



CALL FOR PROPOSALS FOR THE PROVISION OF A REFRIGERATED WAREHOUSE ON THE COMMERCIAL PORT OF SETE

Rules for the call for proposals



I. SUBJECT OF THE CALL FOR PROPOSALS

I - 1. Introducing the Greater Region and Port of Sète

A) A union of two major regions

The Occitanie Pyrénées-Méditerranée Region ranks 2nd among the major regions in terms of area, with a larger territory than 13 European countries.

It is ranked 5th among the Major Regions in terms of population, with more than 5 million inhabitants, including a working population of 2.4 million. Thanks to its dynamism, its population is growing by 0.9% each year (compared to 0.5% on average for the country as a whole), which makes it one of the most dynamic regions in France.

The new territorial reform not only strengthens the region's role in economic development, but also in terms of land use planning. As such, the port of Sète is an essential development tool for the attractiveness of the region, which has everything it needs to develop its activities of importing and exporting goods to the benefit of regional companies.

Sète has also become the Commercial Port of two new metropolises created in January 2015: Montpellier, whose agglomeration has 570,000 inhabitants, and Toulouse, whose agglomeration has a population of 906,500. These metropolises are responsible, among other things, for the economic development of their respective perimeters.





B) Introducing the Public Regional Establishment Port Sud de France

On 1 January 2008, the Languedoc-Roussillon Region created the Port Sud de France establishment, which has the status of a regional public institution with an industrial and commercial character, in charge of operating and managing the Port of Sète.

Port Sud de France manages the Commerce and Fishing Ports and Marina, which generate a socio-economic impact of a billion euros in annual turnover and 1,800 direct jobs.

Investments: over the last ten years, 450 million euros have been invested in the Port of Sète, divided 50/50 between the public and private sector.

This has allowed the port of Sète to experience a 50% increase in turnover over the last six years.

Moreover, since its creation in 2008, Port Sud de France has demonstrated its commitment to sustainable development by integrating a Quality, Safety and Environment department into its structure, which conducts an internal/external policy

committed to this end. This is an integral part of Port Sud de France's contractual obligations towards the Occitanie Region.

The introduction of a strategic project from 2015 has helped identify priorities for developing the Port in the medium and long term. The objectives set require the introduction of optimised management, but above all, strong concepts that are essential today: sustainable development and innovation.

In developing its 2021-2025 strategic project, the priority is to address environmental issues, energy transition, industrial ecology, landscape integration and impact management. To achieve this, projects are being developed and planned in the short and medium term.

C) The activity of the Commercial Port of Sète: a multi-purpose logistics platform

Ideally positioned in Southern Europe on the northern side of the Mediterranean Sea, the Commercial Port of Sète is a generalist port known for its efficiency that handles passengers, rolling freight, dry and liquid bulk as well as various goods, plus containers.

The second-largest deep-water French port in the Mediterranean, the commercial port of Sète sees around 1,200 stopovers annually (including 150 barge visits).

The commercial port of Sète operates the following activities:

- agri-food bulk: import and export of fertilisers, export of cereals, crushing of oilseed for biofuel production and trading of raw materials for animal feed,
- industrial bulk: on the bulk terminal, the port deals with solid bulk (coke, minerals, ore, clinker, coal...) and liquid bulk (oils, molasses, wine, petroleum products, diesters...). The port also supplies the local market with refined petroleum products through the Frontignan strategic hydrocarbon depot.
- miscellaneous goods, namely:
 - containers, new vehicles, second-hand vehicles, fruit and vegetables, paper pulp, logs, heavy parcels, wind turbines, livestock...
 - rolling freight: serving West Africa, Morocco, Turkey and Libya.
 - passengers: 250,000 passengers (ferry and cruise) pass through the port of Sète each year.

