

# Hamid Karzai International Airport (HKIA)

## Maintenance, Repair And Overhaul (MRO) Facility



Afghanistan Civil Aviation Authority

Jan 2018

## **1. Context**

To achieve sustainable economic growth, one of the top priorities of the Government of the Islamic Republic of Afghanistan (GIROA) is to make the country into a regional trade and transit hub. Recognizing the significant contribution of this sector in terms of creating employment opportunities and reducing poverty, GIROA intends to initiate several major projects to facilitate the country in becoming one of the most open trade & transit economies in the region.

Being a landlocked country, Afghanistan is becoming more dependent on aviation for many of its individual as well business transportation. In addition, Aircargo is becoming more in use as an alternative way for road, rail and sea cargo due to security concerns, unfavourable political developments and changes in custom laws that result in extra charges being borne by Afghan traders.

The GIROA is actively seeking to develop its aviation sector and airports capacity by introducing several key projects and facilities which will contribute to enhance the safe and rapid transit of passengers, goods to and out of Afghanistan, and enable Afghan and international passengers, traders and foreign investors to conduct personal and business activities.

In this context, it is proposed that a Maintenance, Repair and Overhaul (MRO) Facility be constructed at HKIA. The current services provided at HKIA are limited to basic level maintenance (A & B Checks) while major repairs and overhaul (C & D Checks) of aircraft are sent to facilities abroad.

## **2. Impact and Outcomes**

### **2.1 Impact**

As aviation is becoming an important transportation sector for Afghan people and businesses, availability of the complete spectrum of aircraft MRO services in Afghanistan particularly at HKIA as the main international airport in the country will increase confidence of domestic and international airlines to increase air traffic without concern of MRO needs. This will have major indirect impact on the general economy of the country as air corridors for trade and export will need regular availability of MRO services for uninterrupted flight services.

### **2.2 Outcomes**

1. Physical infrastructure constructed including hangar, shops and office space at HKIA for facilitating aircraft servicing and repair.
2. Decreasing airline costs by offering local MRO services.
3. Jobs creation and aviation related training in MRO specialties.
4. Capacity building for local institutions and individuals

### **3. Innovation: How is it Distinct from Previous Projects**

The MRO facility needs to provide innovative and comprehensive services rather than just a hangar. To achieve this, it requires a focus on the maintenance process, the facility (building and equipment), the training and business needs as part of an integrated plan, which creates more of a challenge than the design and construction of a hangar as shelter. This includes:

1. Technical services: Maintenance, repair and overhaul based on internationally compliant standards.
2. Inventory & parts management
3. Capacity building (trainings, seminars, courses, conferences and other education-related).
4. Consulting and support to airlines.
5. Marketing (participate in aviation events and shows).
6. Partnerships and alliances for aircraft aviation (collaboration with airlines, other government organizations, educational entities, private sector associations and foreign counterparts).

### **4. Opportunities for Potential Investors**

#### **4.1 Infrastructure and Management**

The MRO is a potential Public-Private-Partnership (PPP) for interested investors to participate in a potentially high return venture by building and implementing new infrastructure on a Build Operate Transfer (BOT) model. It is envisioned that a PPP can be mutually beneficial, provide a high return on investment (ROI) opportunities and cater to the unfulfilled air transportation market needs of Afghanistan.

#### **4.2 Selected Proposed Services to be Located in the MRO**

1. Provide comprehensive MRO services to a wide range of aircraft.
2. Provide training to local and regional trainees

## 5. Proposed Location and Layout



Image 1: HKIA Overview

The MRO will be located to the north side of HKIA. The location will provide the following:

- A. Potential Space for MRO Facilities.
- B. Main entrance road.
- C. Aircraft parking area.
- D. Runway

## 6. GIRA Department/Entity Leading the Project

**Afghanistan Civil Aviation Authority**

Kabul international Airport OAKB

1, Great Massoud Avenue, Khwaja Rawash, Kabul, Afghanistan

Web: [hamidkarzaiaairport.com](http://hamidkarzaiaairport.com)

## Invitation for Expression of Interest (EOI)

### EOI for Affiliated Partner to Develop Maintenance, Repair and Overhaul (MRO) Facility at Hamid Karzai International Airport (HKIA)

## Background

Afghanistan is a land-locked country that relies heavily on the strength of its aviation system to sustain its economy. Imports/exports and the facilitation of foreign infrastructure investment are essential elements that require a strong and expanding aviation sector to succeed. In keeping with that objective, Afghanistan is seeking foreign investment and trade that utilizes both current and future aviation capacity to jump start the Afghan economy and develop diverse new markets.

To facilitate the growth of the aviation sector, the Hamid Karzai International Airport (HKIA) is being developed further. Several projects to facilitate air passenger traffic and cargo traffic are planned which will be implemented with affiliation of private sector partners. These will be opportunities for foreign and domestic investors to contribute to the Afghan economy and benefit from the promising long-term opportunities.

## Call for Expression Interest (EOI)

This document provides the general information for the submission of EOI, its assessment and eligibility criteria. Interested parties are hereby invited (both domestic and foreign multinational companies and businesses meeting the Requirements set out below with demonstrated financial capability) to submit written Expression of Interest (EOI) for:

### **Maintenance, Repair and Overhaul (MRO) Facility at Hamid Karzai International Airport in Kabul**

The Government of Islamic Republic of Afghanistan (GIROA) is seeking qualified companies to submit EOI delineating their capabilities and expertise in the construction and operation of a **Maintenance, Repair & Overhaul (MRO) Facility at Hamid Karzai International Airport in Kabul**. Interested, qualified parties will be invited to respond to a subsequent Request for Proposal (RFP) after being afforded the opportunity for site visits and discussions with government decision makers.

## Project Description

The following are suggested primary features of this project:

1. Physical infrastructure including hangar, shops and officespace at HKIA for facilitating aircraft maintenance.
2. Training centre including on job training facilities to host and train Afghans and regional professionals on aircrafts' maintenance.

