

REPUBLIC OF BURUNDI

MINISTRY OF TRADE, TRANSPORT, INDUSTRY
AND TOURISM**NATIONAL AND INTERNATIONAL CALL FOR EXPRESSIONS OF INTEREST FOR
THE "RENOVATION, EXTENSION AND OPERATION OF THE SOURCE DU NIL
HOTEL AND ITS SURROUNDINGS".**

Publication date: 01/09/2024

Date for Expressions of interest: 31/01/ 2025

1. LOCATION OF THE SOURCE DU NIL HOTEL

One of the country's leading hotels, Source du Nil Hotel is located in the heart of Bujumbura, the Economic Capital of the Republic of Burundi, not far from the administrative and business district and only 10 kilometers from Melchior Ndadaye International Airport. It is located in the Asian District, Nicolas MAYUGI avenue, no.1, between the former FFB Stadium to the East, Boulevard Melchior NDADAYE to the South and its surroundings: the "Entente Sportive de Bujumbura" (Bujumbura Sports Association) to the North and the "Cercle Hippique du Burundi" (Bujumbura horse-riding club) to the West.

1. BACKGROUND AND RATIONALE

- 1.1. As part of the implementation of the sectoral strategy of the Ministry responsible for tourism, as set out in the **National Development Plan (NDP Burundi 2018-2027) and the Vision of Burundi, an emerging country in 2040 and a developed country in 2060**, the Ministry of Trade, Transport, Industry and Tourism "MTTIT" in collaboration with the Ministry of Finance, Budget and Economic Planning "MFBEF" via the Support Agency for the Implementation of Public-Private Partnership Contracts "AIPC", in accordance with Law No. 1/19 of 19th July 2019 amending Law No. 1/14 of 27th April 2015 on the General Regime for Public-Private Partnership Contracts, invites expressions of interest for the recruitment of local or foreign private partner(s) to carry out the renovation, extension and operation of the **"SOURCE DU NIL Hotel and its surroundings"**. As such, the private partner(s) will be responsible for renovating the Hotel to five (5) stars and for extending it through the design, financing, construction and operation of a **Duty Free Shopping Centre and an International Conference Centre**.



- 1.2. In this context, the project will be carried out under a Public-Private Partnership in accordance with Act No. 1/19 of 19th July 2019 amending Act No. 1/14 of 27th April 2015 on the General Regime for Public-Private Partnership Contracts under the competitive dialogue procedure preceded by a pre-qualification in order to recruit a private operator for the PPP development and operation of the said project.
- 1.3. A concessionary PPP has been selected as the most appropriate operating method for this project, and the term of the contract will be determined according to the amortisation of the investments made by the developer.
- 1.4. The owner of the PPP Contract will be authorised to operate the project technically and commercially and must be a project company under Burundian law dedicated solely to the performance of the PPP Contract, which is the subject of this prequalification notice.

2. TERMS AND CONDITIONS OF PARTICIPATION

- 2.1. Participation in the call for expressions of interest is open on equal terms to all natural and legal persons (whether participating individually or as part of a consortium with a Lead Partner) with the technical, legal and financial capacity required to carry out this project.
- 2.2. Being an international hotel chain company is an asset.
- 2.3. In accordance with article 20 of the aforementioned PPP law, natural or legal persons may not express an interest in the Public-Private Partnership process:
 - who have not paid duties, taxes, contributions, fees or levies of any kind whatsoever, or, failing this, cannot provide documentary proof from the relevant authorities that they have complied with their tax and social security obligations;
 - who have not made the declarations required by the laws and regulations in force;
 - are being wound up by the court, are in receivership or are bankrupt;
 - who are subject to one of the prohibitions or time limits provided for by the legislation in force, in particular the Criminal Code and the General Tax Code;
 - who are affiliated with internal or external experts who have contributed to the preparation of all or part of the tender or consultation documents;
 - have financial or other interests of any kind that are incompatible with the quality of the players involved in the management of PPP contracts;
 - who have been convicted of an offence under the legislation on public-private partnership contracts.



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3. DESCRIPTION OF THE SOURCE DU NIL HOTEL AND SURROUNDINGS

3.1 Source du Nil Hotel

Source du Nil Hotel is an eight (8)-storey hotel. The "built and unbuilt" surface area is **7ha 62a 41ca**. Its calm and serene atmosphere sets it apart; it remains a strategic imperative for the development of tourism and business in Burundi.

