

RESPONSES TO PRE-BID QUERIES (Part 3)

S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response
1.	<p>Clause 5.3.1 (b) of RFP</p> <p>APIIC and the Selected Bidder shall mutually agree on identification of their respective share of developed/plot area.</p>	<p>With reference to the clause, we would appreciate it if you could kindly clarify the precise meaning of "Developed/Plot Area" in this context.</p> <p>Could you please confirm whether the term "developed/plot area" is derived from the gross area of the project site or from the net saleable area after accounting for common infrastructure, amenities, green areas, and non-usable land parcels.</p>	<p>Please be informed that the term developed/plot area refers to the net saleable area and the Bidders are required to consider the same while submitting their financial proposal.</p> <p>Kindly refer to Clause 8(c) of revised Draft Development Agreement (enclosed at Corrigendum-2 of the Response to Pre-bid Queries), which states that all common facilities, including but not limited to internal roads, security infrastructure, administrative offices, boundary walls, electrical transformers, water inlet and outlet systems, designated green zones and plantation areas, rainwater harvesting systems, and non-usable land parcels, shall be expressly excluded from the computation of developed/plot area.</p>
2.	<p>General</p>	<p>Please clarify whether it is acceptable to submit the Net Worth Statement for the financial year 2024–25, in place of the statement for 2023–24, as stipulated in the RFP Document.</p>	<p>The Net Worth statement for the financial year 2024-25 duly certified by a Chartered Accountant, is acceptable.</p> <p>In case a Bidder is submitting the Net Worth statement for the Financial year 2024-25, then it</p>

RESPONSES TO PRE-BID QUERIES (Part 3) / Request for Proposal (RFP) for Selection of Developer for Development, Operation and Maintenance of Large Industrial Parks at various locations in Andhra Pradesh

S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response
			shall submit the Audited Financial Statements of the company for the financial years 2022-23, 2023-24 and 2024-25.
3.	Clause 8.2.2 of RFP The sum total of the project costs of all the Relevant Projects of a Bidding Entity or the member(s) in the Bidding Consortium shall be more than Rs ____ Crore.	a) The sum total of all consortium members/bidder in any one financial year or all 5 years combined. Can we consider private works also. b) In consortium the project cost of 3 rd partner can be considered with technical qualification having a share of 22% since lead partner is 51% and 2 nd partner is say 27% for financial partner. c) Kindly allow updation factor @10% per annum for previous years updating to current financial year Since it is allowed in all tenders in AP.	a) The sum total of the project costs of all the Relevant Projects of a Bidding Entity or the member(s) in the Bidding Consortium shall be considered for the past 5 years combined. b) Please refer to Clause 4.12 of the RFP, a Lead Member of the Bidding consortium is defined as "the members of the Bidding Consortium shall nominate one of the Financially Significant Consortium Member as the Lead Member, who shall have an equity share of at least 51% (fifty one percent) paid up and subscribed equity of the Developer". Further, all the bidding entities with the required technical and financial credentials may participate as Bidding Entity or as a member in the Bidding Consortium. c) No change in RFP condition.
4.	Clause 7.10.2 of RFP Bid Security	We seek your guidance regarding the submission of Bid Security in the form of an Insurance Surety Bond for participation in the RFP process.	No change in RFP condition.

RESPONSES TO PRE-BID QUERIES (Part 3) / Request for Proposal (RFP) for Selection of Developer for Development, Operation and Maintenance of Large Industrial Parks at various locations in Andhra Pradesh

S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response
5.	General	<ol style="list-style-type: none"> Regarding the APIIC-shared developed area, is the developer responsible for its maintenance after handover to APIIC? If, for various reasons, we do not proceed with the development agreement after receiving the Letter of Award, will the INR 14 crore performance security submitted within 30 days be refunded? Is it necessary for SIPL to form a consortium to establish an SPV with APIIC? If so, can a Director or any employee of the company serve as a GPA/authorized signatory for the consortium? When will the area demarcation occur? Will it be at the time of DPR submission, after the award letter, or after the development agreement is in place? Could you please clarify the 36-month completion timeline? Does this apply only to the APIIC share of development, or is it mandatory for the entire park? Are there any termination clauses that can be added after entering into the development agreement, as none were explicitly mentioned? 	<ol style="list-style-type: none"> Kindly, refer to the response provided at S.No. 26 of the Response to Pre-bid Queries. Kindly, refer to para (c) in Section 13 (Exhibit 3) of the RFP. Yes. A Power of Attorney is to be submitted along with the bid. Kindly, refer to the formats provided along with Exhibit-1 at Section 11 of the RFP. Kindly, refer to section 5.3.1 (b) of the RFP. APIIC and the Selected Bidder shall mutually agree on identification of their respective share of developed/plot area during the preparation of DPR after issuance of LOA. The 36 month timeline is for the entire park. Also refer to the response provided at S.No. 12 of the Response to Pre-bid Queries. APIIC remains open to considering suggestions, and if deemed appropriate, may incorporate such suggestions in the Development Agreement accordingly. APIIC shall execute the GPA before signing of the Development Agreement. Refer to Clause 4 of the revised draft development agreement (enclosed at Corrigendum-2 of the Response to Pre-bid Queries).

