

## NEWSLETTER

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### MESSAGE FROM THE ADVISOR ON INVESTMENTS



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The new year has brought in an exciting month for us at Invest Maldives. An important number of agreements have been signed between the government of Maldives and foreign investors demonstrating that the business environment in the

Maldives is emerging strong from the crisis.

Key among these deals include the PPP deal with Apollo Hospitals of India ([www.apollohospitals.com](http://www.apollohospitals.com)) – one of the largest medical services providers outside of the USA - whereby they have agreed on large scale investments and long-term management of the Indira Gandhi Memorial Hospital in Male. Similarly, Preuksa International of Thailand (<http://ps.listedcompany.com/>) signed a real-estate agreement with Housing Development Corporation of the Maldives to provide affordable housing to the people of Greater Male Region.

We are also very proud of the strong expression of interest shown by a number of reputable international companies for the management of Male International Airport, as well as to form a Joint-Venture with the Waste Management Corporation. The period also saw the award of the PPP contracts for public transport in the Maldives for Medhu province to Vermillion International Pvt Ltd on the 26th January 2010 and also for Uthuru province to Dheebaja Investments Pvt Ltd on the 1st February 2010.

In addition, significant opportunities still remain in the Maldives for foreign investors. Tourism sector investments remain in the form of luxury villa development and the operation of boutique resort hotels with the public transport providers. Outside of the tourism sector, we will be highlighting opportunities for the management of Hithadhoo Regional Hospital in the Southern Province on a PPP basis – the second largest health-care institution in the country. If you have

any queries on these and any other sectors of the economy you may be interested in investing in, we remain at your service.

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### INVESTMENT OPPORTUNITIES

#### INVEST IN BOUTIQUE HOTELS

The conclusion of the bidding stages of the



PPP in public transport for the Maldives Project opens a window of opportunity for investors to partner with the transport companies on a number of business ventures. As part of the plan to make the public transport system more viable and attractive to the public, the transport companies are provided with land to build harbours, transit motels, as well as luxury boutique hotels to cater for high-end tourist markets.

Transport service providers are currently seeking potential investors to invest in these opportunities and Invest Maldives can put interested investors in touch with the providers.

Contact us for more information.

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#### HEALTH SECTOR HITHADHOO REGIONAL HOSPITAL

Fast economic growth, increased health knowledge, coupled with a long history of and reverence for health care, has led to the

emergence of strong demand and unmet expectations from patients and the general community. Further, to improve the quality of health care in the main public hospitals in the country, community leaders/representatives are prompting the Government to embark Public Private Partnerships to improve the quality of secondary and tertiary level health care services in Maldives.

In this initiative, the Ministry of Health and Family will form Public Private Partnerships with private parties to:

1. Manage existing health care services provided at HRH
2. Expand service portfolio as a private investment

GoM invites Proposals from parties that demonstrates the health services management and financial capability to successfully take part in the PPP initiative for the Health Sector in the Maldives

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**For more information on these projects please contact**

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### BUSINESS PORTAL

Seeking partners to do business in Maldives? Have your business listed with us at [www.investmaldives.org](http://www.investmaldives.org)

Contact us for more information.

## NEWS AND UPDATES

### APOLLO HOSPITALS TO MANAGE IGMH IN MALE



The Government of Maldives signed an agreement in January 2010, with Apollo Hospitals group to manage the Indira Gandhi Memorial Hospital, in Male', its capital city.

As per the terms of the agreement, signed by Maldivian Health Minister Aminath Jameel and Apollo Hospitals Managing Director Preetha Reddy, in the presence of Maldivian President Mohammed Nasheed, Apollo will run and manage the IGMH and facilitate its growth into a world class super speciality institute.

Over the next three months, Apollo will make an assessment of the needs and work on building super specialisations in orthopaedics, cardiology, gastroenterology, acute care and trauma for 18 months after that, Ms. Reddy said. In the second phase, the possibility of setting up a cancer unit will be examined. Both parties to the agreement will simultaneously look at education, establishing nursing schools in the Maldives initially, and at a later stage, even medical schools, she added.

A total of 25 million US dollars will be invested in the IGMH to finance the development process, President Nasheed said. The agreement with Apollo is to last for the next 20 years and Apollo will receive a management fee for services rendered. A state-sponsored insurance scheme will continue to fund the health care expenses of the Maldivians, he added.

