



## Fact Sheet: Planned Request for Proposal

Port of Maldives, Thilafushi Island, Maldives  
Long Term Concession: Lease of Land for Construction and Operation of Port Facilities

To Be Issued November, 2009

**Contents**

---

01. Introduction .....2

02. Background: .....2

03. Indicative Port volumes and projections and Recent volumes at existing Maldives Port: .....3

04. Near-term traffic forecasts .....4

05. Details of the two possible site locations .....5

06. Summary of Agreement Details .....6

07. High Level Assessment Criteria .....6

08. Proposed Timelines for RFP .....7

09. For further information contact: .....7

## **01. Introduction**

Thilafushi Corporation Limited (“TCL”) is offering the opportunity for a private party(s) to establish a long-term lease on land on Thilafushi Island for the purpose of constructing and operating the new Port of Maldives and other related facilities. The successful bidder for this opportunity will be offered a Concession agreement that provides complete control of operations and cargo development at the terminal for the duration of the lease term, enabling it to solidify its presence in the region. In addition a second Concession Agreement will be awarded to the successful party / s to the current site of the Maldives Port for the purposes of facilitating a smooth transfer from one site to the other.

TCL will be submitting a formal request for the submittal of sealed responses to a Request for Proposal (“RFP”) from Respondents in November 2009.

## **02. Background:**

The current Maldives Port, situated in Male, is reaching the end of its lifecycle. A new Port of Maldives is required, and will be located on the nearby Thilafushi Island. This Island is owned and managed by the Thilafushi Corporation Limited (TCL) on behalf of the Government of Maldives (GOM). The successful partner will be awarded a long term lease on a portion of this island for the purposes of building and operating a Port Facility. This new facility will need to be capable of meeting the increasing demands of the growing Nation. Party/s considering a proposal are also encouraged to include other elements of Port / Trade infrastructure that would facilitate the creation of a Maritime Hub at the new Port. The concession agreement will allow sub lease of lands to approved third parties seeking to establish such ancillary businesses within the new Maldives Port (e.g.: Crew Quarters, Refectory facilities, Labour Accommodations, Wholesale Market sheds etc).

### 03. Indicative Port volumes and projections and Recent volumes at existing Maldives Port:

	Number of ships handled (number)	Change on previous year (%)	Import containers (TEUs)	Change on previous year (%)	Export containers (TEUs)	Change on previous year (%)	Container throughput (TEUs)	Change on previous year (%)	Imports (Freight Tons)	Change on previous year (%)	Exports (Freight Tons)	Change on previous year (%)	Throughput (Freight Tons)	Change on previous year (%)	Shipturn round time (Days)
1995	303	N/A	4,215	N/A	3,627	N/A	7,842	N/A	361,757	N/A	6,591	N/A	368,348	N/A	2.83
1996	307	1%	4,866	15%	4,687	29%	9,553	22%	417,251	15%	14,355	118%	431,606	17%	2.85
1997	343	12%	5,762	18%	5,484	17%	11,246	18%	465,337	12%	19,142	33%	484,479	12%	2.74
1998	397	16%	7,240	26%	7,135	30%	14,375	28%	572,138	23%	16,910	-12%	589,048	22%	3.48
1999	394	-1%	8,329	15%	8,202	15%	16,531	15%	569,802	0%	20,940	24%	590,742	0%	3.75
2000	360	-9%	9,381	13%	9,700	18%	19,081	15%	497,989	-13%	24,733	18%	522,722	-12%	2.79
2001	405	13%	9,492	1%	9,106	-6%	18,598	-3%	454,273	-9%	30,978	25%	485,251	-7%	2.27
2002	406	0%	9,624	1%	9,625	6%	19,249	4%	468,378	3%	29,834	-4%	498,212	3%	2.28
2003	445	10%	11,059	15%	10,670	11%	21,729	13%	560,389	20%	30,714	3%	591,103	19%	2.61
2004	437	-2%	15,606	41%	15,060	41%	30,666	41%	708,323	26%	35,262	15%	743,585	26%	2.84
2005	490	12%	16,838	8%	17,022	13%	33,860	10%	771,972	9%	40,129	14%	812,101	9%	2.69
2006	446	-9%	19,776	17%	18,583	9%	38,359	13%	869,531	13%	37,102	-8%	906,633	12%	3.00
2007	481	8%	24,350	23%	23,353	26%	47,703	24%	1,051,099	21%	35,198	-5%	1,086,297	20%	3.23
2008	490	2%	27,045	11%	26,605	14%	53,650	12%	1,092,377	4%	47,431	35%	1,139,808	5%	2.72
2009 upto July	262	N/A	12,972	N/A	15,051	N/A	28,023	N/A	529,145	N/A	28,741	-39%	557,886	N/A	2.98
Projected EOY 2009	524	7%	25,944	-4%	30,102	13%	56,046	4%	1,058,290	-3%	57,482	21%	1,115,772	-2%	N/A

