

Breakout Group 1

Q: When will the tender for the construction take place?

A: To be in parallel with the operator tender process

Q: Is the EHIA done?

A: Submitted to Environment Agency to be reviewed and to be ready in August

Q: Can same consortium bid for both F and E series

A: The Operator will have to submit bids for both sides of Phase 3 (E-series and F-series) however can only win one (the tender design will aim to foster competition)

Further details on the process will be disclosed in the next market sounding

Q: How to decide if 2 operators are selected and which are to get E-series or F-series in regards to the best tender offer. Isn't it better for 1 operator?

A: To reduce the risk of monopoly

We will share the selection and tender process in due time for MS3

Q: Shareholding rights regarding the foreign entity in LCP? does it require 49% and 51%?

A: We will finalize the shareholding status in due time. According to the EEC, up to 75% can be held by the foreign operator. But this element will be dictated in the proposal whereby the higher % holding of the local partner is the higher the score for the technical proposal

Q: Assumption for tariffs how did we come up with the pricing for the financial model?

A: Tariff is currently being finalized

Q: Why does F-series come before E-series?

A: Soil conditioning of the E-series may result in longer period since we still have to wait for the sediments at E-Series to be compressed to ensure best use of land. The longer the wait time the better tendency for soil compaction

Q: Criteria for the consortium and entities to be eligible for bidding

A: Will be based on key elements e.g., operational excellence, marketing, financial, footprint which will be applied to both foreign partner and local partner. This aims to filter the best candidate possible for the operation of the port – the smaller entities will not pass this criteria

Breakout Group 2

Q: What are the qualifications for local operators?

A: Evaluation criteria for bidder will be detailed in market sounding #3; essentially local operators will be evaluated on the strength of its logistic network and financial capability

Q: Does internal logistic count as qualification for logistic network strength since CP is not a logistic company but has extensive network of logistic both in Thailand and in neighboring countries?

A: Yes, internal logistic can also be accounted for qualification if it can be used to prove the extensive and coverage of the network. Bidder who does not perform logistic itself but has affiliates can also submit the qualification of its contracted affiliate logistic provider(s) to be qualified.

Q: Who will be the operator of SRTO?

A: PAT will be responsible for the operation of rail network data, while SRT will be the operator of the rail network under close collaboration with PAT to ensure the level of service

Q: How to ensure the service quality of rail network?

A: LCP Phase 3 development is receiving strong and on-going support from high level and policy maker government which are the key to ensure commitment quality rail network

Q: Has PAT aligned with Hutchinson on the opening of Phase 3 given that Phase 2 under Hutchinson still has leftover capacity in D series?

A: Yes, PAT has already aligned with Hutchinson. Construction of D series is now scheduled in 2019 with cranes delivered.

Q: Will there be any kind of government guarantee to reduce the competition pressure from private port?

A: PAT is working with the EEC office to find ways to balance the growth of privately operated port such that it will not pose serious competition threats to LCP Phase 3

Q: Will E and F series be tendered out at the same time, since E is scheduled to be in operation after F series?

A: Currently E & F series are scheduled to be tendered at the same time. However, phasing of terminals are still under feasibility study and are subjected to changes.

Q: What is the assumption of tariff growth in the IRR sensitivity model?

A: The presentation of IRR sensitivity analysis is illustrative. The level and timing of tariff change is yet to be decided by PAT.

Breakout Group 3

Q: What is the responsibility split between the public and private sector

A: Details will be disclosed at a later stage

Q. How will the risks that PAT will be responsible for be defined

A: Details will be disclosed at a later stage

Q. How will PAT manage the local community

A: PAT will compensate the local fishing community financially

Q. When is coastal terminal opening?

A. That is to be decided

Q: Why separate E1,E2,F1,F2, why not just give F and E and let the operator decide how to split themselves

A: In order to ensure operator open terminals in response to the forecasted demand

Additional comments:

1. E0 should be a separate concession
2. Concern whether the government will be able to implement increasing rail use from 7% to 30%
3. Legal risk – private sector should be able to mitigate risks until the contract is signed
4. Economic/political risks – post contract signing economic/political risks should be taken by PAT
5. Should not split E1 and E2, this will restrict vessel size and reduce efficiency