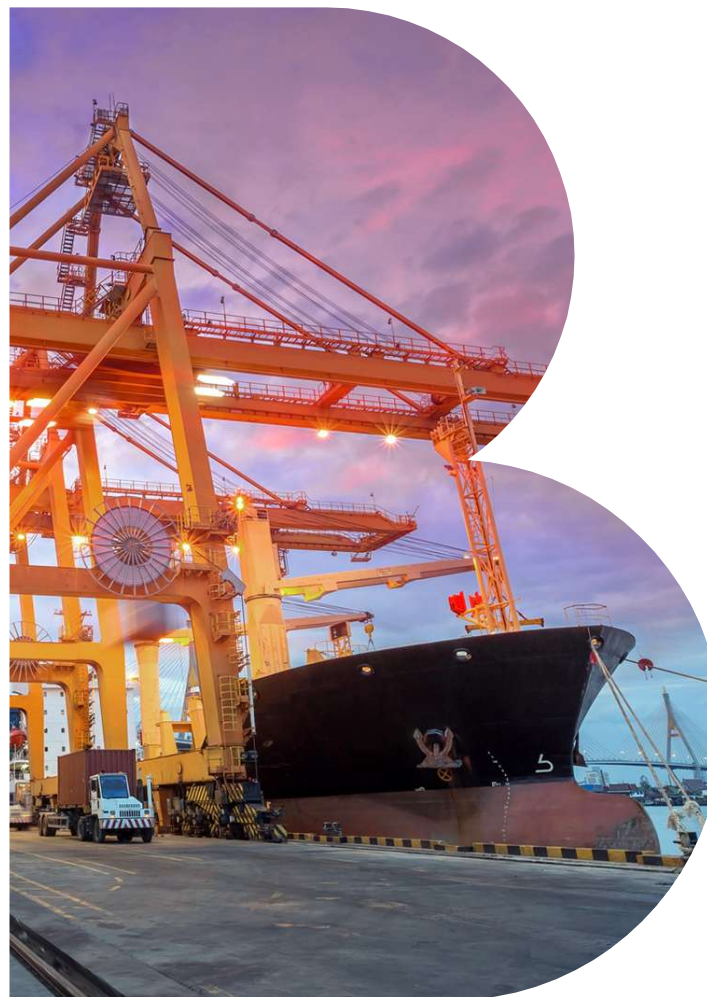


Laem Chabang Port Phase 3 – Market Sounding 3 (Meeting #2)

Updated information pack

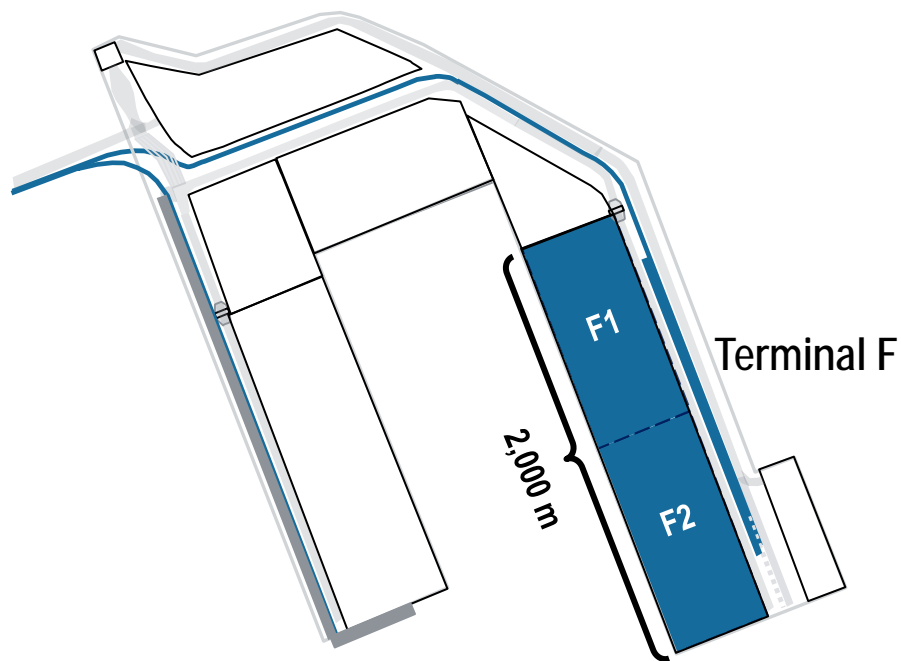


Disclaimer

- > PAT makes no representations, warranties or guarantees that the information contained herein is accurate, complete or timely or that such information accurately represents the conditions that would be encountered during the performance of the Agreement;
- > The furnishing of such information by PAT shall not create or be deemed to create any obligation or liability upon it for any reason whatsoever and each Tenderer, by submitting its Proposal, expressly agrees that it has not relied upon the foregoing information, and that it shall not hold PAT liable or responsible therefore in any manner whatsoever

Overview of Laem Chabang Port Phase 3 Terminal F Project

Project scope



- 35-year concession period
- 2,000 m berth length
- -18.5 meter MSL

Project objective

- To increase LCP container handling capacity by at least **4,000,000 TEUs/year** to support continuously increasing demand
- To promote the proportion of **rail freight transfer to 30% of total container throughput**
- To enhance efficiency of the port through **Automation technologies** while focusing on developing LCP to be a **Green Port**
- To promote LCP as an int'l **Gateway** to support trading with neighbor countries by **boosting transit and transshipment volume**

