



REQUEST FOR PROPOSALS

**DEVELOPMENT AND OPERATION OF
SPECIALTY RETAIL/DUTY FREE CONCESSION
INTERNATIONAL TERMINAL BUILDING**

SANGSTER INTERNATIONAL AIRPORT

ADDENDUM # 2

JANUARY 17, 2020

Clarifications, Queries, Inquires, Information Session

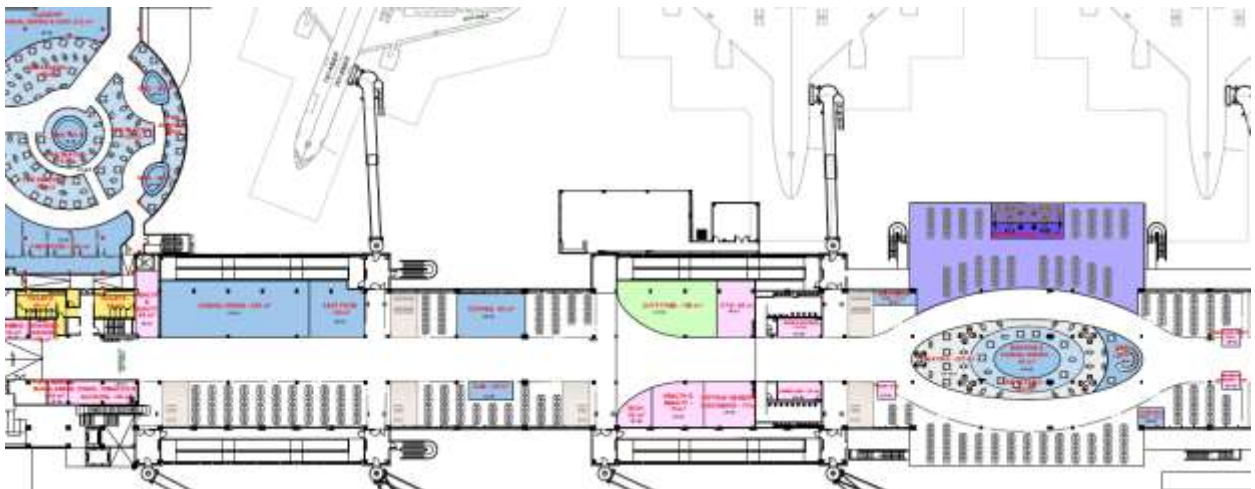
- All written inquiries must be directed to commercialrfp@mbjairport.com. A response cannot be guaranteed when submitted via other channels.

Request for Proposal - Information Session – January 22, 2020

- It is **not** mandatory for prospective proponents to attend Information Session in order to submit a proposal.
- Should prospective proponents be interested in attending the information session, kindly email names of representative/s to commercialrfp@mbjairport.com.
- The session will be streamed live and interested prospective proponents may submit interest via email to commercialrfp@mbjairport.com for details.
- Based on the number of persons responding to attend the Information Session, the event may have to be hosted offsite. In such an event, complimentary transportation will be arranged for interested persons. Please indicate if you will require this service via email to commercialrfp@mbjairport.com. An Addendum will be issued on Monday, January 20, 2020 advising of the location.
- A site tour will be conducted after the Information Session for persons not familiar with existing layout of the airport. Kindly register for the Site Tour via email to commercialrfp@mbjairport.com.

East Concourse Phasing Plan – Note below changes to phasing of East Concourse locations

EAST TERMINAL



East Concourse

Locations #UF 30 & UF 31

Fit out – Jan – Feb 2021

Locations # UF48, UF49 & UF55

Fit out – Sep - Oct 2020

Locations # UF 37, 38, 46, 39

Fit out – Oct – Dec 2020

Location # UF 44

Fit out – Jan 2021

Frequently Asked Questions

Question 1: Can you bid to join two adjacent premises to form one concession? We believe the spaces we are interested in would be much more interesting if they could be combined.

Response: Proponents may suggest their preference to combine locations, however, they must also clearly indicate their interest in the location as listed in the RFP, should the proposal to combine is not accepted by MBJ.

Question 2: What if we need a minimum number of stores?

Response: In submitting the proposal, proponents must clearly indicate their interest and state explicitly the minimum number of stores required.

Question 3: The categories seem very restrictive. For example in souvenirs you cannot sell handicrafts. Can you expand the allowed categories? Can you make an offer including a wider mix in each store?

Response: The Souvenir category does not restrict the sale of handicraft as this is the most suitable concept for that product. The Convenience, Travel and News category restricts craft items and this category is intended for products associated with travelling. In order to prevent a duplicate of offering and ensure that each concept is appealing, the concepts will be limited to the core products and associated products.

In all categories, we have indicated a list of proposed products which is to be used as a guide and may be expanded, unapproved products provides an indication of items that will not be carried.

Question 5: For existing concessionaires, can deposits currently being held by MBJ Airports Limited offset the bid guarantee?

Response: No, existing security deposits are to cover current contractual agreements.

Question 6: Is the security deposit equivalent to 3 months MAG or revenue?

Response: The required security deposit is determined based on three months proposed revenue to be adjusted annually in line with actual revenue.

Question 7: Is the promotion fund billed annually or monthly?

Response: The promotion fund is billed annually.

Question 8: For the Speciality Retail - Footwear & Sunglass concept can other miscellaneous products be added to the proposal? Example, branded t-shirts, fashion jewellery.

Response: No, unless the concept is branded and incorporates these products.