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### HDC AND PREUKSA INTERNATIONAL ENTER INTO HISTORIC JV AGREEMENT



On Tuesday, 26th January 2010, the Housing Development Corporation entered into a historic Joint Venture (JV) Agreement with Preuksa International Company, a subsidiary of Preuksa Real Estate Public Company Limited to develop housing units in Hulhumalé and Malé. Mr. Mahjob Shujau, Managing Director, signed the agreement on behalf of HDC, and Mr. Thongma Vijitpongpun, Chief Executive Officer, signed on behalf of Preuksa International.

The ceremony held at the Auditorium of the STELCO Building, Malé, was attended by the Minister of Housing, Transport and Environment, Mr. Mohamed Aslam, Minister of Economic Development and Trade, Mr. Mohamed Rasheed and the Minister of Finance and Treasury, Mr. Ali Hashim as well as an Executive Team from Preuksa and high level delegates from the Government of Maldives.

The first phase of the project will involve the development of 400 housing units in Hulhumalé, and 250 housing units in Malé, with a mix of 2 and 3 bedroom apartments catering to the middle income market. Mortgage financing for these units

will be arranged through the Housing Development Finance Corporation (HDFC) Plc Maldives.

Depending on the public response to Phase 1, a total of 2,400 housing units will be developed within the next 2 to 3 years. The first phase will be mobilized within three months of completion of the JV registration process. The 650 housing units under Phase 1 will provide housing for approximately 3,900 residents.

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### MALE' INTERNATIONAL AIRPORT : PRIVATIZATION PREQUALIFICATION ANNOUNCEMENT



The Evaluation Committee mandated by the Government of Maldives has reviewed all applications to the Request for Qualifications issued by International Monetary Fund (IMF) on behalf of the Government on December 23, 2009.

All applications considered were received by the deadline date of 17 January 2010 and successfully qualified short-listed parties were informed by IMF on behalf of the Government on 25 January 2010.

The following firms have been formally declared as pre-qualified for the Malé Air-

port PPP project:

1. Reliance Airport Developers Private Limited (RADPL) and Aeropuertos Y Servicios Auxiliares (ASA)
2. SNC Lavalin International and Vienna Airport (Flughafen Wien AG)
3. GMR Infrastructure Limited
4. TAV Airports Holdings Company
5. Unique (Flughafen Zurich AG) and GVK Airport Developers Limited (GVK)
6. Aéroports de Paris Management

#### Next steps

All pre-qualified firms will be invited to tender negotiation before submitting their bids on tender day. The timetable of tender will be communicated shortly by the Government.

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## **BIDDERS SHORTLISTED FOR SOLID WASTE MANAGEMENT PPP PROJECT**

The Government of Maldives, on 10th February 2010, shortlisted 12 firms which submitted Expression of Interests (EOI) for the Solid Waste Management Public Private Partnership Project in Maldives.

The request for EOI was issued on 7th December 2009 and the deadline for submission was 31st January 2010. The shortlisting was carried out by an Evaluation Committee established by the Government. The Committee comprised members from Invest Maldives, Ministry of Finance and Treasury, Waste Management Corporation Limited and Environment Protection

Agency. The Committee was assisted by International Finance Corporation (IFC), member of the World Bank Group, who have been engaged by the Government as the Lead Transaction Advisers for this Project.

The shortlisted parties are:

1. A2Z Infrastructure, India
2. Antony Waste Handling Limited, India
3. Averda Group, Lebanon
4. Earthcare Environment, Malaysia
5. ICNG Holdings, Netherlands
6. Jindal Urban Infrastructure Limited, India
7. Lemna International, USA
8. Organics Group Plc. United Kingdom
9. Ramky Enviro Engineers Limited, India
10. Renewable Energy Management Private Limited, Maldives
11. UPL Environment Engineers Limited, India
12. Veolia Environmental Services, Hong Kong

The shortlisted parties will be issued Requests for Proposals in March 2010.

IFC was engaged by the Government in August 2009 to study the waste management sector in Maldives, conduct field surveys, assess the feasibility of the project, design the transaction structure and provide assistance to the Government to manage the international bidding process in a fair and transparent manner.

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