Inventory/Current Liabilities				
Revenue Growth (%)	Current Year Revenue - Previous Year Revenue/ Previous Year Revenue				
EBIT Margin (%)	EBIT/Revenue				

Financial Information (Reported Currency)	Formula	Last Financial Year 3 – 2014	Last Financial Year 2 – 2015	Last Financial Year 1 – 2016	Average for the last 3 years for all items except growth (average of 2 years)
Interest Coverage	EBIT/Interest				

Definitions:

- *"Short-term Debt" refers to any interest-bearing debt financing instrument falling due within 12 months, including allocated provision of long-term debt due within the next 12 months, but excluding working capital such as accounts payable or other accruals.*
- *"Current Liabilities" refer to short-term debts plus other working capital e.g. accounts payable and accrued liabilities falling due within 12 months.*
- *"Long-term Debt" refers to any interest-bearing debt financing instrument with maturity beyond the next 12 months, excluding allocated provision of long-term debt falling due within the 12 months.*
- *"Long-term Liabilities" refer to long-term debt plus other liabilities on long-term nature e.g., deferred tax liabilities, deferred pension fund obligations, other accrued liabilities, etc.*

4. Summary of profit & loss, actual assets and liabilities in USD for the latest three (3) years:
Note: To state Exchange Rate applied for conversion to USD.

Financial Information (USD)	Formula	Last Financial Year 3 – 2014	Last Financial Year 2 – 2015	Last Financial Year 1 – 2016	Average for the last 3 years for all items except growth (average of 2 years)
Total Capital	Short-Term Debt + Long-Term Debt + Equity				
Total Fund	(Fixed Assets + Current Assets) or (Capital and Reserves + Long Term Liabilities + Current Liabilities)				
Net Assets	Total Assets – Current Liabilities – Long Term Liabilities				
Current Assets	-				
Inventory	-				
Current Liabilities	-				
Long Term Liabilities	-				
Annual Revenue	-				
EBIT	-				

Financial Information (USD)	Formula	Last Financial Year 3 – 2014	Last Financial Year 2 – 2015	Last Financial Year 1 – 2016	Average for the last 3 years for all items except growth (average of 2 years)
Interest	-				
Debt Ratio - Debt to Total Fund	(Long Term Liabilities + Current Liabilities)/ Total Fund				
Current Ratio	Current Assets/ Current Liabilities				
Cash Ratio	Current Assets- Inventory/Current Liabilities				
Revenue Growth (%)	Current Year Revenue - Previous Year Revenue/ Previous Year Revenue				
EBIT Margin (%)	EBIT/Revenue				
Interest Coverage	EBIT/Interest				

Definitions:

- **"Short-term Debt"** refers to any interest-bearing debt financing instrument falling due within 12 months, including allocated provision of long-term debt due within the next 12 months, but excluding working capital such as accounts payable or other accruals.
- **"Current Liabilities"** refer to short-term debts plus other working capital e.g. accounts payable and accrued liabilities falling due within 12 months.
- **"Long-term Debt"** refers to any interest-bearing debt financing instrument with maturity beyond the next 12 months, excluding allocated provision of long-term debt falling due within the 12 months.
- **"Long-term Liabilities"** refer to long-term debt plus other liabilities on long-term nature e.g., deferred tax liabilities, deferred pension fund obligations, other accrued liabilities, etc.

5. Financing institution(s) profile(s):

Evidence of financial capability, support and line of credit from credible financing institutions in support of your ability to develop the IDSP in conjunction with the Sponsors	<i>Evidence of Financial Support.</i>
Name	
Address	
Tel	
Fax	
Contact Name	
Position	
Email	

6. Litigation or arbitration history in the last five (5) years:

Year	Award FOR or AGAINST Proponent	Name of client, cause of litigation, and matter in dispute	Disputed amount (current value in USD or in National Currency)

- Applicants, including each Member of a Consortium, must provide information on any history of litigation or arbitration resulting from contracts executed during the last five (5) years or currently under execution.
- Please attach details of any financial commitments of a material nature that can reasonably be expected to influence adversely on the financial performance of any relevant Consortium Member.

FORM VIII (Development, Financing & Investment Experience) Updated

Prospective proponents must have over the past **fifteen (15)** financial years preceding the deadline for submission of the Application: **(a) paid for, or received payments for design and construction of seaports/terminals**; and/or (b) paid for development of seaports/terminals; and/or (c) collected and appropriated revenues from seaports/terminals. The information is to be summarized for each sea port/terminal completed or in progress by the prospective proponent or by each member of a Consortium.

Name of Applicant (or Member of a Consortium or JV)					
Applicant Type	Project		Experience		
	Name/description of Project	Payments made/received for design and construction of seaports/terminals	Payments made for development of seaports/terminals	Revenues collected and appropriated from seaports/terminals	
Single entity Applicant	a				
	b				
	c				
Consortium Member 1	1a				
	1b				
	1c				
Consortium Member 2	2a				
	2b				
	2c				
Consortium Member 3	3a				
	3b				
	3c				
Consortium Member 4	4a				
	4b				
	4c				