

**Market Sounding Questionnaire:**  
**The Srinakarin-Suvarnabhumi Airport Expressway Project**

**General Information**

**1. Contact Details**

Name : .....

Position : .....

Company : .....

Phone : .....

E-mail address : .....

**2. Type of your business**

- |  |  |
|--|--|
| <input type="checkbox"/> Government sector                                 | <input type="checkbox"/> Construction contractor<br>(Civil works / System works) |
| <input type="checkbox"/> Operation of tollways / expressways<br>/ railways | <input type="checkbox"/> Financial Institute                                     |
| <input type="checkbox"/> The Thai Chamber of Commerce                      | <input type="checkbox"/> Associations / Organizations in Thailand                |
|  | <input type="checkbox"/> Other (Please specify)                                  |

**3. How interested are you to participate in Public-Private Partnership for the Srinakarin-Suvarnabhumi Airport Expressway Project?**

- |   |                                    |
|---|------------------------------------|
| <input type="checkbox"/> Not at all (Skip to No.10) |                                    |
| <input type="checkbox"/> Moderately                 | <input type="checkbox"/> Certainly |
| <input type="checkbox"/> Strongly                   |                                    |

Why? (Please specify) .....

**Project Information**

**4. If the project allows for adjustments to detailed design, such as structures, entrance/exit points, and tollbooth, would you be interested in re-designing the project? why?**

- |   |       |
|---|-------|
| <input type="checkbox"/> Not interested                     |       |
| <input type="checkbox"/> Interested (adjust/redesign about) | ..... |

Why? (Please specify) .....

**5. In your opinion, the suitable investment period for this project is ..... years**

Why? (Please specify) .....

6. Which toll rate adjustment method is most suitable, and how often should these adjustments be made?

- Consumer Price Index (CPI Index)      Adjusted in every ..... Year
- Fixed Rate      Adjusted in every ..... Year
- Other (Please specify)      Adjusted in every ..... Year

Why? (Please specify) .....

7. In the case of government allows private sector to invest on Net Cost

- 7.1 How interested are you to participate in the project?

- Not interested (Skip to No.8)       Interested

- 7.2 What type of investment are you interested in?

Investment Option	Description	Not Interested	Interested
PPP1	Responsible for civil works, installation of expressway systems, operation and maintenance		
PPP2	Responsible for installation of expressway systems, operation and maintenance		
Other			

- 7.3 What percentage of Minimum Equity IRR do you want?

Investment Option	Description	%
PPP1	Responsible for civil works, installation of expressway systems, operation and maintenance	
PPP2	Responsible for installation of expressway systems, operation and maintenance	
Other		

7.4 What type of revenue sharing are you interested in?

Revenue Sharing between government and private sector	Not Interested	Interested
<input type="checkbox"/> Revenue sharing from total revenue		
<input type="checkbox"/> Revenue sharing from surplus income exceeding the ceiling specified in the contract		
<input type="checkbox"/> Revenue sharing from returns (Equity IRR) exceeding the threshold defined in the concession agreement		
<input type="checkbox"/> Revenue sharing as percentage of net profit, as mutually agreed		
<input type="checkbox"/> Other (Please specify) .....		
.....		

8. In the case of government allows private sector to invest on Gross Cost

8.1 How interested are you to participate in the project?

Not interested (Skip to No.9)  Interested

8.2 What type of investment are you interested in?

Investment Option	Description	Not Interested	Interested
PPP1	Responsible for civil works, installation of expressway systems, operation and maintenance		
PPP2	Responsible for installation of expressway systems, operation and maintenance		
Other			

8.3 What percentage of Minimum Equity IRR do you want?

Investment Option	Description	%
PPP1	Responsible for civil works, installation of expressway systems, operation and maintenance	
PPP2	Responsible for installation of expressway systems, operation and maintenance	
Other		

8.4 What type of availability payment are you interested in?

Type of Availability Payment	Not interested	Interested
<input type="checkbox"/> Based on fixed rate		
<input type="checkbox"/> Varying with traffic volume		
<input type="checkbox"/> Determined by the private sector		
<input type="checkbox"/> Other (Please specify) .....		
.....		

9. the case of government allows private sector to invest on Modified Gross Cost

9.1 How interested are you to participate in the project?

Not interested  Interested

9.2 What type of investment are you interested in?

Investment Option	Description	Not Interested	Interested
PPP1	Responsible for civil works, installation of expressway systems, operation and maintenance		
PPP2	Responsible for installation of expressway systems, operation and maintenance		
Other			

9.3 What percentage of Minimum Equity IRR do you want?

Investment Option	Description	%
PPP1	Responsible for civil works, installation of expressway systems, operation and maintenance	
PPP2	Responsible for installation of expressway systems, operation and maintenance	
Other		

9.4 What type of availability payment are you interested in?

Type of Availability Payment	Not Interested	Interested
<input type="checkbox"/> Based on fixed rate		
<input type="checkbox"/> Varying with traffic volume		
<input type="checkbox"/> Determined by the private sector		
<input type="checkbox"/> Other (Please specify) .....		
.....		

9.5 In case of government pays an extra availability payment, what type are you interested in?

Type of Extra Availability Payment	Not Interested	Interested
<input type="checkbox"/> Based on revenue		
<input type="checkbox"/> Based on traffic volume		
<input type="checkbox"/> Based on service quality		
<input type="checkbox"/> Other (Please specify) .....		
.....		

10. Please rate the risks that concern you about investing in this project

(Score level 0 - 4 / 0 = Not at all , 1 = Slightly , 2 = Moderately , 3 = Very , 4 = Strongly)

Score	Risk Issue	Suggestions to reduce risk
.....	Land Acquisition	..... ..... .....
.....	Detailed design and construction improvement	..... .....
.....	Engineering design and construction feasibility	..... ..... .....
.....	Other projects related to project area and which may have an impact on the project	..... ..... .....

(Score level 0 - 4 / 0 = Not at all , 1 = Slightly , 2 = Moderately , 3 = Very , 4 = Strongly)

Score	Risk Issue	Suggestions to reduce risk
.....	Traffic volume and revenue forecast	..... ..... .....
.....	Finance, such as interest, funding	..... ..... .....
.....	Environmental impact and social acceptance of the project	..... ..... .....
.....	Legal, government policy and contract implementation	..... ..... .....
.....	Project implementation plan	..... ..... .....
.....	Force majeure in the area, such as natural disasters	..... ..... .....
.....	Other (Please specify)	..... ..... .....

#### 11. Other suggestions

.....  
.....  
.....  
.....

*... Thank you for your opinion and suggestion ...*