Agenda for Market Sounding 3/2

1

Key Concession Terms

2

Tender process and evaluation criteria

Draft key concession agreement dimensions

Pending final refinement and final approval



Relationship between Landlord and Concessionaire

For discussion

Aspect	Features	Importance
Relationship between Landlord & Operator	> PPP agreement shall be in the form of Design, Build, Finance, Operate, and Maintain (DBFOM) between PAT & the concessionaire	Non-negotiable
	> The concessionaire shall engage in the Design, Construct, Supply, Delivery, Installation and Commissioning of superstructure for Terminal F	Non-negotiable
	> No shareholding between PAT and the concessionaire	Non-negotiable
	> Agreement will adhere to applicable Thai laws	Non-negotiable
	> One master concession Agreement in a form of PPP contract; other side contractual agreements shall serve as side letters to the main Agreement	Non-negotiable
	> The entity of the concessionaire must include at least 51% of Thai entities (up to 3 Thai entities combined, and each entity is required to hold not less than 5% of the shareholding structure)	Non-negotiable
	> The signatory to the Agreement shall be a Thai SPV formed by the winning bidder	Non-negotiable
	> In the case of consortium, the shareholding structure of the newly setup SPV shall be as same as the shareholding structure in the consortium of the winning bidder	Non-negotiable
	> The concessionaire shall comply with Thai laws	Non-negotiable
	> The concessionaire shall be eligible to apply for incentives granted under the BOI laws	Non-negotiable
> Changes in shareholding structure of the concessionaire's entity cannot be within the first 10 years after contract signing date; all changes are subject to PAT's approval	Non-negotiable	

Concession duration [1/2]

For discussion

Aspect	Features	Importance
Concession duration	<ul style="list-style-type: none"> > 35 years for the Terminal F unless terminated earlier 	Non-negotiable
	<ul style="list-style-type: none"> > Commencement of the concession period will be upon successful completion of the joint inspection between PAT and the concessionaire, once PAT has fulfilled its obligations for the terminal infrastructure development and transferred the rights to the concessionaire by delivering Notice to Proceed letter 	Non-negotiable
	<ul style="list-style-type: none"> > Notice to Proceed for the Private Party is expected within 2 years from the date of contract signing. The issuance of such Notice to Proceed letter marks the start of the 35-year concession period, unless both contracting parties agree otherwise 	
	<ul style="list-style-type: none"> > The Private Party will start construct the first 1,000 m of Terminal F (F1) upon the receipt of the Notice to Proceed 	
	<ul style="list-style-type: none"> > The remaining 1,000 m of Terminal F (F2) will be ready for the Private Party to construct within 6 years from the date of contract signing (Long Stop Date¹⁾). However, it might be ready within 4 years from the date of contract signing 	
	<ul style="list-style-type: none"> > The concessionaire is allowed two (2) years to procure, construct, install, integrate, and test run the superstructure after the concession period starts <ul style="list-style-type: none"> – Full operations of Terminal F1 (1,000 m) shall be made available within 2 years after the receipt of Notice to Proceed – Full operations of Terminal F2 (1,000 m) shall be made available within 6 years after the receipt of Notice to Proceed – Failure to deliver the construction obligations within agreed timeline in the Agreement shall result in a penalty as stated in the contract on the daily basis 	Non-negotiable
	<ul style="list-style-type: none"> > Prolonged delay in delivering the construction obligations may result in early termination of the Agreement 	Non-negotiable

1) Long stop date is defined as the absolute deadline by which PAT must completed the construction under PAT's obligation (e.g. land reclamation and etc.) otherwise the contract will automatically be terminated between the contracting parties . The exact date shall be agreed jointly between private operator and PAT in negotiation stage

Concession duration [2/2]

For discussion

Aspect	Features	Importance
Concession duration	<ul style="list-style-type: none"> > Possibility of extension shall not be written as part of the Agreement > Transfer of Terminal Infrastructure by PAT shall be condition precedent to Agreement effectiveness, Long-Stop Date¹⁾ shall be agreed by the contracting parties 	Non-negotiable
Grace period	<ul style="list-style-type: none"> > The concessionaire will be exempted from the first two (2) years of only fixed concession fee which shall cover the years of superstructure procurement, construction, installation, integration, and test running and initial operation of the Terminal > The concessionaire need to submit 2 performance securities to PAT as follows. 	Non-negotiable
Performance security	<ul style="list-style-type: none"> - Performance security for construction period – Construction performance security of THB 3,000 m (in form of 2 securities at value of THB 1,500 m each) needs to be submitted to PAT upon contract signing. <ul style="list-style-type: none"> - The first performance security for construction (THB 1,500 m) will be returned once the Certificate of Final Acceptance of Terminal F1 is issued by PAT. - The second performance security for construction (THB 1,500 m) will be then returned once the Certificate of Final Acceptance of Terminal F2 is issued by PAT - Performance security for operation period – Operation performance security needs to be submitted to PAT upon issuance of notice to proceed (NTP) of Terminal F1 and will be returned at the end of concession period. The amount of performance security during operation period will vary as follows <ul style="list-style-type: none"> - Grace period (the first 2 years of 35-year concession) – The amount of performance security must not be less than 50% of the fixed concession fee in the 3rd concession year - After grace period (the remaining 33 years of 35-year concession) – 30 days before the end of each concession year, the performance security needs to be topped up to match the fixed concession fee of the year after 	Non-negotiable

1) Long stop date is defined as the absolute deadline by which PAT must completed the construction under PAT's obligation (e.g. land reclamation and etc.) otherwise the contract will automatically be terminated between the contracting parties . The exact date shall be agreed jointly between private operator and PAT in negotiation stage

Investment obligations [1/3]

For discussion

Aspect	Features	Importance
Investment obligations	<ul style="list-style-type: none"> > PAT: <ul style="list-style-type: none"> - Basic port Infrastructure to be Designed, Built, Financed, Operated, and Maintained (DBFOM) by PAT e.g., breakwater, access channel, fairway dredging¹⁾, and common facilities: <ul style="list-style-type: none"> - Design: Land layout, allocation of land lot, specification of land use, inter-modal connectivity network, transportation network layout (outside of terminals), utility layout (outside terminals), and other public/ shared infrastructure layouts - Build: Infrastructure necessary to ensure operability of the terminal - Finance: Financing of infrastructure construction, maintenance of port infrastructure relevant to ensure operability of the terminal - Operate: Ensuring operability of the terminal by providing services including fairway dredging and maintenance at 18.5 m below MSL, fire extinguishing services, security services, provision and sale of utilities including water, fuel, lighting and electricity, bunkering services, catering services, piloting services, tug services, navigation, signaling and telecommunication services - Maintain: Maintaining PAT's assets to ensure the infrastructure can service operability for terminal operator 	<p>Non-negotiable</p> <p><i>Technical details to be reviewed by both parties</i></p>

