

RESPONSES TO PRE-BID QUERIES			
S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response
1.	Clause 1.1.3 of the RFP (Volume-I) Concessionaire shall ensure that, on or before 1st November 2027, a facility of Convention Center with a minimum seating capacity of 2,000 persons and an Exhibition Center with a minimum built-up exhibition area of 20,000 sq. ft along with all associated supporting infrastructure, including adequate parking facilities, pre-function and circulation areas, dining and food court facilities, catering support spaces, service areas, and ancillary amenities necessary for the efficient operation of the Convention and Exhibition Center, is developed and operational for hosting the "Andhra Pradesh Partnership Summit 2027". Such facility may be developed in the form of temporary, semi-permanent, or permanent structures, or any combination thereof	The 2,000-seat convention and 20,000 sq ft exhibition facility must be operational by 01-11-2027. After evaluation, LoA and 60 days to sign the CA, only about 8–10 months may remain. Please clarify. - whether this date extends if CA signing or land handover is delayed; - whether the Authority will fast-track approvals (EC, building permission, fire NOC); - whether the interim facility counts toward the Mandatory Facilities; - who bears the cost of temporary structures that are later dismantled; - whether GoAP will pay for its use during the Summit; - what penalties apply if the date is missed.	The referred clause has been amended. Kindly refer to Corrigendum-1. Further, Bidders may kindly note that, Authority intends to organize the "Andhra Pradesh Partnership Summit 2028" at the Project Site. In this regard, the Concessionaire shall ensure that 2,000-seat Convention facility and the 20,000 sq ft Exhibition Facility shall be completed in accordance with the Project Completion Schedule set forth in Schedule G of the Draft Concession Agreement (Volume-II) (Kindly refer the amendments mentioned in Corrigendum-1). Further bidders may kindly note the following: - In accordance with Clause 10.3.1 of the Draft Concession Agreement (Volume-II), the Site shall be handed over on the Effective Date (Kindly refer to the amendments mentioned in Corrigendum-1). Any extension of project milestones shall be governed by the provisions of the Draft Concession Agreement (Volume-II). - The Authority shall provide support, on a best effort basis, to the Concessionaire in

RESPONSES TO PRE-BID QUERIES / Request for Proposal (RFP) for Development of International Convention & Exhibition Centre, Star Category Hotel and Allied Facilities at Kapuluppada, Visakhapatnam, Andhra Pradesh on Design, Build, Finance, Operate and Transfer ("DBFOT") basis

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			procuring Applicable Permits required from any Government Authority for implementation and operation of the Project. c. As stipulated under Schedule-G of the Draft Concession Agreement (Volume-II), the facility to be developed under Project Milestone-IV (Kindly refer the amendments mentioned in Corrigendum-1), shall be integrated with the Mandatory Facilities and developed as part of the overall Project Facilities in accordance with the terms and conditions of the Concession Agreement. d. All costs associated with the development and dismantling of any temporary structures shall be borne by the Concessionaire. e. The Government of Andhra Pradesh shall not make any payment to the Concessionaire for the use of the Convention Centre, Exhibition Facilities, or any interim facilities during the Andhra Pradesh Partnership Summit 2028. The Concessionaire shall be responsible for making available the required facilities in

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			accordance with the terms of the Concession Agreement. f. Bidders shall kindly refer to Clause 12.5 of the Draft Concession Agreement (Volume-II) regarding the consequences and applicable penalties in the event of failure to achieve the prescribed Project Milestones within the stipulated timelines.
2.	Clause 1.2.7 (d) of the RFP (Volume-I) The Concessionaire shall pay to the Authority, an "Annual Lease Rent" at the rate of INR 130 (Rupees One Hundred Thirty) per square metre, which shall escalate by 15% at the end of every three-year period. Such fee shall be payable quarterly in advance, before the commencement of each quarter during the Concession Period, with effect from the handover of the land by the Authority to the Concessionaire.	Lease rent of INR 130 per sq m has no period stated. Please confirm whether it is per annum. Please confirm whether it applies to the full ~20 acres (~80,900 sq m) or only the built-up/used area. Please consider a rent moratorium during the construction period, since rent starts from land handover.	Bidders may kindly refer to Clause 22.2.6 of the Draft Concession Agreement (Volume-II) regarding the lease rent payable to the Authority. The lease rent of INR 130 per sq. m. is an annual lease rent and shall be applicable to the entire land parcel handed over to the Concessionaire in accordance with the terms of the Concession Agreement. Further, bidders may note that no lease rent moratorium is envisaged during the construction period under the Concession Agreement. Accordingly, the lease rent shall be payable from the date and in the manner stipulated therein.

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3.	Clause 1.3 of the RFP (Volume-I) Schedule of Bidding Process <table><tr><td>Bid Due Date</td><td>26-10-2026, 1500 Hrs IST</td></tr><tr><td>Physical Submission of Technical Bid</td><td>28-10-2026, 1530 Hrs IST</td></tr></table> Clause 2.13.3 of the RFP (Volume-I) In addition to the online submission, the Bidder shall submit one original set of the Technical Bid (together with copies of Forms/ Documents duly self-certified, required to be submitted along therewith pursuant to this RFP) and clearly marked “ORIGINAL” and 1 copy of the Technical Bid, along with Documents, marked “COPY”. In the event of any discrepancy between the physical submission and its online submission, the online submission shall prevail. Hard copies of the Technical Bids are to be submitted on or before Bid Due Date to the Authority.	Bid Due Date	26-10-2026, 1500 Hrs IST	Physical Submission of Technical Bid	28-10-2026, 1530 Hrs IST	Technical bids open on 26-10-2026 at 1530 hrs, but physical submission is due 28-10-2026. Clause 2.13.3 also says hard copies are due "on or before Bid Due Date". Please confirm the physical submission deadline and how the opening/verification will work.	The referred clauses are amended. Kindly refer to Corrigendum-1.
Bid Due Date	26-10-2026, 1500 Hrs IST						
Physical Submission of Technical Bid	28-10-2026, 1530 Hrs IST						

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4.	Clause 2.2.2 (b) of the RFP (Volume-I) At least 1 (one) member of the Consortium shall be an architecture firm having a registered legal entity recognized under the legal statute of the country including any Company/ Partnership firms/ Limited Liability Partnership (LLP) firms and/or registered with Council of Architecture (CoA)/ an equivalent statutory authority of relevant jurisdiction (the "Architecture Firm") established for more than 10 years as on Proposal Due Date, who shall be responsible for rendering Architecture Services for proposed project Clause 2.1.15 (a) of the RFP (Volume-I) Members of the Consortium shall nominate one member as the lead member (the "Lead Member"), who shall have an equity share holding of at least 26% (twenty-six per cent) of the paid up and subscribed equity of the SPV. The nomination(s) shall be supported by a Power of Attorney, as per the format at Appendix-IV, signed by all the other members of the Consortium.	If the Bidder is bidding on a standalone basis (i.e., not as Consortium) is the Bidder itself required to be an architectural firm? or would it be sufficient for the Bidder to appoint an Architectural Firm consultant.	The referred clause has been amended. Kindly refer to Corrigendum-1. An Architecture Firm may participate either as a Consortium Member or be associated with the Bidder as a consultant. However, where the Architecture firm is not a Consortium Member, the Bidder shall submit a Memorandum of Understanding (MoU) with the proposed Architecture Firm, evidencing its commitment to be associated with the Bidder as a consultant for the Project until the construction of the Project is completed in all respects.
5.	Clause 2.2.2 (d) of the RFP (Volume-I)	Requesting you to kindly confirm if a signed term sheet/ commitment letter with the	Bidders may kindly note that, in accordance with Clause 2.2.3(iv) of the RFP (Volume-I),

