



Request for Expressions of Interest for the Sub-Concession of the Estaleiros Navais de Cabo Verde - CABNAVE Shipyard

Country: Republic of Cape Verde

Project: Privatization and Public-private partnership – UPPPP

Tender RFP#07/UPPPP/2015

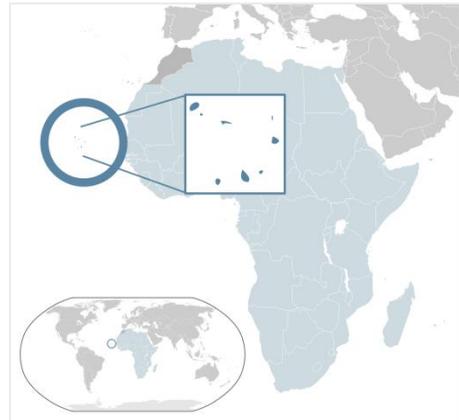
November 13th , 2015

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1 PROJECT

Cape Verde is an archipelago in the central Atlantic Ocean, located 570 kilometres (350 miles) off the coast of Senegal in West Africa. The islands cover a combined area of slightly over 4,000 square kilometres. Cape Verde has a population of about 500,000. Thanks to its good governance, strong democratic institutions, good economic performance and socio-political peace and stability, Cape Verde is seen as an African success story; it graduated from the United Nation's Least Developed Countries List in 2008. Its fastest-growing sector, the tourism industry, has grown by double digits yearly over the last decade. Today Cape Verde is on track to achieve most of the UN Millennium Development Goals.



The government of Cabo Verde has expressed its intention to involve the private sector into the rehabilitation, maintenance and operation of the CABNAVE shipyard for a period of 20 years or more. The shipyard is a medium-sized ship repair facility located on the bay across from Porto Grande in Mindelo, on the island of São Vicente, which is the epicentre of the nation's emerging sea cluster. This fact alone brings a major advantage for the business.

The shipyard was designed and built in 1982 and began operations in 1983. The shipyard, occupies 10 Ha and is equipped with a transversal slipway platform able to dock vessel with displacement up to 2800 tons, 110 meters Loa and 16 meters breath maximum. It also has six shipways 110 meters long and several workshops. There is more than enough space for expansion, if necessary. It provides ship repair services to small- and

medium-size vessels working the waters between the East-North and East-South Atlantic. It currently offers a diverse range of ship repair services, including:

- Painting, blasting and tank coating;
- Equipment installation and repair;
- HVAC and sheet metal works;
- Pipe fitting;
- Engine maintenance and repair; and
- Plate cutting, fabrication and shaft repair.

The Government of Cabo Verde owns the land on which the shipyard is built. The unmovable assets of the shipyard (quay, platform, shiplift and buildings) are owned by CABMAR, a 100% state-owned company, but are in the process of being transferred to ENAPOR, the national port authority of Cabo Verde (CABMAR will be liquidated). The movable assets of the shipyard (equipment) are owned by CABNAVE, which currently operates the facility and is 99%-owned by CABMAR.

The envisaged transaction structure comprises a concession of the land by the government of Cabo Verde to ENAPOR and a sub-concession of the land and infrastructure by ENAPOR to a sub-concessionaire. The equipment and labour will be made available to the sub-concessionaire by CABNAVE, which will cease to operate the shipyard.

The sub-concessionaire will be selected following an international open tender procedure managed by a Transaction Team composed of the Privatization and Public Private Partnership Unit of the Ministry of Finance and Planning and its transaction advisor, RebelGroup International. The present document constitutes the Request for Expressions of Interest, which is the first phase of the tender procedure.

2 INSTRUCTIONS TO INTERESTED PARTIES

Companies (or consortia) interested in taking part in this tender must express interest by sending an email to:
Privatization and Public Private Partnership Unit

Ministry of Finance and Planning

E-mail: upppp@minfin.gov.cv (with cc to cvtender@rebelgroup.com)

The email must contain the below two attachments in pdf format:

- Presentation of the candidate, including company profile and shipyard and/or maritime fleet management and ownership experience (five pages maximum);
- Audited financial statements over the last 3 years.

Other attachments will not be taken into consideration by the Transaction Team.

Expressions of interest must be sent on or before 4:00 pm on November 30th, 2015. The Transaction Team does not assume any responsibility for the untimely delivery of e-mails. In case of discrepancies in the e-mail date and time between the sender and the receiver (the Privatization and Public Private Partnership Unit), the date and time of the receiver shall prevail.

The Transaction Team reserves the right to limit the number of prequalified candidates if too many expressions of interest are received. Prequalified candidates will be issued with a Request for Proposals, will be granted access to an electronic data room containing information about the shipyard, will be given the possibility to visit the facility and will be invited to submit a technical and financial proposal.