The hotel has:

- 5 VVIP rooms
- 25 VIP rooms
- 90 standard rooms
- 4 meeting rooms,
- 2 restobar
- 1 nightclub
- 1 large swimming pool
- 1 large cinema
- 1 Sauna massage room
- 1 laundry room
- 2 large cold rooms
- 1 Swatch pitch
- 1 car park with over 300 vehicles
- Etc.

3.2. ITS SURROUNDING AREA

3.2.1. "Entente Sportive de Bujumbura"

The "Entente Sportive de Bujumbura" covers an area of 11.5 ha. It includes a swimming pool, 14 tennis courts, 4 unfinished PADEL pitches, a football pitch, two basketball courts, a volleyball court, a judo hall, a gymnastics hall, a restaurant-bar and an office and bar for the Golf Club.

3.2.2. Burundi Horse Riding Club (Cercle Hippique du Burundi)

The land occupied by the Burundi Horse Riding Club (Cercle Hippique du Burundi) covers an area of 17ha 50a. It has a large area with an attractive lawn reserved for golf, two buildings with 57 horse shelters, an office, a one storey flat (Ground floor +1) and a resto bar.

4. THE PROJECT'S KEY IDEAS

- Renovate the infrastructure and facilities of the Source du Nil Hotel to bring it up to international 5-star standards;
- New covered porte-cochère area and finish/arrival area;
- An international conference centre with a seating capacity of 3,000 (including underground parking);
- Two (2) permanent simultaneous translation rooms and a removable technical control room for events, which will benefit from all the above-mentioned general infrastructures;
- A "Duty Free" international business centre with a minimum of 300 stands (including underground car park);
- New VIP Restaurant open all day with adjacent lounge bar with covered terraces overlooking the gardens and golf course;
- Leisure facilities with a large games and dance room;
- A historical museum;
- Bidders are invited to propose other innovations



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5. ELIGIBILITY CRITERIA

The **MTTIT** and the **MFBEF** invite Candidates with the technical and financial capacity to express their interest in implementing the Project. The application file must include, failing which the application will be disqualified, all of the following information and documents for the individual applicant or each member of the grouping in the case of an application in the form of a grouping. The application file must include all of the following information and documents for the individual candidate or each member of the grouping in the event of an application in the form of a consortium, failing which the application will be disqualified. The application must include the following nomenclature, clearly distinguishing between each heading and each sub-heading and in the order in which they are listed:

A. An application Letter containing the e-mail address and telephone number of the person authorised to represent the candidate/Consortium, in accordance with the model in Annex 1.

A.1. A presentation note by the Candidate indicating:

- A.1.1.** The Respondent's identity, capacity and domicile, as well as telephone numbers, e-mail address and, in the case of a company, its name, business/trading name, legal form, share capital, address of its registered office, as well as the capacity in which the Respondent is acting and the powers conferred on him/her;
- A.1.2.** The registration number in the trade register, the number of affiliation to the national social security fund or any other social welfare body for applicants established in Burundi. For foreign companies, a certificate of registration in the trade register and a certificate of non-bankruptcy produced by the competent administration of the country;
- A.1.3.** A statement indicating the equipment, technical facilities and tools available to the candidate for performing such contracts (5 pages maximum);
- A.1.4.** The human and operational organisation resources that the Respondent intends to implement to carry out all the components of the Contract (maximum 3 pages);
- A.1.5.** In the case of a consortium, the note must also explain the reasons for the choice of the composition of the consortium.

A.2. A single certificate from the Candidate certifying:

- A.2.1.** That he/she is in good standing with the national social security fund or with a special social security scheme;
- A.2.2.** That he/she is in good standing with the tax authorities;
- A.2.3.** That she/he is not in compulsory liquidation or receivership, and if she/he is in receivership, that she/he is authorised by the competent judicial authority to continue carrying on their business;



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- A.2.4.** That she/he undertakes not to resort, either themselves or through an intermediary, to risks of fraud or corruption on the part of persons involved in any capacity whatsoever in the various procedures for awarding public-private partnership contracts and their management and performance;
- A.2.5.** That he/she has no conflict of interest;
- A.2.6.** That he/she certifies the accuracy of the information contained in the declaration on their honour and in the documents provided in their application file.

For points A.2.1, A.2.2 and A.2.3, the applicant must provide supporting documents from the relevant authorities.

B. A certified copy of the agreement establishing the consortium in the case of bids submitted by a consortium.

The consortium must be joint and several. All consortia must appoint a leader to represent and irrevocably bind all the members of the consortium at all stages of the procurement procedure.

The lead partner must have sufficient powers to bind all the members of the consortium that he/she represents.