3. The facility operations should be based on clear and documented operational manuals including internationally compliant policies, procedures and processes.
4. Inventory & parts management system as well other operational systems like HR, IT, Finance and others should be part of the know-how and resources the investor will bring and transfer to the MRO Facility.
5. The business model will be decided based on discussion and negotiation.

GIRoA is open to considering proposed partnership models and innovative solutions catering to the evolving needs of Afghanistan's emerging economy. Interested parties are encouraged to provide "out of the box" suggestions. Sharing of ideas that will facilitate services beyond the above listed basic features are encouraged.

## General Requirements

The Applicants who meet the following minimum requirements are invited to submit EOI.

1. The EOI shall include the following submissions and declarations:
  - a. Letter of EOI stating the Applicant's interested option or options.
  - b. A brief description of the Applicant's relevant corporate capacity and experience.
  - c. A summarized concept of the Applicant's suggested solutions to the described project (limited to 1,000 words).
  - d. Applicant details: company's business name, country of incorporation, DUNS number; address of the corporate headquarters and its branch office(s), date of incorporation and/or commencement of business, company's Memorandum of Association and Article of Association.
  - e. Details of individual who will serve as the Applicant's point of contact, including Name, Designation, Address, Telephone Number, E-Mail Address, Fax Number, and Power of Attorney from the Applicant.
  - f. Board Resolution of the Applicant or other corporate authorization as relevant.
2. Financial Capability: The EOI shall be assessed on the following for financial capability depending on the EOI submitted and other ventures of similar scope carried out by such party(s):
  - a. Annual Audited Financial Reports of the last three (3) fiscal years. The fiscal year would be the same as the one normally followed by the Applicant for its Annual Report.
  - b. A bank reference letter written by an internationally recognized bank, vouching for the financial strength and credence of the Applicant and access to its credit facilities.

## Pre-Qualification Process

1. Preliminary evaluation is to assess whether the Applicant has Financial Capability and relevant experience to fulfill the requirements proposed in the RFP.
2. Selected Applicants may be called for detailed discussions, queries or site visits.
3. Only a limited number of Applicants will be invited to tender and the submission of an EOI should not be taken as a guarantee of inclusion on the shortlist. Those applicants who are not invited to tender will be notified.
4. Applicants shortlisted following detailed discussions will be sent Letters of Invitation, containing Requests for Proposal and information sheets, and asked to submit their Proposal.

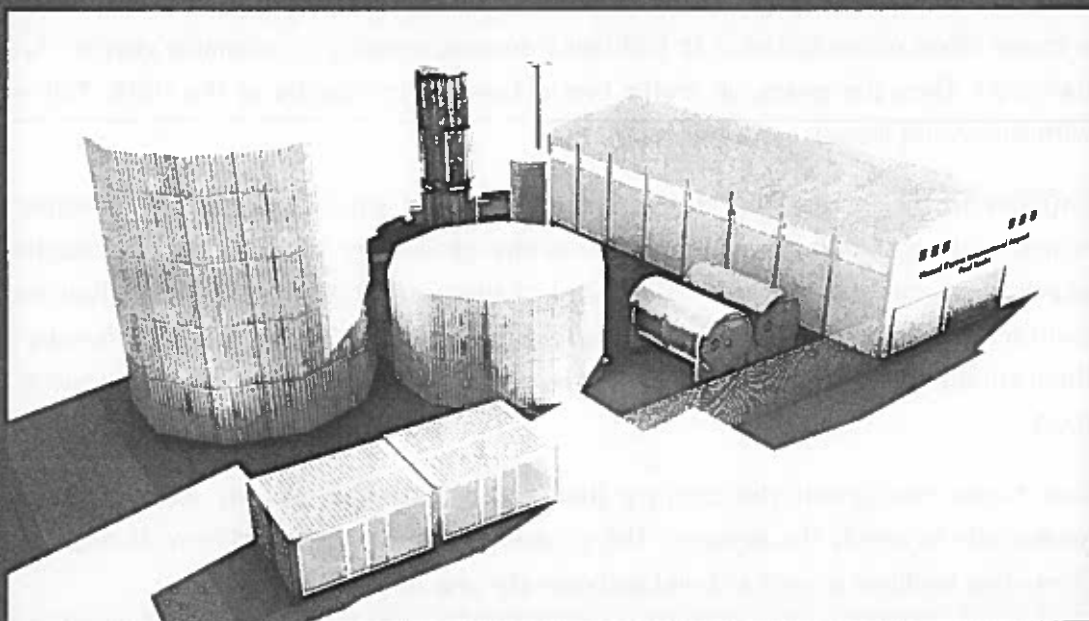
## **Additional Information**

1. Interested Applicants are encouraged to visit the HKIA to conduct a site observation, discussion with the relevant parties and request more information for the EOI, however all relevant expenses in carrying out such a process shall be borne by the interested Applicants.
2. All documents must be submitted in English Language.
3. Applicants may also be asked to clarify information provided or provide more details.
4. Information given by the Applicant will be treated in strict confidence.





# Hamid Karzai International Airport (HKIA) Fuel Farm



Afghanistan Civil Aviation Authority

Jan 2018

# Hamid Karzai International Airport (HKIA) Fuel Farm

## 1. Context

To achieve sustainable economic growth, one of the top priorities of the Government of the Islamic Republic of Afghanistan (GIROA) is to make the country into a regional trade and transit hub. Recognizing the significant contribution of this sector in terms of creating employment opportunities and reducing poverty, GIROA intends to initiate several major projects to facilitate the country in becoming one of the most open trade economies in the region.

A major effort of the GIROA is to build air transport capacity as a reliable channel for passenger transport. Over the years, air traffic has increased significantly at the HKIA. This is paralleled with the recent increase in cargo traffic.

To cater to the increasing demand, the current fuel storage capacity and supply at HKIA is reaching its maximum capacity. The healthy growth in fuel demand is coupled with the approaching end date (in the first quarter of the year 2018) of the current fuel management contract. This allows appropriate timing to open the opportunity to private investors (including the incumbent) to explore options for catering to the growing needs of the aviation industry at HKIA.