1) PAT will be responsible for dredging over the fairway area with a width of only 800 m in the middle of the basin of LCP Phase 3 but not 60 m of Terminal F berth box area detail explanation is in the backup slide at the end of the deck

Investment obligations [2/3]

For discussion

Aspect	Features	Importance
Investment obligations	<ul style="list-style-type: none"> > Concessionaire: <ul style="list-style-type: none"> - Terminal superstructure to be Designed, Built, Financed, Operated, and Maintained (DBFOM) by the concessionaire; to ensure integration and operability with PAT's existing and planned systems <ul style="list-style-type: none"> - Design: Superstructure of the terminal F to support port automation technologies and necessary infrastructure e.g., utility layout inside terminals - Build: Superstructure including the terminal foundation, buildings and necessary equipment for terminal operations as well as infrastructure e.g., utility system inside terminals - Finance: Financing of construction, operations and maintenance of superstructure including the terminal foundation, buildings, necessary equipment and the cost for monitoring of environmental compliance throughout the concession period - Operation: International standard operations matching that of world's leading container ports by using state-of-the-art technologies for key equipment (e.g. quay crane, and container yard crane) - Maintenance: Repair, Upgrade, Replace, or Supplement of Superstructure and Infrastructure under responsibilities of the concessionaire - Transfer: Transfer of all immovable assets to PAT at the end of the concession period without reimbursement; Transfer of all or portion of movable assets to PAT at the end of the concession period upon PAT's request at agreed price by both parties or book value determined by independent assessors, the lower price will be accepted 	Non-negotiable

Investment obligations [3/3]

For discussion

Aspect	Features	Importance
Investment obligations	<ul style="list-style-type: none"> > The concessionaire's investment obligations for container handling activities shall at minimum cover the following: <ul style="list-style-type: none"> - Containers yard management - Vessel scheduling - Container storage 	Non-negotiable
	<ul style="list-style-type: none"> > Investment obligation of 2,000 m berth of Terminal F including (but not limited to): <ul style="list-style-type: none"> - Replacement of equipment at the end of its useful or economic lifetime - Regular equipment maintenance - Dredging of vessel berthing area (60 m from marine fender) across 2,000 m berth length of Terminal F - Additional equipment (the concessionaire to propose) 	Non-negotiable
	<ul style="list-style-type: none"> > The concessionaire to equip the terminal with automation technologies that are both relevant to Thailand and in line with global trends (the concessionaire to propose) adhering to the following principles: <ul style="list-style-type: none"> - Quayside container cranes equipped with best-in-class automated system that can be controlled remotely with possible human intervention if needed be. Only electric powered. - Yard management equipment to the level of full automation that can be controlled remotely with possible human intervention if needed be. Only electric powered for RMG / Electric powered or hybrid system for RTG - Horizontal transportation can be either prime movers or AGVs (to be proposed by the concessionaire) 	Non-negotiable
	<ul style="list-style-type: none"> > The concessionaire's investment obligations will only come into effect upon completion of conditions precedent or agreed Long-Stop Date, whichever arrives first 	Non-negotiable

Operational and maintenance obligations [1/3]

For discussion

Aspect	Features	Importance
Operational & Maintenance (O&M) obligations	> Basic port infrastructure and common services/ facilities shall be operated, provided, and maintained by PAT	Non-negotiable
	> Superstructure of Terminal F shall be operated and maintained by the concessionaire	Non-negotiable
	> The concessionaire is not allowed to sub-contract core operational activities such as container handling operations, and container yard management	Non-negotiable
	> The concessionaire is allowed to sub-contract non-core business activities such as security services, berthing/ unberthing activities, and IT system management (all subject to approval by PAT)	Negotiable
	> Terminal F1 must start its operations within 2 years after the Notice to Proceed for Terminal F1 letter is issued from PAT to the concessionaire	Non-negotiable
	> In the case of late initiation of Terminal's operation, the concessionaire will be liable for the penalty as stated in the contract on the daily basis	Non-negotiable

Operational and maintenance obligations [2/3]

For discussion

Aspect	Features	Importance
Operational & Maintenance (O&M) obligations	<ul style="list-style-type: none"> > Service level agreement (SLA) shall cover operational aspects for the concessionaire > SLA shall be agreed upon before contract signing > The concessionaire shall be obliged to submit the performance report of the agreed SLA on a monthly basis > Performance targets are to be reviewed and agreed upon at least every year, failure to meet the agreed SLA must result in warning, penalty then contract termination, depending on the severity > PAT reserves the right to introduce additional performance standards upon agreement with the concessionaire 	Negotiable

Operational and maintenance obligations [3/3]

For discussion

Aspect	Features	Importance
Output specification	<ul style="list-style-type: none"> > Output specification of the Terminal, which the concessionaire must comply with, includes: <ul style="list-style-type: none"> – Port automation technology shall comply with the following principles: <ul style="list-style-type: none"> – Quayside container cranes equipped with best-in-class automated system that can be controlled remotely with possible human intervention if needed be. Only electric powered. – Yard management equipment to the level of full automation that can be controlled remotely with possible human intervention if needed be. Only electric powered for RMG / Electric powered or hybrid system for RTG – Horizontal transportation can be either prime movers or AGVs (to be proposed by the concessionaire) – Operating hours of each terminal must be 24 hours a day, 7 days a week – Equipment and machinery applied must be environmentally friendly and in line with Green port policies imposed by PAT 	<p>Negotiable</p>
Level of service	<ul style="list-style-type: none"> > Level of service: The concessionaire must comply with the initial Service Level Agreement (SLA) which comprise performance indicators (initial ones per below): <ul style="list-style-type: none"> - Container throughput at Terminal F must meet minimum as per business plan that the concessionaire proposed - Average Crane Productivity; at least 30 boxes/ hour per crane - At least 30% rail-transferred containers upon the completion of Terminal F's rail construction - The concessionaire must have a clear traffic management plan within Terminal F to ensure Truck Turnaround Time (TTT) below 30 mins, and also have a clear plan for traffic management outside Terminal F - Strictly follow proposed Periodic Protective Maintenance plan > SLA will be modified during contract negotiation period as PAT and the Private Party will agree on the revised SLA with equivalent or more stringent set of performance indicators. Upon agreement, the Private Party is subject to agreed penalty terms stated in the contract should there be any unmet performance 	<p>Negotiable</p>

