



**Guidelines for Selection of Economic Zone Developer/Operator  
to Design, Build, Finance, Own, Operate & Transfer (DBFOOT), Economic Zones at  
Mongla, and Sirajganj Bangladesh**

**Introduction**

In exercise of the powers conferred under Section 8 (eight) of the Bangladesh Economic Zones Act of 2010 (BEZA Act 2010), the Bangladesh Economic Zones Authority hereby issues guidelines with a view to informing the Bidders on the selection process of the Developer/Operator for Economic Zones at Mongla & Sirajganj by the Bangladesh Economic Zone Authority (BEZA), hereinafter referred to as the Authority and the steps involved in the selection process of the Developer/Operator. Guidelines shall provide the step by step guidance and are composed of the following sections:

- I. Overview
- II. Expression of Interest (EOI)
- III. Request for Proposal (RFP)

**I Overview of Economic Zones**

The Government of Bangladesh, with a view to encouraging rapid economic development through increased industrial activity and creation of employment opportunities for the people of Bangladesh, is establishing multi-sectoral Economic Zones (EZ). The Government of Bangladesh has enacted the Bangladesh Economic Zones Act of 2010 with the aim of promoting Economic Zones in the Private sector, Government led EZs or in a combination.

The Authority intends developing an Economic Zone at Mongla and Sirajganj through public and private partnership in exercise of the powers conferred under section 4a & 8 of the BEZA Act 2010 through International Competitive Bidding. Authority invites eligible Economic Zone Developers/Operators with relevant experience and meeting the eligibility criteria to develop and operate:

- (i) Mongla EZ located on a land area of 267 acres (approx), adjacent to Mongla Export Processing Zone and in proximity to Mongla Port, under Khulna division, southwest region of Bangladesh.
- (ii) Sirajganj (west of Bangabandhu Bridge on Jamuna River) with a land area of 1041 acres (approx) in central Bangladesh.

The Developer/Operator shall develop EZ on a Design, Build, Finance, Own, Operate and Transfer (DBFOOT) basis. The Authority shall provide land on lease for a period of thirty (30)



years, extendable by another twenty (20) years, on mutually agreed terms. At the end of the lease period, land and assets developed on the Economic Zone pursuant to the Developer/Operator Agreement shall be transferred to the Authority in reasonably good condition at no cost.

Mongla and Sirajganj EZs shall be developed to international standards to attract the best in class companies/EZ Users to operate at the Economic Zone. Developer/Operator shall develop a complete masterplan for developing the EZ comprising of elements such as but not limited to industrial plots, buildings, utilities, external areas, and common facilities, complying with internationally recognized codes, national codes, standards, practices in the development of the EZ. Developer/Operator preferably adopt green standards for buildings, may acquire LEED certifications and prefer low-carbon emission industry in the EZ. EZ Users in the zone can be 100% exports oriented or pure play domestic market industry or a combination of both, and units can be in warehousing, assembly, manufacturing, further processing or re-exporting with value addition. Mongla & Sirajganj site's revalidated site assessment report is attached as Annexure 1A &1B to these Guidelines.

Authority shall follow the process of inviting interest of Developer/Operator through an Expression of Interest (EOI). Authority shall form a committee with members comprising from the public and private sector for selecting and shortlisting firms based on the eligibility criteria. Shortlisted firms will be presented with the detailed Request for Proposals (RFP) (with relevant annexures) inviting the bidders to submit proposals to the Authority. Bidders shall carry out due diligence of the site, prepare a detailed proposal as required of Technical, Financial and all other data/information as mentioned in the RFP and submit the proposals. Authority shall proceed to evaluate the proposals based on the technical and financial evaluation criteria set forth in the RFP (refer Annexure II) and carryout negotiations and award marks in accordance with the evaluation criteria. Authority shall submit to their Board of Governors for the final approval and upon receiving the final approval will proceed to issue the Notification of Award (NOA).

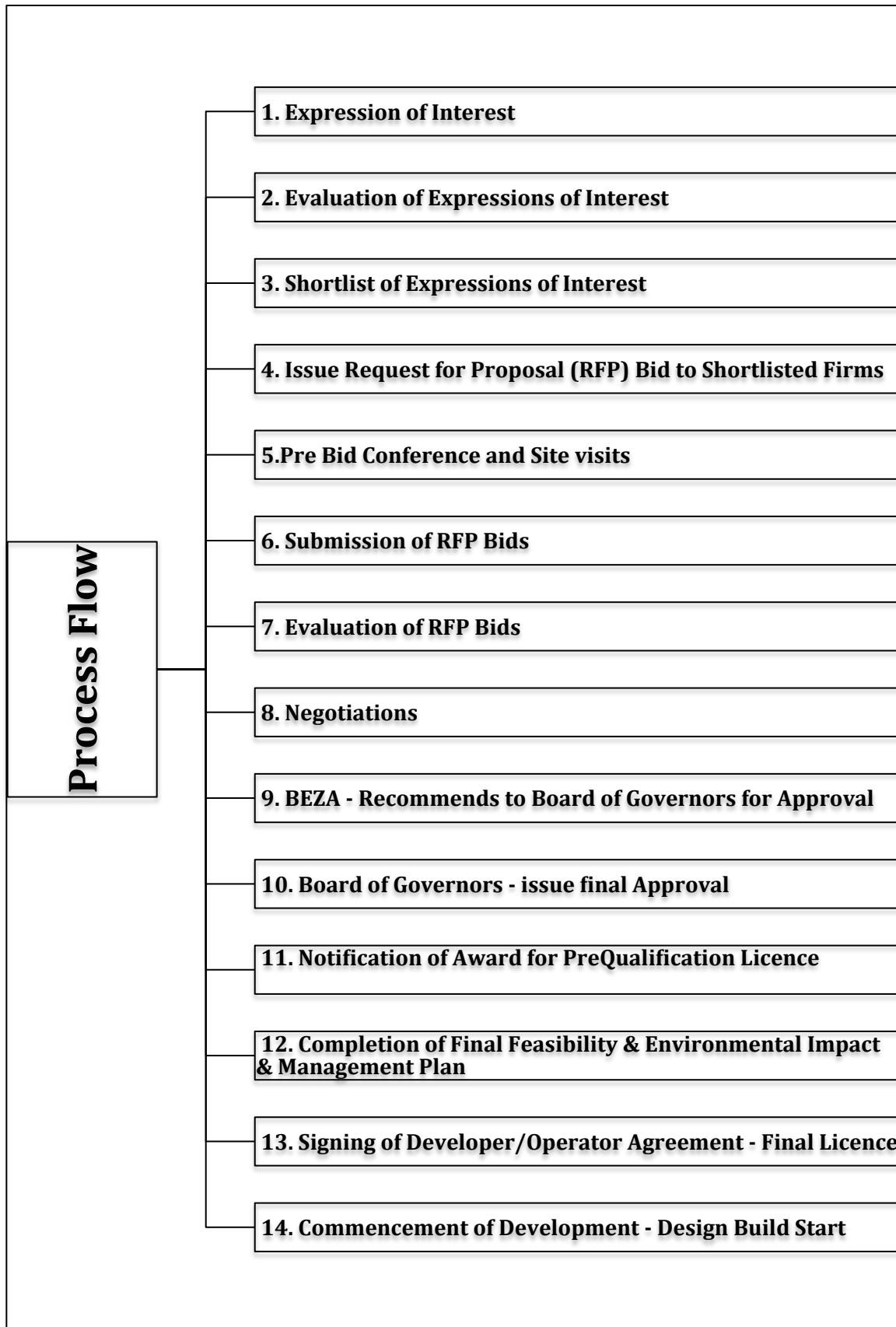
Authority shall follow a two-stage process for issue of EZ licence to the Developer/Operator:

