



Infrastructure  
Concession  
Regulatory  
Commission

**THE FEDERAL GOVERNMENT OF NIGERIA REPRESENTED BY  
THE FEDERAL MINISTRY OF AVIATION**

In line with the Infrastructure Concession Regulatory Commission (Est.) Act 2005  
and the National Policy on Public Private Partnership (N4P)

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**REQUEST FOR QUALIFICATION (RFQ) PACKAGE**

FOR

**CARGO/AGRO-ALLIED TERMINALS**

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Reference No: -----

Prepared By



6<sup>th</sup> May 2022

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## DISCLAIMER

The information contained herein (or subsequently provided) to the Applicants, whether verbally or in documentary or any other form, by or on behalf of the Sponsors or any of its employees or advisors is provided to Applicant(s) on the terms and conditions set out in this RFQ Package and such other terms and conditions subject to which such information is provided.

This RFQ Package is not an agreement and is neither an offer nor invitation by the Sponsors (as hereinafter defined) to the prospective Applicants or any other person. The purpose of this RFQ Package is to provide interested parties with information that may be useful to them in the formulation of their application for qualification pursuant to this RFQ Package (the “**Application**”). This RFQ Package includes statements, which reflect various assumptions and assessments arrived at by the Sponsors in relation to the Project. Such assumptions, assessments and statements do not purport to contain all the information that each Applicant may require. This RFQ Package may not be appropriate for all persons, and it is not possible for the Sponsors, its agencies or advisors to consider the investment objectives, financial situation and particular needs of each party who reads or uses this RFQ Package. The assumptions, assessments, statements and information contained in this RFQ Package may not be complete, accurate or adequate. Each Applicant may conduct its own investigations and analysis and should check the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments, statements and information contained in this RFQ Package and obtain independent advice from appropriate sources.

Information provided in this RFQ Package to the Applicants is on a wide range of matters, some of which may depend upon interpretation of law. The information given is not intended to be an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. The Sponsors accept no responsibility for the accuracy or otherwise for any interpretation or opinion on law expressed herein.

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The Sponsors also accept no liability of any nature whether resulting from negligence or otherwise howsoever caused arising from reliance of any Applicant upon the statements contained in this RFQ Package. The Sponsors may, in their absolute discretion but without being under any obligation to do so, update, amend or supplement the information, assessment or assumptions contained in this RFQ Package. The issue of this RFQ Package does not imply that the Sponsors are bound to select, and short-list qualified Applications for the Project and the Sponsors reserve the right to reject all or any of the Applications or Bids without assigning any reasons whatsoever.

The Applicant shall bear all its costs associated with or relating to the preparation and submission of its Application and the Sponsors shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by an Applicant in preparation or submission of the Application.

## LIST OF DEFINITIONS

Applicant	An interested party or Consortium who submits an Application in accordance with the provisions of this RFQ.
Application	The submission of an interested party or Consortium in response and in accordance with the provisions of this RFQ.
Authorized Representative	A natural person designated by the Applicant or Consortium who has the legal authority to represent the Applicant or Consortium for all matters relating to the RFQ.
Bid Documents	RFP and other documents to be provided by the PDT.
Bidder	A qualified and shortlisted Applicant.
Bidding Process	The two-stage process adopted by PDT with the approval of the ICRC, involving the Qualification Stage followed by the Bid Stage.
Bids	Technical and financial offers to be submitted by bidders.
CAC	Corporate Affairs Commission
Concession	20-year Design, Build, Finance, Operate and Transfer (DBFOT) with private developer undertaking the design, construction and financing obligations, in consideration of the project revenues to be earned from rental income and property leases, utility and management fees and so on).
Concessionaire	Private Developer
Consortium	A group of entities coming together to submit an Application
DBFOT	Design-Build-Finance-Operate and Transfer
Exclusive Member	A member of a Consortium holding or intending to hold at least 10% interest in the Consortium.
FIRS	Federal Inland Revenue Service
FMA	Federal Ministry of Aviation
FGN	Federal Government of Nigeria.

Form	Any form included in Section C of this RFQ Package.
ICRC	Infrastructure Concession Regulatory Commission.
ITF	Industrial Training Fund
FMA Project	The FMA is seeking to attract private capital and expertise to design, build, finance, operate and maintain aviation and ancillary infrastructure that are urgently required for the actualization of the rejuvenation of the aviation sector. FMA has identified the development of Cargo/Agro-Allied Terminals at strategic locations across the country.
Lead Member	A Member of a Consortium holding or intending to hold at least 30% interest in the Consortium as well as have management control of the Project.
N4P	National Policy on Public Private Partnership.
NDA	Non-Disclosure Agreement to be signed by an Applicant prior to being issued the Bidding Document.
NGN	Nigerian Naira
NIPC	Nigerian Investment Promotion Commission
NEPC	Nigerian Export Promotion Council
NEPZA	Nigeria Export Processing Zone Authority
O&M	Operation and maintenance of high-rise, mixed-use real estate assets
OBC	Outline Business Case
OBCCC	Outline Business Case Compliance Certificate
PDT	Project Delivery Team for the cargo allied terminal Project.
PPP	Public Private Partnership.
Principal Contact Person	A natural person designated by the Applicant or Consortium who acts as the contact person of the Applicant or Consortium for all matters relating to the RFQ.

Project	The FMA is seeking to attract private capital and expertise to design, build, finance, operate and maintain aviation and ancillary infrastructure that are urgently required for the actualization of the rejuvenation of the aviation sector. FMA has identified the development of Cargo/Agro-Allied Terminals at strategic locations across the country.
Proponent	A party or Consortium interested in or contemplating to submit an Application in response to this RFQ.
Qualification Stage	The first stage of the Bidding Process.
RFP	Request for Proposals.
RFQ	Request for Qualification.
SMEDAN	Small and Medium Enterprises Development Agency
Sponsors	Joint reference to the Federal Ministry of Industry Trade and Investment and Tafawa Balewa Square Management Board
SPV	Special purpose vehicle established by a Consortium.
FMA	Federal Ministry of Aviation
Transaction Advisors	The Infrastructure Bank Plc
USD or US\$	United States Dollar.



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## INTRODUCTION

### 1.1. Background

The Federal Government of Nigeria (“FGN”), through the Federal Ministry of Aviation (“FMA”) is seeking to reposition the Nigerian aviation sector as part of its concerted efforts to diversify the national economy from an over-reliance on oil, towards boosting productivity, enhanced competitiveness, value creation, wealth and inclusive growth for the nation. The FMA is seeking to attract private capital and expertise to design, build, finance, operate and maintain aviation and ancillary infrastructure urgently required for the actualization of the rejuvenation of the aviation sector. FMA has identified the development of 7 Cargo/Agro-Allied Terminals at different airports across the country (the “Project”), as one of the priority projects for the renaissance of the aviation sector in the Ministry’s aviation master plan.

FMA is desirous of procuring reputable Concessionaires/Developers for the Project, on a design-build-finance-operate-transfer (“DBFOT”) basis.

In line with the extant laws and regulations as stipulated for Public Private Partnership (“PPP”) procurement process, federal Ministry of Aviation procured the services of The Infrastructure Bank PLC (“TIB” or the “Bank”) to act as Transaction Advisor, and anchor pre-development phase as well as providing assistance to the Ministry in procuring a credible and capable Concessionaire that would undertake the re-development of the Independence Building into the cargo allied terminal. The pre-development phase of the Project culminated in the development of an Outline Business Case (“OBC”) submitted to the Infrastructure Concession and Regulatory Commission (“ICRC”). Having reviewed the OBC report, ICRC has issued an OBC Compliance Certificate (“OBCCC”) to Ministry in respect of the Project.

The Project Overview:

Requirement	Description
Asset Type	Cargo/Agro Allied terminals
Classification	Aviation sector
Location	Kebbi, Plateau, Katsina, Cross River, Edo, Ondo, and Adamawa
Project Site	The Project will be sited at the Sir Ahmadu Bello International Airport, Kebbi; Yakubu Gowon Airport, Jos; Katsina Airport, Katsina; Margaret Ekpo International Airport, Calabar; Benin Airport, Benin City; Akure Airport, Akure; and Yola Airport, Yola.