#### 04. Near-term traffic forecasts

For planning purposes, near-term traffic forecasts are summarized in Table 1. Containers are measured by the universal standard of “20-foot equivalent units” (TEUs). Since the Maldives trade is essentially a one-way trade, loaded containers are almost exclusively inbound; the same containers when empty and outbound containers must, however, also be accommodated. Over time, nearly all general cargo is expected to be transported in containers, but provision is made for some ongoing non-containerized break-bulk cargoes.

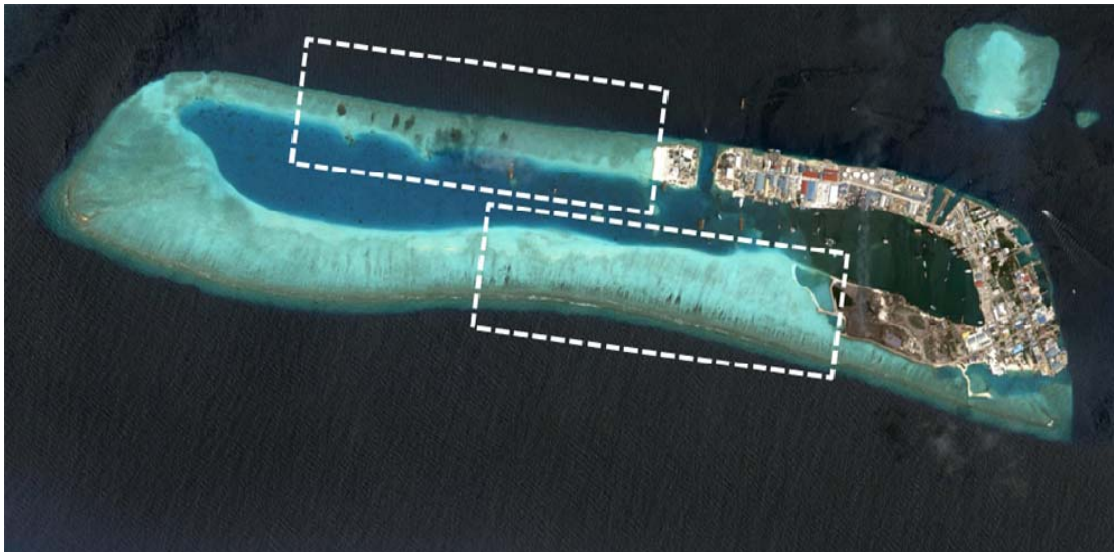
Projected Volumes at new facility. Source: “New Port for Male” IOS Partners.

**Table 1: Final Baseline Cargo Forecast**

	2006	2010	2015	2020	2025	2030	2035
<b>Inbound TEUs (Full)</b>	20,000	30,000	60,000	120,000	180,000	230,000	275,000
<b>Outbound TEUs</b>	19,000	30,000	60,000	120,000	180,000	230,000	275,000
<b>Total TEUs</b>	39,000	60,000	120,000	240,000	360,000	460,000	550,000
<b>Non-container cargo at Male' Port (metric tons)</b>	60,000	80,000	62,000	60,000	60,000	60,000	60,000

**05. Details of the two possible site locations**

Two sites have been identified as locations for the new Maldives Port facility as outlined in the photograph below. Source: Google Earth.