1. Prequalification Licence (Notification of Award)
2. Final Licence (Developer/Operator Agreement)

A Notification of Award of prequalification licence will be issued to the successful firm winning the bid, the winning bidder shall proceed to complete the activities to meet the requirements for acquiring the final licence such as comprehensive Masterplan, carrying out feasibility study etc. On satisfactory submission, the Authority shall review and award the final licence to develop and operate the EZ concluded in Developer/Operator Agreement.



Process of Selection of a Developer/Operator – **Table-I**





## **Tendering Process for Mongla Economic Zone**

### **II Expression of Interest (EOI)**

Authority invites interest from Developer/Operators in developing EZs. EOI consists of the following sections:

#### **Eligibility of Bidders:**

Interested national/international Developers (either individually or as joint ventures or as consortium of companies) meeting the following criteria may submit the EOI:

#### **Eligibility Criteria:**

##### **Technical:**

- a) Experience in development of single/multiproduct Economic Zones (EZ) / Special Economic Zones (SEZ) / Industrial Parks(IP)/ Free Ports commensurate with the size and nature of proposed Economic Zone at Mongla and Sirajganj.
- b) Should have designed, built, financed, own and/or operating at least one EZ/SEZ/IP/FP in the last three years.
- c) Should have experience of 5 years or more in EZ/SEZ/IP/FP operations.
- d) Company certificate of good standing establishing that the Applicant is a legitimate and bona fide EZ Investor

##### **Financial:**

- a) Should have gross revenues \$10 (USD) million per annum from EZ/SEZ/IP/FP operations in the last three years evidenced in the financial statements.
- b) Should have networth of at least \$25 (USD) million.

### **III Request for Proposal (RFP)**

RFP comprises of Bid document with Annexures A & B. Bid document has instructions to bidders and bid data sheet, Annexure A comprises of bidders submission forms, formats of securities and information forms. Annexure B consists of Developer/Operator Agreement, General conditions, appendices for special conditions, technical standards, design build services, operations services, payment procedures, liquidated damages, site plan.

#### **Key Highlights of RFP**

Developer/Operator shall be responsible for:

- i. Develop & Operate EZ for multi-purpose or multi-use EZ activities;
- ii. EZ shall comprise of Multiple EZ Users, or EZ Enterprise for employees of Bangladesh nationality and other foreign nationalities.
- iii. Environmental impact assessment and proposed mitigation measures.



- iv. Schedules of EZ design, construction, and activation, including phased development.
- v. Marketing EZ.
- vi. Operating and Maintaining EZ

### **Eligibility of Bidders**

Bidder may be a private entity, government-owned entity or a consortium of such entities in the form of a joint venture (JV).

### **Joint Venture arrangement**

1. Bidders that have pre-qualified as joint ventures at the time of submission of the Expression of Interest (EOI) shall not change their joint venture arrangements without the prior written approval of the Authority.
2. The lead joint venture participant should have a shareholding not less than 35% in the joint venture equity. The least shareholding of any joint venture participant in the JV equity shall be 11%.

