

REQUEST FOR EXPRESSIONS OF INTEREST (REOI)

Country: People's Republic of China

Project: MCDF Financed Procurement to Support the Preparation of the Proposed AIIB Financed China-ASEAN Sea-Rail Multimodal Logistics Project

MCDF's Project No.: S000658

Contract/Assignment Title: Demand and Economic Analysis

REOI Reference No: CS-01

Client: Qinzhou Huangma Asset Management Group Co., Ltd.

The Qinzhou Huangma Asset Management Group Co., Ltd. has applied for financing from the Asian Infrastructure Investment Bank (AIIB or the Bank) toward the cost of China-ASEAN Sea-Rail Multimodal Logistics Project. In order to enhance the preparation of the mentioned project, a Grant from the Multilateral Cooperation Center for Development Finance (MCDF) has been approved to the Client, and it intends to apply part of the proceeds for the consulting services for which this REOI is issued.

The Client is looking for an internationally recognized high-quality consultancy (referred as “Consultant”) to carry out the Project’s economic feasibility study, including a Freight Transport Demand Analysis (FTDA), a Cost-Benefits Analysis (CBA), and a Financial Analysis (FA). The CBA shall be carried out per AIIB guidelines (see attachment: Guidance Note on Cost-Benefit Analysis of Projects - July 2023) and help the Bank and the Project Owner to assess the economic and financial sustainability of the Project. The scope of services include the following four interrelated tasks: Task 1: Market Study; Task 2: Freight Transport Demand Analysis (FTDA); Task 3: Cost-Benefits Analysis (CBA); Task 4: Financial Analysis (FA) . The suggested composition of the core team includes Team Leader / Senior Economist, Senior Freight Transport Specialist, Senior Financial Analyst. The expected staff input is 9 person-months. The Consultant may propose additional experts in the Technical Proposal as may be needed to fulfil the assignment. The Consultant shall complete the Scope of Services described above within 12 weeks.

The detailed Terms of Reference (TOR) for the assignment is attached to this Request for Expressions of Interest.

The client now invites eligible Consultant to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services. The Consultant is expected to: (1) be a firm, a consortium of them, with appropriate and sufficient capabilities, resources, and experience to execute the full extent of the Scope of Services to a very high quality; (2) have demonstrated experience in (a) freight transport demand modeling, (b) cost-benefit analysis of infrastructure investments; and (c) financial analysis of infrastructure investments; (3) have a proven record of completing at least three similar assignments in terms of value and nature in the past five years successfully; (4) bring a good mix of relevant international and national expertise - international consultants are encouraged to team up with local Chinese consulting firms/think tanks/academic institutions, if it enhances the team’s qualifications and expertise; and (5)

formulate a dedicated project team with the relevant qualifications, work experience, communication skills (English and Chinese), and project management skills.

The attention of interested Consultants is drawn to Section II of the Bank's Procurement Instructions for Recipients (PIR), setting forth the Bank's policy on conflict of interest.

Consultants may associate with other firms to enhance their qualifications, but should indicate clearly whether the association is in the form of a joint venture and/or a sub-consultancy. In the case of a joint venture, all the partners in the joint venture shall be jointly and severally liable for the entire contract, if selected.

A Consultant will be selected in accordance with the Quality and Cost Based Selection method based on International Open Competitive Selection procedure set out in the PIR (https://www.aiib.org/en/policies-strategies/_download/operational-directive/policy_operational_directive_procurement-instructions.pdf).

The EOI shall include but not limited to: (1) documentation of the consultant's response to the qualification requirements; (2) consultant's name and business license, contact person and their details (such as address, telephone number, e-mail address, etc.); (3) introduction or brochure of the consultant; (4) description of the organization, personnel and facilities; (5) other necessary documents considered by consultant to reflect the ability and competitiveness to complete the assignment.

Further information can be obtained at the address below during office hours from 9:00 to 17:00 (Beijing Time) on working day. In order to help the consultant better understand this assignment and clarify the problems encountered, the client will hold a pre-EOI conference on May 17, 2024 from 15:00 to 17:00 (Beijing Time). The consultant can send the list of questions in advance or ask on-site. Please contact the tendering agency for a link if participate in the conference. Participate in the conference or not is not a criterion for evaluating the quality of the EOI, and consultants can make a decision independently.

Expressions of interest must be delivered to the tendering agency via E-mail below before 18:00 (Beijing Time) on May 27, 2024. Late expressions of interest will not be considered.

The format of the EOI: a stamped & signed PDF document and an editable word document.

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