

MINISTRY OF TRANSPORT
GHANA PORTS AND HARBOURS AUTHORITY



REQUEST FOR EXPRESSION OF INTEREST

**INVESTMENT OPPORTUNITIES AND PARTNERSHIPS FOR THE
DEVELOPMENT OF THE PORT OF KETA, GHANA.**

1. The Ghana Ports and Harbours Authority (GPHA), under the auspices of the Ministry of Transport (MoT) and on behalf of the Government of Ghana (GoG) commenced, in 2019, the Master Planning Programme for the development of the Port and Port-City of Keta (the Project), in the Volta Region of Ghana.
2. The GPHA has taken steps to complete:
 - 2.1. The first general Master Planning and Feasibility Studies exercise to validate the site selection process, estimated cargo projections, preliminary socio-economic impact, and potentials for the development of the port, maritime, special economic zones, and port-city clusters relevant to the realization of the Port of Keta Development project. This exercise also activated extensive multi-stakeholder engagements and discussions resulting in a generally high acceptance of the Project across all the stakeholder landscape;
 - 2.2. A first-level investment strategy review, considering the basic feasibility indicators within the enclave that should be tweaked to enhance the Project. The draft report seeks to point out the potential impacts of the optimum mix of state-driven and private partnerships within the proposed development scope;
 - 2.3. The issuance of the Request for Proposals, including detailed Terms of Reference, to shortlisted consultants/consortia towards a comprehensive Environmental Impact Assessment (EIA) of the Project. This mandatory competitive procurement process is expected to continue through 2022-2023 towards the acquisition of the Environmental Permit and the development of an internationally accepted Environmental Management Plan for the Port of Keta Project. Given the proposed site of the port facility, the GPHA appreciates the delicateness of the coastal formations, the Keta lagoon, the rich local culture,

traditions and historical monuments, the thriving demography, and socioeconomic ventures, to name a few. However, a comprehensive EIA and Permitting process must be satisfactorily completed towards the actual implementation of the Project. The EIA process will proceed as planned, while a parallel opportunity is opened to commence discussions with interested potential development partners.

3. Further to the above, the GPHA and the Directorate of the Port of Keta have registered the Project with the GoG's Public Private Partnerships (PPP) plan under the supervision of the Ministry of Finance.
4. The Government of Ghana considers the Port of Keta Project as a strategic national development agenda. The Government appreciates its responsibility toward the development of basic marine infrastructures, such as dredging and reclamation of land banks, land use planning and management, provision of navigation systems and port management protocols, construction of breakwater and quay walls, and the provision of other critical port infrastructure, such as roads and highways, heavy-duty public utility systems for water supply, energy, and communication. In response to the state-driven infrastructure development, the Project is expected to create the enabling environment for the development of major business clusters such as terminals (multipurpose, containers, iron ore / dry bulk ore, salts, cruise/passengers/recreation, petroleum bulk, etc.) special economic zones (factories, transit and transshipment storage, value addition services, etc.), maintenance services (shipyards, dry docking, and bunkering) and other services (city development, hospitality, recreational, inter-cultural, etc.). Ultimately, the GPHA intends to lead a coordinated development concept that will seek to transform the Keta-Anloga area and, by extension, the Volta and Oti Regions into a thriving industrial basin.
5. As a result of the extensive stakeholder engagement processes, including the main event hosted by GPHA at the Alisa Hotel in Accra in November 2021, several persons, groups, and entities have approached GPHA expressing interest in the Project.
6. In our quest to source for reputable industry players, investors, and development partners, **GPHA hereby invites prospective partners to formally express interest in any aspect (or a combination of aspects) of the Project.** This invitation seeks to create a fair and competitive opportunity for all potential and interested parties who desire to be a part of the Port of Keta development agenda.
7. GPHA has emphasized that the new port's feasibility is dependent on the development of other port-supporting transportation infrastructures such as railways, roads and highways, particularly the Accra-Lomé and other major routes to the nearest regional capitals.
8. For further emphasis, as a Greenfield project, the Port of Keta's success will require that potential development partners can appreciate and demonstrate their capabilities in some, or all, of the following key components:
 - 8.1. Funding and constructing the main port infrastructure (dredging, land reclamation, quay walls, relevant cargo terminals, supporting administrative facilities and internal roads, etc.),

as well as equipping and operating the terminals, based on business models in the likeness of project-financed Build, Operate and Transfer (BOT), or similar structures.

- 8.2. Funding the construction and operations of hinterland access roads and highways linking the port to the major trunk road networks, cities, and related public utility infrastructure.
- 8.3. Attracting anchor industries to establish factories within the Keta area and or nearby regions and generate import and export cargo to feed the port.
- 8.4. Attracting partner shipping line(s) that will use Keta Port as one of their hubs to provide some guaranteed vessel and cargo traffic through the port.
- 8.5. Funding, developing, and operating special services facilities such as shipyards, maintenance yards, oil, and gas services enclaves, etc.

9. GPHA is, therefore, open to engaging with potential investors, partners, etc., who can show verifiable proof of their relevant experience and capability to provide funding and guarantee at least three of the key components noted above. The interests must also demonstrate, at least, two specific business initiative(s) that are designed to be anchored within expected business clusters of the Port of Keta. Information to be provided may include company profiles, organizational setup, partnerships/relationship charts, ownership and beneficiary structures, business propositions, concepts, funding opportunities, power of attorney of the contact person(s) for any possible further communications, etc., and other such information that are relevant to the applicant's interest.
10. The GPHA is expected to receive expressions of interest and will take time to engage the applicants on a case-by-case basis towards clustering the business interests, recognizing synergies, and coordinating the potential development interests. This Expression of Interest stage is not expected to evolve into direct contractual engagements. However, the GPHA is open to considering all types of business structures applicable to the specific case(s) of investment and business interests.
11. GPHA shall exercise the right to conduct extensive due diligence to seek to verify any or all claims in any of the submissions. All applications, once received by GPHA, are deemed to have automatically given GPHA the unrestricted right to conduct the necessary verification of claims. It is therefore in the interest of applicants to provide reliable contact information and testimonials for such due diligence procedures.
12. Expressions of Interest should be marked on all envelopes "**INVESTMENT AND PARTNERSHIP INTEREST – DEVELOPMENT OF THE PORT OF KETA**" and addressed (in one hard copy and one soft copy version) to the address below, by the close of business on **30th November 2022**.

**The Secretariate of the Director General
9th Floor, Headquarters, GPHA Towers
Ghana Ports and Harbours Authority**

Tema, Ghana.

13. For enquiries, requests for clarifications, etc., please contact the Office of the Director, Development of the Port of Keta, GPHA Towers, Tema via email: aadusei@ghanaports.gov.gh, and cc: sdzackah@ghanaports.gov.gh and headquarters@ghanaports.gov.gh.
14. Issued by the Ghana Ports and Harbours Authority, on behalf of the Ministry of Transport and the Government of the Republic of Ghana.