Fuel farms throughout the country that support aviation already exist but are increasingly inadequate to satisfy the demand. This proposal will invite qualified firms to assume operations of existing facilities as well as build and operate new ones.

## 2. Impact and Outcomes

### 2.1 Impact

Improved operations of existing fuel facilities as well as the introduction of new, internationally compliant and modern facilities.

### 2.2 Outcomes

1. Internationally recognized fuel management company providing relevant services to the growing aviation sector
2. Improved services will increase the confidence of the domestic and foreign airlines in growing the airline business at the Afghan airports
3. Improved management and reduced operational costs will lead to controlling fuel cost increases

### 3. Innovation: How is it Distinct from Previous Projects

Afghanistan is now entering a new phase of competitive participation in international aviation. The aviation sector needs to improve services in all sub-sectors; the fuel storage and supply is part of this planned improvement. The proposed fuel farm project will offer services for the first time in Afghanistan:

1. An internationally branded fuel farm management will set up operations in Afghanistan developing increased confidence of the airlines
2. Develop local capacity of relevant services using international standards for increased sustainability of the services, which can be in the future be operated by all local staff

### 4. Opportunities for Potential Investors

#### 4.1 Construction and Management

The fuel farm is a potential Public Private Partnership (PPP) for interested investors to participate in a potentially high return venture by (i) designing and building new storage fuel capacity on GIRoA owned leased real estate. (ii) Maintain exclusive long-term rights of management and operations of fuel storage and supply. This venture offers an opportunity for high return on investment (ROI) to cater to the growing needs of air transport sector.

#### 4.2 Selected Proposed Services to be Provided in the Fuel Farm

Fuel Storage and Supply	Construction of Additional Storage and Acquire New Vehicles and Equipment
Maintain current storage facilities and equipment	Construct and operate additional fuel storage facilities as needed
Improve current fuel supply service operations	Acquire and maintain additional mobile refueller, fire safety vehicles and equipment
Provide increased efficient ground services including provision of safety requirements, fuel facility maintenance, vehicle maintenance, fire prevention team management, customer services, etc.	

## **5. Proposed Location and Layout**



- A. Runway
- B. Main Terminal
- C. Main Entrance Road
- D. Current Location of Fuel Farm

**Image 1: HKIA Fuel Farm Overview**

## **6. GIROA Department/Entity Leading the Project**

**Afghanistan Civil Aviation Authority**

Kabul international Airport OAKB

1, Great Massoud Avenue, Khwaja Rawash, Kabul, Afghanistan

Web: [hamidkarzaiairport.com](http://hamidkarzaiairport.com)

## **Invitation for Expression of Interest (EOI)**

### **EOI for Affiliated Partner to Improve and Manage Fuel Farm at Hamid Karzai International Airport (HKIA)**

## **Background**

Afghanistan is a land-locked country that relies heavily on the strength of its aviation system to sustain its economy. Imports/exports and the facilitation of foreign infrastructure investment are essential elements that require a strong and expanding aviation sector to succeed. In keeping with that objective, Afghanistan is seeking foreign investment and trade that utilizes both current and future aviation capacity to jump start the Afghan economy and develop diverse new markets.

To facilitate the growth of the aviation sector, the Hamid Karzai International Airport (HKIA) is being developed further. Several projects to facilitate air passenger traffic and cargo traffic are planned which will be implemented with affiliation of private sector partners. These will be opportunities for foreign and domestic investors to contribute to the Afghan economy and benefit from the promising long-term opportunities.

## **Call for Expression Interest (EOI)**

This document provides the general information for the submission of EOI, its assessment and eligibility criteria. Interested parties are hereby invited (both domestic and foreign multinational companies and businesses meeting the Requirements set out below with demonstrated financial capability) to submit written Expression of Interest (EOI) for:

### **Fuel Farm at Hamid Karzai International Airport in Kabul**

The Government of Islamic Republic of Afghanistan (GIROA) is seeking qualified companies to submit EOI delineating their capabilities and expertise in the improvement and operation of the fuel farm at Hamid Karzai International Airport in Kabul. Interested, qualified parties will be invited to respond to a subsequent Request for Proposal (RFP) after being afforded the opportunity for site visits and discussions with government decision makers.

## **Project Description**

The following are suggested primary features of this project:

1. The fuel farms will be sited on government-owned land, typically within an airport security perimeter.
2. This proposal will award the right to operate existing as well as construct and operate new fuel farms in support of Afghan aviation throughout the country.
3. The selected Partner will be required to conduct the following services:

- a. All ground services including provision of safety requirements, fuel facility maintenance, vehicle maintenance, fire prevention team management, customer services, etc.
  - b. Inventory management
  - c. Quality control of the fuel throughout the management cycle from acceptance from supplier to fueling of aircraft
  - d. Contingency plan maintenance of fuel supply and management due to unforeseen circumstances, including security conditions or natural hazards
  - e. Regular updates to GIRoA on fuel market conditions and anticipated relevant changes in the international arena
  - f. Regular reporting (as agreed) of the fuel inventory and supply to GIRoA
4. The current assets are suggested to be transferred to an Improve-Operate-Transfer (IOT) model contract and the proposed assets are suggested to be under a Build-Operate-Transfer (BOT) model.

GIRoA is open to considering proposed partnership models and innovative solutions catering to the evolving needs of Afghanistan's emerging economy. Interested parties are encouraged to provide "out of the box" suggestions. Sharing of ideas that will facilitate services beyond the above listed basic features are encouraged.

## General Requirements

The Applicants who meet the following minimum requirements are invited to submit EOI.

