

**EXPRESSION OF INTEREST (EoI)**

**Selection of Developers for allotment of land for Development, Operation and Maintenance of Ready Build Factory (RBF) Sheds at various locations in Andhra Pradesh**

**RESPONSE TO QUERIES**

| S. No. | Query / Request from Prospective Applicants  | Response / Clarification  |
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| 1.     | Can the investor undertake logistics activity and as such develop a warehouse or a logistics park, either partially or completely, on the site allocated to it?  | Yes, RBF sheds can be utilized for logistics and warehousing activities.  |
| 2.     | (a) Would the investor have flexibility to design/customize the industrial park to suit the requirements of customers while in line with building regulations? This may also include building two or more sheds instead of one, on the entire designated area.<br><br>(b) If (a) is allowed, the investor may have multiple tenants on the same location. Kindly confirm if this would be allowed. | (a) Yes, multiple sheds can be constructed while adhering to applicable development control regulations.<br><br>(b) Yes, same location can have multiple tenants.   |
| 3.     | Kindly let us know the timelines of the process as well as the modus operandi once you have received EoIs.   | APIIC intends to adopt a two-stage process for selection of the bidder. <ul style="list-style-type: none"> <li>The first stage ("EOI Stage") involves submission of EOIs by interested Applicants. Subsequent to the receipt of EOIs and the suggestions received therein, APIIC will finalize the modalities of the RFP.</li> <li>In the second stage ("RFP Stage"), APIIC will issue the RFP (including a draft of Definitive Agreement) for selection of the Developer.</li> </ul> |
| 4.     | Will APIIC provide authenticated land survey maps, coordinates, and on-ground demarcation before DPR finalization?   | Yes.  |
| 5.     | Are only contiguous land parcels offered for the project?  | Yes.  |
| 6.     | Post EOI stage, will the government go in for fresh procurement of land or offer land which is already available with the government? This impacts the time required for the project to takeoff.   | Lands at all the locations mentioned in the EoI document are in the possession of APIIC.  |
| 7.     | Please confirm zoning and land-use status and whether any CRZ, forest, tribal, or eco-sensitive restrictions apply. Or whether the land made available to developer will be industrially   | All land parcels are earmarked as industrial zone.  |

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|        | categorized land parcels.  |  |
| 8.     | As a group of companies with focus on logistics parks, we intend to bid and execute projects on more than 1 parks. Does anything limit a particular company from bidding for one or more parks?  | <p>Applicants intending to submit an Expression of Interest (EoI) for multiple locations are required to submit a single EoI application only. There is no requirement to submit separate EoI applications for each location.</p> <p>Such Applicants shall clearly mention all the locations for which they intend to apply in a tabular format within the same EoI Application, as per Form-D (Page 18 of the EoI Document).</p>  |
| 9.     | Can APIIC give a location wise list of available land?   | <p>At the current EoI stage, Applicants are requested to independently assess and indicate their proposed land requirement for each location based on their own market assessment, project concept, and business strategy. Applicants shall provide the indicative land requirement for each location for which the EoI is being submitted, in the tabular format prescribed under Form-D (Page 18 of the EoI Document).</p> <p>At the RFP stage, the land area details, and respective site plans of the locations shall be communicated.</p> |
| 10.    | If any location does not have the suggested amount of land available, can APIIC inform the extant which is available with the government rather than reject the EOI of the investor. In case the project is viable at a reduced extant, the investor may want to revise the ask.   | Yes.   |
| 11.    | For built-up sharing models, what is the indicative share expected by APIIC?   | The Applicants are requested to provide their suggestions on preferred modalities. The suggestions are to be provided in Form-D of the EoI Application (Page 18 of the EoI Document).  |
| 12.    | In the scenario that land is allotted to a developer on built up area sharing basis and if the sale/lease of the developer share could not be completed by the time the project is completed, we would want a right to purchase the APIIC share of the park/developed area to recover the capital infused by the investor. Can this be shared as an option for the proposal? | At this stage, the Applicants are encouraged to provide their suggestions on preferred modalities as part of Form-D of the EoI Application. Such suggestions shall be considered and examined while finalizing the RFP.  |
| 13.    | Will APIIC allow sector-specific customization by the developer?   | Yes, subject to applicable regulations.  |
| 14.    | Please clarify permissible FSI/FAR, coverage, and  | Please refer to 'Andhra Pradesh Building Rules,  |