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	O&M Experience: The Bidder shall engage an experienced Hospitality Operator(s) (the "Hospitality Operator(s)"), for operation and maintenance of the Convention & Exhibition Centre and Star Category Hotel in conformity with the provisions of the Concession Agreement. Clause 2.2.3 (iv) of the RFP (Volume-I) In case the Bidder fulfils the O&M Experience criteria by relying on the credentials of the Hospitality Operator(s), a signed term sheet/commitment letter with the Hospitality Operator(s) shall be provided.	Hospitality Operator(s) can be provided at a later stage i.e once the Letter of Award (LoA) has been issued but before signing of the Concession Agreement. If a term sheet with the operator is a mandatory requirement for technical bid submission, can the operator be substituted later with approval.	where a Bidder fulfils the O&M Experience criteria by relying on the credentials of the proposed Hospitality Operator(s), the Bidder shall submit either a signed Term Sheet or a Commitment Letter from such Hospitality Operator(s) along with the Technical Bid. Further, bidders may note that the submission of the O&M Agreement with the Hospitality Operator(s), together with the credentials of the proposed Hospitality Operator(s), is a condition precedent to be fulfilled within 90 days of signing the Concession Agreement, in accordance with the provisions of the RFP (Volume-I). The Bidder may substitute the proposed Hospitality Operator(s) at a later stage, subject to the replacement Hospitality Operator(s) fulfil the eligibility and credential requirements specified under Clause 2.2.2(d) of the RFP (Volume-I) and subject to compliance with the provisions of the Concession Agreement.
6.	Clause 3.2.1 (j) of the RFP (Volume-I) It does not contain any information that is likely to disclose the Bidders Financial Bid	"Cost feasibility" is scored, but disclosing financial information in the technical bid leads to rejection. Please confirm that capex	Bidders may kindly note that, for the purpose of evaluation under the Cost Feasibility & Value Engineering Approach criterion, the Technical Proposal may include information

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	Appendix-VIII (Annex-1)- Assessment Criteria for Design Concept Presentation 3D (4)– Technical Feasibility, Constructability & Phasing Strategy <table><tr><td>Cost Feasibility & Value Engineering Approach</td><td>Evidence of cost-conscious design thinking and scope for value engineering without compromising design intent.</td><td>3 Marks</td></tr></table>	Cost Feasibility & Value Engineering Approach	Evidence of cost-conscious design thinking and scope for value engineering without compromising design intent.	3 Marks	estimates and phasing costs are allowed, and that only the Upfront Fee must be withheld.	demonstrating cost-conscious design thinking, value engineering measures, broad project cost estimates, development phasing, construction methodology, and related implementation assumptions. However, in accordance with Clause 3.2.1(j) of the RFP (Volume-I), the Technical Proposal shall not contain any information that is likely to disclose the Bidder's Financial Bid, including the Upfront Fee or any other pricing-related information forming part of the Financial Bid. Any such information shall be submitted only as part of the Financial Bid.
Cost Feasibility & Value Engineering Approach	Evidence of cost-conscious design thinking and scope for value engineering without compromising design intent.	3 Marks				
7.	General	Please provide the exact surveyed area, boundary, demarcation plan and survey numbers. Please also provide the land use zoning under VMRDA Master Plan 2041, and state who bears any change-of-land-use cost	Bidders may kindly note that the details and information pertaining to the Project Site are available at Tenders Of APIIC i.e., (https://apiic.in/downloads-tenders/). Bidders are advised to undertake their own due diligence and site investigations regarding the Project Site. Further, as per the VMRDA Master Plan 2041, the Project Site falls under the “Mixed Use” Zone.			

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			In the event that the Concessionaire proposes any change in land use for the Project in accordance with its development plan and applicable statutory requirements, all costs, charges, fees, levies, and expenses associated therewith shall be solely borne by the Concessionaire.
8.	Clause 10.1 of the Draft Concession Agreement (Volume-II) The Project shall be executed on the Site, which is described in Schedule A (the "Site") and in respect of which a lease is granted by the Authority to the Concessionaire under and in accordance with this Agreement and the Lease Deed (Schedule Q). For the avoidance of doubt, it is hereby acknowledged and agreed that references to the Site shall be construed as references to the details set forth in Schedule A. The concession period under and in accordance with this agreement shall be for a period of thirty-three (33) years.	The Schedule A has no plan annexed. Kindly provide us with a site plan.	Bidders may kindly note that the details and information pertaining to the Project Site are available at Tenders Of APIIC i.e., (https://apiic.in/downloads-tenders/).
9.	Clause 2.2.2 (a) of the RFP (Volume-I) Technical Capacity: For demonstrating technical capacity (the "Technical Capacity"),	We request to modify the PQ as shown below: Category 2: Development and/or Construction of an integrated real estate project comprising	The provisions of the referred Clause shall prevail.

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	the Bidder shall, over the past 10 (ten) Accounting Years preceding the Bid Due Date, have paid for development of Eligible Project(s) in Category 1 and/or Category 2 specified in Clause 3.4.1, such that the sum total of the above, is more than INR 600,00,00,000 (Rupees Six Hundred Crore) Clause 3.4.1 of the RFP (Volume-I) Category 1: Development of an integrated real estate project comprising of a combination of (a) hospitality / commercial office complex / retail mall /residential / mixed-use purpose, and (b) a convention and/or exhibition centre (not less than 1,000 person capacity). The capital cost of such project should be more than INR 150 (Rupees One Hundred Fifty Crore), excluding the cost of land. Category 2: Development of an integrated real estate project comprising of hospitality / commercial office complex / retail mall / residential / mixed-use purpose. The capital cost of such project should be more than INR 200 (Rupees Two Hundred Crore), excluding the cost of land. For the purpose of this RFP:	of hospitality / commercial office complex / retail mall / residential / Super Specialty Hospital/ mixed-use purpose. The capital cost of such project should be more than INR 600 (Rupees Six Hundred Crore). For the purpose of this RFP: (a) Development of a project shall mean the process of designing, construction and financing the project (b) Construction of the Project shall mean the Designing, Engineering, Procurement, Construction and Commissioning the Project.	