Requirement	Description
Development Objectives	<p>The development of Cargo/Agro-Allied terminals at airports where cargo evacuation demand is enough to sustain commercial operations would leverage already existing infrastructure towards significant revenue generation that impacts transportation and agriculture.</p> <p>As part of the FMA’s effort to significantly improve its revenue generating capacity, there is concerted effort to increase the cargo throughput at airports in Nigeria. A sure-fire way is to increase agro-cargo at the airports which are currently dominated by passengers, while being underutilized for cargo transportation. The development of agro-allied terminals is not restricted to the conversion of existing facilities nor the construction of new terminals, but involves the holistic review of the existing market and enabling environment, identifying the optimal locations for agro terminals and ensuring the most cost effective approach to developing the much needed terminals are adopted.</p>
Transaction Procedure	International Competitive Tender
Investment Structure	Incorporated privately-owned Special Purpose Vehicle
Nature of Grant	30-year Concession (Design, Build, Finance, Operate and Transfer, with private developer undertaking the design, construction and financing obligations, in consideration of the project revenues to be earned from various cargo, and non-cargo tariffs).
Grantor/Lessor	Federal Ministry of Aviation (“FMA”)
Sponsor	Federal Ministry of Aviation
Concessionaire	Private Developer
General Obligations of Concessionaire	<ul style="list-style-type: none"> <li>▪ Detail Design of the Cargo/Agro-Allied terminal in accordance to the technical requirements</li> <li>▪ Build the Cargo/Agro-Allied terminal in accordance with the technical requirements and project timeline</li> <li>▪ Finance the Cargo/Agro-Allied terminal with debt &amp; equity</li> <li>▪ Operate the Cargo/Agro-Allied terminal according to international standards and agreed performance standards</li> </ul>

Requirement	Description
	<ul style="list-style-type: none"> <li>▪ Maintain the Cargo/Agro-Allied terminal to ensure optimal operational performance</li> <li>▪ Transfer the fixed assets at the end of the concession term, to the FMA.</li> </ul>
Fees	<ul style="list-style-type: none"> <li>▪ Commencement/Upfront Fees</li> <li>▪ Royalty Fees</li> </ul>
Principal Project Agreements	<ul style="list-style-type: none"> <li>▪ Concession Agreement</li> <li>▪ Financing Agreements</li> </ul>
Financing	Shareholders of the Project Vehicle will provide equity financing for the Project. Additional capital requirements is expected to be raised from debt financing sources.
Construction Commencement Date	Construction will commence in 2023 upon execution of the Concession Agreement.
Commencement of operations	Within one (1) to two (2) years from the Construction Commencement Date.

In accordance with the N4P, a Project Delivery Team for the Cargo/agro-allied terminals Project, tasked with the responsibility of supervising the procurement process has been established. In furtherance to the foregoing, the Project Delivery Team (“PDT”) now issues a Request for Qualification (“RFQ”) and seeks Applications from reputable and interested companies for the implementation of the Cargo/agro-allied terminal Project.

## 1.2. Bidding Process

**1.2.1** The PDT, with the approval of the ICRC, has adopted a two-stage bidding process (collectively referred to as the “**Bidding Process**”) for selection of the Bidder for award of the Project. The first stage (the “**Qualification Stage**”) of the process involves qualification (the “**Qualification**”) of interested parties/consortia who submits an Application in accordance with the provisions of this RFQ (the “**Applicant**”, which expression shall, unless repugnant to the context, include the Members of the Consortium). At the end of this stage, suitably qualified Applicants shall be informed of their eligibility for participation in the second stage of the Bidding Process (the “**Bid Stage**”) comprising Request for Proposals (the “**Request for Proposals**” or “**RFP**”).

**1.2.2** In the Qualification Stage, Applicants would be required to furnish all the information specified in this RFQ. Only those Applicants that are qualified and short-listed by the PDT shall be invited to submit their Bids for the Project. Those who are shortlisted must execute

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a Non-Disclosure Agreement (“NDA”). The PDT is likely to provide a comparatively short time span for submission of the Bids for the Project.

- 1.2.3** In the Bid Stage, the Bidders will be called upon to submit their technical and financial offers (the “**Bids**”) in accordance with the RFP and other documents to be provided by the PDT (collectively the “**Bidding Documents**”).
- 1.2.4** During the Bid Stage, Bidders are invited to examine the Project in greater detail, and to carry out, at their cost, such studies as may be required for submitting their respective Bids for implementation of the Project.
- 1.2.5** As part of the Bidding Documents, the PDT will provide draft heads of terms for the Concession Agreement as well as other information pertaining/ relevant to the Project.
- 1.2.6** Details of the process to be followed at the Bid Stage and the terms thereof will be spelt out in the Bidding Documents.

### **1.3. Schedule of RFQ Process**

The timeline of the RFQ process is stated below:

<b>Key Milestone</b>	<b>Date</b>
RFQ Package available for access to Bidders	August 01, 2022
Deadline for RFQ Clarification	August 29, 2022
Deadline for Ministry’s Response	September 05, 2022
Deadline for Bids submission (the “ <b>Bids Due Date</b> ”)	1500 hours Nigerian Time on - <b>September 12, 2022</b>
RFQs Evaluation	Immediately after Deadline for Bids Submission

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## A. INSTRUCTIONS TO APPLICANTS

### 1) Scope of Application

- 1.1. This RFQ Package is issued for reputable and qualified applicants to submit applications for qualification in respect of the Project.
- 1.2. Shortlisted Applicants may subsequently be invited to submit bids for the Project.

### 2) Eligibility of Applicants

The following factors shall be applied to determine the eligibility of Applicants for qualification for the Project:

- 2.1. An Applicant may be a single entity or a group of entities (“**Consortium**”) coming together to submit an Application for the implementation of the Project. However, no Applicant applying individually or as a member of a Consortium can be member of another Applicant. The term Applicant used herein would apply to both a single entity and a Consortium.
- 2.2. A group of entities forming a Consortium must provide evidence thereto by a Letter of Intent to enter into a Consortium Agreement, a Power of Attorney duly signed by each participating member granting the Lead Member the powers to submit the bid and enter into negotiations with the Grantor, on behalf of the Consortium and an accompanying draft Consortium Agreement highlighting the proposed shareholding of the Consortium members **or** an existing Consortium Agreement specifically entered into by all the entities for this application, along with the Power of Attorney, as described herein. However, when the preferred Applicant is selected, the Consortium shall be required to establish a special purpose vehicle (“**SPV**”) in order to sign the Concession Agreement. A Consortium must have a Lead Member (holding at least 10% interest in the Consortium as well as have management control of the Project) and Exclusive Members (holding at least 10% interest in the Consortium). All parties in a Consortium shall be jointly and severally liable for the relevant obligations in respect of the Application. Changes in the membership of a Consortium (whether by way of exit of existing members or entry of new members or internal reapportionment of the participation percentages) following the submission of the Application must be notified to the PDT no later than the submission of the Bids during the Bid Stage and provided: (i) the Consortium continues to fulfil the minimum technical and minimum financial criteria set out under this RFQ; and (ii) any notification to the PDT in relation to any change in the membership of a Consortium by way of entry of new members must be accompanied by the necessary supporting documents as applicable otherwise the change shall not be approved. The formation of a new Consortium by any way following the submission of Application by the Applicant is not permitted.
- 2.3. The eligibility criteria listed in this Clause 2 shall apply to the Applicant, including the parties constituting the Applicant.

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- 2.4.** An Applicant may have the nationality of any country, subject to the restrictions pursuant to Sub-clause 2.6. An Applicant shall be deemed to have the nationality of a country if the Applicant is constituted, incorporated or registered and operates in conformity with the provisions of the laws of that country, as evidenced by its Certificate of Incorporation/Registration or any other equivalent document evidencing registration of the company or companies (for a Consortium) in country of registration, Articles of Incorporation, Charters, or any document constituting its constitutional documents.
- 2.5.** An individual Applicant shall submit only one Application in the same RFQ process. The Lead member of the Consortium shall not participate in more than one Application, in respect of the RFQ. Where a firm is a Member of a Consortium or a subcontractor on the Application, provided that the firm is not the Lead Member of the Consortium, such a firm is permitted to participate as a member of other Consortiums in the same process. An individual Applicant or Lead Consortium member who submits, or participates in, more than one Application will cause all the applications in which the Applicant has participated to be disqualified.
- 2.6.** Applicants from an eligible country may be excluded if: (i) As a matter of Nigerian law, regulations or international conventions to which Nigeria is a signatory, the FGN prohibits commercial relations with that country, provided that the PDT are satisfied that such exclusion does not preclude effective competition for the supply of goods or the contracting of works required; or (ii) By an act of compliance with a decision of the United Nations Security Council taken under Chapter VII of the Charter of the United Nations, the FGN prohibits any import of goods or contracting of works or services from that country, or any payments to persons or entities in that country.
- 2.7.** An Applicant will be disqualified if it (or in the case of a Consortium, any of its members) does not meet any of the following exclusion criteria:
- (a) The Applicant must not be in a state of bankruptcy or liquidation;
  - (b) The Applicant must not be subject to a bankruptcy application;
  - (c) The Applicant has not been found guilty of an offence which raises doubts about the professional integrity of the Applicant, its shareholders, or member(s);
  - (d) The Applicant has not committed a grave error in the performance of its profession;
  - (e) The Applicant has met its obligations with regard to the payment of social security contributions or taxes, in accordance with the legal requirements in the country in which it is established;
  - (f) The Applicant has not been guilty of making false statements in the provision of information, including statements made for the purpose of an application and the information submitted on the basis thereof.
  - (g) The Applicant is not Nigerian Government owned or controlled (whether wholly or partly);

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- (h) In the case of a Consortium, all Consortium Members have applied only once and are not Applicants in their own right or Consortium Member of another Applicant;

**2.8.** Any Applicant found to have a Conflict of Interest in respect of this process shall be disqualified. An Applicant shall be deemed to have a Conflict of Interest, if:

- (a) such Applicant has the same legal representative for purposes of this Application as any other Applicant; or
- (b) such Applicant, or any officer thereof has a relationship with another Applicant, or any officer thereof, directly or through common third party/ parties, that puts either or both of them in a position to have access to each other's information about, or to influence the Application of either or each other; or
- (c) such Applicant, or any officer thereof has participated as a consultant to the PDT in the preparation of any documents, design or technical specifications of the Project; or
- (d) the Applicant engages any adviser that has previously advised the Sponsors or any of their agencies in any manner in relation to the Project.

