



Department of Highways

Ministry of Transport

Private Sector Opinion and Interest Questionnaire
for Private Sector Participation in the Investment and Operation of
the Nakhon Pathom – Cha Am Intercity Motorway No. 8 (M8) Project
Nakhon Pathom - Talat Chinda - Pak Tho Section

21 July 2026

Private Sector Opinion and Interest Questionnaire
for Private Sector Participation in the Investment and Operation of
the Nakhon Pathom – Cha Am Intercity Motorway No. 8 (M8) Project
Nakhon Pathom - Talat Chinda - Pak Tho Section

Instructions

This questionnaire has been prepared to collect useful opinions and recommendations from investors and interested parties. The information will be used as input for the review of the study results and the analysis of an appropriate model for private sector participation in the Nakhon Pathom – Cha Am Intercity Motorway No. 8 (M8) Project, Nakhon Pathom - Talat Chinda - Pak Tho Section. The questionnaire consists of two parts:

Part 1: Respondent Information

Part 2: Investment Models and Conditions

The Consultant and the Department of Highways will consider all constructive comments and recommendations as part of the review of the study results and the analysis of the most appropriate private sector investment model for the Project, with the aim of maximizing project suitability and public benefit. Kindly complete and return this questionnaire by 24 July 2026 through one of the following channels:

- Submit it at the registration desk in front of the seminar room.
- Submit it by e-mail to dremp.reg@gmail.com

The Consultant and the Department of Highways would like to express their sincere appreciation to all respondents for their valuable cooperation.

Investor Interest Questionnaire
Private Sector Market Sounding Meeting
for the Review of the Feasibility Study for Private Sector Participation
the Nakhon Pathom – Cha Am Intercity Motorway No. 8 (M8) Project
Nakhon Pathom - Talat Chinda - Pak Tho Section

Part 1: Respondent information

1. Respondent information

Name	
Position	
Company/Organization	
Telephone Number	
E-mail	

2. Type of Business of the Respondent (more than one option may be selected)

- | | |
|---|---|
| ☐ Government agency / state enterprise | ☐ Civil works / systems contractor |
| ☐ The company operates and manages expressway/motorway/mass transit system | ☐ Commercial Development |
| ☐ Oil Company/Gas station | ☐ Financial institution |
| ☐ Thai retail companies | ☐ Real Estate Development |
| ☐ Chamber of commerce | ☐ Association / Organization in Thailand |
| ☐ Others (Please specify): _____ | |

3. To what extent are you interested in investing in this project?

- | | |
|---|--|
| ☐ Not interested (Skip to Question 18) | ☐ Somewhat interested |
| ☐ Interested | ☐ Very interested |

Reason (please specify): _____

Part 2: Investment Models and Conditions

4. The Project allows certain components and project details to be modified and redesigned, such as structural forms. Would you be interested in modifying and redesigning project details?

☐ Not interested

☐ Interested Modifications/Redesign regarding: _____

Reason (please specify): _____

5. In your opinion, the appropriate term of private investment is _____ years.

Reason (please specify): _____

6. In your opinion, what form should be used for toll rate adjustment?

☐ Consumer Price Index (CPI Index) Adjusted every _____ years

☐ Pre-determined rate (Fixed Rate) Adjusted every _____ years

☐ Other (please specify) _____ Adjusted every _____ years

Reason (please specify): _____

7. What is a suitable investment plan for the rest areas in this Project.

7.1 Based on the forecasted traffic volume, what should be an optimal scheme for phased development for the following components of the rest areas.

Facilities/Components	Single phase	Multiple phase (Based on growth of demand)
• Retail / Commercial Space		
• Restroom Facilities		
• Parking Areas		

7.2 Regarding the appropriate timing for phased development, within a 30-year concession term, by which year at the latest do you believe the final phase of development should be completed in order for the additional investment to remain commercially viable?

