PRE-QUALIFICATION, BIDS AND AWARDS COMMITTEE

Project: INTEGRATED TRANSPORT SYSTEM (ITS) PROJECT – SOUTH TERMINAL

General Bid Bulletin No.: 03-2014

TO ALL PROSPECTIVE BIDDERS:

In relation to the above-mentioned project, please find attached the Powerpoint Presentation presented during the Pre-qualification Conference held on 03 September, 2014.

As discussed during the Pre-qualification Conference the Prospective Bidders are hereby informed that the last day for submission of written queries relative to the Project Information Memorandum (PIM) and the Instructions to Prospective Bidders (ITPB) is on 12 September 2014.

For your guidance and information.

Issued this 4th day of September 2014.

ATTY. JOSE PERPETUO M. LOTILLA
Chairman, Pre-qualification, Bids and Awards Committee and Undersecretary for Legal Affairs
“Integrated Transport System (ITS) Project on Public-Private Partnership”

PRE-QUALIFICATION CONFERENCE FOR SOUTH ITS PROJECT

3RD SEPTEMBER 2014
Three (3) mass transportation intermodal terminals are envisaged at the outskirts of Metro Manila:

- Two (2) in the south serving passengers to and from the Laguna/Batangas side and the Cavite side
- One (1) in the north serving passengers to and from northern Luzon

The DOTC invites bidders to submit Bids to finance, design, construct, operate and maintain the South ITS Project.
CONCEPT OF ITS TERMINAL

PASSENGER MOVEMENT FROM PROVINCE TO METRO MANILA

*City Transport Modes = Metro Manila buses, public utility jeepneys, LRT, AUVs/FXs/megataxis, taxis, etc

PASSENGER MOVEMENT FROM METRO MANILA TO PROVINCE
An integrated terminal provides for:

- improved facilities, amenities and services for passengers and operators of public utility vehicles
- seamless transfers between various modes
- comfortable and convenient trips for the provincial passengers
- planned and better way of commuting with lower travel time
- Economies of scale to the operators of public utility vehicles
INTERNATIONAL PRACTICES – AN EXAMPLE

Kuala Lumpur Bus Terminal, Malaysia
Kuala Lumpur Bus Terminal, Malaysia

Key Features:

- More than 40 bus companies operate from same terminal
**Kuala Lumpur Bus Terminal, Malaysia**

**Key Features:**

- State-of-the-art facilities for Passenger and Bus Operators
- Convenient and Comfortable Transfers for Passengers
- Higher Operational efficiency for Bus Operators
KUALA LUMPUR BUS TERMINAL, MALAYSIA

Key Features:

» All the bus schedules are displayed on the website
**Key Features:**

- All the bus schedules are displayed on the website.
PROJECT STRUCTURE
Project Description

The Project to be effected by the **Concessionaire** consists of:

a) the design, engineering and construction of the ITS Terminal within **18 months** from the start of construction;

b) from its completion until the end of the concession period, the O&M of the ITS Terminal in accordance with specified performance standards;

c) the collection of terminal fee from users of the ITS Terminal on behalf of DOTC and remitting the same to DOTC;

d) the financing of the above activities;

e) the designing, financing, engineering and construction of Commercial Assets, carrying out of the Commercial Business (at the Concessionaire's option) and collection of any revenues generated from the same; and

f) turn-over of the ITS Terminal in good condition to the DOTC at the end of the Concession Period.

all in accordance with the Concession Agreement.
Project Description

The accompanying work to be effected by the DOTC or for which the DOTC is responsible consists of:

a) the provision or acquisition of the Project site;

b) the design, engineering and construction of the Access Road leading to the Project site, on or before the Completion Date; and

c) the financing of the above activities.

all in accordance with the Concession Agreement.

Legal Framework for the Project

The bidding and implementation of the Project shall be conducted in accordance with Republic Act No. 6957, as amended by Republic Act No. 7718 ("BOT Law"), and its 2012 Revised Implementing Rules and Regulations ("Revised IRR").
### Location of the Site

The project site is located in the southern part of the Metro Manila and it lies near SLEX which connects Metro Manila to the province of Laguna.

### Co-ordinates

Latitude - 14°30'19.79"N; Longitude - 121° 2'12.28"E

### Site Area

5.57 Hectares

### Access

The site is presently accessible from the east service road of SLEX. There are plans to link the Site to the Skyway.

### Maximum Allowable Top Elevation (above mean sea level)

67 Meters
## Proposed Contractual Arrangement

<table>
<thead>
<tr>
<th><strong>PPP Structure</strong></th>
<th>Build-Transfer-Operate (BTO)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Implementing Agency</strong></td>
<td>DOTC</td>
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<tr>
<td><strong>Concession Period</strong></td>
<td>35 years</td>
</tr>
<tr>
<td><strong>Incentives</strong></td>
<td>Investment incentives under the Omnibus Investments Code upon registration with the Board of Investments (&quot;BOI&quot;), depending on the level of capital requirements.*</td>
</tr>
<tr>
<td><strong>Project Site &amp; Access Road</strong></td>
<td>The DOTC shall provide, at no cost to the project proponent, all the right-of-way and other possessory rights over the Project site as may be necessary for the implementation of the Project. In addition, the DOTC shall ensure the construction, operation and maintenance of the access road leading to the ITS Terminal.</td>
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</tbody>
</table>

*The DOTC, however, does not guarantee that the project proponent will be granted such incentives.*
Proposed Contractual Arrangement

As a form of repayment for financing, constructing, operating and maintaining the South ITS Project, the Concessionaire may be paid an Annual Grantor Payment (AGP) during the Concession Period.