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	(a) Development of a project shall mean the process of designing, construction and financing the project		
10.	Clause 2.2.2 (b) of the RFP (Volume-I) At least 1 (one) member of the Consortium shall be an architecture firm having a registered legal entity recognized under the legal statute of the country including any Company/ Partnership firms/ Limited Liability Partnership (LLP) firms and/or registered with Council of Architecture (CoA)/ an equivalent statutory authority of relevant jurisdiction (the "Architecture Firm") established for more than 10 years as on Proposal Due Date, who shall be responsible for rendering Architecture Services for the proposed Project. (i) the Architecture Firm shall have successfully completed at least 2 large scale Landmark Project(s) rendering Architecture Services during the last 10 (ten) years before the Proposal Due Date in India/Abroad; (ii) have a minimum average annual turnover of Rs. 50 Crore (Rupees Fifty Crore Only) over the last three financial years (i.e. 2022-23, 2023-24, 2024- 25).	<i>We request to modify the PQ as shown below:</i> Bidder should have an exclusive MOU with an architecture firm having a registered legal entity recognized under the legal statute of the country including any Company/ Partnership firms/ Limited Liability Partnership (LLP) firms and/or registered with Council of Architecture (CoA)/ an equivalent statutory authority of relevant jurisdiction (the "Architecture Firm") established for more than 10 years as on Proposal Due Date, who shall be responsible for rendering Architecture Services for the proposed Project. (i) the Architecture Firm shall have successfully completed at least 2 large scale Landmark Project(s) rendering Architecture Services during the last 10 (ten) years before the Proposal Due Date in India/Abroad; (ii) have a minimum average annual turnover of Rs. 50 Crore (Rupees Fifty Crore Only) over the last three financial years (i.e. 2022-23, 2023-24, 2024- 25).	Kindly refer to the response provided above at S.No.4.

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11.	Clause 2.1.15 of the RFP (Volume-I) Bidder shall be required to form an appropriate Special Purpose Vehicle, incorporated under the Indian Companies Act 2013 (the "SPV"), to execute the Concession Agreement and implement the Project. The SPV shall obtain Goods and Services Tax (GST) registration in the State of Andhra Pradesh as per applicable law. The Selected Bidder shall hold at least 51% (fifty one per cent) of the subscribed and paid up equity of the SPV at all times until the fifth anniversary of the commercial operation date of the Mandatory Facilities.	As per clause 2.1.15 of RFP, bidder needs to form an SPV under The Companies Act, 2013. Request to waive the requirement of SPV, where bidder is itself the owner/developer and operator of the hotel (under its own brand) and uses its own fund (i.e., no borrowing) and there is no consortium/borrowing.	The provisions of the referred Clause shall prevail.
12.	Clause 2.2.2 (b) of the RFP (Volume-1) At least 1 (one) member of the Consortium shall be an architecture firm having a registered legal entity recognized under the legal statute of the country including any Company/ Partnership firms/ Limited Liability Partnership (LLP) firms and/or registered with Council of Architecture (CoA)/ an equivalent statutory authority of relevant jurisdiction (the "Architecture Firm") established for more than 10 years as on Proposal Due Date, who shall be	As per clause 2.2.2 (b) of RFP, at least 1 (one) member of the Consortium shall be an architecture firm. Kindly relook at this requirement as architecture firms do not have expertise, capital or interest in running/operating of hotels and may not agree for equity participation. This requirement to be a consortium member is restrictive and may limit participation by otherwise qualified developers and hospitality operators. Architectural services can be effectively procured through qualified and experienced	Kindly refer to the response provided above at S.No.4.

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	responsible for rendering Architecture Services for the proposed Project	consultants of national/international repute, without necessitating equity participation in the consortium.	
13.	Clause 2.2.1 of the Draft Concession Agreement (Volume-II) At the end of the initial term of thirty-three (33) years, upon request of the Concessionaire submitted no later than twenty-four (24) months prior to expiry, the Authority shall consider granting an extension for a further period of thirty-three (33) years. Any such extension shall (i) be on terms and conditions to be mutually agreed, (ii) provide for revision of the Concession Fee and other financial obligations in accordance with the Wholesale Price Index (WPI) or such other agreed index, and (iii) be subject to the Concessionaire having complied with its obligations under this Agreement to the reasonable satisfaction of the Authority	As per clause 2.2.1, the authority at its discretion has right to extend the term by another 33 years on such terms and conditions as mutually agreed between the parties. Request authority to consider renewal on same terms and conditions (subject to other conditions as mentioned therein).	The provisions of the referred Clause shall prevail.

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14.	Clause 4.1.3 (a) of the Draft Concession Agreement (Volume-II) – Conditions Precedent 1 Within ninety (90) days from the effective date, the Concessionaire shall have submitted the Master Plan along with the project implementation schedule for approval of the Authority. The Master Plan shall, inter-alia, clearly demarcate the portion(s) of the Site that shall be used for the development of Mandatory Facilities (the "Mandatory Facilities Area") and the portion(s) of the Site to be used for the development of Allied Facilities in terms of Clause 5.2.8 (the "Allied Facilities Area")	Timeline of 90 days is too short to finalize design/master plan for a project of this size, since the bidder needs to appoint specialized consultants along with the architects for development of concept design running various iterations, incorporating inputs of various stakeholders before drawing final plans including schematic layout, etc. Request Authority to please provide a time period of atleast 180 days for obtaining the necessary permits.	The provisions of the referred Clause shall prevail. Kindly also refer to Corrigendum-1.
15.	Clause 4.1.3 (ii) (A) of the Draft Concession Agreement (Volume-II) – Conditions Precedent 2 Within one hundred and eighty (180) days from the effective date the Concessionaire shall have executed and procured execution of the Escrow Agreement in Schedule-O	Request to waive the requirement to open an Escrow account, where bidder is itself the owner/developer and operator of the hotel (under its own brand) and uses its own fund (i.e., no borrowing) and there is no consortium/borrowing.	The provisions of the referred Clause shall prevail.

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16.	Clause 4.1.3 (ii) (E) of the Draft Concession Agreement (Volume-II) – Conditions Precedent 2 The Concessionaire shall, at its own cost and responsibility, prepare, submit, and obtain the requisite Environmental Clearance for the development of the Mandatory Facilities of the Project, in accordance with the applicable laws and regulations. For this purpose, the Concessionaire shall submit to the Statutory Authority all requisite information, documents, and responses to queries and clarifications as may be required for the Environmental Clearance process.	The 180-day timeline may be insufficient to obtain Environmental Clearance due to non-availability of officials/committee members, whose timelines are beyond the Concessionaire's control. It is therefore requested that the timeline be extended to provide adequate time for compliance with all obligations.	Bidders may kindly note that the Draft Concession Agreement already contains provisions for extension of time in relation to the fulfilment of Conditions Precedent. In this regard, Bidders are requested to refer to Clause 4.1.3 of the Draft Concession Agreement (Volume II), which provides that, upon a request in writing by the Concessionaire supported by adequate evidence demonstrating the reasons for delay in fulfilling the Conditions Precedent, the Authority may, at its discretion and without prejudice to other provisions of the Agreement, grant an extension of time for fulfilment of such Conditions Precedent. Accordingly, delays attributable to factors beyond the reasonable control of the Concessionaire may be considered by the Authority in accordance with the provisions of the Draft Concession Agreement, and the provisions of the aforesaid Clause shall prevail.
17.	Clause 12.5.3 of the Draft Concession Agreement (Volume-II) In the event COD-1 does not occur within three (3) years from the date of execution of this	As per clause 12.5.3 & 12.5.4, the mandatory & allied facility construction needs to be completed within 3 and 5 years respectively, Given the scale of development and	The provisions of the referred Clause shall prevail. Kindly also refer to Corrigendum-1.

