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Port of Zadar Authority announces

CALL FOR EXPRESSIONS OF INTEREST

Concession for the financing, construction, operation and management of the terminal building at Gaženica new ferry and cruise terminal in Zadar

BACKGROUND

The relocation of the existing ferry port of Zadar in the area of Gaženica, about 3.5 km south of the city of Zadar, has been identified as a priority project by the Government of Croatia. Accordingly, Port of Zadar Authority (PZA) has been entrusted with the responsibility of building and managing a new ferry and cruise port (terminal) at Gaženica. With the guarantee of the Government of Croatia, PZA has been granted loans from European Investment Bank (EIB) and Kreditanstalt für Wiederaufbau (KfW) to finance the corresponding construction works, which have started in May 2009 and are planned to be completed for an opening in 2014.

The marine facilities comprise twelve berths totalling 1,851 m in length, of which three berths, totalling 800 m at the cruise terminal, where the depths are 13 m. The project also makes provision for one Terminal Building for accommodating domestic and international ferry, as well as cruise passenger and vehicle unities referred hereinafter as the "Terminal Building".

PZA is desirous of promoting participation by the private sector for developing the ferry and cruise activities in the ferry and cruise terminal at Gaženica. More specifically, PZA is willing to encourage participation by the private sector in the financing, construction, management, operation and maintenance of the Terminal Building for the benefit of the development of the ferry and cruise traffic at Gaženica.

OBJECT OF THE PRESENT CALL FOR EXPRESSION OF INTEREST

Preliminary Warning: the present Call shall not be understood neither as an invitation for Prequalification, nor an Announcement of Intention to Award Concession, in the sense of the articles 20 and 21 of the Croatian Concession Law dated December 7, 2012, but exclusively in the meaning of its wording: call for free expression of free interest.

PZA is inviting companies or groups of companies to express their interest for tendering for the concession for the financing, construction, management, operation and maintenance of the Terminal Building at Gaženica new ferry and cruise terminal. The concessionaire will also be in charge of marketing the ferry and cruise terminal with a focus to the development of cruise and home port activities.

The concession will be awarded to a Special Purpose Company to be established by the successful tenderer in accordance with the Croatian Company Act.

DESIGN OF THE TERMINAL BUILDING

Companies are invited to express their interest for submitting a tender for building, managing, operating and maintaining the Terminal Building according to (alternative A – the design already prepared by PZA (Build/Operate/Transfer scheme) and building permit issued, or (alternative B) according to their own design (Design/Build/Operate/Transfer scheme).

(C) As per the existing design, the Terminal Building is planned to include: a main building, a technical building, a tower and parking lots at the basement of the Terminal Building. The total closed area of the Terminal Building is 17 912 m² broken down into 16 620 m² for the main building (basement, ground floor, first floor, attic), 1 055 m² for the technical building and 237 m² for the tower. The total unclosed area is about 27 000 m², of which 16 000 m² is parking and 5 400 m² are green areas and terraces. All administrative permits for this Terminal Building have already been obtained in July 2012. The final building permit is valid during 2 years period and its validity can be extended only once for equally 2 years. The tenderers will be authorised to propose rationalisation of this Terminal Building design, as well as a phasing of its construction. The Building blueprints can be consulted on the PZA web-site www.port-authority-zadar.hr.

(D) The minimum functionalities and space requirements for the Terminal Building to be designed and built by the concessionaire will be described in the tender documents for awarding the concession, but it will at least have to accommodate all public services and their equipment required for the functioning of the port (police, custom, PZA, etc.). The tender documents will also determine the conditions under which construction works may be phased in. PZA will provide all assistance to the concessionaire to obtain the construction permits required by the Croatian legislation. At present, according to the Croatian legislation in force and current administrative practice, the procedures for necessary permits (environmental, location and building permits), design period excluded, require around 18 months.

Interested companies can express their interest for submitting a tender for one of the two alternatives, or for both alternatives, at their choice. Only one alternative will be tendered.

