



# GHANA PORTS AND HARBOURS AUTHORITY

## REQUEST FOR EXPRESSIONS OF INTEREST

### INTEGRATED TERMINAL (CONTAINERS and MULTI-PURPOSE) FOR CONCESSION: PORT OF TAKORADI

1. The Ghana Ports and Harbours Authority [GPHA], as the implementing agency under the Ministry of Transport of the Government of Ghana [GoG], is pursuing the procurement of private partners in the development and operations of some port and cargo terminals in the Ghanaian seaports. One of such procurement is under a Public Private Partnership [PPP] program in support of the Upgrade and Expansion of the Port of Takoradi.
2. Over the past few years, maritime trade into Ghana has witnessed significant growth and in pursuit of this development objective, GPHA has embarked on the upgrade and expansion of the seaports at Tema and Takoradi as well as the development of new commercial and fishing ports. Moving forward, terminals and cargo services are being undertaken by local and international private partners with high efficient performance standards. Ghana's current off-shore operations in the oil and gas sector, since 2007 is also expected to be further boosted by the growing economic trends with commensurate effect in the Port of Takoradi.
3. In line with the growing PPP program of the GoG, this PPP project in the Port of Takoradi envisages high level private participation in the operations of various cargo terminals, of which the dry bulk terminal is the first terminal that has been brought to the market. Currently, the tender procedure to select and contract a private terminal operator for the dry bulk terminal is ongoing.
4. Feasibility studies and preliminary business cases have been undertaken in parallel to establish the potentials for the container- and multi-purpose terminals in the port of Takoradi. The studies conclude that the establishment of an Integrated Terminal where the handling and storage of containers, general cargo, project cargo, Ro-Ro and Oil Supply Base-related cargo is combined, is financially feasible for both GPHA and the private terminal operator.
5. The Integrated Terminal being procured under this package aims to provide a modernized facility, deeper berths and the necessary cargo handling equipment systems for a new generation of operations.
6. The Terminal Operator / Concessionaire is envisaged to be part of the final operational design and development of the terminal to meet the performance objectives. GPHA has already taken steps to develop substantial port infrastructure in readiness for this concession plan. The facilities to be developed by parties will be spelt out in further details to shortlisted participants in a comprehensive project information document during the tender stage and other items required to meet optimum productivity within the Operations concept. The Terminal Operators are expected to introduce cost-effective international best practices into the Port and to attract substantial additional maritime traffic to Ghana.
7. It is for the above goals that the **GPHA**, as the **Concession Grantor**, now invites interested and eligible Port Terminal Operators specialized in the handling of containers, multi-purpose and general cargoes to register their interest for the Concession to complete the Development, Operate

and Transfer, back to the Port of Takoradi the Integrated Terminal under this Tender. The duration of the intended Concession is envisioned at **Twenty [20] years**, or more, depending on the level of proposed investment. Opportunities exist for further development of services for additional cargo portfolio as volumes increase in the coming years.

8. The Concession seeks to achieve the following principal objectives:
  - A. Introduce an independent Terminal Operator into the Port of Takoradi to handle containers, multi-purpose and general cargoes according to international best practices to the benefit of the Ghanaian economy.
  - B. Increase the container, multi-purpose and general cargo throughput capacities and the operational efficiency of the Port of Takoradi, in particular for the sustenance of guaranteed volumes and services within the sub-cluster.
  - C. Increase employment opportunities for Ghanaians and raise the human resource capacity of the country from this sub-cluster.
9. Interested Parties will be expected to submit statements of Qualifications by **17<sup>th</sup> of February, 2017, 17:00HRS GMT**.
10. In evaluating each statement of qualifications, GPHA will assess the extent to which the respondent demonstrates it has the resources, experience and expertise to effectively and efficiently initiate, carry out and deliver the Project.
11. Interested parties can send a **request to participate** to the following email-address:  
Email: **takoradicontainers@mtbs.nl**
12. The applicant will be registered to receive the REOI-Document and would be expected to respond to the terms and conditions of the document, including submission dates, addresses, information package required, sources for clarifications, etc.
13. This Request for Expression of Interest is issued by the:

**The DIRECTOR-GENERAL  
Ghana Ports and Harbours Authority  
GPHA Towers, 9<sup>th</sup> Floor;  
Tema, Ghana.**

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