### **The estimated timetable for the Process of Selection of a Developer:**

(a) Invitation of EOI	24 January 2013
(b) Submission of EOIs	06 March 2013
(c) Shortlist of EOIs	25 March 2013
(d) Issue of RFP Documents	31 March 2013
(e) Data Room Opens	31 March 2013
(f) Site Visits	31 March to 24 April 2013
(g) Last Day for Bidders to Submit Questions on RFP Documents	24 April 2013
(h) Pre-Bid Meeting	25 April 2013
(i) Last Day for Bidders to Submit Supplementary Questions (arising out of Site Visits only)	30 April 2013
(j) Issue of Response to Questions Document	07 May 2013
(k) Deadline for Submission of Bids (Submission Deadline) (60 Days) 12:00:00 noon	29 May 2013
(l) Opening of Bids 12:05:00 p.m.	29 May 2013
(m) Identification of Successful Bidder	20 June 2013
(n) Notification of Award – Prequalification License	20 June 2013
(o) Performance Security	30 June 2013
(p) Completion-Final Feasibility & Environment Impact Assessment	30 September 2013
(q) Developer/Operator agreement Signature	06 October 2013



(r) <b>Design-Build Starting Date Approximately</b>	<b>01 November 2013</b>
(s) Completion of Phase - I (10%)	07 January 2015
(t) Completion of Phase – II (40%)	06 January 2017
(u) Completion of Phase – III (70%)	05 January 2020
(v) <b>Completion of Phase – IV (100%)</b>	<b>05 January 2021</b>
(x) Calculation Date for Conversion of Currency (Date for Equivalency)	14 May 2013

### **Bid Security**

All shortlisted Expressions of Interest who are offered to participate in the RFP Bids shall submit a Bid Security of USD 50,000 (BDT 4,050,000) along with the bids, which should be valid for at least 180 days.

### **Performance Security**

Final selected Bidder as Developer/Operator shall submit a performance guarantee equivalent to 1% of the total investment proposed.

### **Evaluation Of Proposals**

Evaluation shall be conducted in two steps: (1) evaluation of technical proposals, and (2) financial proposal. (A detailed narrative of the Technical and Financial Proposals to be submitted by the Bidder is attached as **Annexure II**). A weightage of **70%** will be accorded to Technical proposal and **30%** for Financial proposal. Passing score for technical evaluation will be **70%** of the overall technical weightage.

#### **1. Technical Proposal Evaluation**

The Authority shall evaluate each Technical Proposal, which satisfies the requirements of the RFP. Bids will be evaluated according to the following criteria. (Detailed explanation at Annexure II)

- a. Design Philosophy, Drawings & Project Concepts (10 Points)**
- b. Project Marketing Concept (10 Points)**
- c. Implementation Plan (10 Points)**
- d. Environmental and Social Development Impact (10 Points)**
- e. Operation and Maintenance (10 Points)**
- f. Key Staff, Organization & Development/Operator Agreement Administration Plan (10 Points)**
- g. Economic Growth and Job Creation (10 Points)**

#### **2. Evaluation Of Financial Proposals**

The Authority shall evaluate only those Financial Proposals that are submitted by Bidders whose Technical Proposals have received passing scores.



The Authority shall evaluate each Financial Proposal according to the following three criteria:

- a. **Soundness of Assumptions and Projections** concerning capital and operating costs and revenues **(10 Points)**;
- b. **Financial Capacity** will be measured by a range of factors that demonstrate the Bidder's financial capacity to commence, complete, develop/operate the Mongla/Sirajganj EZs, which include levels of debt, sources of finance and realistic projections. **(10 points)**;
- c. **Returns to the Authority** will be measured by calculating the Net Present Value (NPV) of the revenue stream(s) to the Authority over the life of the Developer/Operator Agreement. The revenue stream(s) will comprise the projected payments to the Authority, including but not limited to fixed/variable lease payments and revenue/profit sharing arrangements **(10 points)**.

#### **BONUS POINTS**

Five bonus points will be given for proposals for providing a list of nominated sub-contractors.

#### **Licensing EZ Developer/Operator - Prequalification License Process**

Item	Description	Maximum Score
<b>1</b>	<b>Technical Proposal</b>	
1 a	Design Philosophy, Drawings & Project Concepts	10
1 b	Project Marketing Concept	10
1 c	Implementation Plan	10
1 d	Environmental and Social Development Impact	10
1 e	Operation and Maintenance	10
1 f	Key Staff, Organization & Developer/Operator Agreement Administration Plan	10
1 g	Economic Growth and Job Creation	10
<b>2</b>	<b>Financial Proposal</b>	
2 a	Projected Capital Investment, Operational Costs & Revenues	10
2 b	Projected Sources of Financing	10
2 c	Financial Returns to the Authority	10
	<b>Total Technical and Financial Points</b>	<b>100</b>
	Bonus Points	05
	<b>Total Points</b>	<b>105</b>

Notification of award of Prequalification License to the winning bidder post evaluation.

#### **Requirements for Final License**

- (a) Submit comprehensive master plan that includes land use planning and zoning, on-site infrastructure plans and phasing plans;



(b) The feasibility study demonstrates that the project is economically and financially viable and commercially sustainable;

(c) The environmental and social impact assessments contain approved environmental management plans and sufficient health and safety schemes to mitigate negative impacts;

(d) The feasibility study demonstrates that the project will provide benefits to Bangladesh viz., increased investment, job creation, diversification of exports – that outweigh the costs incurred by the government to facilitate the project;

### **Incentives provided under the BEZA Act to EZ Enterprises**

(1) Exemptions, Benefits, and Incentives available to EZ Enterprises from the application of any or whole provisions of the following laws:

- (a) Municipal Taxation Act, 1881;
- (b) Explosives Act, 1884 (Act No. IV of 1884);
- (c) Stamp Act, 1899;
- (d) Electricity Act, 1910 (Act No. IX of 1910);
- (e) Boilers Act, 1923 (Act No. V of 1923);
- (f) Foreign Exchange Regulation Act, 1947;
- (g) Building Construction Act, 1952 (E.B. Act No II of 1953);
- (h) Income Tax Ordinance, 1984;
- (i) Land Development Tax Ordinance, 1976;
- (j) Fire Prevention and Control Act, 2003 (Act No. VII of 2003);
- (k) Value Added Tax Act, 1991;
- (l) Bangladesh Labour Act, 2006 (Act No. XLII of 2006);
- (m) Local Government (Union Parishad) Act, 2009;
- (n) Local Government (City Corporation) Act, 2009;
- (o) Local Government (Municipalities) Act, 2009; and
- (p) Any other Act or law as specified by the Government through Gazette Notifications.

