

Condition	GMR-Fraport	Reliance-MICA	DS-FMG	Mac-ADP	Remarks
					the discount is not warranted especially when compared to Reliance. For GMR weightage is being given to a project yet to be completed.
1.2.4 Experience with handling HR issues in ownership change situations.	Score: 2 Assessment: Assessed as low to medium both because it is a relatively isolated example and took place some time ago.	Score: 4.5	Score: 2.5 Assessment: Assessed as low to medium as neither example involved a full scale change of ownership and HR management change.	Score: 2	The low marking for Mac is not clear especially since relevant Indian experience was not to be given extra weightage as per RFP. Should be comparable to Reliance.
2.1 Commitment of Airport Operator: Approach: It needs to be ascertained if the RFP mentions extra weightage for equity and the basis for the same. The formulation in the ER is at variance from the IMG minutes. Needs to ascertain if the approach for evaluation has been approved at any level.					
2.1.1 Level of equity commitment	Score: 2.5	Score: 2.5	Score: 5	Score: 0	
2.1.2 Performance based nature of the Airport Operator Agreement.	Score: 3 Assessment: Concern that performance fee is a fixed % of revenue which does not necessarily relate to performance.	Score: 4.5	Score: 4.5	Score: 5	The cut in the mark for DS is not clear especially as they are assessed as high in the ER.