## Market consultation questions

The following is a consolidated list of questions for market consultation drawn from the Preliminary Information Memorandum.

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| Please provide answers to the questions below and any further comments and suggestions you may have with regard to the attached Preliminary Information Memorandum.  |
| 1. **What are your views on the scale of the Project (CAPEX)? In particular, what are your views on the aforementioned variants for the scope of the PPP project?**
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| **What are your views on the technical features (detailed in Annex 2) and structures (summarized above) of the highway? Could you please concur that it is sensible to tender the two sections which include tunnels jointly, such that the tunnels can be operated and maintained efficiently? Please elaborate on any issues related to the technical aspects which you could foresee** |
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| 1. **Please provide your view on the extent of technical information to be provided in the data room, and in particular in relation to the tunnels to maximise the value for money for the Contracting Authority. What other documentation and/ or surveys you would find necessary or useful for better managing related risks?**
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| **Please provide your view on the possibility, scale, and scope of your potential involvement in completing the preparation of the documentation for building permit and/or obtaining building permits themselves in the context of this project, please outline major risks and issues connected with such approach and under what conditions such approach could work. Please also elaborate from your experience (as relevant) on any conditions precedent in this area and any other suggestions you may have regarding this.** |
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| 1. **Please provide your views on the envisaged risk allocation between public and private sector.**
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| 1. **What are your views on the general principles of the payment mechanism?**
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| 1. **What financial structure would you consider to be the most appropriate to deliver this Project?**
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| **What is your estimate of the following parameters (Please provide separate answers for the Project for the three variants):** |
| **Variants:** | **A** | **B** | **C** |
| Gearing |  |  |  |
| Debt maturity |  |  |  |
| Approximate debt margins |  |  |  |
| Blended IRR (equity + shareholder loan) |  |  |  |
| Potential and/or preferred financing currency mix (including proportion split if possible) for the Project given its parameters |  |  |  |
| **Please state any other critical / key potential financing issues of the Project given its parameters****and potential/preferred financing currency mix.****Please provide your views on the involvement of CMRZB and NDF in financing the project? Please share your preference regarding the financial instruments, should you have any. What key issues would you see related to their involvement, if any?** |
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| **If you are a financial institution, please also provide a preliminary estimate of the following parameters:** |
| Potential (approximate) ticket size of your institution for this Project (in EUR equivalent), please also state which currency would be available for the Project (CZK and/or EUR) |  |
| Length of commitment period |  |
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| 1. **What are your views on the use of competitive dialogue? What are your views on the envisaged qualification and evaluation criteria? What are your views on the number of shortlisted bidders?**
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| 1. **Please provide your views of the envisaged timeline for the Project (length of the procurement process, the construction period, and the operation period).**
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| 1. **Within the scope of your future plans, would you see this Project as a priority:**
 | **High** | **Medium** | **Low** |
|  |[ ] [ ] [ ]
| **Please indicate the reasons for your response.** |
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| 1. **What makes this Project attractive to you? Are there any other considerations that would influence the attractiveness of the Project to you? What aspects / actions could the Ministry of Transport undertake to maintain your interest and commitment?**
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| 1. **Having considered the information, you have been given regarding this Project, would you be likely to tender for it?**
 | **Yes** | **No** |
|  |[ ] [ ]
| **Thank you for the time you dedicated to the questionnaire.** **You are kindly asked to send your responses to the following email addresses by April 30, 2021:****• To: martin.janecek@mdcr.cz** **• Cc: karel.kolar@pwc.com** |