



## Zambia Railways Limited

(A Member of **IDC** Industrial Development Corporation Group of Companies)

# EXPRESSION OF INTEREST FOR DEVELOPMENT OF THE ZAMBIA RAILWAYS LIMITED LAND AND BUILDINGS THROUGH VARIOUS PARTNERSHIP MODELS

## 1.0 INTRODUCTION

- 1.1 Zambia Railways Limited (ZRL) is a State Owned Enterprise by the Republic of Zambia which was established under the Railways Act No. 17 of 1982. ZRL operates a total length of 1,248 KM of 1067mm gauge of single track.
- 1.2 ZRL has both bare land and buildings in different locations and along its network from Chililabombwe to Mulobezi. Most of these properties are either partially utilized or totally underdeveloped.
- 1.3 ZRL now invites interested companies from both public and private sector to propose suitable projects or businesses to develop on its land and Buildings. For this invitation for expression of interest, ZRL is planning to partner with prospective developers across a range of business models that are commercially viable in the following sectors such as;
  - a) Shopping Malls
  - b) Rail Operation Support facilities (Dry ports, Railway stations, Concrete sleeper plants, Ballast mining, etc.)
  - c) Hospitality (Hotels, Office buildings, Lodges, Guest House, restaurants etc.)
  - d) Agriculture
  - e) And any other suitable commercial use
- 1.4 ZRL shall, in making and maintaining investments be guided by the following
  - a) Investment returns on partnership basis
  - b) Liquidity
  - c) Commercial viability
- 1.5 Projects selected from the invitation will be processed in accordance with ZRLs investment and operational guidelines.

1.6 Business models could be:

- a) Revenue sharing model
- b) BOT,
- c) Equity,
- d) BOOT
- e) And any other commercially suitable model

## 2.0 ELIGIBILITY CRITERIA AMONG OTHERS

2.1 Proposals must meet the following eligibility criteria:

- (a) Strategic fit:** Only projects that are in line with ZRLs investments strategy shall be considered.
- (b) Technical Risk and Commercial Viability:** The investment proposal must demonstrate technical viability, risk analysis, environmental viability, bankability and how the project will generate revenue and profits for ZRL. ZRL will prioritize innovative projects that demonstrate effect of new models in the range of the sectors mentioned above.
- (c) Development Impact:** Proposals must show how the project will generate benefits to ZRL in terms of income generation.
- (d) Ownership:** The investment project must be supported by either a public or private entity operating in Zambia. ***International firms should have local representation***
- (e) Qualified Management:** The proposal must show evidence that the proposed management team has the necessary technical and managerial skills to run the project.
- (f) Sustainability:** Sustainable environment and social business practices are essential and form part of ZRL business strategic plan. All applicants shall be required to comply with international best practices.

Interested companies should Deposit their sealed submissions clearly marked "ZRL/EXP/SC/01/2019-EXPRESSION OF INTEREST FOR DEVELOPMENT OF THE ZAMBIA RAILWAYS LIMITED LAND AND BUILDINGS THROUGH VARIOUS PARTNERSHIP MODELS" in the Tender Box Situated at Top Office, Corner of Ghana and Butungwa Avenue, P.O. Box 80935, Kabwe, Zambia.

**Submission must be received not later than Friday, 22 November, 2019 at 10:00 hours local time. HOWEVER, ELECTRONIC SUBMISSIONS WILL NOT BE ACCEPTED.**

**For any other clarifications Please Contact the Manager Procurement and Supplies:  
Mobile No.: 0963897249, email: bwalya.ntambo@zrl.com.zm**

**Issued by**

**Mrs. Bwalya Ntambo**

**Manager Procurement and Supplies**

**Zambia Railways Limited**