

## Market Sounding Survey Form Laem Chabang Port Phase 3 Project

### Monday 4<sup>th</sup> June 2018, Bangkok Marriott Hotel The Surawongse

#### Part A: Participant information

- 1 Name ..... Position .....
- Company .....
- Type of Business:
- Port Operator     Construction     Funding
- Insurance     Shipping Line     Logistics
- Port Activity     Supplier     Others (Please specify) .....
- Tel: ..... E-mail: .....

#### Part B: Company experience & Gauging of intention given the PPP scope

- 1 Given the project scope, would your company form a consortium or partnership for project undertaking?
- Yes     No
- If yes, who are the preliminary members of the consortium/ partnership?
- .....
- .....
- How would you form a consortium or partnership? Please clearly elaborate
- .....
- .....
- 2 Are there any other issues that are critical to your participation in this project that you foresee?
- Yes     No
- Please clearly elaborate
- .....
- .....
- .....
- .....

3 1) Do you agree with the proposed PPP assets scoping?

Yes     No

If not, please suggest asset scoping of your interest with clear explanation [E1 and E2; F1 and F2; E0]

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2) Which scopes would you be interested to bid with elaboration of investment rationale [Bid 1 (E1 and E2); Bid 2 (F1 and F2); Bid 3 (E0); Other bid scoping as suggested from Question 1)]

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3) Would you be interested to invest in whole project without government support?

Yes     No

Please elaborate (i.e. no co-investment in infrastructure) [If "Yes" please go to Question 4) if not, please go to Question 6)]

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4) Do you have experience and financial capability to undertake both infrastructure and superstructure investment? Please elaborate

Yes     No

Please elaborate

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5) What would be the government support that is acceptable to the market that you would like to see in the case of whole private investment? Please elaborate

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6) Do you agree that the current scope of government support (i.e. co-investment in infrastructure) is sufficient to make the project financially attractive for investment?

Yes     No

If not, please suggest alternatives that are acceptable to the market.

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7) Do you have other suggestions or concerns related to PPP scope of this project?

Yes     No

If yes, please clearly specify

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**Part C Project Details**

1 Do you agree with the proposed project details

Yes     No

If not, please clearly specify

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**Part D Project Feasibility**

1 What is your point of view on Project Feasibility in terms of commercial, technical, technological, environmental, legal, financial, economic, and political aspects? Please clearly specify

Commercial:

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Technical:

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Technological:

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Environmental:

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Legal:

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Financial:

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Economic:

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 .....

**Part E Risk Issues**

1 What is your point of view on risks concerning to Project Readiness in terms of related projects to LCP Phase 3, project land, related transportation and utility, obstructing laws/ regulations/ orders, affected community from project development and operation?

Related projects to LCP Phase 3:

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Project land:

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 .....

Related transportation and utility:

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 .....

Obstructing laws/ regulations/ orders:

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 .....

Affected community from project development and operation:

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 .....

2 What is your point of view on risks concerning to Project Feasibility in terms of commercial, technical, technological, environmental, legal, financial, economic, and political aspects?

Please clearly specify (Reason & Suggested solutions)

Commercial:

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Technical:

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Technological:

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Environmental:

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Legal:

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Financial:

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Economic:

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 .....

3 Do you agree with the proposed risk allocation?

Yes     No

4 What are the 5 key risks do you foresee in this project? (Rank from the top most risks)

Project Feasibility:

- 1 (Highest risk) .....
- 2 .....
- 3 .....
- 4 .....
- 5 (Lowest risk) .....

Project Readiness:

- 1 (Highest risk) .....
- 2 .....
- 3 .....
- 4 .....
- 5 (Lowest risk) .....

**Part F: PPP model**

1 Do you agree with the proposed PPP model [DBFO under 30 years concession term and a transfer of assets back to PAT at the end of the concession]?

- Yes     No

If not, what are the model you would like to propose that is acceptable to the market?

Please clearly specify

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2 Do you anticipate any difficulties in raising sufficient private finance to undertake the project?

- Yes     No

Please clearly specify

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3 Is the project sufficiently attractive to bid, given its project details, scope, PPP model, concession timeline, and allocation of risk and benefit?

Yes     No

If not, where and how would you like to see change?

Please clearly specify

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4 What are the other initiatives PAT can consider to increase the attractiveness of the project, particularly in the consideration of PPP delivery model? [Please provide your past experience with the suggested initiative(s)]

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**Part G: Other comments and concluding questions**

1 Do you perceive any limitations or constraints to undertake this project?

Yes     No

If yes, please clearly specify

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2 Is there any other information or concerns you would like to share regarding the bidding of Laem Chabang Port Phase 3?

Yes     No

Please clearly specify

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Thank you,

For further information or if you have any further question and/or recommendation,  
please feel free to contact:

**Port Authority of Thailand**

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**Consulting firms (TEAM; ATT and RB)**

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