Marketing obligations

For discussion

Aspect	Features	Importance
Marketing obligations	<ul style="list-style-type: none"> > The concessionaire has the obligation to conduct necessary marketing approach for terminal development with potential support from PAT to ensure meeting the following requirements: <ul style="list-style-type: none"> – Have hinterland strategy in place that would support the development of dry ports, promote the use of railway, optimize trucking fleet, etc. – Have sustainable business plan that ensure continual growth of container throughput with clear pricing structure – Have marketing plan place that would develop relationships with main shipping lines as well as feeder networks at regional scale and beyond 	Non-negotiable

Business planning, KPIs & reporting obligations [1/2]

For discussion

Aspect	Features	Importance
Business planning, KPIs & reporting obligations	> The final agreed 35-year Business Plan shall be addendum to the Agreement	Non-negotiable
	> The concessionaire is obliged to submit an annual 5-year Business Plan to PAT starting from the beginning of the concession period. The Plan shall be reviewed by PAT on an annual basis vis-à-vis the 35-year Business Plan in the Agreement	Non-negotiable
	> Phased construction planning obligations include:	Non-negotiable
	– The first 1,000 m of Terminal F (F1) to be constructed and ready for operation within the first 3 years after the receipt of Notice to Proceed	
	– The remaining 1,000 m of Terminal F (F2) to be constructed and ready for operation within 6 years after the receipt of Notice to Proceed	
	– The concession on container terminal includes the requirements for back-up areas, CFS, and trucking areas	
	– PAT shall jointly assist in monitoring engineering and construction activities to ensure that the concessionaire meet the investment obligations as well as automation objectives	
	> Financial and operational performance of the concessionaire to be reported to PAT must include:	Non-negotiable
	– Preliminary monthly financial report by the concessionaire	
	– Monthly operating performance reporting, i.e. KPIs agreed by both parties	
	– Audited annual financial reporting within 3 months after the end of the financial year	
	– Other requirements related to maintenance of and access to operational data and PCS database	

Business planning, KPIs & reporting obligations [2/2]

For discussion

Aspect	Features	Importance
<p>Business planning, KPIs & reporting obligations</p>	<ul style="list-style-type: none"> > The concessionaire shall formulate/ update its business plan annually on a rolling basis (horizon of 5 years). This shall be jointly reviewed by PAT and the concessionaire prior to finalization. <ul style="list-style-type: none"> – Throughput forecasts for the concessionaire and PAT (Joint planning, committed volume) – Revenue projections and targets – Investment program – Projections of operating costs and investment costs – Financing plan (including potential collateralization) – Corporate/ shareholding structure of the operating entity – Operational plan and performance targets – Marketing plan – Key and senior personnel to be assigned to the operating entity – Organization structure, manpower numbers, growth plans – Applicable rules on foreign and local labor – Manpower development and training plan – IT development and IT operations plan – Contingency plans (in case of strikes, etc.) – Annual business plan, updating obligations and procedures 	<p>Non-negotiable</p>

Asset transfer

For discussion

Aspect	Features	Importance
Asset transfer	> All infrastructure and immovable assets invested by the concessionaire shall be transferred to PAT at the end of the concession or at early termination, the concessionaire cannot request for any reimbursement	Non-negotiable
	> All movable assets invested by the concessionaire throughout the concession period shall remain a property of the concessionaire until the end of the concession period	Non-negotiable
	> PAT has the rights to buy all or portion of the movable assets from the concessionaire at agreed price by both parties or book value determined by independent assessors at the end of the concession period; in the case that PAT does not wish to buy the movable asset, the concessionaire must remove all movable assets from the Terminal premise at its own cost within 30 days after the end of concession period	Non-negotiable
	> In the case that the concessionaire does not remove any moveable assets from the Terminal premise within the given timeframe, PAT shall reserve the rights to sell the remaining moveable assets to the open market and will return the proceeds less incurred costs to the concessionaire	Non-negotiable
	> Transfer of the concession rights are prohibited under any circumstance but shareholding structure may be changed with the approval of PAT, subject to prior approval; Otherwise, considered a breach of contract	Non-negotiable

Systems and collaboration obligations

For discussion

Aspect	Features	Importance
<p>Systems and collaboration obligations</p>	<ul style="list-style-type: none"> > IT system integration, including Port Community System (PCS): <ul style="list-style-type: none"> - PAT and the concessionaire will jointly develop PCS to facilitate the smooth flow of electronic data and integrate and achieve compliance with international and national regulations, including: <ul style="list-style-type: none"> - Engaging all key stakeholders in planning stage of PCS - Joint access to vessel traffic information system - Joint access to cargo traffic information system - Design of PCS - Implementation of PCS - Information systems must be aligned with international standards > PAT shall invest in building, managing, and maintaining the central database; the concessionaire shall be responsible for the investment and operation of data collection, data sharing, system integration (in terms of software and hardware), and maintenance of its own systems 	<p>Negotiable</p>