(2) Authority is in discussions for certain other incentives, which shall be announced in the due course.

Authority shall be a One Stop Shop facilitating all statutory clearances and permits.





## Annexure 1A

### Mongla site's revalidated site assessment report

#### Mongla Adjacent Mongla EPZ

##### Snapshot Overview

Assessment Factors	Assessment Results
<b>LOCATIONAL ATTRIBUTES</b>	
Size	<ul style="list-style-type: none"> <li>- Total is 262 acres</li> <li>- Phase 1 is 62 acres in size</li> <li>- Phase 2 is 200 acres in size</li> </ul>
Contiguous Expansion	<ul style="list-style-type: none"> <li>- Both phases are contiguous.</li> <li>- Currently a boundary wall between Phase 1 and 2 as well as between the site and Mongla EPZ</li> </ul>
Land Ownership	<ul style="list-style-type: none"> <li>- Port of Mongla &amp; BEPZA</li> </ul>
Surrounding Context	<ul style="list-style-type: none"> <li>- Surrounded by a mix of agricultural lands and industrial facilities</li> <li>- Independent Industrial Cluster (Cement and Refinery) is in close proximity along Jessore-Khulna-Mongla Road</li> <li>- Site is adjacent the Mongla EPZ</li> <li>- X River is bordering the site</li> <li>- Port of Mongla is within 200 meters</li> <li>- Jessore-Khulna-Mongla Road is within 50 meters</li> </ul>
Locational Vulnerability	<ul style="list-style-type: none"> <li>- Along the Mongla River so possible flooding</li> </ul>
Existing Land Use	<ul style="list-style-type: none"> <li>- Designated for industrial use</li> <li>- Land is bound by wall but currently not being used</li> </ul>
Topography	<ul style="list-style-type: none"> <li>- Flat, unencumbered land</li> <li>- The land does not have to be raised</li> </ul>
Soil Conditions	<ul style="list-style-type: none"> <li>- Sand</li> <li>- Potential flood area</li> </ul>
<b>ACCESS</b>	
Access to Major Transport Modes	<ul style="list-style-type: none"> <li>- Within 50 meters from the Jessore-Khulna-Mongla Road</li> <li>- Within 200 meters of the Port of Mongla</li> <li>- Existing rail line in close proximity but spur would be required as well as commercial transport facilities</li> <li>- Ferry access</li> <li>- Jessore Airport is 105 km from site</li> <li>- An unfinished Rampal Airport is 22 km from site</li> </ul>
Access to Urban Hubs	<ul style="list-style-type: none"> <li>- Access to Dhaka (379 km), Jessore (105 km), Mongla (15km), Khulna (50 km), border of India (145 km), and Port of Chittagong (664 km)</li> </ul>
<b>INFRASTRUCTURE</b>	
Existing On-Site Infrastructure	<ul style="list-style-type: none"> <li>- No onsite infrastructure</li> <li>- Power lines adjacent the site but no power available. A new substation is required for the site.</li> </ul>
Existing Off-Site Roads	<ul style="list-style-type: none"> <li>- The site has no access to any public road</li> <li>- The site must be accessed via the Mongla EPZ</li> <li>- Access is viable but a new connection is required (approx.100 meters)</li> </ul>
Existing Off-Site Power	<ul style="list-style-type: none"> <li>- Power is in the vicinity.</li> </ul>



## Mongla Adjacent Mongla EPZ

### Snapshot Overview

Assessment Factors	Assessment Results
Existing Off-Site Water	- A new substation will be required or an independent power supply is needed - No water is available. - Water for the EPZ is piped in from Rampal - Ground water is saline
Existing Off-Site Wastewater	- No wastewater treatment plant for this site
Existing Off-Site Drainage	- No drainage system
Existing Off-Site Telecom	- Mobile telecom is available. Further investigation is required for land lines
ENVIRONMENT AND SOCIAL IMPACTS	
Environment Impact/Contamination	- Land is not contaminated but requires further investigation - Adjacent the Mongla River so environmental mitigation will be required
Loss of Livelihoods	- The land is contained and not being utilized
Historic/Religious/Cultural Landmarks/Buildings	- No historical/religious/cultural buildings on the site
Existing Labor	- Available skilled and unskilled labor from surrounding villages, towns, Mongla and Khulna
Resettlement	- No resettlement required
QUALITY OF LIFE	
Existing International Housing	- Located in Dhaka (379km)
Existing International Schools/Hospitals	- Located in Dhaka (379km)
Existing Parks/Open Space	- In surrounding area (Mongla and Khulna)
Security Issues	- Practically no security issues

### Key Strengths and Weaknesses: Mongla Site

The following are the key strengths and weaknesses of the site.

## Mongla Adjacent the EPZ

### Key Strengths and Weaknesses

Strengths	Weaknesses
<b>Location.</b> <ul style="list-style-type: none"> <li>- Prime land in a strategic location</li> <li>- Adjacent the Mongla EPZ</li> <li>- Within 200 meters of the Port of Mongla</li> <li>- Within 15 km from Mongla, 22 km from Rampal and unfinished Rampal Airport, 105 km to Jessore Airport, 379 km to Dhaka, 664 km to Port of Chittagong, 145 km to Indian border</li> </ul>	<b>Location.</b> <ul style="list-style-type: none"> <li>- There is no direct road access to the site</li> <li>- Currently access is via Mongla EPZ</li> <li>- Jessore-Khulna-Mongla Road is in poor condition and needs a major upgrade</li> <li>- Rampal Airport should be completed to add to the zones value proposition and make the site more accessible</li> <li>- Mongla Port is not used to its potential</li> </ul>



