

A response to clarification questions in procurement process no. 1/2018 – for the Assignment of Concession and Activity and Lease and Operation of Israel Main Hotelier School Ltd. - TADMOR (in voluntary liquidation)

Letter of Clarifications - No. 2

1. Part A – General

Israel Main Hotelier School Ltd. - Tadmor (in voluntary liquidation) (hereinafter: "**Tadmor**") wishes to respond to questions asked by interested parties in the aforementioned procurement proceeding, as detailed below.

The detailed answers, and the changes deriving therefrom, obligate the bidders as if they were written in the original procurement process documents, and they are an integral part of the procurement process documents and the agreements to be signed with the Successful Bidder, respectively.

It is hereby clarified that this notice is updated as of 22.8.18, and contains the questions asked by the interested parties and the responses given to them by that said date, and the attachment must be signed and attached to the Bid documents, as required. This does not exhaust the clarification questions that were asked or the answers that will be published, if published, under Tadmor's sole discretion.

Beyond the reply herein, there is no change in the conditions of the procurement procedure.

2. Part II - a response to clarification questions

No.	Document Name	Article in the document	Subject	clarification	Answer
1	Volume 1 – Invitation to bid Part I – Instructions to bidders	4.6.2 (b)	Threshold Criteria for Israeli Bidders	Sub- section 4.6.2 (b), states that a bidder should have a cooperation with an Academic Institute or an Institution for Higher Education in the Fields of Tourism, Hotelier, and/or Culinary.	The request is accepted, as follows: A high school which includes a continuing class (over 12 years) in the fields of tourism, hotelier and/or culinary, which meets all 4 requirements for a Institution for Higher Education in the fields of tourism, hotels and/or culinary and is supervised

			<p>In accordance with Sub-section 4.6.2 (b) Institution for Higher Education in the Fields of Tourism, Hotelier, and/or Culinary - shall mean, all of the following:</p> <p>(i) The institute passes courses in the fields of tourism, hotelier, and/or culinary, and at least one of these courses is of no less than 360 hours; (ii) The institute is operating as such for at least 3 consecutive years ending at the Bid Submission Date; (iii) The total revenue of the institute is no less than 2 million NIS a year; (iv) The institute or one of its owners has at least three consecutive years of experience within the last seven years, ending at the Bid Submission Date, in the fields of tourism, hotelier, and/or culinary.</p> <p>(the "4 Requirements")</p> <p>We understand that cooperation with any institute, whether of Higher Education or of Vocational Training,</p>	<p>by the Ministry of Education and/or the Ministry of Labor, Social Affairs and Social Services As aforesaid, will be considered as an Institution for Higher Education.</p>
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			<p>including, a high school of the Ministry of Education, or a high school of the Ministry of Labor and Social Welfare (which also includes continuing studies programs), which meets the 4 Requirements in one or more of the Fields of Tourism, Hotelier, and/or Culinary, shall be considered as an Institution for Higher Education in the Fields of Tourism, Hotelier, and/or Culinary, for the purpose of Sub- section 4.6.2 (b).</p> <p>The above is reinforced in light of the "Amendment of the Ministerial Committee Decision, Decision No. MH7 of the Ministerial Committee for Privatization", dated March 31, 2015, which explicitly determines that a bidder may submit a bid in cooperation with "an <u>Vocational Training Institute</u> in the Fields of Tourism, Hotelier,</p>	
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			<p>and/or Culinary. Moreover, according to the criteria specified in "Table 1: Score Calculation Criteria", p. 5 of "Volume 1 – Invitation to Bid Part III – Evaluation Criteria", considerable part of the allocated points are allocated for experience in vocational training.</p> <p>In view of all the above, please confirm that any institution, whether of Higher Education or of Vocational Training, including, a high school of the Ministry of Education or a high school of the Ministry of Labor and Social Welfare (which also includes continuing studies programs), that meets the 4 Requirements, in one or more of the Fields of Tourism, Hotelier, and/or Culinary, shall be considered as Institution for Higher Education in the Fields of Tourism, Hotelier, and/or Culinary, so that any bidder, which cooperates with such</p>	
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				institution, meets the Threshold specified in Sub- section 4.6.2 (b).	
2	Volume 1 – Invitation to bid Part I – Instructions to bidders	4.6.2	Threshold Criteria for Israeli Bidders	If your response to the first question above, is positive (confirmation), also please confirm that an Israeli Entity (as this term defined in the ITB), which complies with the requirements stated in Sub- Section 4.6.2 (a) and also holds more than 20% of an Israeli Entity, which is a Vocational Training Institution complying with the 4 Requirements, is entitled to submit a bid, without being required of cooperating (as this term defined in the ITB) with any Academic Institute or an Institution for Higher Education in the Fields of Tourism, Hotelier, and/or Culinary (as these terms are defined in the ITB) (the " Confirmed Israeli Entity ").	The request is accepted in part. If the Bidder and/or a Member of the Bidder meets the requirements of section 4.6.2 (a) and (b), it shall not be required to present cooperation. It is further clarified that in order to prove compliance with the cooperation requirements, the Bidder or a Member of the Bidder shall be deemed to meet the requirements as long as it or a company that controls it or a company controlled by it or a company controlled by a controlling shareholder therein meets the requirements. It is hereby clarified that the term control, used above, is as defined in the Securities Law, 5728-1968.
3	Volume 1 – Invitation to bid	1.1 & 4.6.2	Threshold Criteria for Israeli Bidders	If your response to the second question above, is positive (confirmation), please confirm that an SPV	As clarified above, if the Bidder itself or a Member of the Bidder itself (or through related companies) fulfills all the requirements, the Bidder shall not be

	Part I – Instructions to bidders			incorporated according to the ITB, either for the purpose of submitting the Bid or for the purpose of executing the obligations of the Successful Bidder and, is a subsidiary of the above mentioned Confirmed Israeli Entity, shall also be exempted from the requirement of cooperating (as this term defined in the ITB) with any Academic Institute or an Institution for Higher Education in the Fields of Tourism, Hotelier, and/or Culinary (as these terms are defined in the ITB).	required to present such cooperation.
4	Volume 1 – Invitation to bid Part II – BID DATA SHEET	Anticipated Schedule	Questions Submission Deadline and Bids Submission Date	We kindly ask that due to the limited business days left until the Questions Submission Deadline and the Bids Submission Date, considering the summer vacation of August and the upcoming holidays on September, the date of the Questions Submission Deadline and the Bids Submission Date, shall be delayed to 4.11.2018	The request is accepted. The dates are rescheduled as follows: The Questions Submission Deadline is delayed to 13.11.2018; The Bids Submission Date is delayed to 27.11.2018.

				and 25.11.2018, respectively.	
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Signature + stamp of the bidder _____