RESPONSES TO PRE-BID QUERIES (Part 3) / Request for Proposal (RFP) for Selection of Developer for Development, Operation and Maintenance of Large Industrial Parks at various locations in Andhra Pradesh

S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response
		<p>7. When will APIIC execute the sale deed for the developer's portion of the land?</p> <p>8. Is it permissible to change the consortium name when applying in the RFP, even if it differs from the EOI submission?</p> <p>9. What is the expected yield proportion of land versus common facilities as per norms?</p> <p>10. What is the permissible built-up area or saleable area per acre?</p>	<p>8. Yes, it is permissible to change the consortium name when applying in the RFP, regardless their participation in the Expression of Interest (EOI).</p> <p>9. The responsibility for evaluating this aspect rests with the Developer, while ensuring adherence to all applicable laws, rules, and regulations.</p> <p>10. The responsibility for evaluating this aspect rests with the Developer, while ensuring adherence to all applicable laws, rules, and regulations.</p>
6.	General	<p>We'd like to participate in the tender. However, ours is a partnership firm that is registered this year. Hence we do not have IT Returns.</p> <p>One of the consortium member is a private limited company and can furnish all required documents including net worth and IT returns.</p> <p>Our partnership firm will be the lead bidder with more than 51 percent interest and hence we will be providing EMD bank guarantee on our firm name.</p> <p>Please let us know if this works.</p>	<p>Please refer to Clause 4.12 of the RFP, a Lead Member of the Bidding consortium is defined as "the members of the Bidding Consortium shall nominate one of the Financially Significant Consortium Member as the Lead Member, who shall have an equity share of at least 51% (fifty one percent) paid up and subscribed equity of the Developer". Further, all the bidding entities with the required technical and financial credentials may participate as Bidding Entity or as a member in the Bidding Consortium.</p>

RESPONSES TO PRE-BID QUERIES (Part 3) / Request for Proposal (RFP) for Selection of Developer for Development, Operation and Maintenance of Large Industrial Parks at various locations in Andhra Pradesh

S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response
		Lead bidder is a newly registered partnership firm with no IT returns but all eligibility criteria will be met by consortium partner with interest of 26 percent. Bank quarter will be given on lead member ie partnership firm only.	Further, the Bidder shall submit below substantiating documents for the Financially Significant Consortium Member(s): 1. Net Worth Statement for the preceding financial year i.e. 2023-24, duly certified by a Chartered Accountant. 2. Audited Financial Statements of the company for the previous three financial years i.e. 2021-22, 2022-23, 2023-24.
7.	General MoEFCC Guidelines Clause 7 (c) 9 Green Buffer zone in the form of green belt to the width of 15 mtr should be provided all along the periphery of the industrial area.	Please clarify is it mandatory to provide a 15-meter green buffer zone along the periphery of the proposed park, even if another industrial park is planned adjacent to it?	Kindly note that, in accordance with prevailing environmental regulations, bidders are required to comply with the Standard Terms of Reference (TOR) prescribed under the MoEFCC Guidelines. This requirement remains applicable regardless of any proposed or existing industrial developments in the vicinity of the project site.
8.	General	Is a compound wall mandatory to MSME and Large industrial park? Can we propose a precast compound wall or chain link mesh instead of masonry compound wall?	Please refer to the Andhra Pradesh Policy for establishment of Private Industrial Parks with 'Plug and Play' Industrial infrastructure (4.0) 2024-29 and its Operational Guidelines, as per which, Compound wall is part of the Components of Industrial Parks.

RESPONSES TO PRE-BID QUERIES (Part 3) / Request for Proposal (RFP) for Selection of Developer for Development, Operation and Maintenance of Large Industrial Parks at various locations in Andhra Pradesh

