



Privatisation Unit

28th February 2017

Request for Proposals ('RFP')

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

Clarification Points

Clarification 1

Local / International Trade

The RFP is not intended for the development of a real estate project aimed at concentrating and housing through relocation, local warehousing as the scope of the project is to increase trade activity through Malta and thus create a net benefit to the economy, rather than a mere displacement of current activities from other local sites thus having a negligible net economic benefit. Although the tender does not carry any restrictions on the source of business, it is envisaged that international business will thus be key and central to the profitability of the project.

Should bidders wish to study the incorporation of current trade flows into their business model, then such data may be sourced from national statistics, and those which may be relevant to the site greatly depends on the development plan / concept which the operator intends to develop.

Clarification 2

Additional activities on the site

The inclusion of a sea-air route is completely reliant on the business model which the operator aims to adopt. In certain instances, it may be feasible, which is why it was included as an option.

Additional logistics services such as repackaging, labelling, testing and so on are also identified as potentially key activities which will significantly enhance the profitability and added value of the project and the inclusion of such activities should also have a significantly positive impact on the evaluation of the project.

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Clarification 3

Concession fees

The concession fees are fixed for all bidders and are non-negotiable.

Clarification 4

Phasing of Construction

Phased development is not precluded in the RFP provided that the plan submitted is geared to achieve the metrics specified in the RFP such as the volume of warehouse space being generated within a reasonable timeframe.

With respect to works associated with the easing of traffic congestion, the requirement is heavily reliant on the operational plan which the individual bidders will submit. Government will support the developer for the identification of these works such that these may be reasonable and justified within the context of the overall development.

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