## Mongla Adjacent the EPZ

### Key Strengths and Weaknesses

Strengths	Weaknesses
<ul style="list-style-type: none"> <li>- Near a variety of industrial clusters (cement, refineries, and aqua-culture)</li> <li>- Rail line is in close proximity of site</li> </ul>	<ul style="list-style-type: none"> <li>- Rail spur should be created into the site</li> <li>- Long distance (456 Kms) from the Port of Chittagong</li> </ul>
<p><b>Land Ownership.</b></p> <ul style="list-style-type: none"> <li>- Owned by Port of Mongla (single ownership)</li> </ul> <p><b>Land Use.</b></p> <ul style="list-style-type: none"> <li>- Industrially designated lands</li> </ul>	<p><b>Land Ownership.</b></p> <ul style="list-style-type: none"> <li>- Needs to be transferred to BEZA if used but process is relatively simple (internal MoU)</li> </ul> <p><b>Land Use.</b></p> <ul style="list-style-type: none"> <li>- No weaknesses</li> </ul>
<p><b>Physical Characteristics.</b></p> <ul style="list-style-type: none"> <li>- Large site (200+acres) that can be developed in phases</li> <li>- Already bounded by wall</li> <li>- Flat and unencumbered lands</li> <li>- No vegetation on site</li> <li>- Land does not have to be raised</li> </ul>	<p><b>Physical Characteristics.</b></p> <ul style="list-style-type: none"> <li>- Soil is sandy and soft</li> <li>- High water table due to location beside River</li> <li>- May flood along the site edges during monsoon season</li> </ul>
<p><b>On/Off-Site Infrastructure.</b></p> <ul style="list-style-type: none"> <li>- In close proximity to Jessore-Khulna-Mongla Road</li> <li>- Existing rail facilities close by. Need to be expanded to reach the site</li> <li>- Some existing power in the area but needs upgrading to handle additional industrial requirements</li> <li>- Power lines adjacent the site</li> <li>- Mongla EPZ has a water pipeline from Rampal which may be able to be tapped into</li> <li>- Telecom exists in the area</li> </ul>	<p><b>On/Off-Site Infrastructure.</b></p> <ul style="list-style-type: none"> <li>- Main road, Jessore-Khulna-Mongla needs to be upgraded to allow ease of movement for trucks</li> <li>- Currently no access road to this site</li> <li>- A new substation is required to provide power to the site</li> <li>- Water is not available. Ground water is saline. Water must be piped in from Rampal</li> <li>- Gas is not available at this site</li> <li>- Needs effluent treatment plan</li> </ul>
<p><b>Environmental and Social Impacts.</b></p> <ul style="list-style-type: none"> <li>- The site was agricultural lands so no pollution or contamination is visible or anticipated</li> <li>- No resettlement required</li> <li>- Opportunity to develop using low carbon and green technology to mitigate impact on the river</li> <li>- Skilled and unskilled labor in close proximity</li> <li>- No IPs on or near the site</li> </ul>	<p><b>Environmental and Social Impacts.</b></p> <ul style="list-style-type: none"> <li>- Sensitivity to location because it is adjacent the River, though there is industrial precedents adjacent the property with the Mongla EPZ</li> <li>- The site is comprised of sandy soil with a high water table</li> <li>- An environmental and social assessment is required</li> </ul>
<p><b>Industrial Project.</b></p> <ul style="list-style-type: none"> <li>- Strategic location and good size site</li> <li>- Would increase industrial and economic growth in Mongla</li> <li>- Would provide new employment opportunities for the region</li> <li>- Would diversify industrial sectors</li> <li>- Does not have to be developed as part of the Mongla EPZ</li> </ul>	<p><b>Industrial Project.</b></p> <ul style="list-style-type: none"> <li>- Access. A new, upgraded road from Jessore-Khulna-Mongla is required.</li> <li>- A strategic logistics plan is required for this part of the country to allow both investors and goods to move between Dhaka, Chittagong, and Mongla with ease.</li> <li>- Limited import/exports from Mongla Port</li> </ul>



## Annexure 1B

### Snapshot Overview: Sirajganj Sadar, Sirajganj

The following is a snapshot overview of the site assessment.

<b>Sirajganj Sadar, Sirajganj</b>	
<b>Snapshot Overview</b>	
<b>Assessment Factors</b>	<b>Assessment Results</b>
<b>LOCATIONAL ATTRIBUTES</b>	
Size	<ul style="list-style-type: none"> <li>- +500 acres a mix of char and low lands</li> <li>- Site is narrow and long (750m wide by 3 km length)</li> </ul>
Contiguous Expansion	<ul style="list-style-type: none"> <li>- Potential expansion of +500 acres but needs to be verified</li> </ul>
Land Ownership	<ul style="list-style-type: none"> <li>- Government owned Khas lands and +/-50 acres of Private lands</li> </ul>
Surrounding Context	<ul style="list-style-type: none"> <li>- Site is surrounded by waterways either Jamuna River and the Randagnibari Channel</li> <li>- Part of site is to infill Randagnibari Channel</li> <li>- Adjacent a rural community comprised of a few small towns that have a livelihood from weaving</li> <li>- A new Sidarbad Power Plant is constructed adjacent the site</li> </ul>
Locational Vulnerability	<ul style="list-style-type: none"> <li>- Watershed area and on char lands</li> <li>- Site is proposed to infill the Randagnibari Channel which flows into the Jamuna River</li> <li>- Site is a flood plain area and is flooded during monsoon season</li> </ul>
Existing Land Use	<ul style="list-style-type: none"> <li>- No existing designation as it is char lands</li> <li>- Some of the lands are used for agricultural (1 crop) purposes</li> </ul>
Topography	<ul style="list-style-type: none"> <li>- Alluvial lands with some vegetation and low lying trees</li> <li>- In the dry season the area is below sea level</li> </ul>
Soil Conditions	<ul style="list-style-type: none"> <li>- Sand and silt</li> <li>- High water table</li> <li>- Flood Plain/watershed area from May to October</li> <li>- Portions are part of the Randagnibari Channel</li> </ul>
<b>ACCESS</b>	
Access to Major Transport Modes	<ul style="list-style-type: none"> <li>- Good road/highway connectivity to Dhaka, Dhaka Airport via Dhaka-Sirajganj Highway and Chittagong</li> <li>- High toll over the Jamuna River bridge</li> <li>- Rail is in close proximity</li> </ul>
Access to Urban Hubs	<ul style="list-style-type: none"> <li>- Approximately 130 km to Dhaka and 375 km to Chittagong</li> </ul>
<b>INFRASTRUCTURE</b>	
Existing On-Site Infrastructure	<ul style="list-style-type: none"> <li>- No on-site infrastructure</li> <li>- Infill is proposed for the Randagnibari Channel. If that does not occur, a bridge over the Randagnibari</li> </ul>