MAIN PARAMETERS OF THE FUTURE CONCESSION

For information, the main parameters of the future concession shall be as follows:

- **Perimeter of the concession:** the perimeter of the concession shall cover the entire Terminal Building to be built by the concessionaire on a quayside surface (about 1 ha in Option A - existing design) with direct access to the berths at the domestic and international ferries and cruise terminals. The concessionaire will not be involved in berth operations.
- **Duties of the concessionaire:** they shall comprise: (a) the financing, design and construction of the Terminal Building, including procurement activities and taking steps, in coordination with PZA, to obtain the necessary authorisations and permits; (b) marketing the ferry and cruise terminal with a focus on the development of cruise and home port activities; (c) maintenance and day to day operation of the Terminal Building; (d) other public service obligations necessary for the proper functioning of the Terminal Building and ancillary activities, the concessionaire shall be authorised to undertake under its concession; public service obligations and ancillary services will be detailed in the tender documents for awarding the concession.
- **Investments to be made by the concessionaire:** the costs for the construction of the Terminal Building and its equipment shall be borne by the concessionaire.
- **Concessionaire revenues:** these revenues shall consist of: (1) a contribution of PZA proportional to the volume of traffic of passengers (ferries and cruise) and of vehicles travelling on international ferries; (2) revenues generated by rental/utilisation of offices spaces and commercial premises within the terminal building, if any; (3) other revenues from activities the concessionaire shall be obliged or authorised to undertake under its concession contract, as detailed in the tender documents for awarding the concession.

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• Regulation of tariffs: the tender documents for awarding the concession will determine tariffs which shall be regulated, and the regulation rules, and tariffs which shall be freely fixed by the concessionaire.

• Performance indicators: the concession contract shall fix targets for cruise and home port traffic and for the level of service rendered by the concessionaire; if the concessionaire overcomes the traffic targets, incentives shall apply; if the concessionaire does not achieve the performance targets, penalties shall apply; at the stage of tendering, traffic targets will have to be proposed by the tenderers in their tender, the minimum targets being fixed in the tender documents

• Duration: the concession will be a long-term concession, its duration being fixed in the tender documents.

• Concession fees: the concession fees shall comprise fixed fees and variable fees; the conditions under which the fixed and variable fees shall be fixed and/or proposed by the tenderers in the tender will be determined in the tender documents for awarding the concession.

EXPERIENCE OF THE COMPANY/IES

• The company or consortium of companies submitting their expression of interest must demonstrate a proven experience of the cruise industry, together with experience in construction, operation and maintenance of large buildings.

CONTENT OF THE EXPRESSION OF INTEREST

The Expression of Interest shall comprise:

• A Letter of Expression of Interest. In this letter the company/ies shall indicate if it/they are interested in submitting a tender for alternative A) (existing design), alternative B) (own design), or both alternatives.

• The legal status of the company/-ies.

• Place of registration/incorporation and year of registration/incorporation

• The Legal power of the signatory of the letter of Expression of Interest.

• The profile(s) of the company/-ies giving for the company, or each company of the group:

- Description of activities.

- Organisation, staff per category.

Turnover for the last three years, in euro equivalent.

• References of the company/ies during the last five years, which are relevant for the present project.

Interested companies are not required to provide any further information at this stage.

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INSTRUCTION TO INTERESTED COMPANIES

Firms interested in submitting later a tender either for concession under A. or B. alternative are invited:

- first, to send their confirmation of interest for being invited to visit the location of the Zadar New Port Project and attend presentation of the Project, as well as the Terminal Building design and location in particular, not later than three weeks after this Call for Expression of Interest is published on the PZA's web site: www.port-authority-zadar.hr, to the following mail address: jelena.bakocovic@port-authority-zadar.hr; and djoni.stambuk@port-authority-zadar.hr.

- second, to send their Expression of Interest (EoI) to the following address: Port of Zadar Authority, Attention of the General Manager, Liburnska obala 6/I, 23000 Zadar, Republic of Croatia

Letters of Interest must be sent by registered post or handed in, by 23rd May 2013, at the latest (up to 2:00 hrs p.m. local time in the case of hand delivery).

The receipt dated and signed by the employee at the reception desk who receives the EoI, will provide evidence of the EoI having been handed in.

It is envisaged that the companies, which will express their interest, but also other companies, will be invited, in accordance with the mandatory procedure of the mentioned Croatian Concession Act, to present their tenders in summer 2013 in order the Terminal Building to be completed and operational in 2016.

Port of Zadar
Authority

TOTAL P.05