

# Dedicated Freight Corridor Corporation of India Limited

## EOI for development of Freight Terminal/Logistics Parks/Parcel Terminal

Para wise responses to the Pre-Bid queries of the applicants:

### 1. DP World

| S No | Page No | Clause No       | Information provided in Document  | Queries   | Reply   |
|------|---------|-----------------|---|---|---|
| 1    | 9       | 11              | The signed proposal along with all the documentary evidence required of technical and financial capability and with all the Annexures filled and signed must be submitted | <p>Please confirm that the Appendix, all Forms and subsequent annexures have to be initialed on every pages by the Applicant before scanning and upload on the e-tendering system.</p> <p>Further, in the situation of a lockdown , request Authorities view on alternate options in case obtaining physical signatures /seal/stamps is not feasible.</p> | <p>Yes, signed EOI with initials on each document/annexures on every page have to be submitted.</p> <p>Documents attested/certified by the Authorized person of the company will be accepted.</p> |
| 2    | 12      | Appendix 1- (h) | We further understand that DFCCIL will give first preference to the Investors considered relevant for the purpose.  | Please confirm that the term 'Investors' here implies applicants of the EoI.  | Individual applicant or consortium/ JV during RFP is implied here.  |
| 3    | 14      | Form B          | Experience with Railway Operations  | Please clarify as to what information is required to be provided under this category. For e.g number of years of railway operations, volume handled at PFT rail siding etc.   | Brief of relevant information with respect to management/ operation of any freight terminal/Parcel terminal /MMLP for two years or more may be given.   |

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| 4 | 14  | Form B | Providing information on development and operations experience | Please confirm if applicant can attach subsequent annexures/tables to Form B for providing information on development and operational experience. | Yes, the applicant can attach subsequent annexure to Form B for providing information. |
| 5 | Further, as per discussion in the pre bid meeting we would request DFCCIL to share all reports/relevant studies already carried out with respect to the DFC terminal locations. |        |  |   | Information will be shared with successful bidder.                                     |

## 2. Adani Logistics Limited

|   | Queries / Suggestions   | Reply of the queries  |
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| 1 | Development of proposed rail linked Multi Model Logistics Park / Private Freight Terminal / Industrial Park / Warehousing Zone on Dedicated Freight Corridor (DFC) alignment  |   |
| a | What shall be the modality / process for providing DFC access to above mentioned options pertaining to rail linked logistics facilities?  | DFCCIL will provide rail connectivity to Rail terminal/logistics facilities.  |
| b | Proposed facilities should have uninterrupted access to Up as well as Down lines on DFC. What is the philosophy for bi-directional access on DFC – Is it being planned through crossing stations or ROR or in any other manner? | Proposed facilities will have uninterrupted access with DFC network. After ascertaining the location for development of terminal, operation plan will be developed accordingly. |

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| c | What is 'logistics facility to DFC station locations' ratio – Is it 1:1 i.e. 35 logistics facilities at 35 locations proposed by Dedicated Freight Corridor Corporation of India Limited (DFCCIL)? More than one facility at each DFC location is likely to result in cannibalisation of cargo traffic (just as, it is evident in NCR and Ludhiana market) and adversely impact the viability unless there is abundance of cargo traffic. | It is a choice of participants to select the location. At present, the locations will be developed through participative model with understanding of availability of cargo traffic. According to cargo flow of the region, size of terminal/facilities will be decided. There can be more than one facility at one location based on the traffic potential. |
| d | What shall be commercial structure associated with DFC access provided to proposed logistics facilities?  | It will be decided on the basis of received EOI.  |
| e | How does DFCCIL propose to provide rail connectivity to proposed facility if land parcel is located 4-5km from DFC alignment?   | Applicant has to plan for linking track/ land upto DFC alignment/ connecting point.   |
| f | How does DFCCIL propose to provide rail connectivity to proposed facility in case IR line is located between DFC and proposed land parcel?  | This EOI is for terminals on DFC side or from where connectivity is feasible without surface crossing of IR Line.   |
| g | Government of Gujarat has incorporated a SPV viz. G-RIDE in association with Indian Railways for development of viable railway projects in the state. What is the protocol of DFCCIL with various State governments with respect to such initiatives?   | Normally MOU is executed between DFCCIL and such Government agencies if needed to encash the opportunities. SPV etc. of IR & State Govt. can access DFC for mutual benefit. However there is further possibility of MoU with state entities.  |
| 2 | Rail haulage on DFC – How is rail haulage on DFC comparable to current IR rail tariff on per metric tonne or per TEU basis?   | Not yet calculated and fixed officially. It is estimated to be 40-45% less than on IR as per recent studies.  |
| 3 | DFC connectivity to existing terminals – How does DFCCIL propose to provide rail connectivity to operational terminals (i.e. MMLP, PFT, ICD, etc.) on Western and Eastern DFC alignment, which are currently being served through IR network?   | It is not a part of Expression of Interest. It is requested to deal the matter separately.  |

