

The explanation was not found satisfactory.

**Bidder "A"**

<b>Evaluation Criteria/ Factor</b>	<b>IMG Query</b>	<b>Evaluation Committee's response</b>
1.1.3 – Track record in route and traffic development and in managing relations with airlines and other key stakeholders  Bidder score (maximum score) – 1.1 (2.8)	A query was sought by Member (Fin.), AAI regarding the scoring of 2 when the Bidder has not provided sufficient information	The Consultants clarified that the Bidder has provided sufficient information to make an assessment but not sufficient information on strategies to justify a medium or high assessment.
1.2.1 – Commercial / retail experience  Bidder score (maximum score) – 1.3 (3.1)	The representative of the Planning Commission sought clarification as to why was this not assessed higher given that they have commercial and retail experience?	The Consultants stated that Evaluated Entity has only got experience in the leisure and entertainment sector; specifically in developing and operating amusement parks. This being a very narrow range of commercial experience and is neither permitted nor relevant at the airports.  This was not agreed to by the IMG members since the factor does not indicate relevance to airports but only deals with pure commercial/retail experience and that too of the Indian Prime Members and non-Indian Prime Members other than the Airport Operator.
1 – Experience of the nominated Airport Operator  Bidder score (maximum score) – 6.7 (25.0)	The representative of the Planning Commission noted that the airport is ranked 46 <sup>th</sup> in the world and asked why in that case the airport operator got a consistently low score across a	The Consultants mentioned that they had evaluated not the airport but the actual airport operator and their role. The airport operator for Bidder A only manages the international terminal at the home airport and does not undertake any aeronautical functions, nor does it manage the domestic terminals. Hence in respect to these areas the operator was rated low.

9/22