### **3) Amendment to RFQ Package**

**3.1.** The PDT may for any reason, whether at its own initiative or in response to clarifications requested by an Applicant, amend the RFQ Package by issuing an addendum at any time prior to the deadline for submission of applications.

**3.2.** Any addendum issued shall be part of the RFQ Package and shall be communicated in writing to all Applicants who have obtained the RFQ Package.

**3.3.** The PDT may, at its discretion, extend the deadline for the submission of applications in order to give prospective Applicants reasonable time to take an addendum into account in preparing their applications.

### **4) Preparation of Application**

#### **4.1. Number of Application**

No Applicant shall submit more than one Application for the Project. An applicant applying individually or as a member of a Consortium shall not be entitled to submit another Application either individually or as a member of any Consortium, as the case may be.

#### **4.2. Cost of Application**

The Applicant shall bear all costs associated with the preparation and submission of the Application. The PDT will not be responsible or liable for those costs, regardless of the conduct or outcome of the prequalification process.

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#### 4.3. Language of Application

The Application as well as all correspondence and documents relating to the RFQ exchanged by the Applicant and the PDT, shall be written in the English language.

#### 4.4. Currency

All amounts and calculations in this Application shall be presented in Nigerian Naira (“**NGN**”). In case the base currency is not denominated in NGN, the Applicant shall indicate the exchange rate(s) applied and the corresponding date(s) of exchange rate(s).

### 5) Documents Comprising the Application

The Application shall comprise the following Forms in Section C:

- (a) Application Submission Form (Form I);
- (b) Documentary evidence establishing the Applicant’s eligibility to qualify (Forms II to VI); and
- (c) Documentary evidence establishing the Applicant’s qualifications (Forms VII to VIII).

### 6) Application Form

6.1. The Applicant shall prepare an RFQ Application using the forms furnished (Section C. Application Forms). The Application Forms must be completed without any alteration to their format.

6.2. The application shall be submitted in **One (1) original and Five (5)** copies in a sealed envelope clearly marked “REQUEST FOR QUALIFICATION AS THE CONCESSIONAIRE TO DEVELOP CARGO/AGRO-ALLIED TERMINALS” and shall include a **soft copy version** (in USB drive). The Applicant shall also include the Name of Organization/Consortium (Ref: -----). The RFQ should be delivered not later than **3pm on Monday 12<sup>th</sup> September 2022** at the address below:

**The Permanent Secretary  
Federal Ministry of Aviation  
Federal Secretariat Complex  
Phase 1, Shehu Shagari Way  
Abuja FCT, Nigeria.  
Attention: Director, Planning, Research and Statistics**

6.3. The PDT will not accept any responsibility for not processing any application submitted that was not identified as stated in Clause 6.2 above.

### 7) Modification and Withdrawal of Applications

7.1. The Applicant may modify, substitute or withdraw its Application after submission, provided that written notice of the modification, substitution or withdrawal is received by the PDT prior



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to the deadline for submission of Applications. No Application shall be modified, substituted or withdrawn by the Applicant on or after the deadline for submission of Applications.

- 7.2.** Any alteration/ modification in the Application or additional information supplied subsequent to the deadline for submission of Applications, unless the same has been expressly sought for by the PDT, shall be disregarded.

## **8) Deadline for Submission of Applications**

- 8.1.** Applications shall be submitted no later than 1500 hours (GMT+1) on 12<sup>th</sup> September 2022.

- 8.2.** The PDT may, at its discretion, extend the deadline for the submission of applications by amending the RFQ package, in which case all rights and obligations of the PDT and the Applicants subject to the previous deadline shall thereafter be subject to the deadline as extended.

## **9) Late Submissions**

Any Application received by the PDT after the deadline for submission of Applications prescribed in this instruction shall not be eligible for consideration and shall be disqualified.

## **10) Contact Information**

The Application shall state the name and the contact details of the Applicant as per format in Form II, and the Applicant's authorized representative and the Applicant's principal contact person and his/her designated alternate as per format in Form V. The PDT shall only communicate with the principal contact person or his/her designated alternate in the absence of the former.

## **11) Clarifications**

- 11.1.** Applicants may request for clarifications on any information contained in the RFQ Package no later than the **29<sup>th</sup> August, 2022**. All such communication between the Applicant through its designated contact person pursuant to Clause 10 above with the PDT shall be by email to the contact email addresses in Sub-clause 6.2 above.

- 11.2.** The PDT shall endeavour to respond to the questions raised or clarifications sought by the Applicants. However, the PDT reserves the right not to respond to any question or provide any clarification, at its sole discretion, and nothing in this clause shall be taken or read as compelling or requiring the PDT or the Sponsors to respond to any question or to provide any clarification.

- 11.3.** The PDT may also on its own motion, if deemed necessary, issue interpretations and clarifications to all Applicants. All clarifications and interpretations issued by the PDT shall be deemed to be part of the RFQ.

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## 12) Acknowledgment

By submitting Applications in response to this RFQ, all Applicants fully acknowledge that:

- (a) They have carefully examined all information in this RFQ package and received all information which they require to submit an Application; and
- (b) They accept the risk of any inadequacy, error or mistake in the information provided in the RFQ Package and agree to be bound by the relevant undertakings provided therein.

## 13) Acceptance or Rejection of Bids

- 13.1. Notwithstanding anything contained in this RFQ package, the PDT reserves the right to accept or reject any Application, annul the qualification process and reject all Applications, at any time without any liability or any obligation for such acceptance, rejection or annulment, and without assigning any reasons thereto. In the event that the PDT rejects or annuls all the Bids, it may, in its discretion, invite all eligible Bidders to submit fresh Bids hereunder.
- 13.2. The PDT reserves the right at any time to disqualify any Application which it discovers to contain a material misstatement or misrepresentation.
- 13.3. If the Applicant/Bidder is a Consortium, then the entire Consortium may be disqualified/rejected.

## 14) Anti-Corruption Matters

The Applicants and their respective officers, employees, agents and advisers shall observe the highest standard of ethics during the application process. Notwithstanding anything to the contrary contained herein, PDT may reject an Application without being liable in any manner whatsoever to the Applicant if it determines that the Applicant has, directly or indirectly, engaged in any corrupt, fraudulent, coercive, unethical or restrictive practice in the application process.

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## B. FRAMEWORK/CRITERIA FOR EVALUATION OF APPLICATIONS

### 1. Opening and Evaluation of Applications

- 1.1. The PDT shall open the Applications on a date after the deadline for submission of Applications. The PDT shall prepare a record of the opening of Applications which shall include, as a minimum, the name of the Applicant and contact details.
- 1.2. Information relating to the evaluation of RFQ submissions, and recommendation for qualification, shall not be disclosed to Applicants or any other persons not officially concerned with such process or who is not a retained professional advisor advising the PDT in relation to, or on matters arising out of, or concerning the Bidding Process. The PDT will treat all information, submitted as part of Application, in confidence and will require all those who have access to such material to treat the same in confidence. The PDT may not divulge any such information unless it is directed to do so by any statutory entity that has the power under law to require its disclosure or to enforce or assert any right or privilege of the statutory entity and/or the PDT or as may be required by law or in connection with any legal process.
- 1.3. From the deadline for submission of RFQ to the time of notification of the results of the qualification, any Applicant that wishes to contact the PDT on any matter related to the RFQ process, may do so but only in writing.
- 1.4. To assist in the evaluation of RFQ submissions, the PDT may, at its discretion, ask any Applicant for a clarification of its submission which shall be submitted within a stated reasonable period of time. Any request for clarification and all clarifications shall be in writing.
- 1.5. When an Applicant does not provide clarifications of the information requested by the date and time set in the PDT's request for clarification, its application may be rejected. In case the Application is not rejected, the PDT may proceed to evaluate the Application by construing the particulars requiring clarification to the best of its understanding, and the Applicant shall be barred from subsequently questioning such interpretation of the PDT.
- 1.6. The PDT may reject any Application which is not responsive to the requirements of the RFQ Package and no request for alteration, modification, substitution or withdrawal shall be entertained by the PDT in respect of such Application. An Application shall be considered responsive only if:
  - (a) it is submitted prior to the deadline for submission of Applications;
  - (b) it contains all the information and documents (complete in all respects) as requested in this RFQ;
  - (c) it contains information in formats same as those specified in this RFQ Package;
  - (d) it does not contain any condition or qualification.

