



## Privatisation Unit

21<sup>st</sup> 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

If a phased approach is presented, is it acceptable that the payment levels are tied to this approach or will the full fee for the use of the total land be chargeable from day one?

##### Answer

The land will be leased as one plot, and thus the full fee will be due throughout the term.

##### Question 2

Given this is an RFP and the communication has been that you are looking for ideas and options as much as formal fixed proposals, are you willing to look at more executive summary level documents with supporting information to be supplied if you are interested? The level of work for a full proposal has an extremely high opportunity cost given the overall risks of the current RFP.

##### Answer

The level of detail to be submitted is totally at the discretion of the applicant, and needs to provide the required detail/evidence to allow the evaluation committee to credibly assess the submission.

##### Question 3

In context to 2. what control are you willing to provide the responders in regard to the 50K DD fee and 350K bond? How can this capital risk be mitigated such that the level of spending by government that effects this has some level of agreement with the responder?

##### Answer

The applicable terms are defined in the RFP, including the bond and fee conditions. These cannot be negotiated at this stage.

#### **Question 4**

If other land is available to the bidder to expand the scope of the project, will the government consider this being included within the ILH provided it is accretive to the economic metrics of the current RFP?

#### **Answer**

It is premature to commit to this at this stage, although due consideration will be given depending on the proposed investment/expansion proposed by the applicant.

#### **Question 5**

If the answer to 4. is yes, will the government allow and positively support moving the current bonded facilities to another appropriate location if needed?

#### **Answer**

The discussion on this may not be delved into at this stage. However, if the proposed move is agreed and approved by the current tenants, then Government will consider said proposal.

#### **Question 6**

What is the exact definition of a partner in the RFP? If a phase approach is taken by those getting involved, then funding is likely to evolve rather than be fixed at the point of bidding. So if a partner does not have an initial financial interest or any material operational influence, do they need to be in the response in any detail? Assuming new partners come onboard in later phases, can you provide reassurance that the structure can be changed provided it does not effect the overall plan and the new partners fulfil the criteria of a responsible fit and proper person test? What would be the process for gaining approval for new partners?

#### **Answer**

At RFP stage, it is imperative that there is evidence that the applicant (and committed partners, if any) has the required financial and technical capability to finance, develop, manage and administer the project.

Should such partners be replaced, then in the replacement should bring the same capabilities to the consortium and agree to the same obligations and terms.

#### **Question 7**

Can a small portion of the land be used for other purposes than logistics that has a potential higher return per sqm?

#### **Answer**

The activities have to be within the context of an international logistics facility, and may include ancillary activities which have to be however linked to the main scope.

4, Clock Tower, Level 1, Tigné Point, Sliema TP01, Malta.  
Tel: (+356) 22209573  
Email: [privatisation.meib@gov.mt](mailto:privatisation.meib@gov.mt)  
Web: [privatisation.gov.mt](http://privatisation.gov.mt)