

**CLARIFICATION QUESTIONS & ANSWERS
IN RESPECT OF THE PREQUALIFICATION DOCUMENT
FOR THE NORMAN MANLEY INTERNATIONAL AIRPORT**

COMMUNICATION # 4

Question #1

Can consideration be made to provide audited financial statements in either IFRS or GAAP accounting standards given the time period it takes to convert financial statements?

Response #1

Using the same accounting standard as part of the bid process is paramount to the fair evaluation of different investors. However, GoJ recognizes the amount of work required in converting audited financial statements to IFRS for the last three fiscal years. In this regard, GoJ has agreed to extend the period for submission of audited IFRS financial statements from 2 to 4 months from notification of Conditional Prequalification, to allow enough time for the work to be completed on time. An addendum to the RFQ was issued on March 29, 2017 to reflect this change.

Question #2

Is it a requirement that **all** Consortium Members of a Prospective Bidder provide the financial statements described in the RFQ and the Addendum in order to be deemed a Prequalified Bidder?

Response #2

All Consortium Members are required to provide audited statements. Please refer to the RFQ document, Schedule 4, Part A, point 8 and the RFQ Addendum Nr. 1, Clause 3.2, which require the Prospective Bidder to submit audited financial statements. Schedule 3, Clause 2.1 and Annex 8, Clause 3 require in case of a Consortium that each Consortium member submits their Net Worth as part of the RFQ application.

Question #3

Shall a Consortium Member holding no equity have joint and several liability for the purpose of the Bid Process?

Response #3

Please refer to clause 4.3.5 - All Consortium Members shall have joint and several liability for the purpose of the Bid Process.

Question #4

For the Lead Member Power of Attorney template in RFQ, there is no item specifying its valid date, however, our jurisdiction will not allow a Power of Attorney without valid period. Please advise how to proceed.

Response #4

We understand that a validity period will be required. However, the Power of Attorney will need to be in place at all times during the bid process. Please use the following language in setting a time frame for the Power of Attorney: "This Power of Attorney shall remain valid until December 31st, 2017 or upon completion of the Bid Process, whichever is later".

Question #5

To complete the Annex 7 in the Technical Criterion n.2, it requires all information on each contract to be filled, however we have many contracts per year. Can Annex 7 be completed without the information of each contract?

Response#5

In completing Annex 7, please focus on major categories of construction works **in the one airport** that has construction value of \$150 million. For example, works such as runway extension and rehabilitation or terminal building construction or rehabilitation. Please note that you may not cumulate works in other airports to reach the \$150 million criteria.

Question #6

Which is the applicable exchange rate to be used for Technical Criterion 2 and the financial criteria?

Response#6

Please use the average exchange rate of January 1st and December 31st (available on the website of the U.S. Federal Reserve <https://www.federalreserve.gov/>), of the year the transaction was completed. For example, if the project referenced for the Technical Criterion 2, was completed in 2015, then use the simple average of the exchange rates as of Jan 1st and Dec 31st of 2015. The same should be applied for the financial criteria.