1. The EOI shall include the following submissions and declarations:
  - a. Letter of EOI stating the Applicant's interested option or options.
  - b. A brief description of the Applicant's relevant corporate capacity and experience.
  - c. A summarized concept of the Applicant's suggested solutions to the described project (limited to 1,000 words).
  - d. Applicant details: company's business name, country of incorporation, DUNS number; address of the corporate headquarters and its branch office(s), date of incorporation and/or commencement of business, company's Memorandum of Association and Article of Association.
  - e. Details of individual who will serve as the Applicant's point of contact, including Name, Designation, Address, Telephone Number, E-Mail Address, Fax Number, and Power of Attorney from the Applicant.
  - f. Board Resolution of the Applicant or other corporate authorization as relevant.
2. Financial Capability: The EOI shall be assessed on the following for financial capability depending on the EOI submitted and other ventures of similar scope carried out by such party(s):
  - a. Annual Audited Financial Reports of the last three (3) fiscal years. The fiscal year would be the same as the one normally followed by the Applicant for its Annual Report.
  - b. A bank reference letter written by an internationally recognized bank, vouching for the financial strength and credence of the Applicant and access to its credit facilities.

## Pre-Qualification Process

1. Preliminary evaluation is to assess whether the Applicant has Financial Capability and relevant experience to fulfill the requirements proposed in the RFP.
2. Selected Applicants may be called for detailed discussions, queries or site visits.

3. Only a limited number of Applicants will be invited to tender and the submission of an EOI should not be taken as a guarantee of inclusion on the shortlist. Those applicants who are not invited to tender will be notified.
4. Applicants shortlisted following detailed discussions will be sent Letters of Invitation, containing Requests for Proposal and information sheets, and asked to submit their Proposal.

## **Additional Information**

1. Interested Applicants are encouraged to visit the HKIA to conduct a site observation, discussion with the relevant parties and request more information for the EOI, however all relevant expenses in carrying out such a process shall be borne by the interested Applicants.
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# Hamid Karzai International Airport (HKIA) New International Terminal



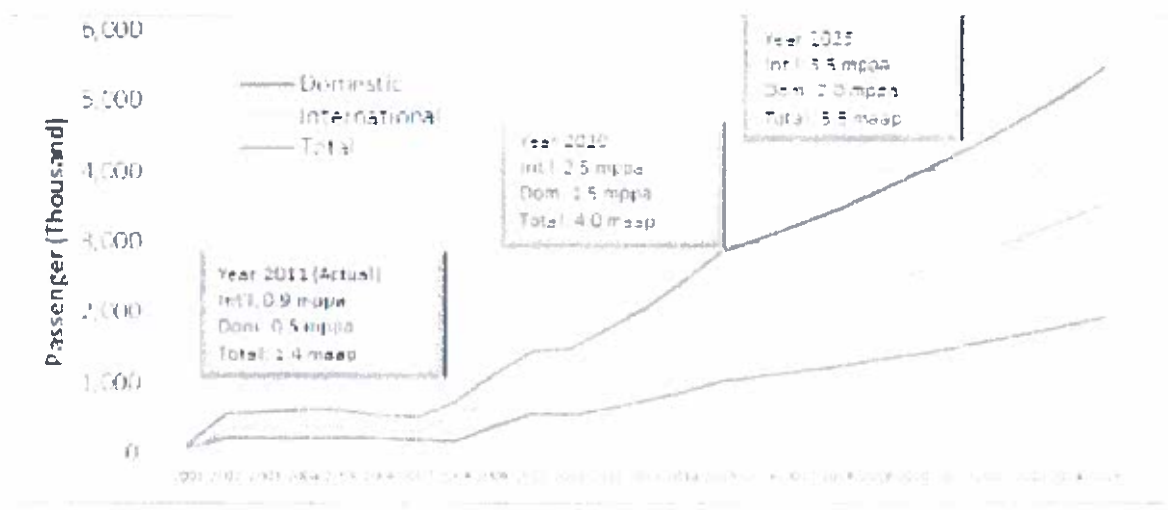
Afghanistan Civil Aviation Authority

Jan 2018

## 1. Context

To achieve sustainable economic growth, one of the top priorities of the Government of the Islamic Republic of Afghanistan (GIRoA) is to make the country into a regional trade and transit hub. Recognizing the significant contribution of this sector in terms of creating employment opportunities and reducing poverty, GIRoA intends to initiate several major projects to facilitate the country in becoming one of the most open trade economies in the region.

A major effort of the GIRoA is to build air transport capacity as a reliable channel for passenger transport. Over the years, passenger traffic (domestic and international) has increased significantly at the HKIA. This increased traffic is illustrated in the figure below:



The international passenger traffic is expected to increase nearly threefold by the year 2020 compared to the year 2011. The increase in current passenger traffic is already placing a significant strain on the international terminal which lacks the structure for generating revenue from the land side resulting in high maintenance requirements and lost opportunities. By the end of the decade the current facilities will be insufficient to cater to the needs of the airport traffic. To cope with this increased demand, improve facility security operations and to generate revenue from land side of the terminal and retail concessions at the terminal, a new terminal needs to be planned and built as per expected passenger traffic.

## **2. Impact and Outcomes**

### **2.1 Impact**

Increased confidence in the aviation sector due to enhanced airport facilities for passengers, airlines, and service providers resulting in increased reliance of Afghan and international travellers in air transport as the primary mode of transportation, leading to Kabul becoming a major regional trade and transit hub.