## Sirajganj Sadar, Sirajganj

### Snapshot Overview

Assessment Factors	Assessment Results
	Channel is required
Existing Off-Site Roads	- 1 km gravel road to the site from the national highway
Existing Off-Site Power	- New Sidarbad Power Plant being constructed. Current capabilities are 150mwatt but once completed 450mwatts
Existing Off-Site Water	- No water system only boreholes
Existing Off-Site Wastewater	- No wastewater
Existing Off-Site Drainage	- No drainage. Site is watershed for region
Existing Off-Site Telecom	- Mobile telecom is available. Land lines not available except at the police station.
ENVIRONMENT AND SOCIAL IMPACTS	
Environment Impact/Contamination	- Critical location adjacent the Jamuna River - Some water pollution but further investigation required - Filling the site may cause further problems for surrounding communities. Must be further investigated
Loss of Livelihoods	- Resettlement is required and a loss of informal agriculture and cattle farming - Majority of the income in the surrounding area comes from weaving
Historic/Religious/Cultural Landmarks/Buildings	- No historic/religious/cultural buildings on the site viewed but further investigations required
Existing Labor	- Available skilled and unskilled labor from surrounding villages, towns and Dhaka
Resettlement	- Resettlement required (50 acres). Steps by government have started.
QUALITY OF LIFE	
Existing International Housing	- Located in Dhaka
Existing International Schools/Hospitals	- Located in Dhaka
Existing Parks/Open Space	- Within the region and in Dhaka
Security Issues	- Few security issues



## Key Strengths and Weaknesses: Sirajganj Sadar, Sirajganj

The following are the key strengths and weaknesses of the site.

<b>Sirajganj Sadar, Sirajganj</b>	
<b>Key Strengths and Weaknesses</b>	
<b>Strengths</b>	<b>Weaknesses</b>
<p><b>Location.</b></p> <ul style="list-style-type: none"> <li>- Close to Sirajganj so will provide economic opportunities to this part of the country</li> <li>- In close proximity to Dhaka-Sirajganj Highway</li> </ul>	<p><b>Location.</b></p> <ul style="list-style-type: none"> <li>- Long and narrow site at 750 m wide and 3 km long</li> <li>- At the entrance to the Jamuna River</li> <li>- Proposed location is to fill in Randagnibari Channel which could be a problem as this is a watershed channel during monsoon season</li> <li>- Other option is to build a bridge over the channel which would be expensive</li> <li>- Char lands which need to be significantly raised or a bridge constructed over the Randagnibari Channel depending upon design of economic zone</li> </ul>
<p><b>Land Ownership.</b></p> <ul style="list-style-type: none"> <li>- Majority of lands are government owned</li> </ul> <p><b>Land Use.</b></p> <ul style="list-style-type: none"> <li>- Char lands</li> <li>- Some lands are used for agricultural purposes (1 crop per year)</li> </ul>	<p><b>Land Ownership.</b></p> <ul style="list-style-type: none"> <li>- Approximately 50 acres of land are in private sector ownership</li> </ul> <p><b>Land Use.</b></p> <ul style="list-style-type: none"> <li>- A portion of this site is the Randagnibari Channel so there is no land use designation</li> </ul>
<p><b>Physical Characteristics.</b></p> <ul style="list-style-type: none"> <li>- Flat land mainly unencumbered</li> </ul>	<p><b>Physical Characteristics.</b></p> <ul style="list-style-type: none"> <li>- Difficult to see site as minimal access was available</li> <li>- Soil is sandy and soft and some lands are char</li> <li>- Portion of the site is part of the Randagnibari Channel</li> <li>- Site is a watershed during monsoon season</li> </ul>
<p><b>On/Off-Site Infrastructure.</b></p> <ul style="list-style-type: none"> <li>- Site is 1 km from national highway which is in very good condition</li> <li>- Access to Sirajganj, Dhaka, Dhaka Airport and Chittagong</li> <li>- Close proximity to rail</li> <li>- New power plant constructed adjacent the site</li> </ul>	<p><b>On/Off-Site Infrastructure.</b></p> <ul style="list-style-type: none"> <li>- No existing on-site infrastructure</li> <li>- No water or telecom</li> <li>- Site will need a bridge to access the majority of the site if the Randagnibari Channel is not infilled</li> </ul>
<p><b>Environmental and Social Impacts.</b></p> <ul style="list-style-type: none"> <li>- Site will provide more employment opportunities to the surrounding rural community.</li> </ul>	<p><b>Environmental and Social Impacts.</b></p> <ul style="list-style-type: none"> <li>- Part of the lands are char so some environmental sensitivities exist</li> <li>- Part of the lands are a watershed for the region</li> <li>- Some resettlement required (50 acres)</li> <li>- A full environmental and social assessment, RAP, and impact mitigation plan will need to be undertaken for this site.</li> </ul>
<p><b>Industrial Project.</b></p> <ul style="list-style-type: none"> <li>- Would increase industrial and economic</li> </ul>	<p><b>Industrial Project.</b></p> <ul style="list-style-type: none"> <li>- Situated in a watershed area and where the</li> </ul>