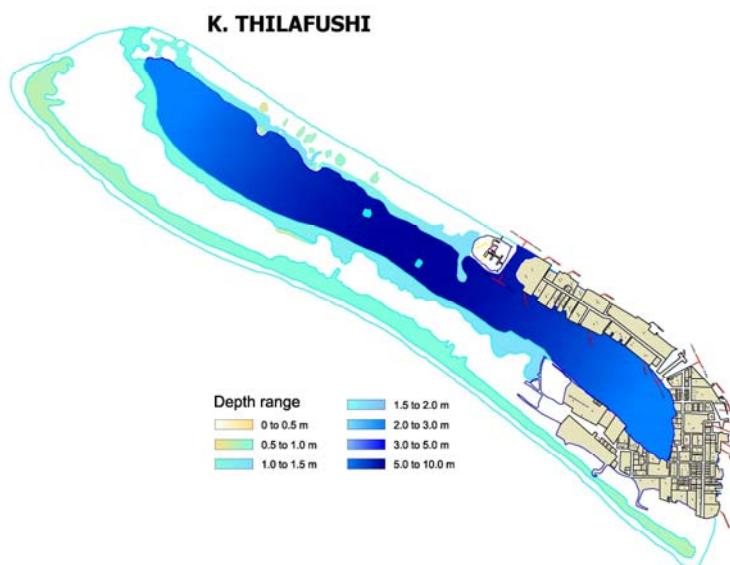


These are not the only possible sites on Thilafushi Island that lend themselves to the purposes of constructing a port facility. The responding parties are free to make proposals for the use of either site dependent on their needs, or suggest a third location should they choose.

The exact site size will be determined by the interested parties. It is expected that sufficient space will be requested to cater for the Port Facility itself and for such additional facilities as proposed.

Where land reclamation is required this can, at the discretion of the responding parties:

1. be provided by TCL on a Fee for Service basis at Market Rate
2. be provided by TCL in return for a negotiated equity stake in the ongoing venture
3. be included within the scope of the proposal



## **06. Summary of Agreement Details**

Thilafushi Corporation will offer the successful party/s a long term Concession Agreement and Lease on behalf of the Government of Maldives (GOM) for the purposes of building and operating the new Maldives Port.

- Successful lessee shall be required to form a Maldivian Company to act as the holder of the concession.
- In addition a second Concession Agreement will be awarded to the successful party / s to the current site of the Maldives Port for the purposes of facilitating a smooth transfer from one site to the other. Full details of these agreements will be provided in the RFP Proper.

Subject to negotiation with the Government of the Republic of Maldives capital plant in use at the current Maldives Port may be transferred to the ownership of the SPV to allow reuse at the new site. Full details of these assets will be provided in the RFP Proper.

## **07. High Level Assessment Criteria**

Draft: TCL expects that a successful Respondent to the RFP will be able to demonstrate its ability to safely, efficiently and productively manage and operate the Thilafushi Island facility during the lease term, including, but not limited to:

- 1) Have sufficient financial strength to support the Facility as described in the Proposal;
- 2) Have the ability to design, and construct a safe and efficient port facility and to procure all needed cranes and equipment;
- 3) Provide and develop a proven management team;
- 4) Providing and operating a state-of-the-art effective Terminal Operating System;
- 5) Adhering to required operating standards, including, but not limited to, systems preservation, environmental, security, policing and risk management;
- 6) Provide a sound and profitable marketing plan for the Thilafushi facility that results in ongoing economic benefit for facility and for the Maldives.

## 08. Proposed Timelines for RFP

Proposed Date	Action
Nov 29 <sup>th</sup> 2009	RFP will be issued
Dec 12 <sup>th</sup> 2009	Site Visits Conducted
Dec 30 <sup>th</sup> 2009	Last date for Questions
Jan 28 <sup>th</sup> 2010	1530 Male Time, January 28, 2009, Date for RFP Submission
Feb 24 <sup>th</sup> 2010	Short List Notification
Feb 28 <sup>th</sup> 2010	Confidentiality Document Exchange, Data Room Commences
Mar 29 <sup>th</sup> 2010	Closure of Data Room
April 11 <sup>th</sup> 2010	Final Submissions Due
April 26 <sup>th</sup> 2010	Notification of Preferred party/s Negotiation of Terms
May 11 <sup>th</sup> 2010	Approvals Processing
May 20 <sup>th</sup> 2010	Financial Close

## 09. For further information contact:

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