

## Port of Zadar Authority

### Concession for the operation and management of the terminal building at Gaženica new ferry and cruise terminal in Zadar

#### Call for expressions of interest

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##### BACKGROUND

The relocation of the existing passenger port of Zadar in the area of Gaženica about 3.5 km south of the city of Zadar has been identified as a priority project by the Government of Croatia. Accordingly, Port of Zadar Authority (PZA) has been entrusted with the responsibility of building and managing a new ferry and cruise terminal at Gaženica. With the guarantee of the Government of Croatia, PZA has been granted loans from European Investment Bank (EIB) and Kreditanstalt für Wiederaufbau (KfW) to finance the corresponding construction works which have started in May 2009 and are planned to be completed for an opening in 2014.

The main facilities comprise a total of twelve berths totalling 1,851 m in length of which three berths totalling 800 m at the cruise terminal where the depths are 13 m. The project also makes provision for one Terminal Building for accommodating domestic, international and cruise passenger and vehicle traffics referred hereinafter as the "Terminal Building".

PZA is desirous of promoting participation by the private sector for developing the ferry and cruise activities in the ferry and cruise terminal at Gaženica. More specifically, PZA is willing to encourage participation by the private sector in the management, operation and maintenance of the Terminal Building for the benefit of the development of the ferry and cruise traffic at Gaženica.

##### OBJECT OF THE PRESENT CALL FOR EXPRESSION OF INTEREST

Pursuant to the Concession Act enacted by the Croatian Parliament at its session October 17, 2008 which has established the general terms and conditions under which concessions may be granted, PZA is inviting companies or groups of companies to express their interest for tendering for the concession of the management, operation and maintenance of the Terminal Building at Gaženica new ferry and cruise terminal. The concessionaire will also be in charge of marketing the ferry and cruise terminal with a focus to the development of cruise and home port activities.

The concession will be awarded to a Special Purpose Company to be established by the successful bidder as per the Croatian Company Act.

##### MAIN PARAMETERS OF THE FUTURE CONCESSION:

For information, the main parameters of the future concession shall be as follows.

- **Delineation of the concession:** the perimeter of the concession shall cover the Terminal Building, including a main building, a technical building, a tower and parking lots at the basement of the Terminal Building. The total closed area of the Terminal Building is 17 812 m<sup>2</sup> broken down into 16 620 m<sup>2</sup> for the main building (basement, ground floor, first floor, attic), 1 055 m<sup>2</sup> for the technical building and 237 m<sup>2</sup> for the tower. The total unclosed area is about 27 000 m<sup>2</sup> of which 18 000 m<sup>2</sup> is parking and 5 400 m<sup>2</sup> are green areas and terraces. The concessionaire will have no responsibilities on the quays and platforms.
- **Duties of the concessionaire:** the duties of the concessionaire shall comprise: (i) marketing the ferry and cruise terminal with a focus to the development of cruise and home port activities; (ii) maintenance and day to day operation of the terminal building; (iii) general coordination of operators intervening within the building; (iv) management of the pay parking lots at the ground floor of the terminal building;

(v) provision of commercial services independently and/or with participation of the selected business partners.

- **Investments to be made by the concessionaire:** the construction costs of the terminal building will be borne by PZA. The investments to be made by the concessionaire shall be limited to ancillary equipment and fittings.
- **Concessionaire revenues:** the concessionaire revenues shall consist of (i) commercial revenues from rental/utilisation of offices spaces (about 1 000 m<sup>2</sup>) and commercial premises (about 2 000 m<sup>2</sup>) plus (ii) a contribution of PZA proportional to the volume of traffic of all passengers (domestic, international ferry and cruise) and vehicles travelling on international ferries
- **Regulation of tariffs:** tariffs for office rental shall be regulated by the concession contract, tariffs for commercial premises shall be freely fixed by the concessionaire.
- **Performance indicators:** the concession contract shall fix targets for cruise and home port traffic and for the level of service rendered by the concessionaire; if the Concessionaire achieves the performance objectives and overcomes the traffic targets, the incentives shall apply; failing this, the incentives will not apply and/or may even have a negative trend; at the next stage during the tendering procedure, traffic targets will have to be proposed by the bidders in their bids, minimum targets being fixed in the tender documents.
- **Duration:** fifteen (15) years with possibly five (05) years extension.
- **Concession fees:** the concession fees shall comprise fixed fees plus variable fees; fixed fees shall consist of an entry fee plus annual fixed fee to be proposed by the bidders in their bid; variable fees shall consist of a percentage of the commercial revenues of the concessionaire; at the next stage during the tendering procedure, the percentage will have to be proposed by the bidders in their bid, a minimum percentage being fixed in the tender document.

#### EXPERIENCE OF THE COMPANY (IES)

- The company or consortium of companies submitting their expression of interest must demonstrate a proven experience of the cruise industry together with an experience in operation and maintenance of large building.

#### CONTENT OF THE EXPRESSION OF INTEREST

The Expression of Interest shall comprise:

- A Letter of Expression of Interest.
- The Legal power of the signce of the letter of Expression of Interest.
- The profile(s) of the company/ies giving for the company or each company of the group:
  - Description of activities.
  - Organization, staff per category.
  - Turnover for the last three years.
- References of the company /ies during the last five years which are relevant for the present project.

Interested companies are not required to provide any further information at this stage

#### INSTRUCTION TO COMPANY /IES INTERESTED IN PREQUALIFYING

Firms interested in being invited to submit a bid for the concession are invited.

- to send their confirmation of interest for being invited to visit the location of the Zadar New Port Project and presentation of the Project and Terminal Building, in particular, not later than three weeks after EoI publication on the PZA's web-site: [www.port-authority-zadar.hr](http://www.port-authority-zadar.hr) to the following mail address: [jelena.bakocovic@port-authority-zadar.hr](mailto:jelena.bakocovic@port-authority-zadar.hr); and [dsilambuk@port-authority-zadar.hr](mailto:dsilambuk@port-authority-zadar.hr)

- to send their Expression of Interest (Eoi) to the following address:

*Port of Zadar Authority*  
*Attention of the General Manager*  
*Liburnska obala 6/1, 23000 ZADAR*  
*REPUBLIC OF CROATIA*

*Applications must be sent by registered post or handed in, by 16th November 2012, at the latest (up to 14:00 hrs pm in the case of hand delivery).*

The receipt dated and signed by the employee at the reception desk who receives the Eoi, will provide evidence of the Eoi having been handed in.

It is envisaged that the companies which will be shortlisted following this call for expression of interest will be invited to present their bid in late 2012 – spring 2013 in order the concession to enter into force before the completion of the Terminal Building.

**PORT OF ZADAR AUTHORITY**