S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response
			However, based on the site conditions, the bidder may propose a Precast compound wall or a masonry compound wall.
9.	General	<p>Request you to please provide us the below details for the issuance of BG :</p> <p>Contact Person name in APIIC-</p> <p>Contact Person Mobile No in APIIC-</p> <p>Contact Person E Mail ID in APIIC-</p> <p>GST Number of APIIC</p> <p>PAN of APIIC</p> <p>Corporate identification no (CIN) of APIIC-</p> <p>Bank account number along with IFSC code of APIIC</p>	<p>Please find the details below for submission of Bank Guarantee.</p> <p>Name: P. Siva Jyothi, CGM (Finance)</p> <p>Mobile No: 91548 73388</p> <p>Email ID: cgmf.apiic-ap@gov.in</p> <p>GST Number: 37AABCA9029K1ZG</p> <p>PAN: AABCA9029K</p> <p>CIN: U99999TG1973SGC001630</p> <p>Bank Account Number: 50100824585272</p> <p>IFSC Code: HDFC0009062</p>
10.	General	<ol style="list-style-type: none"> 1. Is common effluent treatment plant (CETP) mandatory for MSME parks? 2. Please let us know if you accept single bidder in this tender. Is there any minimum number of bids per tender that you are expecting to complete the tender process? We'd like to know if you will recall or cancel 	<ol style="list-style-type: none"> 1. Kindly refer to the Andhra Pradesh Policy for establishment of Private Industrial Parks with 'Plug & play' Industrial Infrastructure (4.0) 2024-29 and its Operational Guidelines. 2. We expect competitive participation from several prospective bidders in this tender. All bids received will be scrutinized by the competent authority in accordance with the provisions laid out in the Operational

RESPONSES TO PRE-BID QUERIES (Part 3) / Request for Proposal (RFP) for Selection of Developer for Development, Operation and Maintenance of Large Industrial Parks at various locations in Andhra Pradesh

S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response
		the tender if there is a single bid in any tender.	Guidelines of the Andhra Pradesh Private Park Policy and Procurement Regulations of the State.
11.	Clause 6.6 of RFP Proposal Due Date - Last date for submission of Proposals/Bids on e-procurement portal is on 30.09.2025	We are in process of preparing our bid and this project being a Design & Build project and in view of the Dusshera holidays we require some more time to prepare a complete design for the development of the Industrial Park. So, we request you to kindly consider and extend the date of submission of the bid till 20.10.2025 to enable us to submit our competitive quote.	No further extension of Proposal Due Date. Bid Submission date is 30 th September 2025.
12.	Clause 6.6 of RFP Proposal Due Date - Last date for submission of Proposals/Bids on e-procurement portal is on 30.09.2025	This is to inform you that analysis and assessment of the sites are being undertaken by our technical and business teams. On account of some access / logistical issues there is some inordinate delay in closure of the diligence to provide best offer to APIIC. On account of the same, we would request you to kindly consider extension of timelines for bid submission by a period of 30 days. We look forward to filing our best offer to APIIC and the time extension shall help all bidders with the same. We thank you for your cooperation and support.	Kindly refer to the response at S.No.11

RESPONSES TO PRE-BID QUERIES (Part 3) / Request for Proposal (RFP) for Selection of Developer for Development, Operation and Maintenance of Large Industrial Parks at various locations in Andhra Pradesh

S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response
13.	Clause 6.6 of RFP Proposal Due Date - Last date for submission of Proposals/Bids on e-procurement portal is on 30.09.2025	With reference to subject bid, we are currently in the process of reviewing the bid documents and conducting the necessary technical and commercial studies to ensure a comprehensive and competitive proposal. However, given the complexity and scope of the requirements, we would like to respectfully request an extension of the bid submission deadline by 30 days from the scheduled bid submission date.	Kindly refer to the response at S.No.11
14.	Clause 6.6 of RFP Proposal Due Date - Last date for submission of Proposals/Bids on e-procurement portal is on 30.09.2025	<p>We wish to respectfully submit that we are currently evaluating various business proposals implemented across the country, with the objective of identifying and presenting the most suitable plan for development of industrial parks at multiple locations in Andhra Pradesh.</p> <p>In view of the above, we kindly request the concerned authority to grant an extension of 15 (fifteen) days for submission of our proposal. This additional time will enable us to prepare and present a comprehensive, well researched, and appropriate proposal for your consideration. We look forward to your kind approval of our request.</p>	Kindly refer to the response at S.No.11

RESPONSES TO PRE-BID QUERIES (Part 3) / Request for Proposal (RFP) for Selection of Developer for Development, Operation and Maintenance of Large Industrial Parks at various locations in Andhra Pradesh

S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response
15.	Clause 6.6 of RFP Proposal Due Date - Last date for submission of Proposals/Bids on e-procurement portal is on 30.09.2025	The current last date for DPR submission is 30 September 2025. Given concurrent diligence on multiple sites across districts, we require additional time to complete technical, legal, and commercial assessments to submit a comprehensive and compliant DPR. We respectfully request a 30-day extension, i.e., until 30 October 2025, to finalize our work and submit the DPRs aligned with Policy–Model 3 objectives.	Kindly refer to the response at S.No.11