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| 4 | Role of DFCCIL - It is mentioned in EOI document that DFCCIL will provide connectivity for the terminal. What shall be the role of DFCCIL in development of proposed terminals / logistics facilities in addition to providing connectivity to the project?  | It is to be decided on the basis of responses of Expression of Interest.  |
| 5 | Land acquisition<br>a. Land acquisition is a major challenge in development of infrastructure projects.<br>b. DFCCIL should consider acquisition of land for proposed MMLP projects and lease to developer for development of proposed logistics facilities. This has multiple benefits (1) Time bound acquisition (2) Land price is reasonable to avoid making the project unviable (3) Faster regulatory approvals | DFC will not acquire land in general for the present (EOI) purpose.   |
| 6 | Google coordinates of each proposed location are required. This is critical to assess availability of land in vicinity, road connectivity etc.   | It will be shared with successful bidder.   |
| 7 | Business potential of proposed locations – Additional information should be shared by DFCCIL for participants to understand the feasibility of setting up logistics facilities at proposed locations.  | Available information about locations has been mentioned in the EOI. Specific additional information can be shared if it is available with DFCCIL.  |
| a | Rationale for identification of proposed 35 locations as some locations are in proximity to one another (i.e. 100km apart, sometimes less) for example Bihar - 3 locations within 150km and Jharkhand - 5 locations within 200km.  | Distance between locations is not vital factor for development of logistics facilitation centres. Movement of cargo, industrial setup of the region, demand and supply of cargo are considering factors to decide development of type of logistics facilitation centre. |
| b | Comprehensive information is required for each proposed location to analyse the feasibility – Expected cargo volumes at each of these locations, industrial clusters located in the vicinity of the clusters, existing logistics arrangements / options, potential around unserved markets, road to rail conversion, etc.  | At present, No feasibility study is available for the locations. The participant may study and analyse the feasibility of the locations.  |
| 8 | Road connectivity and utilities like water, power, etc. are critical for success of logistics infrastructure projects.   |   |

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| a  | How does DFCCIL propose to facilitate road connectivity from nearest NH / SH through NHAI or State Govts, as the case may be?   | Locations have already been examined considering road connectivity aspects and the same is to be provided with the help of State Government.                                      |
| b  | How does DFCCIL propose to facilitate provision of utilities viz. water and power, till boundary of the proposed logistics facilities through the State Govt.?  | The identified locations are proposed along/near the DFCCIL stations, therefore utilities like water, power, etc will be available for the locations.                             |
| 9  | EOI submission date - Success of any infrastructure project is dependent on exhaustive market research, business studies, feasibility reports, etc. Revised date of submission should ensure adequate time to prospective developers to carry out market research, business studies, feasibility reports, etc.            | The date of uploading of EOI on website is 05/3/2020. It is understood that sufficient time has been passed. Last date of submission is 31/08/2020 vide Addendum no.6 to the EOI. |
| 10 | Central and State Government incentives and schemes - DFCCIL should facilitate extension of Central and State Government incentives and schemes for development for the project viz. Stamp Duty Waiver, EPF reimbursement, FSI Relaxation, Electricity duty exemption, SGST reimbursement, Capital interest subsidy, etc. | All possible help/relaxation will be provided by DFCCIL as per extant Government provisions.  |
| 11 | Shortlisting of interested applicants and RFP process   |   |
| a  | Will be a single RFP for 35 locations or individual RFP for each location?  | A single RFP will be floated for all 35 locations. However, it doesn't prevent DFC from taking up of some cases separately based on emerging situation after EOI.                 |
| b  | What shall be modalities if two entities bid for one particular location considering (1) none of them own land, (2) any one owns the land, (3) both of them own land along DFC alignment.   | Criteria will be prepared before RFP.   |
| c  | Will there be a RFP process even if there is one applicant for a particular location?   | May or may not process in case of single bid. Will be decided after EOI.  |
| d  | BOT model proposed for five locations where small portion of land is already available. What is the model proposed for other 30 locations?  | It will be decided after examination of EOI. Participative model will be adopted based on feedback in EOI of participants.  |

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| 12 | Upgradation of connecting / feeder IR lines – In many cases, proposed logistics facilities will be served by IR lines which are either lower load capacity or non-electrified routes. In such cases, connecting / feeder IR lines need to be upgraded to DFC standards to realise the full potential of DFC. How does DFCCIL propose to address these issues to ensure success of proposed logistics facilities along DFC? | Work on upgradation of feeder routes has already been started by IR.  |
| 13 | Form C - Pg-15 of EOI Document – Professional Fees   |   |
| a  | Turnover of Logistics companies consists of income from rail transportation, terminal handling, etc. whereas Form C requires details pertaining to turnover on account of professional fees for providing advisory or consultancy to its clients. Term professional services for providing advisory or consultancy should be replaced.   | Agreed. Replacing with turnover in Addendum.  |
| b  | Column for Net Worth is not mentioned in Form-C  | It is not required at this stage.   |
| 14 | Statutory Auditor's certificate is not warranted at EOI stage. Hence same should be dropped as applicants shall be sharing audited financial statements with respective EOI.   | Agreed to drop. Statutory Auditor's certificate/ Audited financial statement will be required at EOI stage. |