

REPUBLIC OF TUNISIA

MINISTRY OF TRANSPORT

Tunis 21/12/2007

**Mr. The Chairman and Managing
Director of**
Adress :
Country :

subject : Tunisia - Expression of Interest related to the project of realization of Enfidha deep sea port
as a full BOT
Invitation letter

Attach : Memorandum of information

Dear Sir,

Willing to pursue a program of modernization of its port infrastructures, and in consideration of the growth of the container transshipment traffic in the Mediterranean sea and of the saturation of the port installations observed in particular in the central Mediterranean, the Tunisian Government intends to realize a deep water port at Enfidha located in the North-South central axis of the Mediterranean near the principal East-West shipping lines.

For this purpose, the Tunisian Government entrusted to the Dutch Consulting firm Royal Haskoning and its Tunisian partner IDC to carry out a feasibility study of the project (market study, site selection, technical and economic study, institutional and legal aspects). The conclusions of these studies are summarized in the memorandum of information attached and the principal data is as pointed out below.

1. Site Selection

The port will be located at Enfidha which has been selected among eight different studied locations. The site of Enfidha, which has to be confirmed by the results of the environmental assessment of the project, is located on the country's central-east coast and is characterized by the following features:

- strategic positioning in the central Mediterranean near the main shipping lines (at 2 hours of navigation);

- Favorable natural conditions;
 - The -20 m depth line is approximately 1500 m of the coast allowing for short breakwaters and access channel;
 - Moderate wind velocity, below 60km/h in all directions,
 - Small wave heights and weak tide variation levels;
 - Low current speed (average value <1m/s)
 - Inland dredged port on a flat ground with minimum protection and reclamation works;
 - Favorable soil characteristics (soft sediments and absence of hard layers leading for easier and less expensive dredging works which 80% of its products can be reused)

2. Major Assets Of The Project

- Proximity Of Land Transport Connections
 - 3kms from the main North south motorway
 - 4kms from the main Rail line
- Great land reserves for the future extension of :
 - The port beyond 2030 ;
 - The industrial/logistic zone (more than 1000 hectares in a first phase (2010, and more for later)
- Located in an area undergoing fast development
 - Industrial Zones of Enfidha
 - Proximity to an international airport under development

3. Project Description

It is a modular project that could be realized in three steps. The first one has an estimated cost of 600 million Euros and should be brought into service in 2010. It includes mainly:

- Basic infrastructure.
- A container terminal (1500m of quays)
- A multi-purpose terminal (1120m of quays)

In the final step, the container terminal would have an annual capacity of 5 millions TEU's (3600m of quays) and the general-purpose terminal a capacity of 4,5 millions tons (1400 m of quays).

The Tunisian Government seeks to carry out this project in a full BOT (Build-Operate-Transfer) mode. In this purpose, the Tunisian Government solicits the firms and the consortia specialized in the development, the startup and the operation of similar terminals to express their eventual interest to finance the construction and to operate the future port.

This expression of interest is addressed to individual firms or consortium having the necessary experience in one of the following fields :

- development and financing similar projects or container terminals of an amount more than 500 million euros ;
- startup and operation of container terminals of an annual individual capacity higher than 500.000 TEU's, whose activity of transshipment accounts for at least 50%;
- exploitation of a set of container terminals of a total annual capacity more than 1 million TEU's.

The Conditions of the Project Realization:

A- Contribution of the Tunisian Government

1. Basic infrastructure

The Tunisian Government already engaged important investments in the area of the project::

- The construction of a 250km double track motorway A1 which is connected to the Maghrebian motorway;
- The doubling and the modernization of the railway connected to the trans-Maghrebian network;
- The creation of industrial parks in Enfidha. The first section of a 60 ha surface was already put into operation;
- The construction on BOT mode of a new international airport of the Center-East with a capacity in the long run of 20 million passengers. The construction works already started and it is expected to start operating by March 2009.

Other public investments are also planned such as :

- The construction of an interchange to the motorway and the access road to the port in 2x2 ways dimensioned for a heavy traffic estimated at 800.000 vehicles/year.
- The connection of the port to the railroad including necessary installations at the existing station and crossing structures.
- Power supply of the port starting from the national network high voltage ;
- Drinking water supply starting from the existing adduction network;
- The installation of an optic fiber link with the telecommunications and data transmission networks;

- The realization of a new waste water treatment plant covering the needs of the port and the airport.

2. Foreign direct investment encouragement

The Code of incentive to the investments, promulgated by the law n° 93-120 of December 27, 1993 grants tax advantages for the sectors of industry and services to the level of construction and the operation.

In addition, Tunisia concluded bilateral agreements with many countries envisaging non-double taxation.

B- Commitments of the candidate

This project shall be developed in the mode of a full BOT. It means that the selected investor will have to take in charge all the cost for infrastructure and superstructure construction works as well as the expenses of the necessary equipments. He has to take in charge in particular:

- Complementary ground investigations and detailed technical studies of all the works as well as the project environment impact study ;
- The construction of protection structures which consist in the two northern and southern breakwaters which lengths are estimated respectively at 800m and 1500 m;
- The dredging of the access channel and the port basins to the depth required (-18m), the volume of dredging for the whole phases of the project is estimated at 60 millions m³.
- The complete construction of the quay walls ,
- The execution of the platforms of the container terminals and the bulk terminal;
- The supply and the installation of the equipment of handling and the various equipment of the container terminals and the bulk terminal;
- The construction of the service quay and supply of the maritime equipment and means;

The candidate will have also the responsibility to market the installations and services near of the international maritime transport and trade operators.

Moreover, it is possible to entrust to the candidate the development and the operating of the economic activities and logistic zones contiguous to the port.

C- Conditions of Expression of Interest

All interested candidates by **the realization of the project in a full BOT mode** are invited to express their interest, in order to be invited later on to submit a complete proposal.

The deadline for the reception of the confirmation of your interest for the realization of this project in the form of a BOT full is fixed at January 31, 2008 at 4PM, Tunis time (GMT +1). Only the official seal of the "Bureau d'Ordre Central" of the "Ministère du Transport" will be considered.

The expression of interest can be deposited at the "Bureau d'Ordre Centrale" of the "Ministère du Transport" or sent by registered mail under sealed fold being marked as following:

“PORT EN EAUX PROFONDES D’ENFIDHA »

Manifestation d'intérêt pour la réalisation du projet sous forme de full BOT.

NE PAS OUVRIR”

To the following adress :

Ministère du Transport

Avenue 7 novembre

- 2035 Tunis - Tunisie

Tél : +216 71 806 362 ;

Fax : +216 71 806 413

Email : mokhtar.rachdi@mt.gov.tn

Any request for additional information will have to be subjected in writing to the same address. Any expression of interest received beyond the deadline, as attested by the official seal of the "Bureau d'ordre Central" of the "Ministère du Transport" will be declared inadmissible.

LE MINISTRE DU TRANSPORT

Abderrahim ZOUARI