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## Sirajganj Sadar, Sirajganj

### Key Strengths and Weaknesses

Strengths	Weaknesses
<p>growth in the Sirajganj region</p> <ul style="list-style-type: none"><li>- Would create new jobs for the area</li><li>- Located in close proximity to the Dhaka-Sirajganj Highway and the rail corridor</li></ul>	<p>Jamuna River meets the Randagnibari Channel</p> <ul style="list-style-type: none"><li>- Lands are owned by both private and public sectors</li><li>- Access to the majority of lands are limited in the monsoon season</li><li>- Resettlement is required</li><li>- No on-site infrastructure</li></ul>

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## **Annexure II**

### **Technical and Financial Proposal to be submitted by the Bidder in response to the RFP for Evaluation of the Bids**

#### **Technical Section – Technical and Organizational Information**

Technical Section of the Bid shall consist of the following sub-parts in the following order;

- (A) An Executive Summary of the **Technical and Organizational** information, which shall be detailed in accordance with the sub-sections that follow.
- (B) A detailed design-build-finance-own-operate and transfer work plan including a detailed program timetable (the “DBFOOT Work plan”) setting out the manner in which the Bidder proposes to carry out the DBFOOT services as defined in the Developer/Operator Agreement (the “DBFOOT Services”). The DBFOOT Work plan shall be divided into the following sections:
  - (i) A section entitled “**Design Philosophy, Drawings & Project Concepts**”, which shall consist of conceptual drawings, sufficiently detailed to communicate the Bidder’s design intent for all aspects of the proposed Economic Zone. The conceptual drawings shall include the following:
    - (a) A proposed site plan showing the Bidder’s development plan, for various elements such as industrial plots/plants, buildings, utilities, external areas, common facilities, including any zoning or phasing in construction on the 267 acres of land. Detailed descriptions to include:
      - i) Land use plan and phasing plan with intended uses of the land, estimated Floor Area Ratio (FAR) and total square meters of structures to be built;
      - ii) Detailed description of each type of building per land use and other development in EZ;
      - iii) A conceptual description of proposed Standard Factory Building (SFB) type(s), to be provided to End Users,





to include; Standard sizes and layouts; and Degree of external and internal finishes

- (b) General arrangement drawings/ Scheme drawings sufficient to understand the Bidders architectural layout, appearance & aesthetics.
- (c) A detailed narrative in support of the conceptual drawings setting out the Bidder's plan construction quality assurance, standards to be adopted and control;
- (d) A detailed schedule setting out all major milestones, for the Site preparation, Design Phase, Procurement of Construction & other major items, Construction Phase, Completion & Operational Phase. An indicative list of raw materials and components procured locally, manufactured in Authority's country.
- (e) An itemized list of the principal codes of practice and standards proposed for the Economic Zone facilities;
- (f) The Bidder is required to incorporate international best practices in designing the EZ and utilize international building standards and comply with national building codes. These standards should be present in successful EZ projects undertaken in the past. Lessons learnt should be highlighted.
- (g) Bidder may preferably adopt Green standards for buildings with possible LEED certifications and prefer low carbon emission industry.

All maps, drawings, plans and database shall be developed electronically in addition to printed manuscript copies.

- (ii) A section entitled "**Project Marketing Concept**" which shall include the following:

- (a) A Vision for the Economic Zone describing the long, medium and short term vision, assessment of the Economic Zone competitive advantages, how the Bidder intends to position the Economic Zone in the long term, key industry segments Economic Zone would focus upon,



- a list of all value added services that the Bidder intends to provide;
- (b) A description of the unique selling proposition of the Economic Zone, which will be used to attract a wide variety of industry sectors that promote value additions to establish and operate in the Economic Zone;
  - (c) A detailed description of the Bidder's strategy to market the Economic Zone to companies, list of potential target investors;
  - (d) A detailed description of the marketing capability of the Bidder in terms of personnel, alliances and marketing network.
- (iii) A section entitled "**Implementation Plan**" which shall include the following:
- (a) A description & sequence (method statement) of all implementation activities including enabling works, temporary works, internal & external works for the entire site.
  - (b) A detailed overall program and schedule setting out the proposed sequence of works to be undertaken, including estimated start date, finish date subject to conditions mentioned in the BDS-RFP, and time allocations for individual elements of the works, proposed resources to be allocated and the identification of all major milestones, for the commissioning of individual work components of the Economic Zone facilities.
  - (c) A detailed program and work plan of the Economic Zone project, indicating in months/years, phase wise development for fully achieving completion of all components of the Economic Zone viz., Serviced Land, Pre-Built Factories and Buildings, Utilities, and Amenities.
  - (d) Projection of the year-wise minimum commitment in terms of tenants/occupancy of the companies within the proposed Economic Zone attach letters of interest from target investors if possible.



(C) **Environmental and Social Development Impact**

- (a) A detailed description of the Bidder's plans and methodologies to ensure the requirements of the applicable Environmental Management Plan (EMP) for the proposed Economic Zone facilities and the Site will be implemented and monitored.
- (b) The degree to which population displacement and relocation if any, resulting from the development of the site can be moderated and clearly justified by the social and economic costs and benefits of the proposed EZ;
- (c) The degree to which "green-zone" techniques and procedures are included in the plan for the proposed EZ; These techniques can include energy efficiency, co-generation, renewable energy use, waste recycling, efficient water management, and alternative transportation options;
- (d) The degree to which the proposed EZ will promote and facilitate female-gender opportunities;
- (e) Number of small and medium-sized Enterprises proposed as EZ Users at the planned EZ;

(D) **Operation and Maintenance**

Bidders experience in Operating & Maintaining Economic Zone of comparable scale & complexity. A detailed operational strategy in operations and maintenance of the Economic Zone, services provided, facilities developed Operational and Maintenance Standards, Safety Standards and Good Industry Practices. Bidders shall give reference list & track record of at least one other site. Bidders shall submit outline of the bidder's plans & strategies for operating & maintaining the Economic Zone in an efficient manner to the highest international standards for its tenants & clientele.