☐ Year 5

☐ Year 20

☐ Year 10

☐ Year 25

☐ Year 15

☐ Other (please specify): _____

8. Regarding the management of commercial space within the rest areas, please indicate your recommended approach for the following

8.1 Appropriate Lease Term for standard tenants is _____ years

8.2 Rent Escalation

Rent should be increased by _____ percent every _____ year(s)

8.3 Rent adjustment will be considered based on:

- ☐ Operating performance of subtenants ☐ Inflation rate
☐ Traffic volume entering the rest area ☐ Other (please specify): _____

8.4 Expected Occupancy Rate: _____ percent.

8.5 Based on traffic volume forecasts, what should be the appropriate retail rental rate per square meter per month?

Rental Rate	Restaurants and Beverages	Convenience Stores	Retail Store
• Less than THB 250 per square meter per month			
• THB 250 - 500 per square meter per month			
• THB 500 - 750 per square meter per month			
• THB 750 - 1,000 per square meter per month			
• THB 1,000 - 1,250 per square meter per month			
• THB 1,250 - 1,500 per square meter per month			
• More than THB 1,500 per square meter per month			

Additional comments (if any):

9. Based on the traffic volume forecasts and the commercial revenue projections presented for the project, do you consider the projected figures to be reasonable and consistent with the forecasted traffic volumes?

- ☐ The estimated revenue is reasonable and consistent with the traffic volume
- ☐ The estimated revenue is underestimated when compared with the traffic volume
- ☐ The estimated revenue is overestimated when compared with the traffic volume
- ☐ Other (please specify): _____

10. Based on the traffic volume forecasts, do you consider the projected Operation & Maintenance (O&M) costs presented to be reasonable and consistent with the forecasted traffic volumes?

- ☐ The estimated cost is reasonable and consistent with the traffic volume
- ☐ The estimated cost is underestimated when compared with the traffic volume
- ☐ The estimated cost is overestimated when compared with the traffic volume
- ☐ Other (please specify): _____

11. If the public sector provides an opportunity for private investment under a Net Cost model

- 11.1 To what extent are you interested in participating in investment in the project?

- ☐ Not interested (Skip to Question 12) ☐ Somewhat interested
- ☐ Interested ☐ Very interested

- 11.2 To what extent are you interested in investing in the following scopes of work?

Scope of Work	Not interested	Somewhat interested	Interested	Very interested
• Civil construction works				
• Construction and installation of systems				
• Operation and maintenance (O&M)				
• Construction and operation and maintenance of rest areas				

11.3 Minimum expected financial return (Return on Investment)

- Investment in all construction works and operation and maintenance of the entire project at _____%
- Investment in system works construction and operation and maintenance of the entire project at _____%.

11.4 In which form are you interested in paying the concession fee to the public sector?

Scope of Work	Not Interested	Somewhat Interested	Interested	Very Interested
• One-time payment on the contract signing date				
• One-time payment before commencement of service				
• Annual concession fee payment as agreed				
• Payment upon achievement of agreed targets				
• Payment as a percentage of total revenue				
• Payment as a percentage of revenue above the specified threshold				

Other (please specify): _____

11.5 In what form are you interested in revenue sharing between the public and private sectors?

Scope of Work	Not Interested	Somewhat Interested	Interested	Very Interested
• Sharing based on total revenue				
• Sharing based on revenue above the specified threshold				

12. If the public sector provides an opportunity for private investment under a Gross Cost model

12.1 To what extent are you interested in participating in the investment of the Project?

- | | |
|---|--|
| ☐ Not interested (Skip to Question 13) | ☐ Somewhat interested |
| ☐ Interested | ☐ Very interested |

12.2 To what extent are you interested in investing in the following scopes of work?

scopes of work	Not interested	Somewhat interested	Interested	Very interested
• Civil works construction				
• System construction and installation				
• Operation and maintenance (O&M)				
• Construction and O&M of rest areas				

12.3 Expected minimum financial Return on Investment

- Investment in all construction works, and operation and maintenance of the entire Project: _____ %
- Investment only in system works construction, and operation and maintenance of the entire Project: _____ %

12.4 Which form of Availability Payment by the Government to the private sector would you prefer?

Model	Not interested	Somewhat interested	Interested	Very interested
• Fixed-rate payment				
• Payment varying with traffic volume				
• Open format, allowing the private sector to propose				

☐ Others (please specify): _____

13. If the Government allows private sector participation under the Modified Gross Cost model

13.1 To what extent are you interested in participating in the investment of the Project?

- | | |
|---|--|
| ☐ Not interested (Skip to Question 17) | ☐ Somewhat interested |
| ☐ Interested | ☐ Very interested |