▪ The Port of Sète, a multimodal port

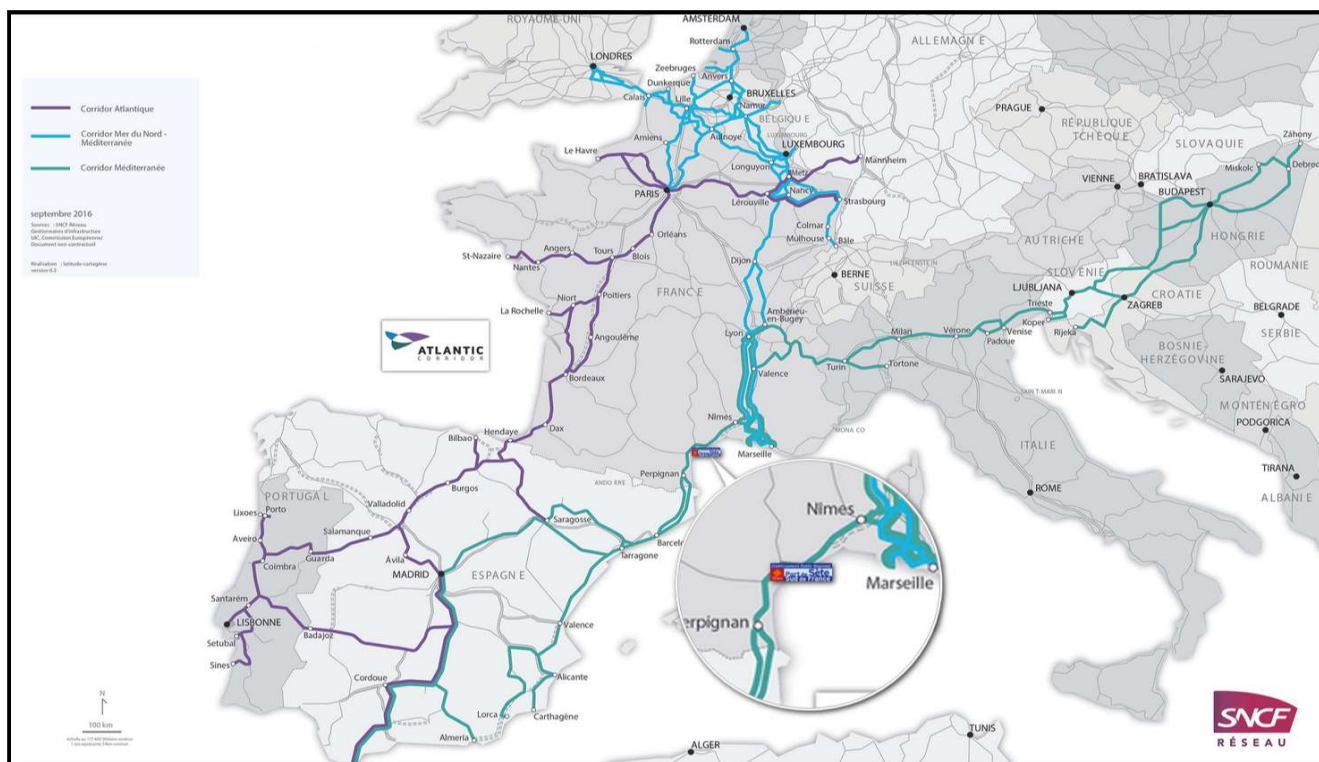
In addition to its modernisation, driven by an ambitious investment by the Occitanie Pyrénées-Méditerranée Region, the Commercial Port of Sète relies on an efficient multimodal infrastructure:

- **a dense motorway network:** A9 to the Rhône Valley and Spain, A75 to the Massif Central and Northern Europe, and A61 to the Midi-Pyrénées Region. It

is worth mentioning that Sète is located 35 km from Montpellier, 95 km from Perpignan, 183 km from Toulouse and 278 km from Lyon.

- **a river network** via the Rhône to Sète canal, accepting units up to 1,500 tons and connected to a wide-gauge network on the Rhône-Saône axis, allowing the port of Sète to offer a hinterland of customers stretching to Burgundy-Franche-Comté,
- **a rail network** directly connected to the national network (Calais, Paris, Bettembourg...). The port of Sète is located at the heart of a European transit corridor for freight traffic as a major crossing point for the flow of goods between the Iberian Peninsula and the rest of Europe. The railways, located at the heart of the regional development strategy, are essential both for the maritime activity of the port of Sète and for the multimodal freight transport policy. A new rail platform is currently being developed to consolidate and develop rolling motorways for northern Europe.





- Regular lines departing from Sète

The maritime offer from the port of Sète today consists of the following services:

- Morocco (Tanger-Med and Nador): 3 departures per week with the shipping lines Grandi Navi Veloci (MSC Group) and Balearia,
- Turkey (Yelova and Cesme): 3 departures per week with DFDS,
- West Africa: 1 departure every 18 days with Grimaldi,
- Spain/Morocco/Romania: 2 departures/week with Neptune Lines.

I - 2. Identification of the public authority

Regional Public Establishment Port Sud de France

1, Quai Philippe Régy
B.P. 10853

34201 - Sète cedex - France

Phone: 04 67 46 34 04 - Fax: 04 67 46 34 07

I - 3. General principles of this call for proposals

Port Sud de France has a refrigerated warehouse on the commercial port of Sète for the deposit and storage of perishable foodstuffs (fruit, vegetables, fish and meat) in positive and negative cold, on the dockside of the Colbert Basin (Quay E).

This call for proposals should make all or part of the refrigerated warehouse available for the deposit and storage of dry and fresh products, primarily from

maritime traffic, which can be supplemented by land-based traffic (in accordance with the ICPE regulations applicable to the warehouse - section 1510 limits the storage of combustible materials, products or substances in covered warehouses to 500 tonnes).

