



REQUEST FOR EXPRESSIONS OF INTEREST FOR THE PROVISION OF EQUITY FINANCE FOR THE DEVELOPMENT OF LOGISTICS BASES IN THE PORTS OF DOUALA AND KRIBI IN CAMEROON

The Coega Development Corporation's (CDC's) vision is to be the leading catalyst for the championing of socio-economic development. This is realised through its activities as the developer and operator of the Coega Special Economic Zone in Gqeberha (Port Elizabeth), South Africa and in providing Implementing Agency (IA) Services on infrastructure planning and development to National, Provincial, Local Government Departments and State-owned Entities.

The CDC has a strategic operational footprint in South Africa and beyond the borders in the African continent. The CDC's vision is to be the leading catalyst for the championing of socio-economic development. This it seeks to achieve through the development and operation of the 9,003-hectare Coega Special Economic Zone (SEZ), a transshipment hub and a leading investment destination in Africa, providing highly skilled competence and capacity for the execution of quality complex infrastructure and related projects throughout South Africa and selected markets on the African continent, and advisory on the development of industrialization and logistics zones. The CDC's advanced capabilities are successful enablers in economic zone development and management, real assets management, infrastructure planning and development for National, Provincial, Local Government Departments and State-owned Entities, technology integration while realising related socio-economic impact areas such as skills and SMME development. The foundational culture of the CDC's approach, backed by core values, is innovation and continuous improvement.

INVITATION TO SUBMIT EXPRESSION OF INTEREST AND SCOPE OF SERVICES

Following an international call for expression of interest, the CDC was awarded a 20-year concession by the Central African Republic (CAR) for the development of Logistics Bases in Cameroon (CMR). The CDC has completed the business case and civil works studies and undertaken an investigation into the financial structuring and the contractual agreements of the project. ***The focus of this Expression of Interest (EOI) is to seek innovative financial solutions to fund the CDC's further investment into the development of two Logistics Bases in the Ports of Douala and in Kribi, Cameroon.*** The strategic partners are expected to structure and execute bespoke financing for the acquisition of project equity underpinned by the intrinsic value of the project equity.

The project entails the development of centralised multimodal logistics platform for the handling, processing and stocking of all imports and exports destined to or originating from CAR adjacent to the Ports of Doula and Kribi in CMR. The Logistics Bases will enable the CAR Government and economic operators to have secured port infrastructure, shorter transit time, a one-stop-shop for customs clearance, amongst others that will allow for the traceability of goods transiting through CMR and increase customs revenues to the CAR government. The Logistics Bases enjoy exclusivity to handle transit cargoes through the ports of Douala and Kribi to and from the CAR. The Logistics Bases will charge handling, storage fees to private economic users; auxiliary services (scanning, tracking, weighing and fuel provision) form an additional source of income.

The CDC appointed external advisors, to conduct the feasibility study, that forms the basis of reaching financial closure, and has informed the Master Plan, engineering design, and the plans of the Logistics Bases. The cost of the development of the two Logistics Bases and the related port equipment is estimated at USD 25 million (R412.5 million)¹. The CDC intends to reach financial closure and finance the project through non-recourse finance, whereby the Logistics Bases infrastructure and the cash flows from operations, will stand as collateral.

The project is at an advanced stage of development and has attracted viable offers for the project debt portion of 60%. Similarly, the CDC has received expression of interest from potential equity partners which are under further evaluation and negotiation. In its structuring, the project was de-risked in compliance with the appropriate political, market and construction risk insurance and mitigation in place.

Conditions of this Expression of Interest.

- (a) The CDC's Procurement Policy and Procedures shall apply.
- (b) The following legislation shall apply:
 - (i) Public Finance Management Act (Act No. 1 of 1999) (PFMA);
 - (ii) National Treasury Regulations;
 - (iii) Preferential Procurement Policy Framework Act, 2000;
 - (iv) Preferential Procurement Regulations, 2017;
 - (v) B-BBEE Act Number 53 of 2003 (as amended by Act number 46 of 2013);
- (c) Bidders will be evaluated on functionality and are expected to achieve a minimum of 65 points in order to be evaluated further. The evaluation criteria for assessing functionality and assigned weight of each criterion are provided below.
- (d) Bidders including all Consortium/Joint Venture (JV) members, if any, must confirm their company registration with Companies and Intellectual Property Commission (CIPC) as CDC will not award any bid to any business that appears on the CIPC List of de-registered businesses. The CDC may verify company registration with CIPC through BizPortal.