### **2.2 Outcomes**

1. Enhanced airport facilities catering to the ever-evolving airport and aviation industry requirements in Kabul
2. Capacity to respond to variations in demand and/or the changing needs of passengers, airlines, and aircraft
3. Improved security with minimal inconvenience for passengers and meeter/greeters, airlines and service providers
4. Introduction of innovation and international best practices in every aspect of terminal management
5. Increased airline traffic at the airport
6. Introduction of international brands
7. Higher revenue generation for the Afghanistan Civil Aviation Authority

## **3. Innovation: How is it Distinct from Previous Projects**

The new Passenger Terminal plans to provide more comprehensive services to passengers, airlines and meters/greeters at the airport than currently provided. These include:

1. Retail concessions, which will provide interesting and pleasing offerings
2. Security systems to respond both to specific threat and vulnerability levels, as well as the routine screening process of passengers and baggage
3. People mover and baggage handling systems
4. The wide range of information technology-based systems that underpin overall management and maintenance of the buildings, and through which essential information and data is disseminated to passengers and staff
5. The application of sustainability and demand management concepts for an extended life of the new facilities

## **4. Opportunities for Potential Investors**

### **4.1 Infrastructure and Management**

The Passenger Terminal is a potential Public-Private-Partnership (PPP) for interested investors to participate in a potentially high return venture by building and implementing new infrastructure with a long-term management contract on a Build Operate Transfer (BOT) model in this proposed structure, PPPs can be mutually beneficial, high return on investment (ROI) opportunities to cater to the unfulfilled air transportation market needs of Afghanistan.

## 4.2 Selected Proposed Services to be Located in the Passenger Terminal

Terminal Facilities	Airside Facilities
Sufficient space designed for primary stakeholder (airlines, customs, security, management) needs – for passenger services and operations	Flexible aircraft boarding gate capacity
Retail concessions (duty free shop, restaurants, shopping) for travelling passengers	Expandable aircraft parking capacity
Comfort facilities for passengers and meeter/greeters	Efficient apron facilities (taxi-in and push-back, loading/unloading, refueling, etc.)
Efficient luggage movement (vehicles and belts)	
Facilities for individuals with special needs	Landside Facilities
Information and connectivity setting for passengers	Ease of passenger access to terminal with convenient, revenue-generating parking facilities
Structured capacity for flexibility and evolving needs	Efficient security process and equipment placement structured in new terminal design

## 5. Proposed Location and Layout



- A. Runway
- B. Current International Terminal
- C. Proposed New Terminal
- D. Main Entrance Road

Image 1: HKIA Overview

## 6. GIRoA Department/Entity Leading the Project

### Afghanistan Civil Aviation Authority

Kabul International Airport OAKB

1, Great Massoud Avenue, Khwaja Rawash, Kabul, Afghanistan

Web: [hamidkarzaiairport.com](http://hamidkarzaiairport.com)

## **Invitation for Expression of Interest (EOI)**

### **EOI for Affiliated Partner to Develop and Manage New International Passenger Terminal at Hamid Karzai International Airport (HKIA)**

## **Background**

Afghanistan is a land-locked country that relies heavily on the strength of its aviation system to sustain its economy. Passenger traffic, imports/exports and the facilitation of foreign infrastructure investment are essential elements that require a strong and expanding aviation sector to succeed. In keeping with that objective, Afghanistan is seeking foreign investment and trade that utilizes both current and future aviation capacity to jump start the Afghan economy and develop diverse new markets.

To facilitate the growth of the aviation sector, the Hamid Karzai International Airport (HKIA) is being developed further. Several projects to facilitate air passenger traffic and cargo traffic are planned which will be implemented with affiliation of private sector partners. These will be opportunities for foreign and domestic investors to contribute to the Afghan economy and benefit from the promising long-term opportunities.

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### **New International Passenger Terminal at Hamid Karzai International Airport in Kabul**

The Government of Islamic Republic of Afghanistan (GIROA) is seeking qualified companies to submit EOI delineating their capabilities and expertise in the construction and operation of a New International Passenger Terminal at Hamid Karzai International Airport in Kabul. Interested, qualified parties will be invited to respond to a subsequent Request for Proposal (RFP) after being afforded the opportunity for site visits and discussions with government decision makers.

## **Project Description**

The following are suggested primary features of this project:

1. The proposed Passenger Terminal will be sited on government-owned land located within the Kabul HKIA airport security perimeter.
2. The Partner will be responsible for the construction of the final approved Passenger Terminal facilities and maintain management of the facilities for a predetermined period as per contract. The Partner organization will be expected to maintain all facilities at its own expense.

3. The Passenger Terminal contract will be a Build-Operate-Transfer contract (BOT) between the Partner and GIRoA.
4. The Partner organization will be expected to provide all the services required at a fully functional Passenger Terminal as will be specified in the later issued RFP. Some of these will include:
  - a. Management of terminal building providing facilities to stakeholders (including airlines, customs, security, etc.)
  - b. Security services and maintenance of all security equipment
  - c. Full maintenance of all transport equipment and vehicles within the passenger terminal
  - d. Concessions management of retail service providers
  - e. Airport parking management (potential)

GIRoA is open to considering proposed partnership models and innovative solutions catering to the evolving needs of Afghanistan's emerging economy. Interested parties are encouraged to provide "out of the box" suggestions. Sharing of ideas that will facilitate services beyond the above listed basic features are encouraged.

## General Requirements

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## Pre-Qualification Process

1. Preliminary evaluation is to assess whether the Applicant has Financial Capability and relevant experience to fulfill the requirements proposed in the RFP.
2. Selected Applicants may be called for detailed discussions, queries or site visits.

3. Only a limited number of Applicants will be invited to tender and the submission of an EOI should not be taken as a guarantee of inclusion on the shortlist. Those applicants who are not invited to tender will be notified.
4. Applicants shortlisted following detailed discussions will be sent Letters of Invitation, containing Requests for Proposal and information sheets, and asked to submit their Proposal.

## **Additional Information**

1. Interested Applicants are encouraged to visit the HKIA to conduct a site observation, discussion with the relevant parties and request more information for the EOI, however all relevant expenses in carrying out such a process shall be borne by the interested Applicants.
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# Hamid Karzai International Airport (HKIA) Hotel and Convention Center



Afghanistan Civil Aviation Authority

Jan 2018

# Hamid Karzai International Airport (HKIA) Hotel and Convention Center

## 1. Context

To achieve sustainable economic growth, one of the top priorities of the Government of the Islamic Republic of Afghanistan (GIROA) is to make the country into a regional trade and transit hub. Recognizing the significant contribution of this sector in terms of creating employment opportunities and reducing poverty, GIROA intends to initiate several major projects to facilitate the country in becoming one of the most open trade economies in the region.