- The amount of AGP will depend on the Financial Proposal of the Winning Bidder

In addition, the Concessionaire shall be entitled to construct commercial assets or to carry out commercial businesses on the Project site and to collect & retain the revenues from these commercial business undertakings for so long as such construction and businesses do not interfere with the Project.

- Such commercial assets shall not include any residential property. For this purpose, the development of hotels and service apartments/hotel apartments shall not be deemed to constitute residential property.
INSTRUCTIONS TO PROSPECTIVE BIDDERS

Two Stage Bid Process
Qualification Requirements
Partnerships/Corporations registered with SEC or foreign equivalent

OR

Consortium composed of Partnerships/Corporations registered with SEC or foreign equivalent
Limitations on Public Transport Operators (PTO)*

- If any Consortium Member/s or any of the Affiliates of such Consortium Member/s is a PTO, then such Consortium Member/s or its Affiliate cannot cumulatively own, directly or indirectly, more than 33% of the Concessionaire’s share.

- PTO cannot be designated as the Facility Operator or own any equity in the Facility Operator. However, if the PTO was the entity that was qualified by the PBAC as meeting the O&M Experience, such entity can own up to 33% of the outstanding voting shares of the Facility Operator.

*“Public Transport Operator” means a partnership, corporation, sole proprietorship or any other juridical entity that engaged in the operation of public land transportation utilities and services, except rail transport, toll roads, and land transport terminals, in the Philippines, including any Affiliate, Shareholder or Affiliate of Shareholder of such entity, whether or not it is a holder of a certificate of public convenience or permit authorizing the operation of public land transportation utilities and services in the Philippines, including any Affiliate of such entity.
TECHNICAL QUALIFICATION REQUIREMENTS

DEVELOPMENT EXPERIENCE

- Must have completed development of 1 or more Eligible Projects within last 10 years with:
  - a cumulative cost of **Php 3 Bn**;
  - and
  - a cumulative capacity of **750 parking bays**

- “Eligible Project” means a project for development of any of the following: a bus terminal, commercial complex, shopping mall, airport terminal, parking complex, freight terminal; provided that a project must have
  - a minimum development cost of at least **PhP 600 Mn**
  - and
  - a capacity of at least **75 parking bays** for land surface transport vehicles with four (4) or more wheels, excluding rail.

- “development” of a project means when the relevant entity has either paid for or received payment for the design and construction of that project.
TECHNICAL QUALIFICATION REQUIREMENTS
DEVELOPMENT EXPERIENCE

• Proposed entity may be Bidder or Consortium Member or a Construction Contractor

• Up to 3 entities may be nominated to meet Development Experience

• Proposed entity must have valid PCAB license or foreign Equivalent, ISO 9001:2008 certification

• Proposed entity must have no record of Unsatisfactory Performance
Local/international experience in operation/ maintenance of:

- 1 or more bus terminals with a cumulative parking capacity for at least \textbf{80 passenger buses} and a minimum parking capacity of at least 20 passenger buses in each bus terminal;

OR

- 1 or more commercial complexes / shopping malls / airport terminals / parking complexes (either stand alone or as a part of any building/project) / freight terminals with a cumulative parking capacity of at least \textbf{320 parking bays} for land surface transport vehicles with four (4) or more wheels, excluding rail and a minimum parking capacity of at least 80 parking bays;

for a period of at least 3 full consecutive years, within last 10 years.
**TECHNICAL QUALIFICATION REQUIREMENTS**

**O&M EXPERIENCE**

- Proposed entity may be Bidder or Consortium Member or an O&M Contractor

- Up to 3 entities may be nominated to meet O&M Experience

- Proposed entity must have no record of Unsatisfactory Performance

- The entity that operates and maintains the Facility must:
  
  (i) be registered with the SEC before it commences to operate and maintain the Facility,

  (ii) be owned up to at least sixty percent (60%) by Filipinos and

  (iii) comply with the Constitution and other applicable laws and jurisprudence relating to public utilities.
### Minimum Experience Required

Individual having experience of at least 2 Eligible Projects in:

- planning, direction, coordination, integration, implementation and administration of design & construction activities
- coordination of operations & maintenance activities
- supervision/implementation activities
- design activities (including site planning, landscaping and the architectural design of building structures)
**FINANCIAL CAPABILITY QUALIFICATION REQUIREMENTS**

- Net worth of at least **PhP 900 Mn**

- Evidence that it has capability to raise loans of at least **PhP 2100 Mn**

- If Bidder is Consortium, entity proposed to meet Financial Capability Requirements must be the Lead Member with most significant equity interest in Concessionaire (at least 33% of voting/non-voting shares of Concessionaire)