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- 1.7. The PDT shall use the factors, methods, criteria, and requirements defined in Section B, Qualification Criteria and Requirements to evaluate the qualifications of the Applicants. Qualification Criteria in Section B are indicative of the qualification factors and may be amended prior to the dateline for submission of applications. Any amendments shall be communicated to all Applicants in accordance with Section A Clause 3.2.
  - 1.8. Only the qualifications of participating firms that have been identified in the Application may be considered in the evaluation of an Applicant.
  - 1.9. Any information contained in the Application shall not in any way be construed as binding on the PDT, its agents, successors or assigns, but shall be binding against the Applicant if the Project is subsequently awarded to it on the basis of such information.
  - 1.10. The PDT reserves the right to accept or reject any Application, and to annul the qualification process and/or any other process before the execution of definitive/project agreements and reject all Applications at any time, without thereby incurring any liability to the Applicants.
  - 1.11. Applicants are advised that qualification of Applicants will be entirely at the discretion of the PDT. Applicants will be deemed to have understood and agreed that no explanation or justification on any aspect of the Bidding Process or selection will be given.
  - 1.12. All Applicants whose applications have met or exceeded (“passed”) the specified threshold requirements will be qualified by the PDT.

## **2. Qualification and Bidding**

- 2.1. After the evaluation of Applications, the PDT would notify short-listed qualified Applicants (Bidders) who will be eligible for participation in the Bid Stage. At the same time, the PDT would notify the other Applicants that they have not been short-listed. Subject to Section A Sub-clause 2.2, Applicants whose Application have been rejected may seek inclusion in a Consortium that has been qualified. The PDT will not entertain any query or clarification from Applicants who fail to qualify.
- 2.2. Bidders will be required to execute a Non-Disclosure Agreement (“NDA”) prior to being issued the Bidding Document. The Bidders will be requested to submit a Bid in the form and manner to be set out in the Bidding Documents. Only qualified Applicants shall be invited by the PDT to submit their Bids for the Project. The PDT is likely to provide a comparatively short time span for submission of the Bids for the Project. The Applicants are therefore advised to visit the site and familiarise themselves with the Project by the time of submission of the Application.
- 2.3. All documents and other information supplied by the PDT or submitted by an Applicant to the PDT shall remain or become the property of the PDT. Applicants are to treat all information as strictly confidential and shall not use it for any purpose other than for preparation and

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submission of their Application. The PDT will not return any application, or any information provided along therewith.

- 2.4. Save and except as provided in this RFQ, the PDT shall not entertain any correspondence with any Applicant in relation to the acceptance or rejection of any Application.

### 3. Evaluation Parameters

- 3.1 Only those Applicants who meet the eligibility and qualification criteria specified in this Clause 3 shall qualify for evaluation. Applications of firms/consortia who do not meet these criteria shall be rejected.

- 3.2 The Applicant's competence and capability is proposed to be established by the following minimum parameters:

#### 3.2.1 Technical Minimum Criteria

To demonstrate technical capacity and experience in the development/financing/and management of complex supply chain and logistic facilities and solutions. The Applicant shall have, over the past ten (10) financial years preceding the deadline for submission of the Application:

- a. Undertaken a leading role in the development, operations and management of supply chain and logistics facility projects, with capital expenditure programmes in excess of US\$10million (or Naira equivalent). ***Similar Cargo-Agro linked projects, is an added advantage;***
- b. Participated in the development and financing of supply chain and logistics facility projects in Nigeria, for which the Applicant (or members of the Consortium) played a significant role such as Promoter, Main contractor, Core Investor and so on;
- c. Evidence of a track record in the provision of facility management services for supply chain and logistics facility and solutions, within the past five (5) years, with an aggregate portfolio value in excess of US\$20m (or Naira equivalent).

In case of a Consortium, the combined technical capacity of the members should satisfy the above conditions of eligibility. In case the Applicant is not a Consortium, it shall be eligible only if it has equivalent experience of its own.

#### 3.2.2 Financial Minimum Criteria

The Applicant shall provide: (i) evidence that it is in a good financial position at the close of the preceding financial year; (ii) evidence of an asset base of up to NGN5billion (shall consider the combined assets where applicant is a Consortium) and (iii) a letter of financial support from a

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credible financial institution that supports its ability to raise funding for the Project of up to NGN5billion (or USD equivalent).

In case of a Consortium, the member(s) nominated to be the financier of the Project, should satisfy the above conditions of eligibility. Alternatively, the Lead Consortium and the Exclusive Members shall provide evidence of good financial standing and provide a letter of financial support from a credible financial institution in supports of the estimated capital expenditure programme as stated above.

### **3.3** Details of Technical Capacity

**3.3.1** The Applicant should furnish the details of eligible experience for the last ten (10) financial years immediately preceding the deadline for submission of Application.

**3.3.2** The Applicants must provide the necessary information relating to Technical Capacity as per format of Forms IV to VI.

**3.3.3** The Applicant should furnish the required Project-specific information and evidence in support of its claim of Technical Capacity, as per format of Forms VII to VII.

### **3.4** Financial Information for Purposes of Evaluation

**3.4.1** The Application must be accompanied by the Audited Annual Reports of the Applicant (of each Member in case of a Consortium) for the last three (3) financial years, preceding the year in which the Application is made.

**3.4.2** In case the annual accounts for the latest financial year are not audited and therefore the Applicant cannot make it available, the Applicant shall give an undertaking to this effect and the statutory auditor shall certify the same. In such a case, the Applicant shall provide the Audited Annual Reports for three (3) years preceding the year for which the Audited Annual Report is not being provided.

**3.4.3** The Applicant must establish the minimum financial standing specified in Clause 3.2.2, and provide details as per format of Form III.

Eligibility and Qualification Criteria			Compliance Requirements			Documentation
No.	Subject	Requirement	Single Entity	Consortium		Submission Requirements
				Lead Member	Member	
<b>1. Declaration</b>						
1.1	<b>Letter of Response</b>	Letter must be signed without changes, additions and/or subtractions.	Compulsory requirement	Compulsory requirement	N/A	Form I
<b>2. Capabilities of Applicant</b>						
2.1	<b>Business Information</b>	All boxes must be filled. Where not applicable it shall be so stated.	Compulsory requirement	Compulsory requirement	Compulsory requirement	Form II
2.2	<b>Financial Capability</b>	All boxes must be filled. Required certificates and/or forms must be attached.	Compulsory requirement	Compulsory requirement	If applicable	Form III
2.3	<b>Development, Management and Operating Capabilities of supply chain and logistics Facilities</b>	All boxes must be filled.	Compulsory requirement	Compulsory requirement	If applicable	Form IV-a; Form IV-b; and Form IV-c
2.4	<b>Authorized Representative</b>	Contact details of authorized representative(s) must be given.	Compulsory requirement	Compulsory requirement	N/A	Form V
2.5	<b>Consortium Summary</b>	Details of Consortium.	N/A	Compulsory requirement	Compulsory requirement	Form VI

Eligibility and Qualification Criteria			Compliance Requirements			Documentation
No	Subject	Requirement	Single Entity	Consortium		Submission Requirements
				Lead Member	Exclusive Member	
<b>3. Investment, Development, Management and Operating Experience</b>						
3.1	<b>Supply Chain and Logistics Facilities Management Experience</b>	Prospective proponents must have a minimum of at least five (5) years of development, management and operating experience of supply chain and logistics facilities. The information is to be summarized for each real estate asset completed or in progress by the prospective proponent or by each Member of a Consortium.	Compulsory requirement	Must meet requirement where applicable	Must meet requirement where applicable	Form VII
3.2	<b>Supply Chain and Logistics Facilities Financing &amp; Investment Experience</b>	Prospective proponents must have over the past 10 (ten) financial years preceding the deadline for submission of the Application: (a) participated in the development, financing and construction of supply chain and logistics facilities; and (b) developed and financed at least one (1) similar project in any verifiable location in the world; and/or (c) Undertaken operations and facilities management services for supply chain and logistics facilities. The information is to be summarized for each real estate asset completed or in progress by the prospective proponent or by each Member of a Consortium.	Compulsory requirement	Must meet requirement where applicable	Must meet requirement where applicable	Form VIII



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## C. APPLICATION FORMS

This letter must be signed without changes, additions and/or subtractions, except field indicated in square brackets.

