



REPUBLIC OF CYPRUS
MINISTRY OF TRANSPORT, COMMUNICATIONS AND WORKS

Limassol Port Commercialisation Transaction
MTCW /LP1/2015

Date: 10/07/2015

Subject: Responses to clarification requests submitted by Interested Parties regarding the Invitation for Expression of Interest ("IEoI") for the commercialisation of the activities of Limassol Port.

Issue number: 4

#	Reference to the IEoI	Question	Response
1	n/a	Clarification for an answer: If members (other than the operator) of any consortium for whatever reason will not become part of the "final consortium" that will submit the binding bid, this "final consortium" will not automatically be disqualified due to the fact that one original member has meanwhile not become part of the consortium.	It possible for the consortium to change following prequalification subject to the provisions set out in Section 4.5 of the invitation.
2	n/a	Please can you confirm the fee based structure the Republic of Cyprus (ROC) via the Ministry of Transport, Communications and Works (MTCW), intends to implement for lots 1, 2 and 3 of the " transaction". For example is it the intention of the ROC-MTCW to adopt a fixed management fee model or adopt another format?	This is a concession based arrangement; details on the envisaged concession fee structure will be made available at the ITT phase.
3	n/a	What is the model of commercialization envisaged under this EOI? What would be the role and responsibility of CPA and Marine Service provider respectively?	Kindly refer to Section 2 of the Invitation. Additional information, to the extent relevant and appropriate, shall be made available during the ITT phase.
4	n/a	Existing Port crafts: We understand that CPA is currently owning and operating the marine crafts utilized for handling vessels at the Port. - Kindly clarify what is the future plan for these marine crafts. - Is it envisaged that current marine crafts would be taken over by the marine service	Details on operational, commercial and financial matters shall be addressed during the ITT phase to the extent such commercial, operational and financial information is available. Clarification requests on such matters will be addressed during the ITT phase.



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		provider? - Kindly provide us with the age profile, engine power, propulsion, Bollard Pull capacity etc. - Is there any third party conditional survey report available for these vessels?	
5	n/a	Is there any business or future growth plan prepared by Independent agencies? Would it be shared with the Bidders?	Details on operational, commercial and financial matters shall be addressed during the ITT phase to the extent such commercial, operational and financial information is available. Clarification requests on such matters will be addressed during the ITT phase.
6	n/a	Existing Port Manpower: - Please clarify what is the future plan for the existing manpower employed by the Port?	Details on operational, commercial and financial matters shall be addressed during the ITT phase to the extent such commercial, operational and financial information is available. Clarification requests on such matters will be addressed during the ITT phase.
7	n/a	Please provide us with data on the financial health of the Port for last five years	Details on operational, commercial and financial matters shall be addressed during the ITT phase to the extent such commercial, operational and financial information is available. Clarification requests on such matters will be addressed during the ITT phase.
8	n/a	Kindly clarify if the Port traffic or throughput would be negatively impacted by the ongoing Greece crisis. What would be quantum of such impact?	Interested parties should conduct their own due diligence during the ITT stage.
9	n/a	Are there any special benefits like Tax waiver, flag state requirements relaxation etc. envisaged for the successful Marine Service provider?	Details on operational, commercial and financial matters shall be addressed during the ITT phase to the extent such commercial, operational and financial information is available. Clarification requests on such matters will be addressed during the ITT phase.



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#	Reference to the IEoI	Question	Response
10	Section 5, point 5.1.1-5.1.1.4 and Section 7	Kindly clarify if electronic copy or submission of EOI through Email is acceptable? IF yes, please provide us with the email id which is to be used for this purpose	This is not acceptable. Submission to be in accordance with Section 5.1 and Section 7 of the Invitation
11	n/a	<p>Please can you confirm the fee based structure the Republic of Cyprus (ROC) via the Ministry of Transport, Communications and Works (MTCW), intends to implement for lots 1 ,2 and 3 of the " transaction " .</p> <p>For example is it the intention of the ROC-MTCW to adopt a fixed management fee model or adopt another format?</p>	Details on operational, commercial and financial matters shall be addressed during the ITT phase to the extent such commercial, operational and financial information is available. Clarification requests on such matters will be addressed during the ITT phase.
12	Section 7	<p>In case of submission for two Lots (e.g. container terminal and multi-purpose facility)</p> <p>Does the bidder need to send the Financial reports for 2012-14 for each of our two expressions of interest (that would be 2 x 3 copies for each year) or is one set only sufficient (i.e. 1 x 3 copies for each year)?</p>	As per Section 3.2.3 of the Invitation Interested Parties should indicate their intention clearly in their response to the Invitation and provide the relevant information in respect of each Lot separately for which they wish to express an interest as set out in Section 7 of the Invitation.
13	n/a	<p>Please provide following information:</p> <p>a) Audited Annual Reports of the Port Authority covering the years from 2011 to and 2014. Should the 2014 Financial Statements have not been audited yet, could you please provide us with a draft set of the 2014 management accounts?</p> <p>b) Port Statistics covering the years from 2010 to date. We acknowledge that you may have not finalized the 2014 figures; in this respect could we have rough 2014 calculations.</p> <p>c) Annual or quarterly forecasts / budgets / estimates covering the current year, 2015, and future years.</p> <p>d) Publications, if any, on possible reconstruction costs or other expected costs resulting from the commercialisation.</p>	Details on operational, commercial and financial matters shall be addressed during the ITT phase to the extent such commercial, operational and financial information is available. Clarification requests on such matters will be addressed during the ITT phase.



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#	Reference to the IEol	Question	Response
14	Section 5, point 5.2	<p>Reference is made to para. 5.2 of the Invitation for Expression of Interest.</p> <p>We herewith ask for an extension of the submission for Expression of Interest (Lot 1) by at least 14 days, i.e. until 31st July 2015.</p>	<p>It is not possible to grant an extension. As per 5.1.3 Expressions of interest must be received by no later than 13:00 hours RoC time on 17 July 2015</p>