This call for proposals is the subject of a public call for competition notice published in various national and international publications.

This call for proposals is governed by the following basic principles:

- The principle of equal treatment: as such, the choice of operator or operator group which owns the operation of the facility will be made at the end of the call for proposals according to the criteria defined in Article III-3.2 of these rules.
- The principle of transparency: as such, this call for proposals will be published in specialist journals.
- The principle of openness: as such, this call for proposals is open to all national, European or international structures wishing to apply with confirmed and recognised experience in the activity they plan to develop on the plot(s) concerned.

I - 4. Objectives of this consultation

The purpose of this call for proposals is to elicit proposals for the occupancy and operation of the refrigerated warehouse.

Port Sud de France's aim is to designate, at the end of this call for proposals and based on the proposals that have been submitted, the operator(s) or group of operators, with a view to concluding a temporary occupancy agreement (TOA) of the public port domain.

It is specified that the signing of the temporary occupancy agreement must take place within a maximum of twelve (12) months from the deadline for receiving applications set out in this document.

II. PORT SUD DE FRANCE'S EXPECTATIONS

II - 1. Required characteristics of operators or operator groups

This call for proposals is open to all logisticians, port operators, shipowners or groupings of port operators.

The skills required of the members of the group of operators must be supported by concrete references from other sites.

Apart from traffic input skills, which must be presented by the sole reference operator, the required skills can be provided by the grouping of references from each member of the group.

III. ORGANISATION OF THE CALL FOR PROPOSALS

III - 1. Call for proposals file

This call for proposals file includes:

- These rules for the call for proposals,
- The specifications,
- Appendix 1: the general site plan,
- Appendix 2: the detailed plan of the refrigerated warehouse,
- Appendix 3: ICPE excerpt nomenclature.

This call for projects file is available, at the request of operators, in French and English. It is specified that the French language shall take precedence.

III - 2. How the call for proposals works

These consultation rules should allow the ad hoc committee of Port Sud de France to select one or more operators, with a view to formalising a temporary occupancy agreement (TOA) of the public port domain.

Port Sud de France may, if it deems necessary in view of the responses received in the forms and deadlines specified in these rules, conduct interviews with the operators to allow them to explain their dossier and respond to requests for clarification.

At the end of this phase, the ad hoc committee of Port Sud de France will designate the selected operator or operators.

The signing of the administrative acts by the duly authorised representative of Port Sud de France will be the subject of prior deliberation by the Board of Directors of Port Sud de France, and the deliberative assembly of the Regional Council, which owns the port.

III - 3. Documents to be provided

III - 3.1. Composition of application files

The information contained in the file provided by the operator will be considered to be an integral part of its offer.

The files received will be analysed initially in terms of the admissibility of applications.

Composition of application files

It is imperative that the operator attach the following elements to its file:

- the full identity of the operator, proof of its registration in the trade register for French companies or equivalent for foreign companies, the up-to-date statutes as well as any useful information relating to the legal structure of the operator as well as its professional capacity to develop its proposal,

- a letter of application signed by a person with authority to engage the operator,
- a note describing the operator's capital structure, and if any, the exact nature of its relationship with the parent company or other companies in the group to which it belongs,
- a sworn declaration certifying that the operator is not prohibited from participating in public procurement procedures, either in France or in the state where it is based,
- annual accounts including the balance sheet, income statements and schedules for the operator's last three years. If the operator belongs to a group, the consolidated accounts of that group must also be provided,
- a note describing the operator's experience in activities similar to the proposal presented,
- **compulsory visit certificate, issued by the representative of Port Sud de France.**

In the event of a joint and several grouping of operators, the above application file must be drawn up for each of the operators.

Should the operator, company or group of companies respond on behalf of a company to be created, it must vouch for the commitments contained in its offer. This written guarantee must be attached to the application file.

All documents produced in the files will be written exclusively in French and the financial amounts expressed in euros excluding taxes. It is acceptable, however, that accounting documents and general presentation brochures of companies or group operators are provided in English when it comes to current communication produced independently of this call for projects.