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	Agreement (the "Scheduled Commercial Operations Date-1" or "Scheduled COD-1"), unless the delay is on account of reasons attributable to the Authority or due to Force Majeure, the Authority shall be entitled to terminate this Agreement. Clause 12.5.4 of the Draft Concession Agreement (Volume-II) In the event COD-2 does not occur within five (5) years from the date of execution of this Agreement (the "Scheduled Commercial Operations Date-2" or "Scheduled COD-2"), unless the delay is on account of reasons attributable to the Authority or due to Force Majeure, the Authority shall be entitled to terminate this Agreement	requirement for international standard facilities, the timelines are inadequate. Request Authority to consider at least 5 years for completion of mandatory facilities. Further, extension of project completion timelines in case of delays due to reasons beyond the reason control of concessionaire should be allowed by the authority without any penal provisions or invoking termination. Similarly, the consequent provisions for completion of 50% and 75% of mandatory facility within 18 months and 24 months needs to be reconsidered. Any delay should not result in automatic termination and/or adjustment of performance security without the Concessionaire being given the opportunity to cure or to provide reasons for delay or without considering genuine reasons of delay for circumstances beyond the reasonable control of the Concessionaire. Consequently, the minimum guarantee should be applicable from Accounting Year 6.	

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18.	Schedule-G – Project Completion Schedule of Draft Concession Agreement (Volume-II) 2. Mandatory Facilities Project Milestone-II: 2.1 Prior to the occurrence of Mandatory Facilities Project Milestone-II, the Concessionaire shall ensure the development and operational readiness of a facility with a minimum capacity of 2,000 persons and 20,000 sqft of Exhibition area along with all associated supporting infrastructure, including adequate parking facilities, pre-function and circulation areas, dining and food court facilities, catering support spaces, service areas, and ancillary amenities necessary for the purpose of hosting the "Andhra Pradesh Partnership Summit 2027". Such facility may comprise a combination of temporary or semi-permanent or permanent structures or any combination thereof. 2.2 Mandatory Facilities Project Milestone-II shall occur on or before 1st November 2027 (the "Mandatory Facilities Project Milestone-II")	Additionally, it is impossible to plan, design, obtain requisite approvals, construct and operationalize Convention Facility of 2,000 seats and Exhibition Facility of 20,000 sqft by 1 November 2027. Authority needs to take practical view and remove this requirement.	The referred clause has been amended. Kindly refer to Corrigendum-1.

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19.	General	Request to please clarify and confirm any refundable/adjustable advances or deposits received against services to be delivered shall not form part of revenue (unless the said advances or deposits are forfeited).	Kindly refer to Clause 24.2 (b) of the Draft Concession Agreement (Volume-II).
20.	Clause 22.2.6 of the Draft Concession Agreement (Volume-II) The Concessionaire shall pay to the Authority, as land lease rent, an Annual Lease Rental at the rate of INR 130 per square metre, which shall escalate by fifteen percent (15%) at the end of every three (3) year period. Such Annual Lease Rental shall be payable quarterly in advance, before the commencement of each quarter during the Concession Period, with effect from the handover of the land by the Authority to the Concessionaire	As per Clause 22.2.6 annual lease rent is payable at Rs 130 per sqm whereas as per Schedule Q, it is payable at Rs 110 per sqm, kindly confirm the exact rate at which lease rent shall be calculated.	Bidders may kindly note that the Annual Lease Rent payable shall be as per Clause 22.2.6 of the Draft Concession Agreement (Volume-II). Further, Para 7 of Schedule Q of Draft Concession Agreement (Volume-II) is amended. Kindly refer to Corrigendum-1.
21.	Clause 23.1.2 of the Draft Concession Agreement (Volume-II) The Concessionaire acknowledges and agrees that the Authority shall be charged zero fee for its use or for the use of any other Government body of the Convention & Exhibition Centre for a period of fifteen (15) days over one or several	As per clause 23.1.2, No fee to be charged for usage of Convention & Exhibition Centre by authority or Government body for 15 days in a year. Request authority to provide a limit or cap for maximum number of pax per day as it may result in significant increase in operating cost for the period without any revenue	Bidders may note that any use of the Convention & Exhibition Centre by the Authority or any other Government body under Clause 23.1.2 shall be subject to the design capacity of the respective facilities, and the maximum number of attendees shall not exceed such design capacity.

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	or consecutive periods of use in every calendar year, during the term of this Agreement. The Parties agree that such fifteen (15) days in a calendar year shall be identified and intimated to the Concessionaire in writing three (3) months in advance in each case. It is hereby clarified that even a part usage of the convention hall and/or exhibition space by the Authority shall be treated as a full day usage of the Convention & Exhibition Centre for the purposes of this clause. It is further stated that the free use period for the Authority as provided in this Clause shall expire at the end of each Accounting Year and shall not be carried forward to succeeding Accounting Year(s) regardless of the actual utilisation of the free use period by the Authority.	besides being a potential opportunity loss of revenue. Alternatively, authority should consider availing such services at discounted rate to be mutually agreed between the parties at the beginning of each year.	Accordingly, no separate cap on the number of attendees or any discounted usage fee is envisaged under the Concession Agreement beyond the provisions stipulated in Clause 23.1.2.
22.	Clause 23.1 of the Draft Concession Agreement (Volume-II) On and from the COD-1 till the Transfer Date, the Concessionaire shall have the right to demand, collect and appropriate Project Revenues in respect of the use of Project Facilities or the goods, services facilities or amenities provided there at and shall have the right to demand, collect and appropriate fee	Authority to note that hospitality industry follows dynamic rates based on demand supply gap and the same varies for different accommodation bookings, events, etc for the same day including basis other commercial parameters viz discounts, rebates, special rates extended basis volume, frequency, customer relationship loyalty, availability or room, event space, etc. Kindly confirm that the	Yes, the understanding is correct.

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	from users of the Project Facilities developed within the Project Site in accordance with this Agreement; provided that the same shall be in compliance with the requirements, if any, under the Applicable Laws, terms of Applicable Permits and Good Industry Practice.	Concessionaire shall have full freedom to determine such room rates, convention rentals, exhibition rentals, food & beverage pricing and other commercial rates as per its sole discretion as per common industry practice.	
23.	Clause 5.11 of the Draft Concession Agreement (Volume-II) The name of Project shall be decided by the Authority. The Authority shall be entitled to decide the brand name/ identity of the overall Project and Convention & Exhibition Centre. For further avoidance of doubt, naming rights for Project components, other than the Convention & Exhibition Centre and the overall Project, shall be the exclusive purview of the Concessionaire during the Concession Period and names of such components/ facilities may be assigned by the Concessionaire to third parties as per commercial requirements of the Project, during the Concession Period. The Authority shall retain the exclusive right to rename/ monetise the whole or any part of the Project upon termination or expiry of this Agreement.	As per clause 5.11, Authority retains Convention Centre naming rights. Kindly request authority to reconsider this, as the Concessionaire should be allowed full freedom to use its brand name, nomenclature, trademark, etc including naming rights of the facility to promote the project as per its discretion to maximize benefits from the promotion of the facilities in the best interest of the project and long term interest of the brand as per its experience.	The referred clause has been amended. Kindly refer to Corrigendum-1.

S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response
24.	Clause 25.1 of the Draft Concession Agreement (Volume-II) The Concessionaire shall effect and maintain at its own cost, during the Construction Period, and/or Part-Operation Period, and/or the Operation Period, such insurances for such maximum sums as may be required under the Financing Agreements, and Applicable Laws, and such insurances as may be necessary or prudent in accordance with Good Industry Practice. The Concessionaire shall also affect and maintain such insurances as may be necessary for mitigating the risks that may devolve on the Authority as a consequence of any act or omission of the Concessionaire during the Construction Period. The Concessionaire shall procure that in each insurance policy, the Authority shall be a co-insured and that the insurer shall pay the proceeds of insurance into the Escrow Account. For the avoidance of doubt, the level of insurance to be maintained by the Concessionaire after repayment of Senior Lenders' dues in full shall be determined on the same principles as applicable for determining	The clause 25.1 refers that the Authority should be co-insured. Please re-look into the same, considering that the Authority is not liable for constructions and operations of the hotel.	The provisions of the referred Clause shall prevail.