A major effort of the GIROA is to build air transport capacity as a reliable channel for passenger transport. Over the years, passenger traffic has increased significantly at the HKIA. This is paralleled with an increase in demand within the hotel sector in the city of Kabul. Though no formal studies are available, an informal assessment provides the hotel occupancy rate at close to 70% in the city. This is despite the fact that many foreigners and Afghan diaspora are hesitant to visit Kabul due to security concerns.

The proposed hotel location is within the secure airport zone to overcome this major concern, as well as provide convenience to potential business community who can visit Kabul and stay at the hotel to conduct major business transactions without leaving the secure zone of the hotel. The hotel will also provide a shopping area for the locals as well as visitors and have recognized restaurant franchises providing high quality food and entertainment. In addition to all the hotel facilities, the convention center will be a major attraction for the international and local communities to hold commercial as well as private events. Another market segment the hotel will cater to is the high number of expat staff residing in the Kabul City while working on long term projects. There is insufficient quality residence available for this segment and there is increasing interest in high quality long term residence in Kabul.

Collectively, the hotel and convention center will prove to be a hub for economic activities for the business community. For passengers, the convenience of the airport hotel will be unprecedented in Afghanistan and will be a catalyst for increased passenger traffic. Finally, the local community will increasingly benefit from the commercial and convention facilities at the hotel, encouraging increased consumer spending in a secure location.

## **2. Impact and Outcomes**

### **2.1 Impact**

Increased confidence in the Afghan environment for international trade and business community encouraging international business transactions in Kabul.

### **2.2 Outcomes**

1. Internationally recognized branded hotel based in HKIA facilitating international traders and business community to conduct business without leaving the airport security zone
2. Brand recognition will increase the confidence of the business community in visiting Kabul to meet potential trade partners
3. A convenient location for holding international conventions and events
4. Recognized restaurants for local and traveller community for increased entertainment options
5. Captive clientele for retail business at the hotel shopping area

## **3. Innovation: How is it Distinct from Previous Projects**

The airport hotel will provide hospitality services within the security and convenience of the HKIA. These include the following combined services that other hotels have never provided in Afghanistan:

1. Offering the facilities of a hotel, shopping area, convention center and business center within the premises of an Afghan international airport security zone
2. Provision of long term residence by a well-recognized international hospitality company

## **4. Opportunities for Potential Investors**

### **4.1 Construction and Management**

The airport hotel is a potential long-term lease/profit share arrangement between the GIROA and interested investors to participate in a potentially high return venture by (i) designing and building a new hotel on GIROA owned real estate. (ii) Maintain exclusive long-term rights of management and operations of hotel and convention center. This venture offers an opportunity for high return on investment (ROI) to cater to the unfulfilled combined needs of air transport facilitation, tourism development and Afghanistan's export market development.

### **4.2 Selected Proposed Services to be Provided in the Hotel**

<b>Hospitality Services</b>	<b>Retail services to be located within hotel</b>
Short-term stay rooms	Shopping with internationally recognized brands
Long term residential units	Afghan themed products and services
Business lounges and meeting centers	Internationally branded restaurants
<b>Convention Center</b>	
Event management	Travel and tourism sector agents
International Conferences	
Private event catering	Financial Services for International businesses

## 5. Proposed Location and Layout



- A. Runway
- B. Main Terminal
- C. Main Entrance Road
- D. Available Plot of Land

Image 1: HKIA Overview

## 6. GIRoA Department/Entity Leading the Project

**Afghanistan Civil Aviation Authority**  
Kabul international Airport OAKB  
1, Great Massoud Avenue, Khwaja Rawash, Kabul, Afghanistan

## **Invitation for Expression of Interest (EOI)**

### **EOI for Affiliated Partner to Develop Internationally Branded Hotel / Convention Center at Hamid Karzai International Airport (HKIA)**

## **Background**

Afghanistan is a land-locked country that relies heavily on the strength of its aviation system to sustain its economy. Imports/exports and the facilitation of foreign infrastructure investment are essential elements that require a strong and expanding aviation sector to succeed. In keeping with that objective, Afghanistan is seeking foreign investment and trade that utilizes both current and future aviation capacity to jump start the Afghan economy and develop diverse new markets.

To facilitate the growth of the aviation sector, the Hamid Karzai International Airport (HKIA) is being developed further. Several projects to facilitate air passenger traffic and cargo traffic are planned which will be implemented with affiliation of private sector partners. These will be opportunities for foreign and domestic investors to contribute to the Afghan economy and benefit from the promising long-term opportunities.

## **Call for Expression Interest (EOI)**

This document provides the general information for the submission of EOI, its assessment and eligibility criteria. Interested parties are hereby invited (both domestic and foreign multinational companies and businesses meeting the Requirements set out below with demonstrated financial capability) to submit written Expression of Interest (EOI) for:

### **Airport Hotel and Convention Center at Hamid Karzai International Airport in Kabul**

The Government of Islamic Republic of Afghanistan (GIROA) is seeking qualified companies to submit EOI delineating their capabilities and expertise in the construction and operation of an Airport Hotel and Convention Center at Hamid Karzai International Airport in Kabul. Interested, qualified parties will be invited to respond to a subsequent Request for Proposal (RFP) after being afforded the opportunity for site visits and discussions with government decision makers.

## **Project Description**

The following are suggested primary features of this project:

1. The proposed hotel will be sited on government-owned land located within the Kabul HKIA airport security perimeter.
2. The hotel should include both short-term (minimum 150 rooms) and long-term residential accommodation (minimum 50).
3. The proposed hotel should be internationally branded (i.e. Hilton, Radisson, Sheraton, etc.)

4. The proposed hotel should include facilities for a convention center with minimum seating capacity of 1,000 participants or standing capacity of minimum 3,000 participants.
5. A long-term lease with profit sharing is the desired model.

