

VOLTA RIVER AUTHORITY

REQUEST FOR EXPRESSION OF INTEREST

STRATEGIC PARTNER/INVESTOR FOR VOLTA LAKE TRANSPORT COMPANY (VLTC)

Volta Lake Transport Company (VLTC), a subsidiary of Volta River Authority (VRA), the Administering Authority of Volta Lake Transport, is seeking Strategic Partners and/or Investors to grow and create a Self-Sustaining Profitable Lake Transportation Company.

VLTC has the following mandates;

- (i) To operate, as public carriers, all forms of waterborne transport, including hovercraft, for persons and/or freight on the Volta Lake
- (ii) To act as shipowners, charterers, warehousemen, storekeepers, bailees, wharfingers, lightermen and stevedores.
- (iii) To operate other forms of transport as may be necessary for or ancillary to the business of the company.

VLTC's services include but not limited to the following: North/South Cargo Operations, Cross Lake Passenger & Ferry Operations.

The company is located in Akosombo in the Eastern Region of Ghana.

A. Objectives

The objectives for the strategic partner and/or investor includes but not limited to the following:

1. Unlock long-term value and create growth opportunities by developing the Volta Lake Transport System in accordance with its mandates.
 2. Build a competitive, self-sustaining and profitable Lake Transport Company.
- B. The VRA now invites strategic partners and/or investors to submit an Expression of Interest (EOI) to indicate their intent in partnering with VLTC.

The EOI must:

1. Outline broad strategic plans to fulfil the objectives above.
2. Demonstrate expertise, operational capabilities, financial capacity and evidence of a successful track record to collaborate with VLTC in the future.

Mandatory Requirements:

1. Company profile to include contact information, ownership/directorship structure, legal/organization status and financial information (Three (3) years audited financial statements).
2. Provide documented evidence to support the following:
 - a. Performance records of the company in lake, maritime, logistics and/or transportation industry as an investor or operator, over the last 10 years. (Provide name and contact details of partners and value of investments).
 - b. Performance records in emerging markets and/or in Africa over the last 10 years. (Provide name and contact details of partners and value of investments).
 - c. Key management personnel and their relevant experience in the lake, maritime, logistics and/or transportation industry as an investor or operator.
 - d. Company's ability to fund investments or proof of capacity to access financing.

Additional Requirement for Local firms include:

- Business registration and incorporation certificates
- Valid Tax Clearance Certificate
- Valid SSNIT Clearance Certificate

C. NOTES

1. Selection/shortlisting of strategic partner and/or investor will be in accordance with the mandatory requirements, additional requirements (where applicable) and guided by the requirements of the Public Procurement Act 2003, (Act 663) as amended, of the Republic of Ghana.
2. One (1) original and three (3) printed copies of the EOI plus one (1) electronic Portable Document Format (PDF) version in sealed envelope clearly marked with the right EOI Subject shall be submitted.

3. A submission form must be signed at the time an EOI is submitted by a representative of the company or organization.
4. Only shortlisted entities will be invited for the second stage of the procurement process (Request for Proposal) leading to a final selection of the successful Company.
5. Interested Companies may obtain further information at the address below from 9.00 am to 3.00 pm each working day from **Monday June 24, 2019** until the closing date for receiving proposals.
Tel No: +233 302 633 326
Email: secinvest@vra.com

6. Expression of Interest must be Signed, Sealed and Clearly Marked "EXPRESSION OF INTEREST-STRATEGIC PARTNER/INVESTOR FOR VOLTA LAKE TRANSPORT COMPANY"

Package No. VRA/INV/EOI/03/2019

The proposal must be addressed to the address below:

THE DIRECTOR OF INVESTMENT
INVESTMENT DEPARTMENT
VOLTA RIVER AUTHORITY
ACCRA

And delivered to

THE OFFICE OF THE DIRECTOR, INVESTMENT
INVESTMENT DEPARTMENT, VRA
13th FLOOR, RIDGE TOWERS
RIDGE, ACCRA

by 12 00 hours GMT on **Wednesday July 24, 2019**

7. Late Expressions of Interest shall not be accepted.