S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response		
	the level of insurance prior to such repayment of Senior Lenders’ dues				
25.	Clause 1.3 of the RFP (Volume-I) Schedule of Bidding Process <table border="1"><tr><td>Bid Due Date</td><td>26-10-2026, 1500 Hrs IST</td></tr></table>	Bid Due Date	26-10-2026, 1500 Hrs IST	The bidding timeline of 20 days post receipt of response to queries is too short considering that we need to do carry out due diligence, site visit, thorough evaluation of the Project, Site topography study, review and seek internal board approval and prepare necessary documents to be able to submit the bid. Hence request that the same to be extended by at least 45 days.	The referred clause has been amended. Kindly refer to Corrigendum-1.
Bid Due Date	26-10-2026, 1500 Hrs IST				
26.	Clause 26.2.1 of the Draft Concession Agreement (Volume-II) The Concessionaire shall appoint and have during the subsistence of this Agreement as its Statutory Auditors, a reputed firm of its choice. All fees and expenses of the Statutory Auditors shall be borne by the Concessionaire. Clause 26.2.3 of the Draft Concession Agreement (Volume-II) Notwithstanding anything to the contrary contained in this Agreement, the Authority shall have the right, but not the obligation, to appoint at its cost from time to time and at any	As per Clause 26.2.1 & Clause 26.2.3, The Concessionaire shall appoint Statutory Auditors and Authority has right to appoint Additional Auditors Hope the above clause would not be applicable if the concessionaire is the large public listed entity with all such information being published on quarterly basis and available in public domain and the timelines should be inline with the requirements of SEBI. (i.e. 45 days from the end of quarter) or if the statutory auditor is one of the big 4 audit firms.	The provisions of the referred Clause shall prevail.		

S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response
	time, another firm (the "Additional Auditors") of its choice to audit and verify all those matters, expenses, costs, realizations and things which the Statutory Auditors are required to do, undertake or certify pursuant to this Agreement.		
27.	General	Authority to please confirm if the site falls under CRZ regulation or forest land and what all approvals are required for construction of the project.	The Concessionaire shall undertake project-level CRZ verification by superimposing the site coordinates on the applicable approved Coastal Zone Management Plan (CZMP) and shall obtain any clearance, approval or NOC required under Applicable Laws. Further, as per the VMRDA Master Plan 2041, the Project Site falls under the "Mixed Use" Zone. Any change in land use proposed by the Concessionaire shall be undertaken at its sole cost and expense. The following is an indicative list of approvals, which may vary depending on the final development plan, applicable laws, and the nature and scale of the proposed development: • Site/Layout Approval from VMRDA • Building Plan Permission from GVMC

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S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response
			• Environmental Clearance from SEIAA, Andhra Pradesh, where applicable • Consent to Establish from the Andhra Pradesh Pollution Control Board • Fire NOC and approval of fire-safety plans • CRZ clearance/NOC, if any part of the Site falls within CRZ limits • Forest clearance/NOC, if any part of the Site involves forest land • Tree-felling/translocation permission, where required. • AAI height clearance, as applicable • Water supply, sewerage and groundwater extraction approvals, as applicable. • Electricity load sanction and electrical installation approvals, including HT/DG installations • Lift and escalator design/installation approvals, as applicable • PESO approvals for storage of diesel, LPG or other regulated fuels

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S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response
			- Construction and demolition waste disposal approval and excavation/debris permissions - BOCW registration, labour licenses and other construction-related statutory registrations related to construction activities - Temporary construction permissions for batching plants, temporary power, barricading and worker facilities, where applicable. The Concessionaire shall be responsible for obtaining all applicable approvals, clearances, permits, and NOCs required for implementation, construction, operation, and maintenance of the Project in accordance with Applicable Laws.
28.	General	Are there any restriction on the construction activities (in terms of permanent construction, number of rooms, buildup area, distance from sea, etc.) due the presence of sea?	Bidders may kindly note that no specific restriction is presently identified solely on account of the proximity of the Project Site to the sea. However, the permissible extent of development, including permanent construction, building height, built-up area/FAR, setbacks, and other development parameters, shall be governed by the

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S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response
			applicable Andhra Pradesh Building Rules, zoning/development control regulations, approved Coastal Zone Management Plan (CZMP), and other Applicable Laws. Further, the Concessionaire shall undertake project-level CRZ verification by superimposing the Site coordinates on the applicable approved CZMP and shall obtain all applicable approvals, clearances, and NOCs based on the Site boundaries and the proposed project design.
29.	General	What is the permissible FAR?	Bidders may kindly refer to the Andhra Pradesh Building Rules, 2017 issued vide G.O.Ms. No. 119, MA&UD (M) Department, dated 28.03.2017, read together with amendments issued from time to time, for the applicable provisions regarding FAR/FSI, building height, setbacks, parking requirements, and other development parameters. The permissible FAR for the Project shall be governed by the applicable provisions of the aforesaid Rules and other Applicable Laws, as may be in force from time to time.

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S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response
30.	General	Please provide Google Coordinates of the site.	Kindly refer to the response provided above at S.No.8.
31.	General	Please share land layout plan/map.	Kindly refer to the response provided above at S.No.8.
32.	General	What is the government plan to develop the access road to the site.	Bidders may kindly note that the Authority intends to develop the access road up to the Project Site at its own cost. Further, bidders are requested to refer to Clause 6.1.2(f) of the Draft Concession Agreement (Volume II) in this regard.
33.	General	Hope the entire approvals shall be through single window clearance system?	Bidders may kindly note that, in accordance with Clause 6.1.2(a) of the Draft Concession Agreement (Volume II) , the Authority shall provide support on a best-efforts basis in procuring Applicable Permits required from Government Authorities for the implementation and operation of the Project. However, the Concessionaire shall remain responsible for obtaining all permits, licenses, approvals, and clearances required for the Project.

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S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response
34.	General	Please clarify on incentive/subsidy schemes which are available to the Bidder for investment in the said project	Bidders may kindly note that any incentives, subsidies, concessions, or benefits available under applicable State Government and/or Government of India policies, schemes, or programmes may be availed by the Concessionaire, subject to the terms, conditions, eligibility criteria, and guidelines prescribed under such policies or schemes from time to time. The responsibility for identifying, applying for, obtaining, and complying with the requirements of such schemes and policies shall solely lie with the Concessionaire. Bidders are advised to undertake their own due diligence in this regard.
35.	General	Hope the site will be provided with basic amenities i.e. supply of electricity, water, security etc. by the authority	Kindly refer to Clause 6.1.2 (f) of the Draft Concession Agreement (Volume-II) .
36.	General	Request authority to confirm that the Concessionaire will have no liability towards ownership of Land by APIIC	Kindly refer to Clause 35.1.2 of the Draft Concession Agreement (Volume-II) .