Rates and tariffs

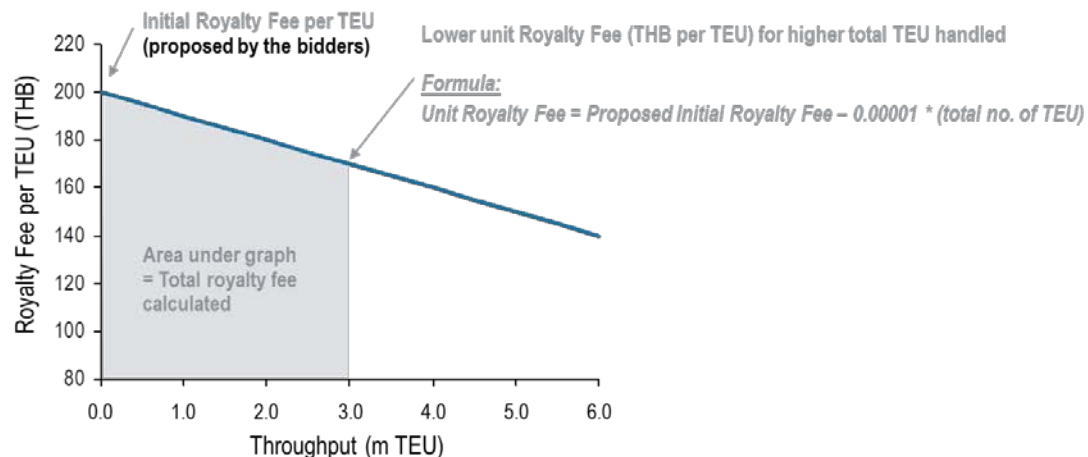
For discussion

Aspect	Features	Importance
Rates and tariffs	<ul style="list-style-type: none"> > The concessionaire cannot charged the tariff rate exceeding the rates announced by PAT: <ul style="list-style-type: none"> - PAT shall be in charge of the collection of port dues and tug service - The concessionaire shall be in charge of the collection of all other tariffs > The concessionaire has the right to request for the announced tariff rates adjustment, while PAT reserves the right to endorse the request, and in the case of endorsement, PAT has the right to issue a new tariff rate which is lower than the maximum tariff rate as per the cabinet resolution. However, in the case that the requested and endorsed tariff adjustment is higher than the maximum tariff rate as per cabinet resolution, PAT is committed to support the progression of the legislative process with relevant public agencies to gain approval 	<p>Non-negotiable</p> <hr/> <p>Negotiable</p>

Financial terms

For discussion

Aspect	Features	Importance
Financial terms	<ul style="list-style-type: none"> > Financial arrangements: <ul style="list-style-type: none"> – Payment obligations of Concessionaire to PAT consist of an annual Fixed fee and Royalty fee over the concession period as well as a one-time contract signing fee of THB 100,000,000 	Non-negotiable
	<ul style="list-style-type: none"> > Fixed fee: <ul style="list-style-type: none"> – Fixed fee is determined by PAT and will gradually increase over the concession period – The exact amount of fixed fee will be specified in the RfP and is strictly non-negotiable 	Non-negotiable
	<ul style="list-style-type: none"> > Additional fee per TEU (Royalty Fee): <ul style="list-style-type: none"> – Initial Royalty Fee will be proposed by the bidders – The proposed Royalty Fee cannot be less than 100 THB/TEU – Initial Royalty Fee and total no. of TEU will be used to calculate Unit Royalty Fee (Example shown below) – Empty TEUs will be treated similarly to FCL/LCL TEUs – Transshipment TEUs will not be included in Royalty Fee calculation 	Negotiable



Example: 3,000,000 TEUs handled in particular year with proposed Initial Royalty Fee at THB 200 per TEU

- Unit Royalty Fee at 3,000,000th TEU

$$200 - 0.00001 \times 3,000,000 = \text{THB } 170 \text{ per TEU}$$

- Total Royalty Fee to be paid to PAT that particular year (i.e., average Unit Royalty Fee x Total annual TEUs)
 $1/2 \times (200 + 170) \times 3,000,000 = \text{THB } 555,000,000$

Insurance and Prenuptials

For discussion

Aspect	Features	Importance
Insurance	> PAT and the concessionaire shall have an appropriate package of insurance, to be confirmed during negotiations (as would also normally be required by lending institutions)	Non-negotiable
	> PAT shall not pay for insurance of risks that are to be borne by the concessionaire	Non-negotiable
	> Political and war risks can be underwritten/ subsidized by World Bank and ADB	Negotiable
	> Financial performance bonds should, if required by lenders or insurers, be applied to PAT and the concessionaire	Non-negotiable
Early termination	> In the case that PAT and/ or the concessionaire decide to terminate the Agreement before the end of the concession period, both parties must mutually agree on a handover plan, which includes but is not limited to: <ul style="list-style-type: none"> – Plan for transfer of assets and operational management, no less than 1 year prior to the end of the concession – Transfer of moveable assets shall be in the same terms set out at the end of the concession period – Transfer of immovable assets shall be at book value subjected to agreement between PAT and the concessionaire – In the case of dispute, an independent arbitrator shall be jointly appointed to settle on the transfer prices – Transfer of operational management including training and knowledge transfer, no later than 6 months before mutually agreed end of Agreement 	Non-negotiable

Agenda for Market Sounding 3/2

1 Key Concession Terms

2 Tender process and evaluation criteria

In order for the bid to qualify, the bidder needs to meet all minimum criteria and shall not violate any restriction

