



POINT LISAS INDUSTRIAL PORT DEVELOPMENT CORPORATION LIMITED

EXPRESSION OF INTEREST FOR THE EXPANSION OF THE PORT OF POINT LISAS

Introduction:

The Point Lisas Industrial Port Development Corporation Limited (PLIPDECO), a publicly traded company with an ownership structure of 51% Government and 49% Private Sector requests Expressions of Interest (EOI) from suitably qualified investors for the expansion of its Port facilities at Point Lisas.

The Corporation operates two distinct lines of business, namely port and estate management. The Port is one of two major cargo ports in Trinidad & Tobago, the other being the Port of Port of Spain. The Port operations are a combination of break-bulk cargo and containerised cargo. The containerised cargo average annual throughput volumes for containerised cargo is 180,000 teus with an approximate split of 80% domestic and 20% transshipment. The domestic cargo accounts for 45% of the domestic cargo and 16% of transshipment cargo handled across both major Ports.

Case for Expansion:

The Corporation Business case for the Port expansion includes the following:

- Expansion of the Panama Canal will result in a change in strategy by the shipping lines with respect to trade routes.
- Larger class vessels are being deployed thus requiring ports with growth oriented strategies to adjust accordingly.
- The Port is approaching full capacity and as a result within a few years will need to have an expanded operational base to facilitate the increase in volumes.
- Trinidad is ideally located to act as a regional transshipment hub for the region (Caribbean and Latin America).
- With the Port centrally located on Trinidad's West Coast, it facilitates easy movement of cargo between the port and the remainder of the country.
- The Port's contiguous location with the existing 860 hectare Industrial Estate has significant growth potential and provides several synergies for cargo consolidation, distribution and logistics both locally and internationally.

General Scope:

The expansion will require the construction of berthing facilities to accommodate the largest class of vessels currently being constructed for deployment into the market. The development must be done on a phased basis so as to place the new port on a regionally competitive footing and also to keep pace with the expected growth in demand. It is projected therefore that each berth will be at least 350m with the relevant depths alongside and annual throughput at least 300,000 teus. All necessary infrastructure including storage yard, handling equipment, maintenance and administrative facilities is to also be incorporated in the development.

Companies submitting EOIs must be prepared to be an active participant in a Public Private Partnership arrangement that incorporates components of finance, design, build and operate. The selected company will therefore be required to conduct its own feasibility to establish project viability.

The following information is required to be submitted as part of the EOI responses:

- Company Financials for the last five (5) years
- Long term vision for the expansion project
- General scope of what the company is prepared to undertake
- Previous experiences in and scope of similar projects
- Current holdings in similar undertakings
- Brochures that will provide additional information on the company

Submission of EOIs:

Companies passing this critical stage of the process will then be invited to participate in PLIPDECO's RFP process.

EOI Responses (1 original and 2 copies) are to be submitted in a sealed envelope no later than 12 noon April 30th 2012, titled "Expression of Interest – Expansion of the Port of Point Lisas" and addressed to:

The Corporate Secretary
Point Lisas Industrial Port Development Corporation Limited
PLIPDECO House, Orinoco Drive,
Point Lisas Industrial Estate, Couva,
Trinidad & Tobago

Queries or requests for clarification can be sent to The Corporate Secretary via fax: (868)-636-4008 or email eoiqueries@plipdeco.com. Closing date for submission of queries is April 15th 2012. Answers to queries will be posted on the Corporation's website and as a consequence, companies are expected to check for updates on a daily basis at www.plipdeco.com/eoi