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S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response
37.	General	Kindly confirm the current land use/whether entire land of 20 Acres is converted for commercial development of hotel and convention centre, etc	Kindly refer to the response provided above at S.No.7.
38.	General	Authority to confirm whether 5000 seats mentioned as Mandatory Facility needs to be permanent seats in the form of an auditorium or movable seating capacity	Kindly refer to Schedule-B of the Draft Concession Agreement (Volume-II) , which stipulates that the Convention & Exhibition Centre shall include an Auditorium with a minimum seating capacity of 5,000 persons, incorporating flexibility for reconfiguration through removable partitions and retractable seating arrangements.
39.	General	Request authority to please advise the evaluation matrix/parameters and marks assigned to each evaluation parameter of the bidding	Kindly refer to Section 3 and Appendix-VIII of the RFP (Volume-I)
40.	General	Please clarify the following: a. Please clarify what all approvals have already been taken by the Authority. b. What preconstruction approvals (Fire, Environment, etc) would be required to be taken by the Concessionaire	a. Kindly refer to Clause 6 and Clause 7.2 of the Draft Concession Agreement (Volume-II) b. Kindly refer to the response provided above at S.No.27 for all the indicative list of

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S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response
		c. Please advise who would be building plan approval authority. d. What will be the role of Authority in facilitating the approvals? e. Advise NOC from forest department and NOC for tree cutting, etc. or any approval from NGT is applicable for the project. If so whether authority will provide the same along with environment clearance	approvals that may be required for the Project. c. Building plan approval authority shall be GVMC. d. Kindly refer to the response provided above at S.No.33. e. Kindly refer to the response provided above at S.No.27.
41.	Clause 1.1.3 of the RFP (Volume-I) Concessionaire shall ensure that, on or before 1st November 2027, a facility of Convention Center with a minimum seating capacity of 2,000 persons and an Exhibition Center with a minimum built-up exhibition area of 20,000 sq. ft along with all associated supporting infrastructure, including adequate parking facilities, pre-function and circulation areas, dining and food court facilities, catering support spaces, service areas, and ancillary amenities necessary for the efficient operation of the Convention and Exhibition Center, is developed and operational for hosting the "Andhra Pradesh Partnership Summit 2027". Such facility may be developed in the form of	Please confirm the exact scope, capacity, specifications, location and permitted temporary/semi-permanent nature of the interim facility required by 1 November 2027, including whether it forms part of the permanent works and how its cost will be treated.	The referred clause has been amended. Kindly refer to Corrigendum-1. Further, kindly refer to the response provided above at S.No.1

S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response
	temporary, semi-permanent, or permanent structures, or any combination thereof		
42.	Schedule-G – Project Completion Schedule of Draft Concession Agreement (Volume-II)	Please clarify the milestone dates and acceptance criteria for the interim facility and identify which approvals, utilities, access and supporting facilities must be operational by 1 November 2027.	Kindly refer to the responses provided above at S.No.18 and S.No.27 . Also, kindly refer the amendments mentioned in Corrigendum-1 with regard to Schedule-G (Project Completion Schedule) of the Draft Concession Agreement (Volume II) .
43.	General	Please confirm whether the accelerated interim-facility deadline changes the three-year deadline for Mandatory Facilities or the five-year deadline for the overall Project, and specify the consequences and relief available for Authority-caused delay.	Kindly refer to the responses provided above at S.No.17 . Also, kindly refer the amendments mentioned in Corrigendum-1 with regard to Schedule-G (Project Completion Schedule) of the Draft Concession Agreement (Volume II) .
44.	Clause 1.2.7 of the RFP (Volume-I) In addition to the Upfront Fees, the Concessionaire shall pay a Revenue Share as well as Annual Lease Rent, as particularly set out under the Concession Agreement and the Lease Deed, in accordance therewith. For the ease of the Bidders' reference, a snapshot for the Revenue Share payable by the Concessionaire to the Authority in accordance	a. Please define "Gross Revenue" exhaustively, including treatment of GST and other taxes, refunds, discounts, deposits, sponsorships, naming rights, parking, catering, hotel revenue, third-party operator revenue and revenue from allied facilities. b. Please provide a year-wise MGR schedule, including the Accounting Year from which	a. Kindly refer to the definitions of "Gross Revenue", "Mandatory Facilities Revenues", and "Allied Facilities Revenues" provided at Clause 41 of the Draft Concession Agreement (Volume-II) b. Kindly refer to Clause 22.2.2 of the Draft Concession Agreement (Volume-II)

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S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response
	with the Concession Agreement is set out below: (a) A revenue share amount equal to 5% of the Gross Revenue arising out of or in relation to the Mandatory Facilities ("Mandatory Facilities Revenue Share"); (b) A revenue share amount equal to 5% of the Gross Revenue arising out of or in relation to the Allied Facilities ("Allied Facilities Revenue Share") Mandatory Facilities Revenue Share and Allied Facilities Revenue Share collectively referred to as "Revenue Share". (c) Minimum Guarantee Revenue: Minimum Guarantee Revenue (MGR) is the assured amount of revenue that a concessionaire commits to pay to the authority, regardless of actual performance or usage levels.	it starts, the first payment date, the 15% escalation dates, proration for partial years, payment frequency, reconciliation and audit procedures.	
45.	Clause 1.2.6 of the RFP (Volume-I) Each Bidder shall provide its financial proposal with regard to the Project, by providing its bid for the upfront fee, which shall be payable by the Concessionaire in terms of the Concession Agreement ("Upfront Fees").	Please clarify the timing, instalments, conditions, refundability and tax treatment of the Upfront Fee, and distinguish it from the ₹1 crore Project Development Fee and ₹6 crore Performance Security.	Bidders may kindly note that, 'Upfront Fee' is the bid variable and shall be quoted by the bidder as stipulated in Clause 1.2.6 of the RFP (Volume-I). Kindly also refer to Clause 22.1 of the Draft Concession Agreement (Volume-II). Kindly note that the Project Development Fee of INR 1 Crore (plus applicable service tax) and the Performance Security of INR 6 Crore are

S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response
	It may be noted that the Upfront Fees to be quoted by the Bidders in their Financial Bid shall be greater than INR 10,00,00,000 (Rupees Ten Crores) excluding GST ("Reserve Upfront Fee"). Any Bidder quoting lesser than the Reserve Upfront Fee shall be disqualified/ rejected by the Authority as being non-responsive to the requirements of this RFP. The Concession Period is predetermined, as indicated in the Concession Agreement. The Upfront Fee shall constitute the sole criteria for evaluation of Financial Bids. Subject to Clause 2.18, the Project will be awarded to the Bidder obtaining highest combined technical and financial score as specified in Clause 3.8. In this RFP, the term "Highest Bidder" shall mean the Bidder who is obtains highest combined technical and financial score. The Authority also reserves the right to reject the Highest Bidder or the bid submitted by the Highest Bidder		fixed amounts payable in accordance with the provisions of the RFP and Draft Concession Agreement and shall not be adjusted against, substituted for, or treated as part of the Upfront Fee.

S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response
46.	Clause 1.2.7 (d) of the RFP (Volume-I) The Concessionaire shall pay to the Authority, an "Annual Lease Rent" at the rate of INR 130 (Rupees One Hundred Thirty) per square metre, which shall escalate by 15% at the end of every three-year period. Such fee shall be payable quarterly in advance, before the commencement of each quarter during the Concession Period, with effect from the handover of the land by the Authority to the Concessionaire.	Please confirm whether the ₹130/sq. m annual lease rent applies to the full site or only the area actually handed over/available for development, and how inaccessible or unusable areas will be treated.	Kindly refer to the response provided above at S.No.2
47.	Clause 2.5 of the RFP (Volume-I)	Please provide the latest boundary survey, topographical survey, geotechnical report, utility mapping, access-road details, drainage/flood-risk information and details of encumbrances or third-party occupation.	Kindly refer to the response provided above at S.No.7.