Pre-qualification criteria & restrictions¹⁾

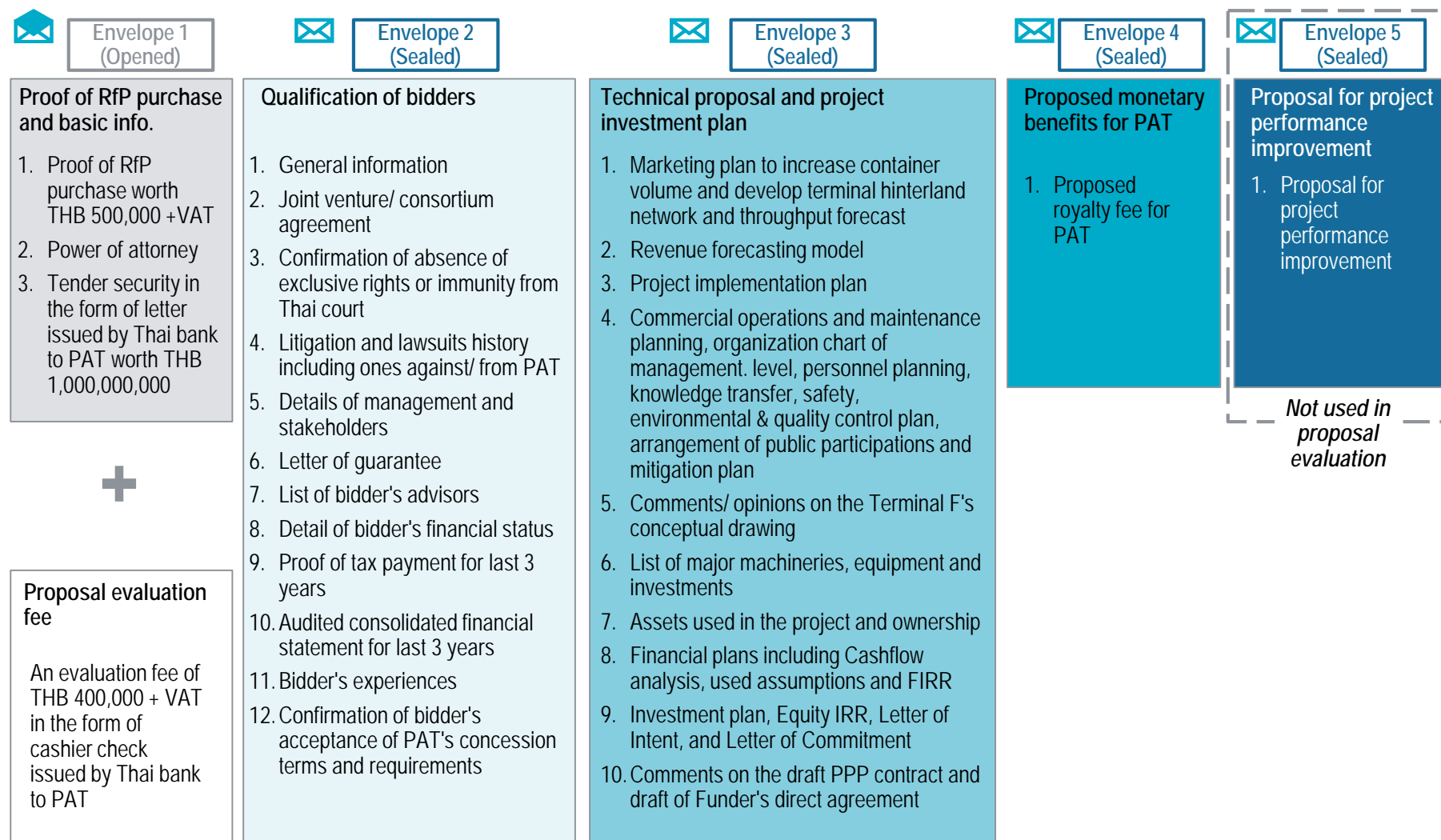
Minimum qualifications	Type of entity <ul style="list-style-type: none"> > Bidder must be one of the followings <ul style="list-style-type: none"> - Single entity - Joint venture or Consortium > All entities must be registered for at least 3 years 	Experience <ul style="list-style-type: none"> > Experience of 10 years or more on operating international container terminal > Handled throughput of 1 m TEU or more in 2017 under single contract (can be multiple terminals) > Supporting documents (e.g. work certificate and project contract) must be provided in the proposal
	Thai ownership <ul style="list-style-type: none"> > At least 51% of the bidder's shareholders must be Thai entities > Number of Thai entities shall not exceed 3 entities 	Net worth <ul style="list-style-type: none"> > Minimum average net worth²⁾ from previous 3 years must exceed THB 7,500 m
	Purchase of RfP <ul style="list-style-type: none"> > The bidder including all members in the JV/Consortium must purchase RfP 	Proof of financial support <ul style="list-style-type: none"> > Letter of Intent (Proof of source of debt) and Letter of Commitment (Proof of source of equity) need to at least match total CAPEX proposed
	Waiver of immunity <ul style="list-style-type: none"> > The bidder must waive the privilege of exemption or immunity from proceedings in a Thai court 	SPV & Letter of Guarantee <ul style="list-style-type: none"> > Letter of guarantee for the SPV's project operation performance must be submitted by the bidder
Restrictions	Conflict of interests <ul style="list-style-type: none"> > The bidder or any member of the consortium shall not be affiliated with other bidder > In the case of violation, all conflicting parties will be disqualified 	Not in Blacklist <ul style="list-style-type: none"> > The bidder must not be blacklisted by PAT, National Anti-Corruption Committee or agencies in the public sector