¹ USD 1 = ZAR 16.5

- (e) Bidders (all the members in the Bidding Team in the case of Consortia or Joint Ventures) must provide proof of registration on the National Treasury's Central Supplier Database (CSD) or provide a Treasury CSD registration number e.g. MAAA0.
- (f) Following a second-round procurement where detailed proposals will be called for, the CDC will only award the Bid to a Successful Bidder who is tax compliant. The tax compliant status of the Bidders (and all the members in the Bidding Team in the case of Consortia or Joint Ventures) will be verified through the CSD and South African Revenue Services (SARS) website.
- (g) Public servants are prohibited from conducting any form of business with organs of state, whether in their own capacity as individuals or through companies in which they are directors. Verification will be carried out by the CDC and Bidders will be disqualified should they be found to be in contravention with this requirement.
- (h) The Bidders must nominate a person who will be their Overall Project Team Leader. The Overall Project Team Leader:
 - (i) Should have delegated authority to sign:
 - (1) The Submission;
 - (2) All the Returnable Documents that should also be initialled and submitted as part of the Proposal; and
 - (3) The Agreement to be entered into with the Successful Bidder;
 - (ii) Would be conferred the authority to be the duly Authorised Signatory as would be provided in the **Certificate of Authority of Signatory** that should be included in the Proposal for this RFP Process.
- (i) In the case of JVs/Consortia, the Bidder must include, as part of annexures to their Proposal, a Letter of **Intent to Enter into a JV/Consortium Agreement**.
- (j) Entities are not permitted to be a member of more than one (1) JV/Consortium or Bidding Team.
- (k) Any misrepresentation of information will lead to immediate disqualification of the Bidder's Submission. It is imperative that the duly authorised person conducts quality control on all the documentation to be submitted to the CDC as part of this RFP and signs the submission as a correct and sound documentation that the CDC could put its reliance on.
- (l) Late Submissions will not be accepted.
- (m) The size of emailed submissions shall be limited to 20Mb. If the submission comprises more than one email, the bidder shall include in the email header the email number of that particular email, and how many emails comprise the full submission, i.e. "email 1 of 3" would indicate a 3-part submission. If a bidder fails to comply with this requirement, and as a result of bid is not received, or not received in full, the CDC takes no responsibility for a bidder being deemed non-responsive.

- (n) There will be an online and non-compulsory briefing meeting on **Friday, 18 November 2022 at 10:00 South African Time (08:00 GMT)**. The link contained below may be used to access the meeting:

Microsoft Teams meeting

Join on your computer, mobile app or room device

[Click here to join the meeting](#)

Meeting ID: 380 184 044 036

Passcode: yA4tgN

[Download Teams](#) | [Join on the web](#)

- (o) Prospective bidders will be afforded an opportunity to seek clarity for any queries/questions via tenders@coega.co.za up to five working days prior to closing date of the bid i.e. last questions by 16:30 South African Time (14:30 GMT) on **Friday 25 November 2022**.
- (p) EOI documents may be downloaded from the CDC website: www.coega.co.za **from 12:00 South African Time (10:00 GMT) on Friday, 11 November 2022**. (Tenderers must access the "Tenders/Current" tab on the home page, click on this RFP – CDC/622/22 – pass through the registration screen by completing all details, pass through the Pay Portal (leave the value at R0.00), and the documents will then be accessible).
- (q) One original completed bid document shall be placed in a sealed envelope clearly marked: "CDC/622/22– EOI: Equity Finance for the Development of Logistics Bases in the Ports of Douala and Kribi, Cameroon" and placed in the Tender Box located at Ground Floor, CDC Main Office, Coega Business Centre, Corner of Alcyon Road & Zibuko Street, Zone 1, Coega SEZ, Port Elizabeth, South Africa, or sent by email to tenders@coega.co.za with the title of the email clearly marked: "CDC/622/22 EOI: Equity Finance for the Development of Logistics Bases in the Ports of Douala and Kribi, Cameroon".
- (r) The closing date and time for the receipt of completed bids is **Monday 05 December 2022 at 12h00 South African Time (10:00GMT)** at the reception desk of the CDC Main Office, Coega Business Centre, Corner Alcyon Road & Zibuko Street, Zone 1, Coega SEZ, Port Elizabeth, South Africa or by email to tendersCDC42922@coega.co.za
- (s) EOI submission documents will not be opened in public, and no late submissions will be considered. The names of qualifying respondents will be published on the CDC website.
- (t) Failure to provide any mandatory information required in this bid will result in the submissions being deemed non-responsive and will not be evaluated further.
- (u) Telegraphic, telexed or facsimiled submissions will not be accepted.
- (v) Submissions corrected with correcting fluid will be deemed non-responsive.
- (w) Bidders who choose to submit their Bids/Proposals electronically must note that it is their responsibility to ensure that all pages of the original Bid Document and the supporting documents / Annexures are

initialed, signed, scanned, and included in the electronic submission. Should the electronic submission be missing key pages particularly any documents required for evaluation purposes, CDC reserves the right to not evaluate the bid further. Bidders must first test and confirm that their bid submissions are complete and are accessible before sending the email to CDC. Proposals submitted to an incorrect email address other than the one provided in this document will be disqualified and will not be considered further. CDC **will not** consider submissions that are submitted via links to "Cloud" storage. Only emailed PDF format documents will be acceptable. Bidders who submit electronic bids should keep the original copy of their bid as it will be required on appointment of the successful Bidder.

- (x) The preparation and the submission of the Information is the responsibility of the Respondent, and no relief or consideration shall be given for errors and omissions. Information not providing the necessary content above shall be deemed incomplete and rejected.
- (y) No telephonic or any other form of communication with any other CDC member of staff, other than the named individual below, relating to this request for proposals will be permitted. All enquiries regarding this tender must be in writing only, and must be directed to: Zine Mtanda: Unit Head: Supply Chain Management e-mail: tenders@coega.co.za
- (z) Supplemental information will be made available in a virtual data room.

<p><i>The CDC reserves the right not to accept any proposal.</i></p>
--