

GHAL's RESPONSE TO APPLICANT'S QUERIES

S. No.	Existing Provision	Clarification Required	Rationale	GHAL Response
1.	Clause 5.6 Sealing of Application : Complete Application (in hard copy as well as electronic mode in a pen drive , along with information and documents as required hereunder) must be submitted in a sealed envelope to the address below by 17 hrs of Application Due Date....	The hard copy of the Application will be sent through courier. <u>Can we send scanned copy of the Application via email instead of pen drive as electronic mode</u>	Email option is better than a pen drive sending through courier	The soft copy of the application has to be submitted in pen drive in a sealed envelope.
2.	Premises – existence of Sub-Sub Lease to the Selected Bidder	Can GHAL please clarify the intended cost structure of the Sub-Sub-Lease? That is, will the Selected Bidder be expected to pay an ongoing [quarterly] Sub-Sub-Lease fee to GHAL, and/or an upfront payment at the beginning of the concession? And is it expected that there will be any other cash-flow sharing mechanism between the Selected Bidder and GHAL?	Understanding the key cost and revenue drivers and structure important to understand project risk profile.	Details of the same shall be contained in the RFP document.

3.	Premises – existence of Sub-Sub Lease to the Selected Bidder	In holding the Sub-Sub Lease, can GHAL please clarify the expected revenue structure and sources of the Selected Bidder in respect of the Project? For example, what are the expected revenue sources from any and all of a) private hospital fees / health insurance; b) commercial revenues (e.g., office / retail / other); c) “availability payment” from GHAL or other private / public body (if applicable); and d) any revenue share mechanism expected with GHAL or other private / public body?	Understanding the key cost and revenue drivers and structure important to understand project risk profile.	The Selected Bidder shall be responsible for development of a multi-specialty Hospital providing specialty services such as Cardiology, cardiothoracic surgery, neurosurgery, oncology with at least 250 (two hundred fifty) Census beds and other ancillary facilities & amenities expected of similar category Hospitals. The successful bidder would have to assess possible revenue streams within the purpose for which the land is being proposed to be given on Sub-sub lease.
4.	Premises – Sub-Sub Lease length	The Sub-Sub-Lease will be given to 22 nd March 2038, with the term to be extended until 22 nd March 2068. Can GHAL please clarify the terms and conditions under which the lease term will be extended from 2038 to 2068?	Understanding lease term key to understanding the project investment proposition.	Term of the Concession Agreement is till 22 March 2068. A formal extension of Head Lease and Sub-Lease and Sub-Sub Lease shall ensue. Copy of the Head Lease and Sub Lease executed between GHAL and GHIAL shall be shared as part of Project Documents during RFP stage.