C. Information concerning the Candidate's economic and financial capacity:

- C.1** Financial statements (income statements and balance sheets) for the last three financial years (2021, 2022 and 2023) audited and certified by an approved chartered accountant/auditor. In the case of a consortium, each member must submit their own audited and certified financial statements.

Financial statements not certified by a chartered accountant will not be valued.

- C.2.** a valid insurance certificate showing that the company is covered for occupational hazards.

D. Information concerning professional skills

- D.1.** Each applicant or member of the applicant group must provide relevant references in the following fields:
- Development of hotel and tourist infrastructures;
 - Technical and commercial operation of hotels and tourist sites;



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Development and implementation of PPP projects.

References	Project name	Description and characteristics of the Project	Work completed	Amount of work invested by the applicant	Services provided by the candidate	Sales for the financial years 2021, 2022 and 2023 of Services provided by the applicant
1						
2						
[.....]						

D.2 For each reference, the applicant must provide a certificate of successful completion from the contracting authority, both public and private, with the precise contact details of the project manager. Projects not certified by the project owner will not be evaluated. Certificates in foreign languages (i.e. other than French) must be translated by an approved translator. In the event of a translation, the original certificate of satisfactory performance must be submitted with the translated version. Otherwise, the relevant reference will not be assessed.

D.3. Any document that is ambiguous, poorly presented and/or imprecise will not be taken into consideration in the assessment.

6. PROCUREMENT PROCEDURE

The project will be conducted through a competitive dialogue preceded by this pre-qualification in accordance with the provisions of Article 17 of Law No. 1/19 of 19th July 2019 amending Law No. 1/14 of 27th April 2015 on the General Regime for Public-Private Partnership Contracts. The procedures for conducting the competitive dialogue will be detailed in the Consultation Documents, in particular the "**Dialogue Rules**", which will be sent to the pre-qualified candidates.

The award procedure will be conducted by the ad hoc committee responsible for conducting the procedure for awarding a Public-Private Partnership Contract for the renovation, extension and operation of the Source du Nil Hotel, made up of representatives of the various Technical Ministries and the PPP Directorate. The dialogue committee will evaluate the bids and conduct discussions with the pre-qualified candidates on all aspects of the project. It undertakes to maintain the confidentiality of documents and discussions and to respect the principle of equal treatment of all candidates.

The number of phases of the competitive dialogue will be determined in the consultation rules.



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7. EVALUATION CRITERIA

Candidates will be selected on the basis of the following criteria:

7.1. Candidate's experience (50 points)

- Development of hotel and tourist infrastructures (20 points);
- Technical and commercial operation of hotels and tourist sites (15 points)
- Development and implementation of PPP projects (15 points)

7.2. Economic and financial capacity of the applicant (40 points)

7.3. Relevant references from Africa (10 points)

Nota:

1. For references relating to PPP projects, candidates will be required to indicate the date on which the contract was signed, the cost of the project, the services they have provided as part of the project and the services they are required to provide until the end of the term of the PPP contract.
2. The pre-qualified candidates will thus be individually notified of their status as candidates for the competitive dialogue and informed of the start date of the dialogue and its terms and conditions.

8. PROCUREMENT RULES

The same legal entity may not submit several applications acting both as an individual candidate or as a member of one or more groupings. Such a situation will lead to the disqualification of the said Candidate and of any grouping with which he may be associated.

The pre-qualified candidates will be invited to submit technical and financial bids under the conditions and according to the procedures that will be indicated in the dialogue rules attached to the Consultation File. The Contract will be awarded to the candidate who submits the most economically advantageous bid, assessed on the basis of the criteria set out in the dialogue rules.

The lead partner of a candidate consortium may not be changed between the pre-qualification of the candidates and the submission of their bids. The conditions governing changes to applications during the award procedure for the concessionary partnership contract covered by this notice will be specified in the dialogue regulations.



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9. RIGHTS OF THE CONTRACTING AUTHORITY

The MTTIT reserves the right to cancel the pre-qualification procedure and to reject all applications without thereby incurring any liability whatsoever towards the applicants.

The contracting authority reserves the right to amend this notice of pre-qualification at any time before the deadline for submission of applications. If necessary, it will publish a corrective notice without changing the subject of this notice.

10. SUBMISSION OF APPLICATIONS

Interested candidates must submit their application in five (5) hard copies: one (1) original and four (4) copies as well as one (1) digital version on a USB key. Any file received after the deadline will be returned to the candidate unopened.

