



## IRANSHAHR TERMINAL Tender Challenges

### INVESTORS CONFERENCE

IRANSHAHR TERMINAL  
IMAM KHOMEINI AIRPORT CITY  
30 JANUARY 2017

#### INTRODUCTION

Imam Khomeini Airport City Company (IKAC) is undertaking a major expansion of the Imam Khomeini International Airport (IKIA) airside and terminal facilities. The main project is the delivery of the new Iranshahr Terminal with a first phase capacity of 25 million annual passengers (MAP). This project will be delivered under either a Build-Lease-Transfer (BLT) or a Build-Operate-Transfer (BOT) framework.

An Investors Conference was organized on the 30 January 2017 to provide interested companies with more information about the Iranshahr Terminal project and the considerations for the tender procedure.

Apart from providing information, participants of the conference were requested to provide their feedback and response to some issues related to the implementation framework (BOT/ BLT).

The purpose of this Tender Challenges document is to inform potential respondents about the process and to seek the response from the participants in the Investors Conference on a number of Tender Challenges. Accordingly this document sets out the requirements for a submission by respondents and the details about the process, such that concise, relevant and informed Tender Challenges submissions can be prepared.

## TENDER CHALLENGES

Further to the presented information during the Investors Conference, participants are kindly requested to submit a response to the Tender Challenges. The response to the Tender Challenges shall include a brief outline response to the challenge issues provided below:

- Challenge 1: Financing the Iranshahr Terminal project
  - a. In your opinion what are the main financing challenges that need to be addressed?
  - b. In your opinion what are the main challenges for financing a BLT or BOT?
- Challenge 2: Allocation of tasks
  - a. In your opinion should IKAC or the Investor be responsible for the Basic and/or Final design?
  - b. In your opinion who should be responsible for annual revenue collection?
  - c. In your opinion what entity should be responsible for annual (daily, repair and replacement) maintenance?
- Challenge 3: Timing of closing
  - a. In your opinion is it possible to start Final Design by the Investor prior to Financial close? If so, what risk mitigation conditions in the BLT or BOT agreement would be required?
  - b. In your opinion is it possible to start preliminary construction works prior to Financial Close? If so, what risk mitigation conditions in the BLT or BOT agreement would be required?
- Challenge 4: Other
  - a. In your opinion what are other key challenges for investing in this project?
  - b. In your opinion is the Act for Civil Construction Projects in Roads and Transportation Sectors through the Participation of Banks and other Financial and Monetary Resources of Iran and FIPPA sufficiently conducive for a BLT or BOT financing?

## TIMELINE

The following key milestones apply to the Tender Challenges process:

- |   |                  |
|---|------------------|
| ■ Investors Conference                                  | 30 January 2017  |
| ■ Conference presentations shared by e-mail             | 31 January 2017  |
| ■ Deadline for submitting questions                     | 03 February 2017 |
| ■ NACO+3T response to questions                         | 10 February 2017 |
| ■ Deadline for submitting response to Tender Challenges | 17 February 2017 |

## EVALUATION

- The objective of the Tender Challenges process is to assist IKAC in selecting the preferred tender scheme for the Iranshahr Terminal, either BLT or BOT, by providing feedback based on the presented content during the Investors Conference.
- The evaluation of the Tender Challenges responses will be conducted by an evaluation panel appointed by IKAC.

## SUBMISSION REQUIREMENTS

- Your response shall be concise, but sufficiently detailed that it identifies the considered view of your company, and reflects the key issues.
- It is not mandatory to provide a response to all Tender Challenges. A response to a selected number of challenge issues is acceptable, based on your company's background and/ or expertise. However, IKAC is encouraging you to provide as much feedback as possible.
- Please include a brief introduction of your company (max. 2 A4 pages) in your response.
- There is no document template for your submission. You can use your own preferred template when preparing your response.
- Deadline for submission of your response is **17 February 2017**.
- Please submit your document in PDF by e-mail to the conference coordinator. There is a limit of 5 MB in the file size that can be received by e-mail. In case your file exceeds 5 MB, please provide a download link or transfer the file in another electronic way.
- Respondents assume the risk that their submission may not be received.

## CONDITIONS OF TENDER CHALLENGES PROCESS

- Providing a response to the Tender Challenges is not mandatory. Not submitting a response will not exclude any company from the future tender procedures for the Iranshahr Terminal.
- Responding to the tender challenges does not give any respondent rights for future steps in the tender process. The evaluation of the responses will not be rated.
- IKAC has no contractual or other legal obligation to any respondent arising out of the Investors Conference and Tender Challenges process with respect to the consideration, evaluation, acceptance or rejection of any submission or the failure to consider, evaluate or accept any submission from a respondent.
- IKAC reserves the right to vary or terminate this process.
- Any Intellectual Property Rights that may exist in the information contained in this Tender Challenges report, or any related material such as the Investors Conference presentations, will remain the property of IKAC and the respondent is permitted to use that information and material for the purpose only of compiling its response.
- IKAC will own the copies of any Tender Challenges submission made by a respondent.

#### FURTHER QUESTIONS

For further questions, please contact the conference coordinator:

Mr. Hossein Eskandari

E-mail: [eskandari.invest@3t-naco.com](mailto:eskandari.invest@3t-naco.com)

Tel.: +98 912 1835 808

Mobile: +98 21 8800 2259

Conference website: [www.3t-naco.com](http://www.3t-naco.com)

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