



Privatisation Unit

17th March 2017

Request for Proposals ('RFP')

Concession to Design, Construct, Finance, Operate and Maintain an International Logistics Hub (ILH) at Hal Far

Clarification Questions and Answers

Question 1

The project is currently seeking one party to finance, design, construct, operate and maintain the facility (over 65 years). Would it be possible for an interested party to provide finance, do the design and construction, and then exit (eg via a sale) - i.e. not operate and maintain the facility?

Answer

The scope of the RFP is not the stimulation of the development of a real estate project, but to stimulate and generate additional economic activity and growth through the additional logistics activities in Malta. Thus, bidders (even as a consortium between developers and operators) need to demonstrate and provide evidence that they have the intention and capability to generate new business and manage/maintain the site accordingly.

Question 2

Could you clarify the role of the Maltese Government - eg is there any form of sovereign guarantee for the project (or if not, would the government consider any form of guarantee)?

Answer

The Maltese Government will provide the necessary institutional support, as clearly outlined in the RFP, to assist the winning bidder to operate the site including discussions with national authorities and customs, and is also making available a significant tract of property for the development of the hub.

With respect to sovereign guarantees, the terms and conditions for the investors are clearly stated in the RFP and no commitment or otherwise on such matters can be made.

It may be of interest to note that Malta Enterprise administers a package of incentives which includes the support measure Investment Aid, link:

<http://www.maltaenterprise.com/support/investment-aid-tax-credits-2014-2020>

which link incorporates relative guidelines and eligibility relating to this incentive.