### FORM I (Letter of Response)

[Date]

**The Minister  
Federal Ministry of Aviation  
Federal Secretariat Complex,  
Phase 1, Shehu Shagari Way Abuja.  
Abuja FCT, Nigeria.**

Dear Sir,

**RE: Request for Qualification to Design, Build, Finance, Operate and Transfer of a Cargo/Agro Allied Terminal, in Nigeria (Reference No. RFQ .....)**

1. We, the undersigned are duly authorized to represent and act on behalf of [ ] (“**Applicant**”), and having reviewed and fully understood all information provided in the Request for Qualification Package (“**RFQ Package**”), hereby apply to be qualified as a proponent for the above mentioned Project. The Application is unconditional and unqualified.
2. We hereby submit our qualification Application, which comprise the following:
  - (a) Form I – Letter of Response;
  - (b) Form II – Details of Applicant (Business Information and Experience);
  - (c) Form III – Financial Strength;
  - (d) Form IV – Investment, Development, Management & Operating Experience;
    - Form IV-a - Global;
    - Form IV-b - Local: and
    - Form IV-c – Corporate Social Responsibility & Sustainability;
  - (e) Form V – Particulars of Authorised Representative;
  - (f) Form VI – Consortium Summary;

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- (g) Form VII – Management & Operating Experience;
  - (h) Form VIII – Development, Financing & Investment Experience;
  - (i) Other details and supporting documents as applicable.

We acknowledge that soft copy submissions of our Application are also required in accordance with the Instruction to Applicants.

- 3. [*Applicable in case of a Consortium*] The Lead Member of the Consortium applicant is [\_\_\_\_\_].
- 4. We confirm that the Sponsor, its Transaction Advisor and/or any of their authorized representatives are hereby authorized to conduct any inquiries or investigations to verify the statements, documents, and information submitted in connection with this Application, and to seek clarification from our bankers and clients regarding any financial and technical aspects.

This Letter of Response will also serve as authorization to any individual or authorized representative of any entity referred to in the supporting information, to provide such information deemed necessary and requested by yourself to verify statements and information provided in this Application, or with regard to the resources, experience, and competence of the Applicant.

- 5. We declare that:
  - (a) none of the director(s) of the Applicant has/have ever been convicted by any court of law;
  - (b) none of the officers of FMA or any agencies of the FGN is presently a director/staff of the Applicant [or any Member of the Consortium];
  - (c) the Applicant [and each Member of the Consortium] is not in receivership or under any other bankruptcy proceedings before any court of law.

- 6. We understand that:
  - (a) All information submitted in this Application shall remain binding upon us at the time of submission;
  - (b) The Sponsor(s)/Transaction Adviser may in their absolute discretion accept or reject my/our Application, and cancel the prequalification process at any time before the execution of definitive/ project agreements without any liability to them;

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- (c) Whilst every effort will be made to protect the confidentiality of the information submitted by the Applicant, the Sponsor/Transaction Adviser and its authorized representatives cannot be held liable for any breach of confidentiality;
  - (d) the Sponsors/Transaction Adviser have the right to reject our Application without assigning any reason or otherwise and hereby waive, to the fullest extent permitted by applicable law, our right to challenge the same on any account whatsoever.
7. We understand and agree that prospective proponents who are shortlisted must execute a Non-Disclosure Agreement and submit payment of any applicable administrative fees as advised by the Sponsor/Transaction Adviser before receiving a copy of the Request for Proposal (“RFP”) documents.
8. We declare that all statements made by us and all the information pursuant to this Application are complete, true and accurate to the best of our knowledge and beliefs and nothing has been omitted which renders such information misleading; and all documents accompanying such Application are true copies of their respective originals.

For and on behalf of (name of Applicant or Lead Member of a Consortium Applicant)

Signed [ \_\_\_\_\_ ]

Name [ \_\_\_\_\_ ]

Designation [ \_\_\_\_\_ ]

Date [ \_\_\_\_\_ ]

*For a Consortium, where only the lead member signs, the power(s) of attorney duly signed by each member and the Letter of Intent/Consortium Agreement authorising the lead member to sign on behalf of each the respective members, as evidenced by the signature of each member, shall be attached.*

## FORM II (Details of Applicant)

All boxes must be filled. Where not applicable it shall be so stated

An application can be rejected if an Applicant does not include the following information or if it is incomplete.

All prospective proponents and each Member of a Consortium wishing to participate in the Bidding Process must complete the following:

*Please use a separate sheet for each member of a Consortium.*

Name of Applicant (or Member of a Consortium or JV)			
Nature of Entity			
Business No./ Company No./ Other Identification No.			
Certificate of Incorporation / Registration:  <i>[Evidence of Certificate of Incorporation/Registration or any other equivalent document evidencing registration of the company or companies (for a Consortium) in country of registration]</i>			
Registered Office Address			
Company Profile			
Website Address			
List of Major Shareholders			
Telephone		Name of Authorised Representative	
Fax		Email	
Place of Incorporation / Registration		Year of Incorporation / Registration	
Number of Staff			
Organisational Structure  <i>[To attach that of the Company and, if a Consortium, then that of each member of the Consortium]</i>			

<p>Company background and business history</p> <p><i>[Brief statement of company's background and history, and, if a Consortium, then also the background and history each member of the Consortium.]</i></p>	
<p>Resolution of the Board of Directors or any other equivalent governing body of the company or companies (for a Consortium) evidencing approval/authority to submit an application</p>	
<p>Letter of Confirmation issued by the Applicant disclosing that the company does not have any director who has been convicted in any country for any criminal offence relating to fraud of financial impropriety or criminal misrepresentation or falsification of acts relating to any matter</p>	
<p>Letter of Confirmation issued by the Applicant disclosing whether or not any official of the FGN, FMA or any of its agencies is a former or present director, shareholder or has any pecuniary interest in the bidder and confirmation that all information presented in the bid are true and correct.</p>	
<p><b>The requirements set out below shall not apply to non-Nigerian companies and consortia.</b></p>	
<p>Certified true copies of the current Form CAC 2A (Return of Allotment – Post Incorporation); Form 7A (Notice of Change of Directors etc.) and Memorandum and Articles of Association of the company or companies (for a Consortium)</p>	
<p>Evidence of Company Tax Clearance Certificate for the last three (3) years</p>	

## FORM III (Financial Strength)

All boxes must be filled. Required certificates and/or forms must be attached.

The Applicant shall be in a good financial position at the close of the preceding financial year and/or provide a letter of financial support from a credible financial institution that supports its ability to provide equity funding for the Project having regard to its contemplated equity stake in the Project.

In case of a Consortium, the Member(s) nominated to be the financier of the Project, must provide financial information to demonstrate that they meet the requirements of good financial standing. Alternatively, the Lead Consortium and the Exclusive Members shall provide evidence of financial good standing and/or provide a letter of financial support from a credible financial institution that supports their proportional minimum holding threshold in the Consortium.

Please attach detailed audited financial statement for the past three (3) years.

Name of Applicant (or Member of a Consortium or JV)	
Audited account and Tax Clearance Certificates for the last three (3) years (2021, 2020 & 2019 of the company or companies (for a Consortium))	<i>[Attach the required information to this FORM III]</i>

Name of Banker		
Address of Banker		
Telephone		Contact Name and Position
Fax		
Email		

**Summarize Profit & Loss, actual assets and liabilities in reported currency for the latest three (3) years (in Nigerian Naira).**

Financial Information	Formula	Last Financial Year 3 – 2019	Last Financial Year 2 – 2022	Last Financial Year 1 – 2021	Average for the last 3 financial years for all items except Revenue Growth (average of 2 years)
Total Capital	Short-Term Debt + Long-Term Debt + Equity				
Annual Net Assets	Total Assets – Short Term Liabilities – Long Term Liabilities				
Annual Revenue	Revenue (Yr1+Yr2+Yr3)/3				
Revenue Growth (%)	Current Year Revenue - Previous Year Revenue/ Previous Year Revenue				
EBIT	EBIT (Yr1+Yr2+Yr3)/3				
EBIT Margin	[Sum (3 years' EBIT)/Sum (3 years' Revenue)] *100				
Current Assets	-				
Inventory	-				
Current Liabilities	-				
Long Term Liabilities	-				
Interest	-				
Cash Ratio	Current Assets-Inventory/ Current Liabilities				
Current Ratio	Current Assets/Current Liabilities				
EBIT Interest Coverage	EBIT/Interest				
Total Fund	(Fixed Assets + Current Assets) or (Capital and Reserves + Long Term Liabilities + Short Term Liabilities)				
Debt Ratio - Debt to Total Fund	(Long Term Liabilities + Current Liabilities)/ Total Fund				