1) Full detailed information will be provided in the RfP document

2) Net worth of the company is equal to total assets minus total liabilities

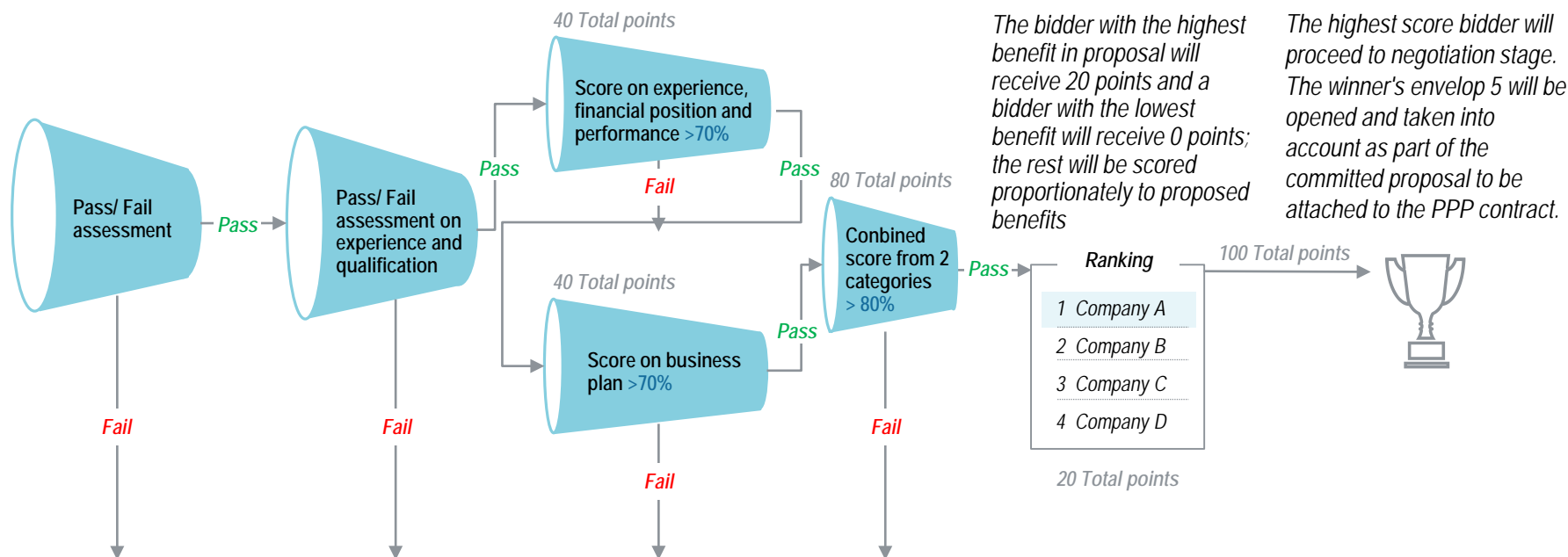
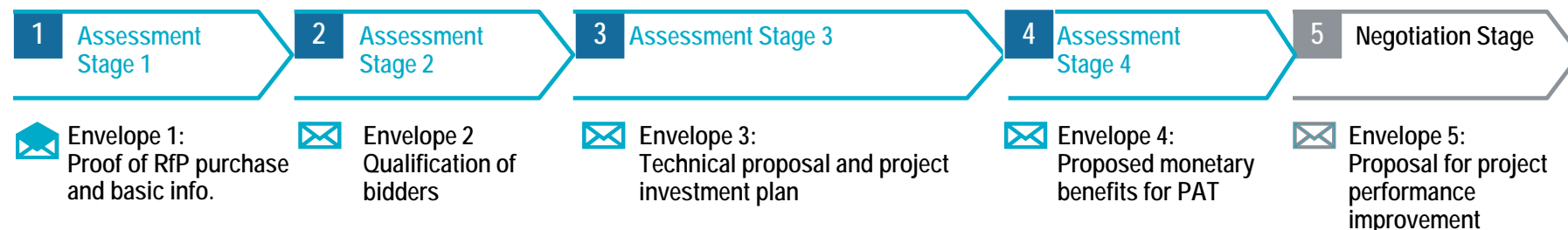
Private parties will need to prepare tender documents which will be in set of 5 envelopes

Pending final refinement and final approval



5 stages of proposal evaluation; the bidder that passes first 4 stages with the highest benefit to PAT will pass to the negotiation stage

Selection criteria and proposal evaluation



Pending final refinement and final approval

RfP consists of two documents, Request for Proposal and Draft PPP Contract, and RfP purchase worth THB 500,000 + 7% VAT