S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response
48.	Clause 1.2.7 (d) of the RFP (Volume-I) The Concessionaire shall pay to the Authority, an "Annual Lease Rent" at the rate of INR 130 (Rupees One Hundred Thirty) per square metre, which shall escalate by 15% at the end of every three-year period. Such fee shall be payable quarterly in advance, before the commencement of each quarter during the Concession Period, with effect from the handover of the land by the Authority to the Concessionaire.	Please confirm the lease-rent escalation dates and calculation method for the 15% increase every three years, including whether the increase is compounded and how a partial first/last period is handled.	Kindly refer to Section 22.2.6 of the Draft Concession Agreement (Volume-II). Annual Lease Rent shall escalate by 15% at the end of every completed three-year period, reckoned from the lease Commencement Date [Kindly refer Schedule Q – Lease Deed for Site of the Draft Concession Agreement (Volume II)]. The revised Annual Lease Rent shall remain applicable for the subsequent three-year period and shall continue to be escalated in a similar manner throughout the Concession Period. The escalation shall be applied on the prevailing annual lease rent rate immediately preceding the escalation date.
49.	General	Please confirm the demarcated project-site area and provide a scaled site plan showing boundaries, setbacks, access points, easements, right-of-way, utilities and any land excluded from development.	Kindly refer to the response provided above at S.No.7.
50.	General	Please confirm applicable FSI/FAR, ground coverage, building-height limits, setbacks, parking norms and any site-specific planning restrictions to be assumed in the Technical Proposal.	Kindly refer to the response provided above at S.No.29.

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S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response
51.	General	Please clarify whether the minimum 100,000 sq. ft. exhibition-hall area is carpet, built-up, gross floor or net usable area, and state the measurement standard and treatment of circulation, service and back-of-house areas.	Kindly refer to Schedule B, Schedule C and Schedule D of the Draft Concession Agreement (Volume-II) Bidders may kindly note that the requirement of Covered/Air-Conditioned Exhibition Space of 1 lakh sqft refers to the aggregate covered and air-conditioned exhibition area envisaged to be developed as part of the Project. The detailed planning, design and area statements, including the treatment of circulation spaces, service areas, utility spaces, loading/unloading areas, and other back-of-house facilities, shall be determined by the Bidder in accordance with Good Industry Practice and the applicable building regulations.
52.	General	Please confirm the required star classification standard, the authority responsible for certification, and the deadline by which the hotel must obtain and maintain four-star-or-above classification.	Kindly refer to Schedule B of the Draft Concession Agreement (Volume-II)
53.	Clause 1.1.4(b)(ii) of the RFP (Volume-I)	Please define "zero/near-zero" or equivalent sustainability terminology used in the RFP and specify measurable energy, water, carbon, certification and reporting targets, if any.	Bidders may kindly note that the sustainability requirements set out in the RFP represent the Authority's vision and intended sustainability objectives for the Project. The terms

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S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response
			"zero/near-zero carbon footprint", "net zero", "no/zero emission", and other similar sustainability expressions shall be interpreted in accordance with recognized national and international green-building and sustainability frameworks, standards, and best practices applicable at the time of Project implementation. Bidders are encouraged to propose appropriate sustainability measures, technologies, certifications, and operational strategies to achieve the stated objectives, which shall be subject to applicable laws, standards, and the Authority's review and approval. Further, kindly refer to Schedule D of the Draft Concession Agreement (Volume-II)
54.	General	Please provide the required hotel room mix, food-and-beverage facilities, meeting rooms, service areas, parking and other mandatory hotel components beyond the minimum 250 keys.	Bidders are encouraged to undertake their own assessment and propose an appropriate mix of hotel rooms, ancillary facilities, amenities, parking, back-of-house areas, and other components necessary for development and operation of the Project, subject to compliance with the conditions stipulated in the Draft Concession Agreement.

S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response
55.	General	Please confirm whether specialist operators, hotel operators, event managers and facility-management providers may be appointed as subcontractors or sub-concessionaires, and identify consent requirements and liability allocation.	Kindly refer to Clause 2.2.2(d) of the RFP (Volume-I) and Clause 4.1.3(b), Clause 5.1.4 (g), Clause 5.2.1, Clause 5.2.7 & Clause 17 of the Draft Concession Agreement (Volume-II)
56.	Clause 1.2.7 of the RFP (Volume-I)	Please confirm the revenue treatment for event sponsorships, naming rights, advertising, parking, ticketing, food and beverage, room hire, hotel bookings, ancillary retail, commissions and third-party concessions.	Kindly refer to responses provided above at S.No.22 and S.No.23.
57.	Clause 2.2.2 (b) of the RFP (Volume-I) At least 1 (one) member of the Consortium shall be an architecture firm having a registered legal entity recognized under the legal statute of the country including any Company/ Partnership firms/ Limited Liability Partnership (LLP) firms and/or registered with Council of Architecture (CoA)/ an equivalent statutory authority of relevant jurisdiction (the "Architecture Firm") established for more than 10 years as on Proposal Due Date, who shall be responsible for rendering Architecture Services for the proposed Project.	Please define "Architecture Services" and confirm how the 50-acre or 1-million-sq.-ft. project threshold is measured, including whether gross built-up area, master-planned area or only completed buildings counts.	Bidders may kindly note that "Architecture Services" shall have the meaning assigned under Clause 2.2.2(b) of the RFP (Volume-I) For the purpose of establishing eligibility under the definition of a "Landmark Project", the threshold of 50 acres shall be assessed based on the overall development/master-planned land area of the project, while the threshold of 1 million sqft shall be assessed based on the aggregate built-up area of the project.

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S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response
	(i) the Architecture Firm shall have successfully completed at least 2 large scale Landmark Project(s) rendering Architecture Services during the last 10 (ten) years before the Proposal Due Date in India/Abroad; (ii) have a minimum average annual turnover of Rs. 50 Crore (Rupees Fifty Crore Only) over the last three financial years (i.e. 2022-23, 2023-24, 2024- 25). "Architecture Services" – rendering professional architectural, urban design, and planning services for integrated developments, including vision planning, master planning, architectural design, mixed-use development planning, public realm design, landscape integration, mobility integration, infrastructure coordination, preparation of development control guidelines, detailed design, statutory approval support, and construction-stage services. "Landmark Project" - project comprising a combination of hospitality / commercial office complex / retail mall /Institutions/ mixed-use purpose/ convention and/or exhibition centre of development area not less than 50 acres; or Built-up area of not less than 1 million sq.ft		

