

Clarification:

Reference RFQ 18 00 02 Clarification 004 dated 12th February 2018

1. What do you specifically mean by "Organisational structure" in Form 2?

The organizational structure refers to the governance and management structure of the organization. An organogram of the principal officers and management staff of the Applicant can also be provided.

In case the applicant is a consortium, the lead member will have to show their corporate structure and also identifying major shareholders and any major subsidiaries and/or associated companies.

2. What are the differences between :

- Short term Debt, Short term Liabilities and Current liabilities?

- Long term Debt, Long term Liabilities and Long Term Liabilities?

Could you please clearly specify each term?"

"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. In the Form III,

"Short-term Liabilities" are intended to have the same meaning as "Current Liabilities" which refers 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" refers to long-term debt plus other liabilities on long-term nature e.g., deferred tax liabilities, deferred pension fund obligations, other accrued liabilities, etc.

3. If our original Tax clearance certificate is in a language other than English, should we also submit the original together with a translation of it?

Yes, the original Tax Clearance and a translation of the relevant supporting document into English language duly authenticated and certified by an official translator or a Notary Public in the country of translation should also be submitted.

4. How should be understood "Project completion date" for investment experience project and management and operation experience?

This refers to the date of completion of the relevant project in which the Applicant references for investment, development, management and operating experience. However, where the Project is yet to be completed and the Applicant is still involved in the project, you may indicate that same is an ongoing project.

5. Please advise what is meant by "Company's share of shipping traffic currently inwards into Africa"? Is this item applying only to shipping lines related companies?

Shipping traffic here means (a) the terminal operators/shipping company's/applicant's market share of cargo- containerized or others coming into Africa and handled by ports/terminals in Africa.

**6. What is meant by "Company provides and budget annually for CSR":
- What do you mean by "% of annual budget"?
- is it possible to provide an amount of total actions undertaken in 2016 (per terminal) instead?"**

This refers to the percentage of the applicant's budget spent on each CSR project in a given year. Applicants are required to indicate the relevant communities/sea port/terminal where each of these CSR projects was carried out.

Yes it is possible to indicate the total actions and value of the annual CSR undertaken per terminal instead.

7. What kind of "operations" are you referring to when mentioning "Operations of all company's sea port / port terminals included in the CSR report"?

This refers to the nature and details of the operations of the Applicant in the sea port/terminal where the CSR is carried out (e.g. schools, hospitals, roads etc. in areas where applicant is a port/terminal operator).

8. What do you mean by "Company provides training / education for the port community"?

Any form of education/trainings organized by the Applicant Company which provides enlightenment to port users and other stakeholders.

9. What do you mean by "Company actively assists or facilitates the port community in solving problems"?

This relates to information on contributions of the Applicant Company to solving any relevant challenges of the port community where the Applicant Company operates.

10. What do you mean by "Company actively assists or facilitates the port community in improving its operational efficiency"?

This refers to any efforts made by the Applicant for the benefit of port users/service providers/employees generally which translates or contributes to more efficient operations of the sea port/terminal.

11. Is it possible to provide two "Alternate Contacts" (instead of one), complementary to the "Principal Contact Person"?

Yes, you may provide two alternates to the Principal Contact Person.

12. What do you include in the size of the facility (quay + yard + buildings + parking lots)?

Size of facility refers to Cargo handling capacity.