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|        | height norms for each location.   | 2017'.   |
| 15.    | Is phased development permitted which shall be in sync with the market off take of the developed parcels?   | Applicants are encouraged to provide their suggestions on preferred phasing. This information can be provided as part of Form-D of the EoI Application. Such suggestions shall be considered and examined while finalizing the RFP.  |
| 16.    | For individual plots there shall be specification and customization required for different business activities like logistic park, warehousing, manufacturing, infra support, sheds, assembly units, supply chain, industries etc. Does the RBF project give a single blanket clearance for developing and commencing operations for above mentioned activities or are there any restrictions for the same? | Developer (Selected Bidder) shall obtain all requisite statutory approvals required for development of each individual plot for which the Developer is selected.   |
| 17.    | <p>Please detail the external infrastructure scope to be provided by APIIC up to the site boundary.</p> <p>What is the assured power availability per location and are open access or captive power options allowed?</p> <p>Please clarify water source, quantity assurance, and sustainability obligations.</p>  | APIIC shall be responsible for procuring external infrastructure such as approach road, water supply, power supply up to the boundary of the Project Site.   |
| 18.    | Green belts etc. have been carved out at the logistics park / FFC level, will individual plots be required to maintain separate green area coverage etc.? Request for specific reply on the matter as this impacts the usability of individual plots / leased areas.  | Individual plots would be required to maintain the setbacks and open areas in compliance with applicable development control regulations. Applicants are requested to refer the 'Andhra Pradesh Building Rules, 2017'.   |
| 19.    | Which incentives apply to the developer entity? Is there a cap on incentives per project or per acre? What is the incentive disbursement timeline?  | <p>Project shall be eligible for incentives, subsidies, and other benefits as may be available under the prevailing State and/or Central Government schemes and policies, subject to fulfilment of the applicable eligibility criteria and conditions therein.</p> <p>The responsibility for identifying, applying for, and availing such incentives, subsidies, and benefits shall rest with the Developer (Selected Bidder). APIIC shall extend reasonable support and assistance to the Developer in facilitating the procurement of approvals, no-objections, or clearances required from relevant Government instrumentalities for the implementation and operation of the Project.</p> |

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| 20.    | Are there any clawback provisions linked to performance or occupancy levels? Please specify the Policy and clause.   | Specific conditions, terms, and requirements in this regard shall be finalised and detailed at the RFP stage, based on the transaction structure determined and approved by the Authority.  |
| 21.    | Are there sector or size restrictions on eligible end-users?   | RBF sheds may be utilized by all categories of industrial enterprises, subject to compliance with the applicable zoning regulations, development control norms, and statutory approvals prescribed by the competent authorities from time to time.      |
| 22.    | Can leasehold or development rights be mortgaged to lenders and will APIIC sign tripartite agreements?   | The Developer (Selected Bidder) shall be entitled to mortgage, assign, or otherwise create security over its rights and interests under the Definitive Agreement in favor of its lenders, solely for the purpose of securing financing for the Project. |
| 23.    | Are exits or transfer of developer stake permitted and subject to what approvals? We would want change of equity structure in the interim rather than the prolonged 5-year period to meet any changing business requirement. | Specific conditions, terms, and requirements in this regard shall be finalised and detailed at the RFP stage, based on the transaction structure determined and approved by the Authority.  |
| 24.    | Will developers get location exclusivity or right of first refusal for sites where EOI has been submitted for vs entities not submitting the EOI?  | No.   |
| 25.    | Will draft concession or development agreement formats be shared at RFP stage?   | Yes, the draft of definitive agreement will be provided at the RFP stage.   |