**Summarize Profit & Loss, actual assets and liabilities in NGN for the latest three years.**

Financial Information (USD)	Formula	Last Financial Year 3 – 2019	Last Financial Year 2 – 2020	Last Financial Year 1 – 2021	Average for the last 3 financial years for all items except Revenue Growth (average of 2 years)
Total Capital	Short-Term Debt + Long-Term Debt + Equity				
Annual Net Assets (USD)	Total Assets – Short Term Liabilities – Long Term Liabilities				
Annual Revenue (USD)	Revenue (Yr1+Yr2+Yr3)/3				
Revenue Growth (%)	Current Year Revenue - Previous Year Revenue/ Previous Year Revenue				
EBIT	EBIT (Yr1+Yr2+Yr3)/3				
EBIT Margin	[Sum (3 years' EBIT)/Sum (3 years' Revenue)] *100				
Current Assets	-				
Inventory	-				
Current Liabilities	-				
Long Term Liabilities	-				
Interest	-				
Cash Ratio	Current Assets-Inventory/ Current Liabilities				
Current Ratio	Current Assets/ Current Liabilities				
EBIT Interest Coverage	EBIT/Interest				
Total Fund	(Fixed Assets + Current Assets) or (Capital and Reserves + Long Term Liabilities + Short Term Liabilities)				
Debt Ratio - Debt to Total Fund	(Long Term Liabilities + Current Liabilities)/ Total Fund				

**Note: To state Exchange Rate applied for conversion to USD**



Evidence of financial capability, support and line of credit from credible financing institutions in support of your ability to develop a Cargo/Agro-Allied Terminal in conjunction with the Sponsors	Name of Financing Institution	
Address of Banker		
Telephone		Contact Name and Position
Fax		
Email		

Proponents, including each Member of a Consortium, must provide information on any history of litigation or arbitration resulting from contracts executed during the last five (5) years or currently under execution.

*Use a separate sheet for each Member of a Consortium or Joint Venture (JV).*

Year	Award FOR or AGAINST Proponent	Name of client, cause of litigation, and matter in dispute	Disputed amount (current value in USD and in National Currency)

- Please attach details of any financial commitments of a material nature that can reasonably be expected to influence adversely on the financial performance of any relevant Consortium Member.
- Please attach audited financial statements for the past three (3) years.
- Note: Where the audited financial statement is not in the English language, it is to be translated and certified by the external financial auditors of the submitting party.
- Please attach evidence of business operations in and outside Nigeria, especially operations in West and Central Africa.

## FORM IV (Investment, Development, Management & Operating Eligibility)

All boxes must be filled.

### (a) FORM IV-a (Global Investment, Development, Management & Operating Eligibility)

Applicant or in the case of a Consortium, all Members nominated to provide the development, management and operating capacity for the Project must provide supply chain and logistics facilities investment, development, management and operating experience to demonstrate that they meet the requirements stated in this RFQ Package.

Name of Applicant (or Member of a Consortium or JV)		
<b>Investment and Development Experience</b>		
Company has experience in supply chain and logistics facilities investment and development globally	<input type="checkbox"/> Yes <input type="checkbox"/> No	
		Project Name
	(1)	
	(2)	
	(3)	
	(4)	
(5)		
Details of Project (1)	Type of project	
	Project commencement date	
	Project completion date (or ongoing)	
	Location	
	Project value	
	Name of Partner(s) if applicable	
	Funding share (Company %: Partners' %)	
	Supporting documents	<i>Please list documents here and attach them in application</i>

Details of Project (2)	Type of project	
	Project commencement date	
	Project completion date (or ongoing)	
	Location	
	Project value	
	Name of Partner(s) if applicable	
	Funding share (Company %: Partners' %)	
	Supporting documents	<i>Please list documents here and attach them in application</i>
Details of Project (3)	Type of project	
	Project commencement date	
	Project completion date (or ongoing)	
	Location	
	Project value	
	Name of Partner(s) if applicable	
	Funding share (Company %: Partners' %)	
	Supporting documents	<i>Please list documents here and attach them in application</i>
Details of Project (4)	Type of project	
	Project commencement date	
	Project completion date (or ongoing)	
	Location	
	Project value	
	Name of Partner(s) if applicable	
	Funding share (Company %: Partners' %)	
	Supporting documents	<i>Please list documents here and attach them in application</i>

Details of Project (5)	Type of project	
	Project commencement date	
	Project completion date (or ongoing)	
	Location	
	Project value	
	Funding share (Company %: Partners' %)	
	Supporting documents	<i>Please list documents here and attach them in application</i>
	<b>Development Experience in Local Market</b>	
Company has experience in supply chain and logistics facilities development in Nigeria.	<input type="checkbox"/> Yes <input type="checkbox"/> No	
		Project Name
	(1)	
	(2)	
	(3)	
	(4)	
(5)		
Details of Project (1)	Type of project	
	Project commencement date	
	Project completion date (or ongoing)	
	Location	
	Project value	
	Name of Partner(s) if applicable	
	Company's role in the development	
	Experience in Conceptual design	<input type="checkbox"/> Yes <input type="checkbox"/> No Description:
	Experience in Detail design	<input type="checkbox"/> Yes <input type="checkbox"/> No

		Description:
	Experience in Construction	<input type="checkbox"/> Yes <input type="checkbox"/> No Description:
	Experience in Greenfield project	<input type="checkbox"/> Yes <input type="checkbox"/> No Description:
	Supporting documents	<i>Please list documents here and attach them in application</i>
Details of Project (2)	Type of project	
	Project commencement date	
	Project completion date (or ongoing)	
	Location	
	Project value	
	Name of Partner(s) if applicable	
	Company's role in the development	
	Experience in Conceptual design	<input type="checkbox"/> Yes <input type="checkbox"/> No Description:
	Experience in Detail design	<input type="checkbox"/> Yes <input type="checkbox"/> No Description:
	Experience in Construction	<input type="checkbox"/> Yes <input type="checkbox"/> No Description:
	Experience in Greenfield project	<input type="checkbox"/> Yes <input type="checkbox"/> No Description:
	Supporting documents	<i>Please list documents here and attach them in application</i>
	Details of Project (3)	Type of project
Project commencement date		
Project completion date (or ongoing)		
Location		
Project value		
Name of Partner(s) if		

	applicable	
	Company's role in the development	
	Experience in Conceptual design	<input type="checkbox"/> Yes <input type="checkbox"/> No Description:
	Experience in Detail design	<input type="checkbox"/> Yes <input type="checkbox"/> No Description:
	Experience in Construction	<input type="checkbox"/> Yes <input type="checkbox"/> No Description:
	Experience in Greenfield project	<input type="checkbox"/> Yes <input type="checkbox"/> No Description:
	Supporting documents	<i>Please list documents here and attach them in application</i>
Details of Project (4)	Type of project	
	Project commencement date	
	Project completion date (or ongoing)	
	Location	
	Project value	
	Name of Partner(s) if applicable	
	Company's role in the development	
	Experience in Conceptual design	<input type="checkbox"/> Yes <input type="checkbox"/> No Description:
	Experience in Detail design	<input type="checkbox"/> Yes <input type="checkbox"/> No Description:
	Experience in Construction	<input type="checkbox"/> Yes <input type="checkbox"/> No Description:
	Experience in Greenfield project	<input type="checkbox"/> Yes <input type="checkbox"/> No Description:
	Supporting documents	<i>Please list documents here and attach them in application</i>

Details of Project (5)	Type of project	
	Project commencement date	
	Project completion date (or ongoing)	<input type="checkbox"/> Yes <input type="checkbox"/> No
	Location	
	Project value	
	Name of Partner(s) if applicable	
	Company's role in the development	
	Experience in Conceptual design	<input type="checkbox"/> Yes <input type="checkbox"/> No Description:
	Experience in Detail design	<input type="checkbox"/> Yes <input type="checkbox"/> No Description:
	Experience in Construction	<input type="checkbox"/> Yes <input type="checkbox"/> No Description:
	Experience in Greenfield project	<input type="checkbox"/> Yes <input type="checkbox"/> No Description:
	Supporting documents	<i>Please list documents here and attach them in application</i>
<b>Management and Operating Experience</b>		
Company has experience in supply chain and logistics facilities operations and facility management globally	<input type="checkbox"/> Yes <input type="checkbox"/> No	
		Project Name
	(1)	
	(2)	
	(3)	
	(4)	
(5)		
Details	Type of project	



of Project (1)	Project commencement date			
	Project completion date (or ongoing)			
	Location			
	Brief description of management and operating experience			
	Experience in operating in supply chain and logistics facilities developments	<input type="checkbox"/> Yes <input type="checkbox"/> No Description:		
	Experience in provision of Facility Management services in supply chain and logistics facilities developments	<input type="checkbox"/> Yes <input type="checkbox"/> No Description:		
	Experience in successfully securing off-takers for a supply chain and logistics facilities development	<input type="checkbox"/> Yes <input type="checkbox"/> No Description:		
	Relevant recognition, accolades and rankings on size of operations and performance	<input type="checkbox"/> Yes <input type="checkbox"/> No Description:		
Supporting documents	<i>Please list documents here and attach them in application</i>			
Details of Project (2)	Type of project			
	Project commencement date			
	Project completion date (or ongoing)			
	Location			
	Brief description of management and operating experience			
	Experience in operating in supply chain and logistics facilities developments	<input type="checkbox"/> Yes <input type="checkbox"/> No Description:		