GIRoA is open to considering proposed partnership models and innovative solutions catering to the evolving needs of Afghanistan's emerging economy. Interested parties are encouraged to provide "out of the box" suggestions. Sharing of ideas that will facilitate services beyond the above listed basic features are encouraged.

## General Requirements

The Applicants who meet the following minimum requirements are invited to submit EOI.

1. The EOI shall include the following submissions and declarations:
  - a. Letter of EOI stating the Applicant's interested option or options.
  - b. A brief description of the Applicant's relevant corporate capacity and experience.
  - c. A summarized concept of the Applicant's suggested solutions to the described project (limited to 1,000 words).
  - d. Applicant details: company's business name, country of incorporation, DUNS number; address of the corporate headquarters and its branch office(s), date of incorporation and/or commencement of business, company's Memorandum of Association and Article of Association.
  - e. Details of individual who will serve as the Applicant's point of contact, including Name, Designation, Address, Telephone Number, E-Mail Address, Fax Number, and Power of Attorney from the Applicant.
  - f. Board Resolution of the Applicant or other corporate authorization as relevant.
2. Financial Capability: The EOI shall be assessed on the following for financial capability depending on the EOI submitted and other ventures of similar scope carried out by such party(s):
  - a. Annual Audited Financial Reports of the last three (3) fiscal years. The fiscal year would be the same as the one normally followed by the Applicant for its Annual Report.
  - b. A bank reference letter written by an internationally recognized bank, vouching for the financial strength and credence of the Applicant and access to its credit facilities.

## Pre-Qualification Process

1. Preliminary evaluation is to assess whether the Applicant has Financial Capability and relevant experience to fulfill the requirements proposed in the RFP.
2. Selected Applicants may be called for detailed discussions, queries or site visits.
3. Only a limited number of Applicants will be invited to tender and the submission of an EOI should not be taken as a guarantee of inclusion on the shortlist. Those applicants who are not invited to tender will be notified.
4. Applicants shortlisted following detailed discussions will be sent Letters of Invitation, containing Requests for Proposal and information sheets, and asked to submit their Proposal.

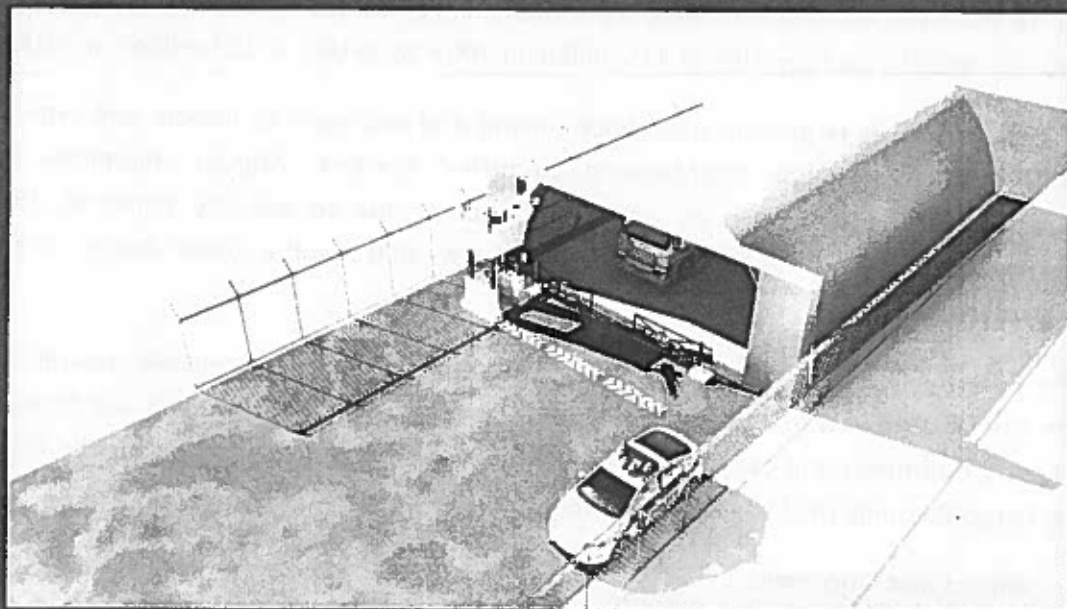
## **Additional Information**

1. Interested Applicants are encouraged to visit the HKIA to conduct a site observation, discussion with the relevant parties and request more information for the EOI, however all relevant expenses in carrying out such a process shall be borne by the interested Applicants.
2. All documents must be submitted in English Language.
3. Applicants may also be asked to clarify information provided or provide more details.
4. Information given by the Applicant will be treated in strict confidence.





# Hamid Karzai International Airport (HKIA) Air Cargo Terminal



Afghanistan Civil Aviation Authority

Jan 2018

## **1. Context**

To achieve sustainable economic growth, one of the top priorities of the Government of the Islamic Republic of Afghanistan (GIROA) is to make the country into a regional trade and transit hub. Recognizing the significant contribution of this sector in terms of creating employment opportunities and reducing poverty, GIROA intends to initiate several major projects to facilitate the country in becoming one of the most open trade economies in the region.

Being a landlocked country, Afghanistan depends heavily on surface transport (road, rail and sea) for importing and exporting products to and from international markets. The officially recorded import of goods in 2015-16 was US\$ 7,723 million. Exports, which are considered the backbone of national economic growth, have performed poorly. Afghanistan exports for the years 2015-16 was a mere 6.9% whilst imports heavily dominated Afghan trade and accounted for 93.1% in the same years. Thus, the trade balance has been in deficit throughout the period 2007-08 to 2015-16 from US\$ -2,475 million in 2007-08 to US\$ -7,152 million in 2015-16.

Afghanistan relies largely on neighbours inland and sea ports to import and export products. While passing through neighbouring countries' borders, Afghan shipments occasionally experience difficulties such as unexpected delays due to security concerns, unfavourable political developments and changes in custom laws that result in extra charges being borne by Afghan traders.