Each Bidder shall, at a minimum, provide for the operation of basic services within the parcel to a standard sufficient to meet the needs of the EZ. All proposed utility services shall be able to connect to and coordinate with the backbone infrastructure and common services. In providing the



Operation and Maintenance, each Bidder shall undertake to provide the following services within its proposed on-site part of EZ:

(a) Subterranean facilities, such as sewer collection system, including drains and pipeline network, storm water system, including drains and pipeline network, a pipeline network system sufficient to accommodate power cables and telecommunication wiring;

(b) solid waste management and collection and effluent treatment.

(c) Each Bidder shall identify any additional services that it chooses to provide. Such services may include, but are not limited to or required to be Communications center, Training & Skills Development Centre, Technical workshops and machine shop, Commuting and transportation services, cafeteria and restaurants, Post office (facility only), Civil defense center, Social facilities for the workforce, Retail outlets, Operation of a day care center, Operation of a medical clinic.

Each Bidder shall be bound to provide any such services so enumerated in Operation and Maintenance. Each Bidder shall furthermore provide an indicative pricing schedule and projected volume of service delivered for each enumerated service.

**(E) Key Staff, Organization & Development/Operator Agreement  
Administration Plan:**

A narrative of the Bidder's **Resourcing plans**, including, **key staff, Organization, Administrative Processes** which the Bidder intends to have in place at each stage of the project life cycle (design, construction, marketing, operations & maintenance of the facility). In particular the bidders "**staffing plan**" setting out the Bidder's proposed staffing arrangements for carrying out the DBFOOT Services shall be divided into the following sections:

(i) A section entitled "Summary of Staff Qualifications" which shall consist of a summary table setting out for the Key Staff positions, the names of the Bidder's employees who will occupy the Key Staff positions; and



- (ii) A section entitled, "Curriculum Vitae" which shall contain the signed curriculum vitae for each of the Key Staff, in the format set out in Annex A to the RFP Documents.
- (iii) A section containing evidence that, key staff that will form part of the Economic Zone project team, have had relevant experience in building, marketing & operating similar Economic Zone successfully. (Reference list & track record)

For the purpose of Section (E)(i) and (ii), "Key Staff" mean those individuals that will fill the positions such as:

1. Project Director
2. Operations Manager
3. Marketing Manager

**(F) Economic Growth and Job Creation**

- i. The degree to which the international trade or financial effect, including the projected value of exports and re-exports and value-added processing potential of the proposed EZ;
- ii. Extent to which investment and any transfer-of-technology impact of the proposed EZ will improve Bangladesh's national capital, infrastructure, basic services, or agricultural base;
- iii. Potential of the proposed EZ to increase domestic employment opportunities, including skilled and semi-skilled labor positions for Bangladesh nationals, through enterprise and job-creation, as well as technical training and capacity-building;
- iv. Employment creation at the end of each year for first five years and estimates for subsequent each 5 years period; and,
- v. Creation of new or expanded business opportunities, diversification of products, new emerging areas and any related new sector or sub-sector to Bangladesh in the projected value chain.
- vi. Any other economic benefits to the project

**FINANCIAL PROPOSAL**

Each Bidder shall submit a Financial Proposal in accordance with the following requirements.

**1. Financial Analysis**



The Bidder shall submit a financial plan in electronic form, including pro-forma financial statements, to show that the proposal is financially feasible. The Bidder will base the analysis on a base-case scenario and shall include sensitivity analysis to demonstrate the impact of feasibility over a range of possible assumptions and scenarios. The feasibility analysis shall include the following information, clearly identified and sequenced as follows:

- a. Break-down capital investment and operating cost over the development period and associated debt/equity arrangements, identified by key development phases;
- b. Resulting cash flow projections over the development period;
- c. Breakdown and source of proposed debt/equity financing and other sources of financing; projected at least quarterly, in the development financial spreadsheet for years one (1) through the development phase and until completion;
- d. Breakdown of projected revenue streams, during the development phase or until break-even point, whichever is sooner. Revenue breakdown should be based on the marketing plan's projected results and should include:
  - i. Income from leases (land/SFBs) sorted by phases;
  - ii. Ancillary services sorted by phases;
  - iii. Utility commercialization including demonstration of capabilities to deliver such services or contracting for such services with other competent entities as applicable sorted by phases;
- e. Expected financial indicators such as payback, internal rate of return, return on investment, etc.; and,
- f. Ratio of land lease versus Standard Factory Building lease relative to proposed development phases.

In the event that the Bidder is selected as a Developer/Operator, for the EZ, the Bidder's and the Financial Proposal shall constitute the basis of the commercial performance conditions of the Developer/Operator and shall form an integral part of its Developer/Operator Agreement. These commercial performance conditions shall be monitored by the Authority throughout the life of the Agreement, and the Authority shall:

- Ensure implementation compliance;
- Approve required adjustments based on demonstrable and reasonable conditions; and
- Communicate to the Developer/Operator any areas of defaults allowing for reasonable timelines for cures prior to exercising any step-in rights.

## **2. Financial Analysis**



(1) Each Bidder in its Financial Proposal is required to propose a payment structure to the Authority over the life of the Development Agreement based on a combination of one or more of the following:

- a. One time up-front payment payable upon signature of contract, per acre of gross land subject to the Development Agreement;
- b. Revenue or profit-sharing arrangement;
- c. An annual land lease payment in United States Dollars (US\$) per square meter of released land from the date the land is released to the Developer/Operator; and,

(2) An escalation formula ensuring that the annual lease payments described above are regularly adjusted according to the rate of inflation, changing land values and currency fluctuations.