Applications must be sent in an anonymous sealed envelope, delivered against a receipt, no later than 11 noon on 31 / 01 / 2025 to the following address:

Ministry of Trade, Transport, Industry and Tourism
Minister's Office Secretariat, Office No. 404

The file should bear the words: "Expression of Interest for the Public-Private Partnership contract for the **Renovation, Extension and Operation of the Source du Nil Hotel and its surroundings.**"

Application submission times are as follows Monday to Thursday: 9am to 3pm and Friday: 9am to 12pm

Candidates should note that:

- In the event of discrepancies between the copies and the original, the original shall prevail.
- Applications submitted cannot be withdrawn.
- Applications submitted or received after the date and time set for the opening of candidates' bids will be rejected.

All information and documents provided by candidates must be in French. Additional information may be provided in another language, but must be accompanied by a certified translation.

11. FILE OPENING

The opening of the bids will take place on 13/ 02/ 2025 at 10 a.m., and will be presided over by the Chairman of the ad hoc committee at the following address:

Hôtel Source du Nil, Avenue Nicolas MAYUGI N°1, Quartier Asiatique, Zone Rohero, Commune Mukaza, Mairie de Bujumbura.

Candidates' representatives may attend the opening of bids.



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12. APPLICATION FEES

Each candidate will bear all costs relating to the preparation and presentation of their pre-qualification file.

13. REQUEST FOR INFORMATION

Interested candidates can obtain further information no later than **20/12/ 2024** from the following e-mail addresses:

mincommerce@mctit.gov.bi and info@arcp.gov.bi

Requests for information that are not sent by e-mail to both of the above addresses will not be processed by the Administration. All requests for information under this procedure must be submitted in French.

The questions and answers will be anonymised and published on the websites:

www.mctit.gov.bi and www.arcp.gov.bi

14. Publication

This notice is published on the following websites:

- www.mctit.gov.bi
- www.arcp.gov.bi
- www.investburundi.bi
- www.finances.gov.bi
- www.armp.bi
- www.mae.gov.bi

Note: Visits to the site are possible on Mondays and Thursdays from 8.00 am to 12.00pm. Telephone number: [+257 22 22 50 19] and [+257 22 22 63 17].

Bujumbura, 01/09/2024

THE MINISTER FOR TRADE, TRANSPORT,
INDUSTRY AND TOURISM,

Marie Chantal NIJIMBERE



ANNEXES TO THE EXPRESSION OF INTEREST FOR THE "RENOVATION, EXTENSION AND OPERATION OF THE SOURCE DU NIL HOTEL AND ITS SURROUNDINGS"

Appendix 1: Sample application letter

[Candidate's letterhead indicating their physical and postal addresses, telephone numbers and e-mail address].

Date:.....

To: The Minister for Trade, Transport, Industry and Tourism

Subject: Expression of interest relating to the public-private partnership contract for the "Renovation, Extension and Operation of the Source du Nil Hotel and the surrounding area"

Madam Minister,

We, the undersigned, duly authorised to act as representatives of the applicant/consortium (hereinafter referred to as " "), hereby declare that we are applying to be pre-qualified as bidders for the Public Private Partnership project referred to in the reference.

We hereby declare that we have read the notice of pre-qualification for the aforementioned Public-Private Partnership and hereby submit all the documents requested therein.

We hereby certify that these documents are complete and true.

We hereby authorise the dialogue committee to carry out any research or investigation intended to verify the statements, documents and information provided as part of this application.

By applying:

a. We declare that we accept the terms of the notice of pre-qualification;

b. We meet all the eligibility criteria:

- We have the legal capacity to enter into contracts;
- We are not insolvent, in receivership, liquidation of assets, bankrupt or subject to a temporary or permanent ban on participating in public contracts in Burundi.
- In particular, we certify on our honour that we are not in any of the



situations of incompatibility or exclusion listed in point 2.3 of the Call for Expressions of Interest.

- c. We declare that all the documentation and information we have provided to the State as part of this pre-qualification procedure is accurate and true;
- d. We hereby declare that we are informed that bids submitted by pre-qualified candidates will be subject to verification of the information provided under the pre-qualification procedure when they are submitted;
- e. We accept that the dialogue committee reserves the right to cancel the pre-qualification procedure and to reject all applications without thereby incurring any liability whatsoever towards the candidates.

The following documents are attached to this application letter:

[...]

[...]

[...]

[...]

[...]

We, the undersigned, certify that the statements and information provided in this application are complete, true and correct in every respect.

Name and position of the person authorised to represent the applicant/grouping	
E-mail address and telephone number of the person authorised to represent the applicant/grouping	
Signature of the person authorised to represent the applicant/grouping	



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