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S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response
58.	Clause 2.2.3 of the RFP (Volume-I)	Please specify the evidence required for the proposed hotel operator, including whether an executed agreement, binding letter of intent, brand authorization or operator undertaking is sufficient at bid stage.	Kindly refer to the response provided above at S.No.5
59.	Clause 2.2 of the RFP (Volume-I)	Please confirm whether named architects, consultants, hotel operators or specialist vendors may be replaced after bid submission and before execution/COD, and what approvals and equivalence tests apply.	Kindly refer to the responses provided above at S.No.4 and S.No.5
60.	Clauses 2.13.2 and Clause 2.13.3 of the RFP (Volume-I)	Please confirm that online submission prevails over physical submission in the event of discrepancy and clarify how bidders should correct an inadvertent clerical discrepancy before the deadline.	In the event of any discrepancy between the physical submission and its online submission, the online submission shall prevail, as mentioned in Clause 2.13.3 of the RFP (Volume-I) . Further, kindly also refer to the response provided above at S.No.3
61.	Clause 1.1.3 of the RFP (Volume-I), and Clause 4.1.2, Clause 4.4, Clause 4.5, Clause 10.2.1, Clause 12.5.2 and Schedule G of the Draft Concession Agreement (Volume-II)	Will the Authority allow early works and access from signing? Will it decouple Milestone II from the Appointed Date, or move the date if award slips? Who carries cost and risk of the	Kindly refer to the response provided above at S.No.1 . Also, kindly refer the amendments mentioned in Corrigendum-1 with regard to Schedule-G

RESPONSES TO PRE-BID QUERIES / Request for Proposal (RFP) for Development of International Convention & Exhibition Centre, Star Category Hotel and Allied Facilities at Kapuluppada, Visakhapatnam, Andhra Pradesh on Design, Build, Finance, Operate and Transfer ("DBFOT") basis

S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response
		temporary structures, and does their revenue count as Mandatory Facilities revenue?	(Project Completion Schedule) of the Draft Concession Agreement (Volume II).
62.	Clause 1.1.1 of the RFP (Volume-I), Clause 3.2, Clause 6.1.2(f), Clause 7.2(h), Clause 8.1, Clause 10.2.2, Clause 10.4, Clause 11.2, Schedule A of the Draft Concession Agreement (Volume-II), and Section 4.3 of PIM (Volume-III)	Provide the surveyed site plan, contour and geotechnical reports, and the utility and tree inventory. Confirm the exact area (the RFP says about 20 acres). Commit dates and capacity for road, power and water at the boundary, with time relief if they slip.	Kindly refer to responses provided at S.No.7 and S.No.35
63.	Clause 1.1.4 of the RFP (Volume-I), and Clause 4.1.2(b), Clause 4.1.3, Clause 10.7 & Clause 27.2 of the Draft Concession Agreement (Volume-II)	List every clearance the Authority expects to apply (coastal, archaeology buffer, aviation height, forest, hill-slope), their status, and any restrictions already known. Give time relief where a clearance outside the Concessionaire's control is delayed.	Kindly refer to the response provided above at S.No.27.
64.	Clause 5.2.7, Clause 12.3(h), Clause 12.3(k) and Schedule G of the Draft Concession Agreement (Volume-II)	Can there be Deemed approval after 30 days for the master plan and design report?. Does Parallel review by the Engineer and the Authority possible?	The provisions of the referred Clauses shall prevail.

S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response
65.	Clause 4.5 of the Draft Concession Agreement (Volume-II) Without prejudice to the provisions of Clauses 4.2, Clause 4.3 and Clause 4.4, and subject to the provisions of Clause 9.2, the Parties expressly agree that in the event the Appointed Date does not occur, for any reason whatsoever, within one year from the effective date all rights, privileges, claims and entitlements of the Concessionaire under or arising out of this Agreement shall be deemed to have been waived by, and to have ceased with the concurrence of the Concessionaire, and the Concession Agreement shall be deemed to have been terminated by mutual agreement of the Parties. Provided, however, that in the event the delay in occurrence of the Appointed Date is for reasons attributable to the Concessionaire, the Performance Security of the Concessionaire shall be encashed and appropriated by the Authority as Damages thereof. For the avoidance of doubt, the one-time upfront payment of project development costs made by the Selected Bidder / Concessionaire shall be non-refundable in the event of Termination.	One due date, tied to the Appointed Date. Refund or credit if termination follows an Authority condition not being met. Say which payment 4.5 makes non-refundable.	If the Concession Agreement is terminated due to non-occurrence of the Appointed Date within one year from the Effective Date, for any reason whatsoever, the one-time payment made by the Selected Bidder/Concessionaire towards the Project Development Fee shall be non-refundable. Except as expressly provided under the Concession Agreement, no refund, adjustment or credit of such payment shall be available. However, any other amount that is expressly refundable under the provisions of the Concession Agreement shall be governed by the relevant provisions thereof.

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S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response
66.	General	Can we Exclude GST on refundable deposits and advances and internal transfer?. Confirm if we can consider the allied facilities is licence income, not licensee turnover and also can we Replace the Authority's final say in this matter with an independent auditor?	Kindly refer to Clause 22.4 of the Draft Concession Agreement (Volume-II) .
67.	General	Which instruments are allowed for allied developers, can they be mortgaged, and by what criteria does the Authority approve? Is there deemed approval? Publish the Allied schedule before bid.	Kindly refer to Clause 2.1.4 of the Draft Concession Agreement (Volume-II)
68.	Clause 2.2.2 (b) of the RFP (Volume-I) At least 1 (one) member of the Consortium shall be an architecture firm having a registered legal entity recognized under the legal statute of the country including any Company/ Partnership firms/ Limited Liability Partnership (LLP) firms and/or registered with Council of Architecture (CoA)/ an equivalent statutory authority of relevant jurisdiction (the "Architecture Firm") established for more than 10 years as on Proposal Due Date, who shall be responsible for rendering Architecture Services for proposed project.	"Can we Allow investor entry at or before financial close? Can the architect be a consultant rather than a 26% member? How does a sole bidder meet the architecture rule?"	Kindly refer to Clause 2.1.15 of the RFP (Volume-I) Further, kindly also refer to the response provided above at S.No.4.

S. No.	Reference Clause / Section	Clarification Sought / Suggestion by the Prospective Bidders	APIIC Response
69.	Clause 30.3.5, Clause 35.6, Clause 37.2, Clause 40.1, Clause 40.8.2 and Para 11 (Schedule-O of the Escrow Agreement) of the Draft Concession Agreement (Volume-II)	a. Provide independent arbitration with a named seat, or at least a carve-out for payment and termination claims. b. Align 'courts at Andhra Pradesh' with 'Vijayawada'. c. Align survival periods (3 years in 40.8.2, open-ended in 35.6).	a. The provisions of the referred Clause shall prevail. b. Kindly read it as "Courts at Vijayawada, Andhra Pradesh" c. The provisions of the referred Clause shall prevail.
70.	General	Confirm the module split totals 5,000. Give a clear minimum schedule of rooms, seats and areas, parking ratio, exhibition clear height and floor loads. Is sea-facing mandatory for all meeting rooms?	Kindly refer to response provided at S.No.38. Further, the detailed planning, configuration, module-wise capacity distribution, room mix, area allocation, parking provision, exhibition hall specifications, clear heights, floor loading requirements and other design parameters shall be determined by the Bidder in accordance with Good Industry Practice, applicable codes and standards, and the requirements stipulated in the RFP. No separate minimum schedule beyond the requirements expressly stated in the Bid Documents has been prescribed. Further, the requirement relating to sea-facing views shall be interpreted as a design objective and, to the extent feasible, shall be incorporated in the Project design. It shall not be mandatory for all

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			meeting rooms or convention facilities to be sea-facing.