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1. DESCRIPTION OF THE SITE TO BE GRANTED IN CONCESSION

The concession concerns the land located along the Southern Canal Dock in the inner port of Zeebrugge, with a total area of 20.56 ha. This land belongs to the public port zone.

The design and construction of the sewage system on the site must take into account that all rainwater is discharged into the existing sewage system on the Koffieweg. Wastewater must first be purified. The discharge flow may not exceed 25 litres per second per hectare.

The land still needs to be levelled. The land is accessed via the Koffieweg. The construction of a bridge across the connecting dock, will provide optimal access from the maritime logistics zone to the terminals in the outer port, is currently in progress.

2. INFORMATION TO BE PROVIDED BY THE CANDIDATE

(1) The identity of the candidate

The candidate-concessionaire (hereinafter "the candidate") must clearly indicate whether it is applying as an individual company or whether the application is made by a group of companies that have previously formed a consortium or have entered into a partnership for the operation of the site.

The application must be accompanied by the following information concerning the company applying or, in the case of a consortium or partnership, the companies applying jointly:

- name, address, telephone number and VAT number
- if a VAT number is not available, an explanation why not
- the articles of association of the candidate company or companies
- in the case of a consortium or partnership: the cooperation agreement between the companies involved
- the responsible contact person indicating his or her position
- the shareholder structure of the aforementioned company or companies
- the annual accounts for the last three years (of the company or the consolidated accounts if the company belongs to a group)

(2) Fulfilment of the concession

The candidate must generate as much new traffic as possible for the port of Zeebrugge on or through the use of the site. The concession is to be used for logistics & distribution, related mainly to 'intercontinental' related maritime container traffic

The generation of new traffic for the port of Zeebrugge therefore weighs most heavily in the assessment of the candidate, in combination with commitments with regards to the environment and sustainability. The speed required to develop the new traffic with the best possible, sustainable use of space is of great importance here. A thorough optimisation of lay-out and process, including building in height, will be evaluated positively.

In any case, a demonstrable and significant traffic volume must be generated for intercontinental container traffic.

The candidate describes how he sees the site being developed on the basis of a detailed business plan. The business plan should take into account the gradual occupation of the site. A phasing and commissioning of the site should be presented in clear terms. A financial planning and timing of the planned investments must also be included.

At least the following information should be provided regarding traffic:

- planned new traffic & activities
- and/or traffic reallocated within the port to the site, resulting in overall traffic growth
- the phasing and speed of traffic build-up
- the degree of diversification of the goods handled on the site in order to optimise the use of the site
- indication of the respective planned traffic & activities
- for the whole and for each of the traffic flows, the number of units/TEU per year, specifying the various types of goods, and the minimums that the applicant undertakes to comply with
- The surface area provided for warehousing & distribution, offices and parking area(s)
- broken down by intra-European and intercontinental traffic (if relevant)

The planned additional superstructure works should be listed in detail, as well as their expected concrete phasing in time. In addition, indicate how and how long it will take from the start of the concession for a maximum capacity to be achieved with a minimum of land use.

The candidate shares his insights on how he positions the port of Zeebrugge in relation to the other ports in the Hamburg - Le Havre range and by extension other locations in Europe.

If the candidate is already active in the port of Zeebrugge, the following additional information is requested which may also play a role in the assessment:

- The currently used treatment capacity and the available reserve capacity. In this case, the applicant shall provide information regarding the currently used handling capacity for each of its terminals/warehouses in the port of Zeebrugge and the available spare capacity with an indication of the different types of goods.
- The impact on and future use of the terminals/warehouses, available concessions and option sites in the port of Zeebrugge currently operated by the candidate, if the current concession of the site is awarded to him. A negative impact on the currently operated terminals/warehouses, available concessions and option sites in the port of Zeebrugge may be assessed unfavourably.

(3) Environmental and sustainability commitments

The candidate must indicate what environmental efforts it will make if he is awarded the concession. Waste collection, CO2 neutrality and, by extension, all possible measures with regard to sustainability are important focal points in this respect.

(4) The candidate's general cargo-handling experience

The candidate shall provide insight into his company and its activities so that the Port Authority can obtain an impression of the following elements:

- Main and secondary activities
- Locations where these activities are carried out (in ports and outside ports)
- Current employment
- The company's market position and evolution of this market position since 2015. The candidate shall also list the factors that have influenced his market position.

The candidate shall explain his/her vision of the expected future evolution of goods flows at company level and shall propose the type of traffic they will handle on the concession.

The applicant shall also provide information, by port and specifically in the Le Havre - Hamburg range and, by extension, in Europe, about any freight services that he may currently have under contract. He shall also specify the activities performed outside ports in Europe, including the United Kingdom.

The following information must be provided:

- List of the various locations where the candidate handles goods
- Per location, specify:
 - the name of the services
 - the type of goods
 - the departure/destination region being served
 - the number of containers and TEU on an annual basis (if relevant)
 - traffic with break-down by tonnage - volume of traffic and the number of units on an annual basis, broken down by type of goods

If certain information cannot be provided, the reason why this is not possible.

The candidate shall provide this data for the period from 2015 to today, indicating the trends per location.

If the applicant consists of several companies, all this information shall be presented for each of the companies.

If the candidate or one or more companies that are part of a consortium or partnership applying for the contract are not mainly freight handlers active in logistics & distribution, the candidate or the company must clarify their experience and/or how and to what extent this experience can be used to operate the site. In this case, as much of the aforementioned information as possible must be included with the application.