- **Only one** entity must be proposed to meet Financial Capability Qualification Requirement

- Entity must have no record of Unsatisfactory Performance.
CONTENTS OF PRE-QUALIFICATION DOCUMENTS

• Notarized Application to Pre-Qualify and Bid
• Notarized Authority to apply to Pre-Qualify & Bid and Designation of Authorized Representative
• Consortium Member’s Notarized Authority to Participate in the Consortium and Apply to Pre-Qualify and Bid, and Designation of Lead Member and Authorized Representative of Consortium
• Notarized Certification of No Relationship with Public Transport Operator
• Business Structure
• Basic Information Sheet of all entities identified in the Business Structure
• Notarized Certification of Absence of Unsatisfactory Performance Record
• Development Experience
• Operation and Maintenance Experience
• Notarized Statement of Willingness to Participate and Capacity to undertake:
  o Construction Requirements of the Project
  o O&M Requirements of the Project
• Key Personnel
• Notarized Statement of Financial Capability
### Outline of the Bidding Process

<table>
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<tr>
<th>Milestone</th>
<th>Responsibility</th>
<th>Target date</th>
</tr>
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<tbody>
<tr>
<td>Publication of Invitation to Pre-Qualify and Bid</td>
<td>DOTC</td>
<td>31 July 2014</td>
</tr>
<tr>
<td>Issuance of the Instructions to Prospective Bidders</td>
<td>DOTC</td>
<td>8 August 2014</td>
</tr>
<tr>
<td>Pre-Qualification Conference</td>
<td>DOTC</td>
<td>3 September 2014</td>
</tr>
<tr>
<td>Qualification Documents Submission Date</td>
<td>Bidders</td>
<td>6 October 2014</td>
</tr>
<tr>
<td>Opening of Qualification Documents</td>
<td>DOTC</td>
<td>On Qualification Documents Submission Date</td>
</tr>
<tr>
<td>Notification of the results of the evaluation of the Qualification Documents</td>
<td>DOTC</td>
<td>31 October 2014</td>
</tr>
<tr>
<td>Issuance of Instruction to Bidders, Draft Concession Agreement &amp; Draft Schedules to the Concession Agreement</td>
<td>DOTC</td>
<td>10 November 2014</td>
</tr>
<tr>
<td>Pre-Bid Conference</td>
<td>DOTC</td>
<td>24 November 2014</td>
</tr>
<tr>
<td>Submission of 1&lt;sup&gt;st&lt;/sup&gt; batch of queries/comments on the Instruction to Bidders, Draft Concession Agreement &amp; Draft Schedules to the Concession Agreement</td>
<td>Bidders</td>
<td>1 December 2014</td>
</tr>
<tr>
<td>One-on-One Meetings: 1&lt;sup&gt;st&lt;/sup&gt; Round</td>
<td>DOTC</td>
<td>8–12 December 2014</td>
</tr>
<tr>
<td>Submission of 2&lt;sup&gt;nd&lt;/sup&gt; batch of queries/comments on revised Instruction to Bidders, Draft Concession Agreement &amp; Draft Schedules to the Concession Agreement</td>
<td>Bidders</td>
<td>5 January 2015</td>
</tr>
<tr>
<td>One-on-One Meetings: 2&lt;sup&gt;nd&lt;/sup&gt; Round</td>
<td>DOTC</td>
<td>12 – 16 January 2015</td>
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<tr>
<td>Milestone</td>
<td>Responsibility</td>
<td>Target date</td>
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<tr>
<td>----------------------------------------------------</td>
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<td>-----------------------------------------------------------------</td>
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<tr>
<td>Bid Proposal Submission Date</td>
<td>Bidders</td>
<td>16 March 2015</td>
</tr>
<tr>
<td>Opening of Technical Proposal</td>
<td>DOTC</td>
<td>On Bid Proposals Submission Date</td>
</tr>
<tr>
<td>Notification of the results of evaluation of the Technical Proposals</td>
<td>DOTC</td>
<td>Within 20 days from opening of Technical Proposals</td>
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<tr>
<td>Opening of Financial Proposal</td>
<td>DOTC</td>
<td>Within 15 days from the completion of the evaluation of Technical Proposal</td>
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<tr>
<td>Issuance of Notice of Award</td>
<td>DOTC</td>
<td>Within 5 days from decision by DOTC Secretary to award the Project to Winning Bidder</td>
</tr>
<tr>
<td>Submission of Post-Award Requirements</td>
<td>Winning Bidder</td>
<td>Within 20 days from official receipt by Winning Bidder of Notice of Award</td>
</tr>
<tr>
<td>Issuance of Notice of complete compliance with all Post-Award Requirements</td>
<td>DOTC</td>
<td>Within 5 days from receipt by DOTC of Post-Award Requirements</td>
</tr>
<tr>
<td>Signing Date of Concession Agreement and Compliance with other requirements</td>
<td>DOTC and Winning Bidder</td>
<td>Within 5 days from receipt by DOTC that all Post-Award Requirements have been complied with</td>
</tr>
</tbody>
</table>
THANK YOU