The GIROA is actively seeking to build air transport capacity as a reliable channel for ensuring the safe and rapid transit of goods to market and enable Afghan traders and foreign investors to carry on import and export activities. In this context, it is proposed that the first dedicated Air Cargo Terminal (ACT) be set up at HKIA.

## **2. Impact and Outcomes**

### **2.1 Impact**

Enhanced trade and diversified international markets for Afghan traders to air ship products in a more efficient and timely manner. Makes perishable exports more responsive to changing market demands.

### **2.2 Outcomes**

1. Physical infrastructure constructed at HKIA for facilitating air shipment of import/export
2. Mainstream and link Afghan exporting system into new international markets
3. Necessary institutional and management capacity built to operate ACT
4. Wider import/export marketing promotion and awareness campaigns launched in support of ACT
5. Regular cargo channels developed for primary markets including Dubai, New Delhi, Istanbul, Hamburg and elsewhere in the region.

### 3. Innovation: How is it Distinct from Previous Projects

The Air Cargo Terminal will enable more comprehensive services to cargo service providers than are currently provided. These include:

1. Technical assistance; information and support on export-related topics, including: regulatory compliance, traders' contact information, financing options, logistics, customs, packaging, and pricing.
2. Capacity building (training, seminars, courses and other education-related).
3. Consulting and support on export promotion.
4. Marketing (trade fairs, shows).
5. Partnerships and alliances for exports (collaboration with other government organizations, donors, private sector associations, foreign counterparts and similar).

### 4. Opportunities for Potential Investors

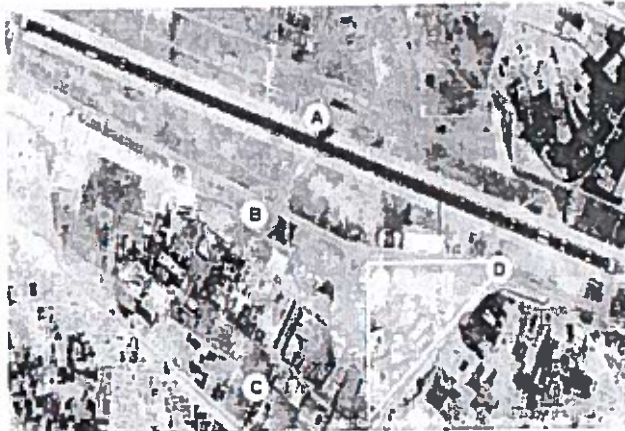
#### 4.1 Infrastructure and Management

The Air Cargo Terminal is a potential Public-Private-Partnership (PPP) for interested investors to engage in a potentially high return venture through participation in one of several possible PPP models.

#### 4.2 Selected Proposed Services to be Located in the Cargo Terminal

Cargo Handling Services
Freight loading and unloading
Freight consolidation, weighing, packing and forwarding
Short and long-term storage
Cold storage (frozen and / or chilled)
Fumigation, cleaning
Special handling facilities for HAZMATs, medical supplies, etc.

## 5. Proposed Location and Layout



- A. Runway
- B. Main Terminal
- C. Main Entrance Road
- D. Available Plot of Land

Image 1: HKIA Overview



- A. Proposed location for cargo terminal offices and handling facilities
- B. Loading and unloading ramp
- C. Access road and main gate
- D. Planned customs zone
- E. Land just to left of line belongs to Ariana Airlines

Image 2: Available Land for Air Cargo Terminal

## 6. GIRoA Department/Entity Leading the Project

Afghanistan Civil Aviation Authority  
Kabul International Airport OAKB  
1, Great Massoud Avenue, Khwaja Rawash, Kabul, Afghanistan  
Web: [hamidkarzaiairport.com](http://hamidkarzaiairport.com)

## **Invitation for Expression of Interest (EOI)**

### **EOI for Affiliated Partner to Develop and Manage Air Cargo Terminal at Hamid Karzai International Airport (HKIA)**

## **Background**

Afghanistan is a land-locked country that relies heavily on the strength of its aviation system to sustain its economy. Imports/exports and the facilitation of foreign infrastructure investment are essential elements that require a strong and expanding aviation sector to succeed. In keeping with that objective, Afghanistan is seeking foreign investment and trade that utilizes both current and future aviation capacity to jump start the Afghan economy and develop diverse new markets.

To facilitate the growth of the aviation sector, the Hamid Karzai International Airport (HKIA) is being developed further. Several projects to facilitate air passenger traffic and cargo traffic are planned which will be implemented with affiliation of private sector partners. These will be opportunities for foreign and domestic investors to contribute to the Afghan economy and benefit from the promising long-term opportunities.

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### **Air Cargo Terminal at Hamid Karzai International Airport in Kabul**

The Government of Islamic Republic of Afghanistan (GIROA) is seeking qualified companies to submit EOI delineating their capabilities and expertise in the construction and operation of an Air Cargo Terminal at Hamid Karzai International Airport in Kabul. Interested, qualified parties will be invited to respond to a subsequent Request for Proposal (RFP) after being afforded the opportunity for site visits and discussions with government decision makers.

## **Project Description**

The following are suggested primary features of this project:

1. The proposed Cargo Terminal will be sited on government-owned land located within the Kabul HKIA airport security perimeter.
2. The cargo terminal facilities will be constructed prior to handing over management to the Partner organization. The Partner organization will be expected to maintain all facilities at its own expense.



3. The Cargo Terminal will likely utilize the Build-Operate-Transfer (BOT) model under the recently enacted GIRoA Public-Private-Partnership law. An opportunity exists to manage the existing air cargo terminal under a concession agreement until the new facility is built.
4. The Partner organization will be expected to provide all the internationally compliant services required of a fully functional cargo terminal as will be specified in the later issued RFP. Some of these will include:
  - a. Management of storage facilities including building, reefer containers, ramps and equipment
  - b. Cargo processing to include pallet buildup, Customs clearance and loading/offloading to and from aircraft.
  - c. Screening, inspection, storage and examination services of all goods.
  - d. Full maintenance of all transport equipment and vehicles within the cargo terminal.

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## General Requirements

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