III - 3.2. Composition and selection of offer files

Composition of offer files

It is imperative that the operator attach to its file the various elements mentioned below, **which must be written in French** and the financial amounts expressed in euros excluding taxes:

- a detailed presentation note of the proposal that the operator intends to develop within the space made available, including a description of the nature of the activity, the minimum volumes forecast, the number of annual stopovers, the distribution between maritime and land-based traffic, and any investments envisaged,

- a note detailing the operator's traffic forecasts that will be handled on the spaces made available,
- the technical description of the proposed installations: required surface areas in terms of operations and offices (option 1 or option 2), the timescale within which the company wishes to set up etc in order to highlight the specific constraints required for the proposal presented,
- the total amount of any investments envisaged, the financing plan and proposed legal arrangement,
- a detailed five-year business plan outlining the company's development strategy on all aspects (including commercial),
- a proposal for an annual fee amount for the provision of the proposed spaces,
- a proposal as to the duration of the agreement to occupy the public port domain,
- the project managing company's forward-looking earnings statements for the first five years of operation,
- proof of the operator's technical and financial capacity to complete its project,
- a note specifying the quality of the project, particularly in terms of sustainable development and insertion into the site,
- a note detailing the project's impact on the Occitanie Pyrénées-Méditerranée Region in terms of jobs, wealth creation and use of subcontractors. This note will specify the volume and nature of the jobs created on the site, as well as the recruitment procedures envisaged,
- the specifications dated, initialled and signed.

Selecting offers

The operators' offers (whose applications have been declared eligible) will then be analysed under the supervision of the Director of Port Sud de France, and assessed according to the following criteria:

- **40%:** Strategic positioning and market approach, including:
 - the minimum traffic volume developed,
 - the number of annual stopovers envisaged,
 - socio-economic data, including the proposal's wealth and employment benefits at the Occitanie Pyrénées-Méditerranée Region level,
 - the partnerships planned,

- quality, credibility and explanations related to this volume and these partnerships.
- **40%:** Overall revenue (including port duties where there is maritime activity) for the port of Sète (immediate or over time), based on the operator's minimum commitments.
- **20%:** Characteristics of the operator's proposal, including:
 - the total amount of technical/logistical resources put in place by the operator,
 - the relevance and quality of the organisation planned by the operator to exploit the space,
 - the schedule for the operation and deployment of resources on the site,
 - the quality of the project in terms of sustainable development, insertion into the site, innovation and its modal shift.

It is specified that priority will be given to projects with a direct link to maritime activity. However, land-based logistics projects will also be considered.

It is brought to the attention of operators that all or part of these criteria may, moreover, be subject to contractual and follow-up clauses.

It is important to note that the awarding of offers will be carried out in particular in view of the quality and compatibility of the various projects presented.

III - 4. Organisation of contacts and responses

4.1 - Administrative information

Following the notice of public call to tender, the consultation file is available, on request, at the following address:

Regional Public Establishment
Port Sud de France
Legal Department
Mr Paul ESTAQUE
1, Quai Philippe Régy - BP 10853
34201 SETE Cedex
☎ 04 67 46 35 18
E-mail: estaque.paul@portsuddefrance-sete.fr

4.2 - Technical information and visits

Additional technical information can be obtained by making a request, at least 30 calendar days before the deadline for receiving offers, to:

Regional Public Establishment
Port Sud de France
Mr Arnaud RIEUTORT
Sales Manager
1, Quai Philippe Régy - BP 10853
34201 SETE Cedex
☎ 04 67 46 35 01

E-mail: rieutort.arnaud@portsuddefrance-sete.fr

Visits: The consultation organiser will arrange visits to the site by individual appointment. This site visit is mandatory for participation in this call for proposals. Appointments should be made with Arnaud RIEUTORT, whose full details are specified above.

Port Sud de France reserves the right to make, no later than 30 days before the date of submission of proposals, detail changes to this consultation file.

Operators must then respond on the basis of the file with any amendments made without being able to raise any claims on the subject, the date of submission of proposals remaining unchanged unless decided otherwise by Port Sud de France.

Port Sud de France also reserves the possibility of extending the duration of the consultation.

III - 5. How to send files

Responses to this call for proposals should be sent, in a sealed envelope, to the address below, by registered mail with acknowledgement of receipt or delivered by hand against receipt:

Port Sud de France
for the attention of Chief Executive Officer Olivier CARMES
1, Quai Philippe Régy
B.P. 10853
34201 - Sète cedex - France

The envelope, marked on its outside with ***"Call for projects for the provision of a refrigerated warehouse located on the commercial port of Sète"***, must contain all the documents cited in Articles III-3.1 and III-3.2 of these rules.

Applications and offers can be sent electronically.

III - 6. Deadline for receipt of files

Files must be delivered to Port Sud de France by **12.00 noon on 31 May 2021** at the latest.

Files that are submitted or whose acknowledgement of receipt is issued after the date and time limit set out above, as well as those submitted in an unsealed envelope, will not be retained. They will be returned to their senders.

III - 7. Confidentiality

Files submitted by operators are strictly confidential for the duration of the call for proposals. They remain the property of the operators.

The files of unsuccessful operators may be returned to them on request after the closing of the call for proposals.

IV. RESERVATIONS

Port Sud de France reserves the right not to follow up on this consultation for any reason and at any time during the proceedings. Such a decision, which is at the sole discretion of Port Sud de France, will not result in any compensation.