(5) Employment and derived economic activities in the port of Zeebrugge

The candidate shall provide information about current employment in the port of Zeebrugge and the expected direct and indirect employment when the site starts to operate and it is developed further.

The effects on other economic activities in the port of Zeebrugge must also be specified.

(6) Modal split

The candidate must indicate what the expected modal split will be for the traffic he will handle. Concrete and clear proposals must be formulated with regard to the modal split and taking into account the particularities of the site in question. It is important that a sustainable modal split is demonstrated.

(7) Mobility

The candidate must also give his vision on how and by which means he will implement a smooth and sustainable movement of persons and goods to and from the site, without inconvenience for the surrounding

(8) The financial capacity

The candidate must have the necessary financial capacity to ensure the operational functioning at the site. Financial capacity will be assessed on the basis of the last three approved annual accounts and all other information and documents submitted by the candidate.

The concession fees are to be paid quarterly and must be included in the financial plan. This payment schedule must take into account the phased commissioning of the site as proposed in the business plan.

(9) Compatibility with current activities of neighbouring sites

In accordance with port regulations by which the concessionaire agrees to be bound, the activity must not cause any demonstrable nuisance in the port area.

(10) Miscellaneous

The candidate is free to provide any other information that he considers to be relevant to his application. If this information is included in the assessment, the Port Authority will also request this additional information from the other candidates.

Additional information

The Port Authority is entitled to ask the candidates for any additional information it considers to be useful for the assessment, and this information must be provided by the requested date. The Port Authority may also use this additional information to assess the candidate.

Assessment

The application will be assessed by the Port Authority based on the aforementioned information that must be provided and by means of an effective comparison with all other applications.

The information listed above under (2) up to and including (10), including any additional information provided subsequently, constitute the elements on the basis of which the Port Authority will compare and assess the applications with a view to awarding the concession.

3. CONDITIONS ATTACHED TO THE CONCESSION TO BE GRANTED

A. General and special conditions

The general conditions for concessions in the port area are those included in the standard agreement, which is attached as annex 2 to this Invitation for Applications.

The special conditions under which the concession will be granted are listed below for your information. The Port Authority may add new conditions and/or change the conditions.

- (A) The concession is to be used for activities in the goods handling segment, and in particular logistics & distribution, related mainly to 'intercontinental' maritime container traffic.

The concessionaire undertakes to make the best possible use of the site by applying the most modern stacking and transport techniques, in order to maximise the capacity without reducing productivity and competitiveness; the concessionaire shall submit its plans for the layout and design of the site to the Port Authority when submitting its application.

- (B) Based on the proposed business plan, the concessionaire will be required to guarantee a minimum level of traffic/volumes on the site per operating year. In addition, the investment schedule proposed in the business plan will have to be adhered to. The size and structure of the traffic and the investments and the possible sanctions for not meeting these obligations will be determined by the Port Authority in consultation with the concessionaire.
- (C) Any transfers of services/traffic from other terminals/warehouses in the port of Zeebrugge to the concession to be granted can only take place in consultation with and after obtaining permission from the Port Authority.
- (D) The concessionaire shall take into account the current condition of the site and design the paving in order to store as much soil as possible. In the event of any levelling of the site, the concessionaire must use earth from MBZ nv and not use external soil.
- (E) Equipping the site further with the infrastructure required for normal operation, such as but not limited to, the paving of the site, roads, sewers, any railway connection from the main track and railway installations at the terminal, crane rails, fixed and/or mobile cranes, offices, service buildings, utilities (such as water, electricity, telephony and data communication), the high and low voltage cabins and installations, the fencing, the lighting, the access gate and connection to the road network, etc. is at the expense of the concessionaire.
- (F) The concessionaire undertakes to accommodate the services of the Administration of Customs and Excise with a sufficiently large clearance area for the external border controls required by EU regulations, where the officials of the Administration of Customs and Excise can examine goods without jeopardising their safety.
- (G) The concessionaire shall comply with the requirements that apply with regard to the general principle of mobility pursued by the Flemish Region. These are imposed to ensure that the region is not overloaded with traffic. In any case, all gate traffic must be handled on site and cannot be diverted onto the public and port roads.

The concessionaire will therefore take this into account when designing the layout of the site, including the location of the gates, the connections, the capacity and the opening hours. The concessionaire undertakes to provide the necessary facilities and equipment on the site so that the various modes can be operated in the most economical way and according to the best available techniques.

- (H) The concessionaire must submit all plans relating to the layout of the site and buildings and have them approved by the Port Authority.
- (I) The rights arising from this agreement are only for the concessionaire and shall not be transferred or granted in sub-concession, in special or general terms, unless with the prior written approval of the Port Authority.
- (J) The concessionaire undertakes to use the site to handle mainly goods that are loaded and unloaded in the port via the maritime terminals.

(K) The concessionaire is responsible for the ISPS fence.

B. Date of entry into force

The Port Authority is free to award the concession, which is the subject of this application, or not, and to discontinue the procedure at any time. For example, the site may be reserved for a hydrogen production unit as part of a sustainable energy policy.

The Port Authority is not liable for any damage that may arise from the non-granting or the postponement of the granting decision.

If the concession is awarded, the award decision shall stipulate the date on which the concession enters into force. This date will be no later than 1 year after the date of granting. **The concession period is 20 years.** However, if the applicable regulations contain an obligation to limit the duration of the concession, such limitation shall be deemed to be part of the concession conditions by operation of law, without any right to compensation.