13.2 To what extent are you interested in investing in the following scopes of work?

scopes of work	Not interested	Somewhat interested	Interested	Very interested
• Civil works construction				
• System construction and installation				
• Operation and maintenance (O&M)				
• Construction and O&M of rest areas				

13.3 Expected minimum financial Return on Investment

- Investment in all construction works, and operation and maintenance of the entire Project: _____%
- Investment only in system works construction, and operation and maintenance of the entire Project: _____%

13.4 Which form of Availability Payment by the Government to the private sector would you prefer?

Model	Not interested	Somewhat interested	Interested	Very interested
• Fixed-rate payment				
• Payment varying with traffic volume				
• Open format, allowing the private sector to propose				

☐ Others (please specify): _____

13.5 If the Government provides an Extra Availability Payment, which basis for determining such payment would you prefer?

Model	Not interested	Somewhat interested	Interested	Very interested
• Based on revenue criteria				
• Based on traffic volume criteria				
• Based on service quality criteria				

☐ Others (please specify): _____

14. Please rate the risks that cause concern regarding participation in the Project.

(Score 0-4: 0 = Not concerned, 1 = Low, 2 = Moderate, 3 = High, 4 = Highest)

<u>Score</u>	<u>Risk Issue</u>	<u>Recommendations to Mitigate Risk</u>
_____	Land Expropriation	_____
_____	Design and project configuration adjustment	_____
_____	Engineering and feasibility in construction	_____
_____	Development of other related projects in the project area	_____
_____	Traffic volume and revenue forecast	_____
_____	Economic and Financial risks (e.g., Interest rates, financing)	_____
_____	Environmental Impacts	_____
_____	Social acceptance	_____
_____	Laws, government policies, and contract implementation	_____
_____	Project implementation plan	_____
_____	Force Majeure (e.g., Natural disasters)	_____
Others (Please specify): _____		

15. Setting Service Standards for Rest Areas, In your opinion, which issues should be included in the service standards? (Please respond to every item.)

Service Standard	Appropriateness Level					No opinion	Additional reasons / suggestions		
	Low ◀---▶ High								
	1	2	3	4	5				
Retail shops / restaurants									
● Food and beverage prices shall not exceed prevailing market prices									
● Affordable food outlets shall be									
● Shops selling local community products (OTOP) shall be provided									
Restrooms									
● Adequate number of restrooms, fully equipped with necessary facilities									
● Cleanliness equivalent to leading petrol stations or shopping centers									
● Air-conditioning system									
● No restroom service charge									
● Open for service 24 hours a day									
Other services / facilities									
● Adequate parking for all vehicle types									
● Facilities for persons with disabilities in accordance with applicable legal standards									
● Prayer room									
● Security system, including security guards / CCTV cameras									
● Green areas									
● Free Wi-Fi service									

16. Appropriate Requirements to be Specified in the Contract, What are your views on the following contractual requirements?

Requirement Details	Satisfaction Level					No opinion	Additional reasons / suggestions		
	Low  High								
	1	2	3	4	5				
● Construction of rest areas shall strictly follow the designs specified by the Department of Highways									
● Installation of large advertising signs facing the road shall be prohibited									
● External persons shall be prohibited from using facilities within the rest area premises									
● A new company shall be registered in the project area									
● A proportion of community product (OTOP) shops shall be specified									
● The number or proportion of franchised retail shops shall be limited									
● The height of buildings / structures shall be limited									
● A power generation source may be developed for activities within the area									

17. Permission for the Private Sector to Provide the Following Facilities, What are your views on the following facilities?

Facility	Agreement Level					No opinion	Additional reasons / suggestions		
	Low   High								
	1	2	3	4	5				
● Permission to provide temporary accommodation services									
● Permission to provide Outlet Mall-type retail stores									
● Permission to provide relaxation massage services to relieve fatigue									
● Permission to provide convenience stores for motorway rest areas									
● Permission to provide meeting rooms for business discussions									
● Permission to construct two-level parking or underground parking									

18. Other comments or suggestions.

We would like to thank you for taking the time to respond to this questionnaire.