

Kindly see responses questions regarding the Request for Proposals for the provision of business plan services in relation to certain Port Authorities of the Growthfund:

Question nr. 1: It is noted in the first page of the RfP that a consortium of international firms is allowed to bid as an Interested Party. We would like to clarify whether it is also permitted for 2 firms to bid as part of a sub consultancy agreement, with a Lead Firm engaging the other.

It is confirmed that an Interested Party may participate as a single candidate in the process and may engage another firm as sub-contractor. In such a case any information relevant to a sub-contractor must be included in the relevant Dossiers of the Proposal (e.g. relevant experience, member of the project team) and all declarations required under the RfP, such the declaration on the absence of conflicts of interest and the absence of sanctions, should be given by the sub-contractor as well.

Question nr. 2: Can you please clarify in the last bullet point of the RfP scope (page 5), what is meant by a high level spatial development framework?

The business plan should take into account existing masterplans or studies that are in progress, in determining future activities and potential investments.

Question nr. 3: Can you please inform if the business plans for Kavala and Patras are expected to include the cruise activities, for which a privatization process is currently underway?

In principle, the business plan should take into account activities or assets that are sub-concessed to third parties, both in terms of the overall strategy setting and in terms of financial contribution.

Question nr. 4: Can you please inform if the 5 business plans are expected to include all smaller ports that fall under the jurisdiction of the respective port authorities (e.g. the port of Keramoti in Kavala or the Rio-Antirrio ferry port in Patras) or only the main port activities.

It is confirmed that the business plan should cover all port infrastructure which falls within the responsibility of each Port Authority.