	Experience in Provision of Facility Management services for supply chain and logistics facilities developments	<input type="checkbox"/> Yes <input type="checkbox"/> No	Description:	
	Experience in successfully securing off-takers for supply chain and logistics facilities development	<input type="checkbox"/> Yes <input type="checkbox"/> No	Description:	
	Relevant recognition, accolades and rankings on size of operations and performance	<input type="checkbox"/> Yes <input type="checkbox"/> No	Description:	
	Supporting documents	<i>Please list documents here and attach them in application</i>		
Details of Project (3)	Type of project			
	Project commencement date			
	Project completion date (or ongoing)			
	Location			
	Brief description of management and operating experience			
	Experience in operating in supply chain and logistics facilities developments	<input type="checkbox"/> Yes <input type="checkbox"/> No	Description:	
	Experience in Provision of Facility Management services for supply chain and logistics facilities developments	<input type="checkbox"/> Yes <input type="checkbox"/> No	Description:	
	Experience in successfully securing off-takers for supply chain and logistics facilities development	<input type="checkbox"/> Yes <input type="checkbox"/> No	Description:	
	Relevant recognition, accolades and rankings on size of operations and performance	<input type="checkbox"/> Yes <input type="checkbox"/> No	Description:	
	Supporting documents	<i>Please list documents here and</i>		

		<i>attach them in application</i>		
Details of Project (4)	Type of project			
	Project commencement date			
	Project completion date (or ongoing)			
	Location			
	Brief description of management and operating experience			
	Experience in operating in supply chain and logistics facilities developments	<input type="checkbox"/> Yes <input type="checkbox"/> No Description:		
	Experience in Provision of Facility Management services for supply chain and logistics facilities developments	<input type="checkbox"/> Yes <input type="checkbox"/> No Description:		
	Experience in successfully securing off-takers for a supply chain and logistics facilities development	<input type="checkbox"/> Yes <input type="checkbox"/> No Description:		
Relevant recognition, accolades and rankings on size of operations and performance	<input type="checkbox"/> Yes <input type="checkbox"/> No Description:			
Supporting documents	<i>Please list documents here and attach them in application</i>			
Details of Project (5)	Type of project			
	Project commencement date			
	Project completion date (or ongoing)			
	Location			
	Brief description of management and operating			

experience			
Experience in operating in supply chain and logistics facilities developments	<input type="checkbox"/> Yes <input type="checkbox"/> No	Description:	
Experience in Provision of Facility Management services for supply chain and logistics facilities developments	<input type="checkbox"/> Yes <input type="checkbox"/> No	Description:	
Experience in successfully securing off-takers for a supply chain and logistics facility development	<input type="checkbox"/> Yes <input type="checkbox"/> No	Description:	
Relevant recognition, accolades and rankings on size of operations and performance	<input type="checkbox"/> Yes <input type="checkbox"/> No		
Supporting documents		<i>Please list documents here and attach them in application</i>	
		<i>Please list documents here and attach them in application</i>	

**(b) FORM IV-b (Local Investment, Development, Management & Operating Eligibility)**

Applicant or in the case of a Consortium, all Members nominated to provide the management and operating capacity for the Project, must provide supply chain and logistics facilities management and operating experience to demonstrate that they meet the requirements stated in this RFQ Package.

Name of Applicant (or Member of a Consortium or JV)		
<b>Experience in Africa/Nigeria</b>		
Company has experience in investing, developing, managing and/or supply chain and logistics facility assets in Africa, particularly Nigeria, for the last five (5) years		<input type="checkbox"/> Yes <input type="checkbox"/> No
		Project Name
		(1)
		(2)
		(3)
		(4)
(5)		
Details of Project (1)	Type of project (investing, developing, managing and/or operating)	
	Project commencement date	
	Project completion date (or ongoing)	
	Location	
	Project value	
	Brief description of experience	
	Name of Partner(s) if applicable	
	Funding share (Company %: Partners' %)	
	Company's role in the project	
	Supporting documents	<i>Please list documents here and attach them in application</i>
Details of Project (2)	Type of project (investing, developing, managing and/or operating)	
	Project commencement date	
	Project completion date (or ongoing)	
	Location	

	Project value	
	Brief description of experience	
	Name of Partner(s) if applicable	
	Funding share (Company %: Partners' %)	
	Company's role in the project	
	Supporting documents	<i>Please list documents here and attach them in application</i>
Details of Project (3)	Type of project (investing, developing, managing and/or operating)	
	Project commencement date	
	Project completion date (or ongoing)	
	Location	
	Project value	
	Brief description of experience	
	Name of Partner(s) if applicable	
	Funding share (Company %: Partners' %)	
	Company's role in the project	
	Supporting documents	<i>Please list documents here and attach them in application</i>
Details of Project (4)	Type of project (investing, developing, managing and/or operating)	
	Project commencement date	
	Project completion date (or ongoing)	
	Location	
	Project value	
	Brief description of experience	
	Name of Partner(s) if applicable	
	Funding share (Company %: Partners' %)	
	Company's role in the project	
	Supporting documents	<i>Please list documents here and attach them in application</i>

Details of Project (5)	Type of project (investing, developing, managing and/or operating)	
	Project commencement date	
	Project completion date (or ongoing)	
	Location	
	Project value	
	Brief description of experience	
	Name of Partner(s) if applicable	
	Funding share (Company %: Partners' %)	
	Company's role in the project	
	Supporting documents	<i>Please list documents here and attach them in application</i>
Company has knowledge of and familiarity with the relevant government agencies in Nigeria	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	Description:	
	<i>Please list documents here and attach them in application</i>	
Company has ability to generate and attract off-takers (anchor tenants, lessors, off-plan sales, etc.)	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	Description:	
	<i>Please list documents here and attach them in application</i>	
Company has representation in Africa, particularly Nigeria	<input type="checkbox"/> Yes <input type="checkbox"/> No	
		Name <span style="float: right;">Address</span>
	(1)	
	(2)	
	(3)	
	(4)	
	(5)	
<b>Experience in Emerging Markets, Europe and Asia ("EMEA")</b>		
Company has experience in investing, developing, managing and/or supply chain and logistics facilities assets in Emerging Markets, Europe and Asia, for the last five (5) years	<input type="checkbox"/> Yes <input type="checkbox"/> No	
		Project Name
	(1)	

		(2)	
		(3)	
		(4)	
		(5)	
Details of Project (1)	Type of project (investing, developing, managing and/or operating)		
	Project commencement date		
	Project completion date (or ongoing)		
	Location		
	Project value		
	Brief description of experience		
	Name of Partner(s) if applicable		
	Funding share (Company %: Partners' %)		
	Company's role in the project		
	Supporting documents	<i>Please list documents here and attach them in application</i>	
	Details of Project (2)	Type of project	
Project commencement date			
Project completion date (or ongoing)			
Location			
Project value			
Brief description of experience			
Name of Partner(s) if applicable			
Funding share (Company %: Partners' %)			
Company's role in the project			
Supporting documents		<i>Please list documents here and attach them in application</i>	
Details of Project (3)		Type of project	
	Year commence		
	Project commencement date		



	Project completion date (or ongoing)	
	Project value	
	Brief description of experience	
	Name of Partner(s) if applicable	
	Funding share (Company %: Partners' %)	
	Company's role in the project	
	Supporting documents	<i>Please list documents here and attach them in application</i>
	Details of Project (4)	Type of project
Project commencement date		
Project completion date (or ongoing)		
Location		
Project value		
Brief description of experience		
Name of Partner(s) if applicable		
Funding share (Company %: Partners' %)		
Company's role in the development		
Supporting documents		<i>Please list documents here and attach them in application</i>
Details of Project (5)	Type of project	
	Project commencement date	
	Project completion date (or ongoing)	
	Location	
	Project value	
	Brief description of experience	
	Name of Partner(s) if applicable	
	Funding share (Company %: Partners' %)	
	Company's role in the project	
	Supporting documents	<i>Please list documents here and attach them in application</i>

**(c) FORM IV-c (CSR & Sustainability Eligibility)**

Applicant or in the case of a Consortium , all members nominated with development, management and operating capacity for the Project, must provide evidence of compliance with applicable corporate governance, environmental and sustainability guidelines as relates to development and operations of supply chain and logistics facilities assets, including extant local laws and regulations.

