



REPUBLIC OF CYPRUS  
MINISTRY OF TRANSPORT, COMMUNICATIONS AND WORKS

**Limassol Port Commercialisation Transaction  
MTCW /LP1/2015**

**Date: 01/07/2015**

**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: 2**

#	Reference to the IEoI	Question	Response
1	N/A	Referring to the IEoI for Limassol Port Commercialisation. It is stated that the multipurpose terminal is envisioned to handle RORO, general cargo and cruise passengers. As of 2014, the number of passengers registered is 140,000 while general cargo is 1 million tonnes. May we understand the breakdown of general cargo in terms of categories/types and volume? At this stage, will it be possible for the Ministry to provide us with the RORO volume as well?	Information will be provided in the ITT stage.
2	N/A	Will the Interested Party who is ultimately successful in this process have the flexibility to enter into relevant transaction documents through a wholly owned SPV or wholly owned subsidiary (with the identity of such SPV or subsidiary to be determined later in the process)?	Relevant requirements will be specified in the ITT documentation.
3	N/A	The IEoI is silent on certain formalities regarding supporting documents. Should it be assumed that, for example, documents or signatures are not required to be notarised or legalised?	Documents and signatures are not required to be notarised and legalised.



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#	Reference to the IEol	Question	Response
4	N/A	Regarding technical eligibility criteria it is required to demonstrate that in each of the past three years, the Operator has directly operated minimum thresholds regarding the different Lots. Is it sufficient to refer to annual reports (to be enclosed to the submission), or do you require ad-hoc letters signed by Port Authorities certifying KPIs relevant to each of the Lots?	Annual reports are sufficient proof if they demonstrate the above. Alternative documentation may also be acceptable.
5	N/A	In terms of the physical submission, can you please confirm whether bidders intending to bid for the three lots can enclose all the documentation in one single parcel or, alternatively, three different parcels need be submitted for consideration?	Interested Parties wishing to submit an Expression of Interest for more than one Lot should make separate submissions / parcels for each Lot.
6	1.2. / 2.2.2	(a) What is the reason for the vessel length restriction of 340m and will this restriction persist during the course of the concession term, i.e. 25—30 years? (b) We understand that there are plans to extend the west CT to 500m. Can you please advise status of the planned extension?	This is due to the application of the PIANC channel and turning circle design guidelines. As is stated in section 2.2.2 of the IEol, the upgrades currently undertaken by the CPA in relation to Limassol Port are expected to be completed in 2016. Further details will be provided in the ITT phase.
7	2.2.3b / 2.3.2	Marine Services: Will all of the services mentioned in the IEol be included in the package or some of them will be handled separately e.g. pilotage?	As is stated in section 2.3.2 of the IEol, all the services stated in the IEol will be part of the scope of the Marine Services concession.
8	5.3.3.	Where is the Q&A area on the website? Please provide a link.	<a href="http://www.mcw.gov.cy/mcw/mcw.nsf/All/D2B1AF853CDD08ADC2257E68003477E6?OpenDocument">http://www.mcw.gov.cy/mcw/mcw.nsf/All/D2B1AF853CDD08ADC2257E68003477E6?OpenDocument</a>
9	1.2.3	If the final shareholder structure is not known at the time of submission of Expression of interest is it sufficient to provide a statement of the Operator that the Operator will hold at least 26% throughout the process and in the SPV for at least the minimum lock-in period?	In the Expression of Interest, the shareholdings as currently envisaged will need to be stated. The ITT documentation will set out the circumstances where there is a change to the shareholding structure post your submission of the Eol.



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#	Reference to the IEOI	Question	Response
10	3.2.1	If the annual reports of the bidder are not published in English language, will it be sufficient to provide copies of the audited originals in any other language and provide a translation of the relevant passages, i.e. P&L, balance sheet?	In case the documents are not in English, the Interested Party's auditor will need to provide confirmation of requested figures for the purposes of the evaluation. The Authority reserves its right to seek further clarifications if required.
11	N/A	Is the west basin quay line of 320m out of the scope of the Lot 1 Container Terminal concession as the quay is coloured in yellow in the drawing (the multi-purpose terminal)?	Yes
12	2.3.2.	If a single bidder can only bid for ONE concession or have to participate in all THREE concessions bidding?	As per section 3.2.3 Interested Parties can bid for one, two or three of the Lots.
13	N/A	We wish to clarify if an interested party can only bid for one of the services mentioned in Marine Services (Lot 2), namely tugs and towage instead of the full services mentioned herein.	If an Interested Party is bidding for a Lot, it is bidding for the entire Lot.
14	N/A	Does an interested party have to set up a locally registered company or joint venture setup in event if that they are successfully awarded the Service concession?	Will be specified in the ITT documentation.