RfP document package

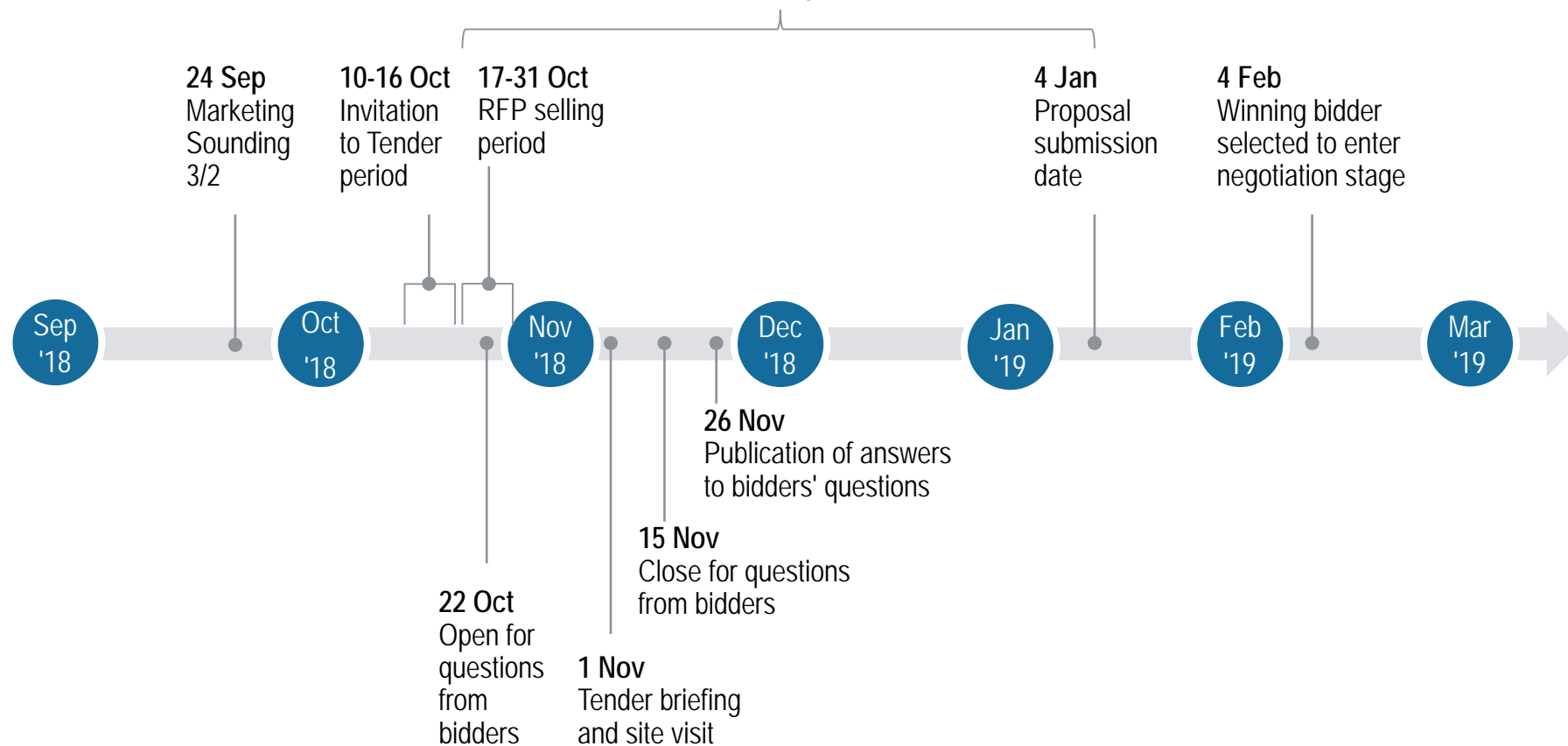


All documents are in Thai. In case English content appears to not be in line with Thai content, Thai content should be followed

Source: Roland Berger, TEAM, PAT

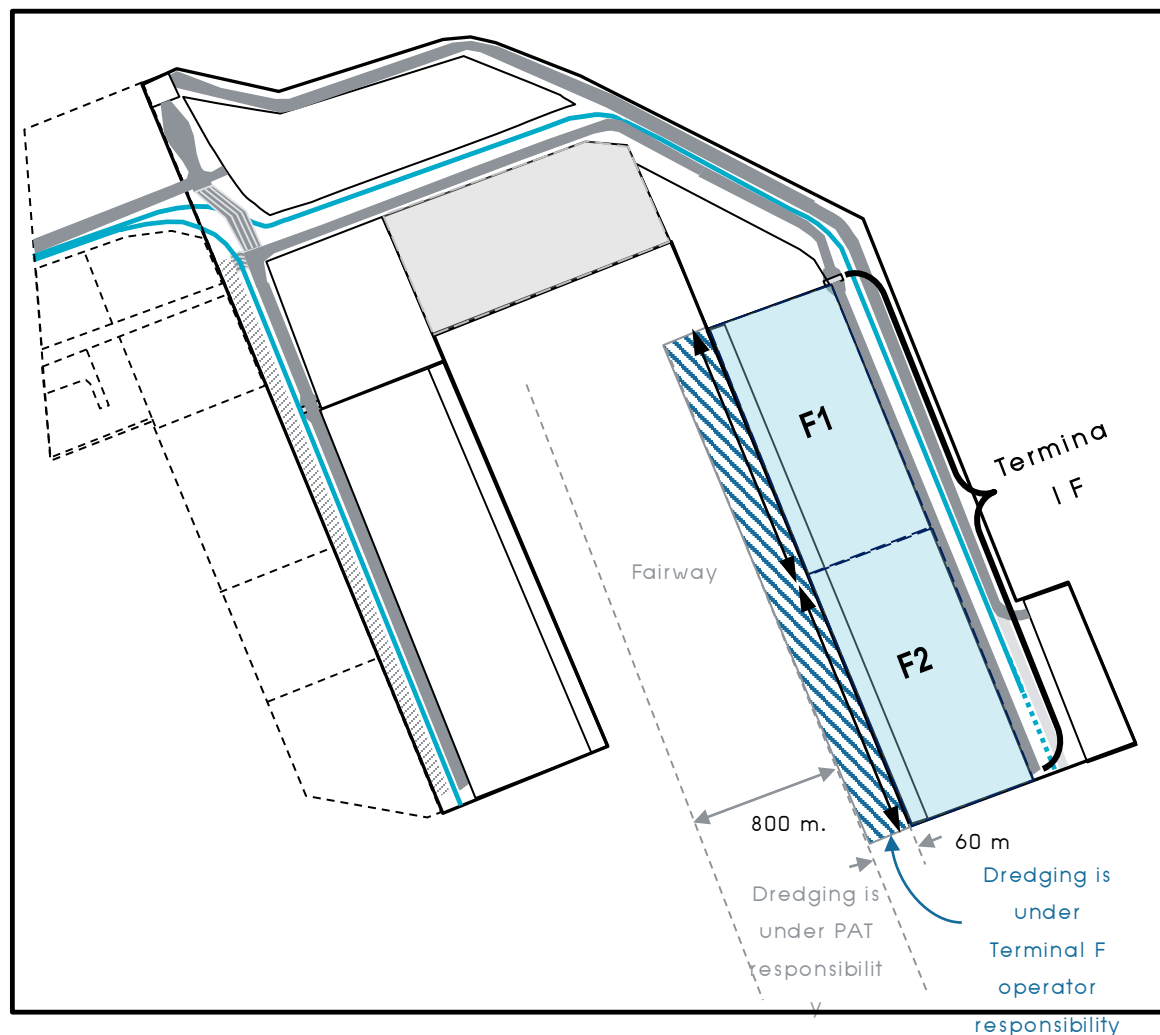
Timeline for LCP Phase 3 Terminal F bidding process

*80 days for bidders to develop proposal
from the first day of RFP sale*



Pending final refinement and final approval

Figure below indicates the area in which dredging is under PAT and Terminal F operator's responsibilities



Obligations regarding dredging of PAT and operator

- > **Terminal F Operator dredging responsibility**
 Terminal F operator will be responsible for dredging over the **area of for 60 m from marine fenders into the water across the 2 km berth length** to maintain the depth at 18.5 m below MSL
- > **PAT dredging responsibility**
 PAT will be responsible for dredging **over the fairway area with a width of 800 m as indicated in the figure** to maintain the depth at 18.5 m below MSL

Roland
Berger

THINK:ACT