Name of Applicant (or Member of a Consortium or JV)			
<b>Governance</b>			
Company identifies its main corporate governance, social and environmental goals and objectives	<input type="checkbox"/> Yes <input type="checkbox"/> No		
	(Please attach relevant document)		
Company documents its impact indicators and impact management tool	Fully documented	Some documented	Not documented
	Please tick appropriate box above		
	(Please attach relevant documents)		
Company has formally established and documented the following policies			
a. Environmental Policy	<input type="checkbox"/> Yes <input type="checkbox"/> No		
b. Community Relations Policy	<input type="checkbox"/> Yes <input type="checkbox"/> No		
c. Business Environment Policy	<input type="checkbox"/> Yes <input type="checkbox"/> No		
Designated Management Person responsible for			
a. Social Sustainability	Name of relevant Management Person	Email	
b. Business Conduct & Compliance	Name of relevant Management Person	Email	
c. Environmental Sustainability	Name of relevant Management Person	Email	
Company's published Corporate	Date of Publication	Available to the Public?	

Social Responsibility (CSR)/ Sustainability Report			<input type="checkbox"/> Yes <input type="checkbox"/> No
	(Please attach copy of publication)		
		Name of CSR project reported	Date of project
	(1)		
	(2)		
	(3)		
Company provides and budgets annually for CSR			<input type="checkbox"/> Yes <input type="checkbox"/> No
		Name of Project	% of annual budget for CSR
	(1)		
	(2)		
	(3)		
	(4)		
Operations of all company's real estate projects included in the CSR/Sustainability Report			<input type="checkbox"/> Yes <input type="checkbox"/> No
		Name of Project	Date of latest report
	(1)		
	(2)		
	(3)		
	(4)		
Company's Code of Conduct	Date of Code	Date of Latest amendment if any	Available to the Public?
			<input type="checkbox"/> Yes <input type="checkbox"/> No
	Name of responsible Management Person enforcing the Code		Email
	(Please attach copy of the Code)		
Training sessions to enhance the understanding of Corporate Social Responsibility/Sustainability are conducted			<input type="checkbox"/> Yes <input type="checkbox"/> No
		Name of Trainer	Date of last training conducted
	(1)		
	(2)		

	(3)		
	(4)		
<b>Social and Environmental Sustainability</b>			
Company has a written health & safety policy in place, which complies with industry, national and international standards	<input type="checkbox"/> Yes <input type="checkbox"/> No		
	Policy in fully compliance with industry, national and international standards	Own policy not necessarily in full compliance with industry, national and international standards	
	Please tick appropriate box above		
Company has a certified Health and Safety Management System in place	<input type="checkbox"/> Yes <input type="checkbox"/> No		
	Name of Certifying Body	Date of Certification	Date of Next Review
Company has a formal environmental policy, which includes a commitment to legal compliance, continuous measurement and continuous improvements in environmental performance	<input type="checkbox"/> Yes <input type="checkbox"/> No		
	Please attach relevant document		
All company's Real Estate Environmental Management System in place	<input type="checkbox"/> Yes <input type="checkbox"/> No		
	Name of Certifying Body	Date of certification	Date of next Review

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## FORM V (Particulars of Authorised Representative)

Contact details of authorized representative(s) must be given.

All prospective proponents are to provide the following information for their Authorized Representative. In the case of a Consortium, this shall be the individual authorized to represent and act on behalf of the Consortium.

Name of Applicant (or Member of a Consortium or JV)	
Authorized Representative's name	
Designation	
Company	
Citizenship	
Address	
Telephone	
Fax	
Email	

All prospective Applicants are to provide the following information for the individual who would serve as the Principal Contact Person for all communications with the Sponsor/Transaction Adviser.

Principal Contact Person's name	
Designation	
Company	
Citizenship	
Address	
Telephone	
Fax	
Email	

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A prospective Applicant may designate another individual who would serve as an alternate to the Principal Contact Person to stand-in for communications with the Sponsor/Transaction Adviser.

Alternate Principal Contact Person's name	
Designation	
Company	
Citizenship	
Address	
Telephone	
Fax	
Email	

## FORM VI (Consortium Summary)

For Consortium Applicant, name of members and information regarding the role of each Member of the Consortium are to be provided in the table below:

Name of Applicant (or Member of a Consortium or JV)				
Consortium Agreement or Letter of Intent		<i>[This should identify the principal Member of the Consortium authorised to submit the RFQ and should show that all the Members of the Consortium shall be jointly and severally bound in relation to the RFQ process.]</i>		
Names of All Members of a Consortium		% Share in the Consortium	Intended Roles, Responsibilities and Relationships of each Member of a Consortium	
1	Lead Member*			
2	Member			
3	Member			
4	Member			

\* Lead Members and Exclusive Member may only be a formal part of one Application (RFQ) and one Bid (RFP), hence once an organisation is a Lead Member or an Exclusive Member or an Applicant in itself, that organisation is not allowed to become a Member in other Consortia.

1. Lead Member: Primary member managing the Consortium with a minimum share in the Consortium of 30% (to allow diverse private consortia to bid for the project, but to prevent a lack of Consortium leadership though too many small tickets).
2. Exclusive Members: Partners to the Lead Member in the Consortium with a minimum share of 10% in the Consortium.

Selected applicants for the RFP submission may adjust their Consortium by

1. Including new Members; and/or
2. Including Members which have not made it to the shortlist; and/or
3. Changing the individual positions within their Consortium.

Selected applicants for the RFP submission may **not**

1. Remove existing Members from their Consortium.
2. Change the Lead Member in the Consortium.
3. Alter positions in their Consortium beyond the minimum required shares (30% for Lead Member and 10% for Exclusive Members).
4. Include Members which would render the Consortium non-compliant to exclusion and minimum criteria.

## FORM VII (Management & Operating Experience)

Prospective proponents must have a minimum of at least five (5) years' experience in managing and operating supply chain and logistics facilities assets. The information is to be summarized for each real estate asset completed or in progress by the prospective proponent or by each Member of a Consortium.

*Use a separate sheet for each project.*

Name of Applicant (or Member of a Consortium or JV)			
Name of Real Estate Facility			
Type of Facility			
Name of Owner/ Employer			
Address of Facility			
Tel		Fax	
		Name and Email of Contact Person	
Number of Staff Involved			
1) Management		1)	
2) Non- Management		2)	
Project Role (tick one)			
<input type="checkbox"/> Owner	<input type="checkbox"/> Partner in a Joint Venture (JV)	<input type="checkbox"/> Appointed Port/Terminal Operator	<input type="checkbox"/> Others, please specify: _____
Details of Roles/Services Provided			
Contract/Services Start Date			
Contract/Services Completion Date			
Value of the Project (NGN)			
Size of Facility		Floor Space (in metres)	
		Total Land Area (in hectares)	
Average Yearly Occupancy/Throughput per Square meter for the Last Three (3) Years		(i) Commercial Leases/Rental:  (ii) Hotel (where applicable):	
Net Profit After Tax (NPAT) of the assets under		Reported Currency (_____)	US Currency (USD)



<p>management for last Three (3) Years of Contract Period</p> <p><i>Please state exchange rate used for conversion into USD</i></p>	<p>1<sup>st</sup> Year:</p> <p>2<sup>nd</sup> Year:</p> <p>3<sup>rd</sup> Year:</p>	<p>1<sup>st</sup> Year:</p> <p>2<sup>nd</sup> Year:</p> <p>3<sup>rd</sup> Year:</p>
<p>Salient Features of the Project</p>		
<p>Any Other Remarks</p>		

## FORM VIII (Development, Financing & Investment Experience)

Prospective proponents must have over the past 10 (ten) financial years preceding the deadline for submission of the Application: (a) Undertaken a leading role in the development, operations and management of at least three (3) supply chain and logistics facilities projects, with capital expenditure programmes in excess of US\$20million (or Naira equivalent); (b) Participated in the development and financing of at least one (1) supply chain and logistics facility development at any verifiable location in the world, for which the Applicant (or members of the Consortium) played a significant role such as Promoter, Main contractor and/or Core Investor; and (c) Evidence of a track record in the provision of facility management services for supply chain and logistics facilities developments, within the past five (5) years, with an aggregate portfolio value in excess of US\$20m (or Naira equivalent). The information is to be summarized for each project completed or in progress by the prospective proponent or by each member of a Consortium.

Name of Applicant (or Member of a Consortium or JV)					
Applicant Type	Project		Experience		
		Name/description of Project	Role in development, operations and management of supply chain and logistics facilities developments	Development and financing supply chain and logistics facilities developments in any verifiable location worldwide	Track record in provision of facility management services for supply chain and logistics facilities developments
Single entity Applicant	a				
	b				
	c				
Consortium Member 1	1a				
	1b				
	1c				
Consortium Member 2	2a				
	2b				
	2c				
Consortium Member 3	3a				
	3b				
	3c				
Consortium Member 4	4a				
	4b				

Name of Applicant (or Member of a Consortium or JV)				
Applicant Type	Project		Experience	
	Name/description of Project	Role in development, operations and management of supply chain and logistics facilities developments	Development and financing supply chain and logistics facilities developments in any verifiable location worldwide	Track record in provision of facility management services for supply chain and logistics facilities developments
4c				