

## Cruise Terminal Concessioning Study: Tunis-Râdes, Tunisia

*Type of Service* Management Consultancy

*Location* Tunis; Tunisia

*Client* Ministry of Technology, Communication and Transport

*Financed by* Client

*Duration* 2004 - 2005

*Description of Project* Since the mid 1990s, the Government of Tunisia followed an economic policy of opening and liberalising its economy. In this context, the port sector has undergone significant changes. HPC was commissioned to provide advisory services and carry out an associated study to assist the Port Authority in concessioning cruise terminal operations in the Port of Tunis Radès, with the development of a terminal by the operator appointed under a BOT or similar scheme. The study comprised the preparation of a market analysis and traffic forecast of likely passenger volumes. Based on the forecast and a proposed terminal design, an operational plan was also prepared. The commercial viability of the development was then evaluated via a financial analysis and an assessment of alternative quay equipment options.

- Description of Consultancy Services*
- Adaptation of the existing tender documents to meet international standards
  - Description of the necessary port facilities, infra-and superstructure, and organizational arrangements
  - Tariff analysis
  - Development of a terminal development plan
  - Development of an operational concept
  - Identification of potential terminal operators, having regard to commercialised operations
  - Investment analysis
  - Analysis of terminal revenue and operating costs
  - Financial analysis
  - Evaluation of technical and financial offers from potential concessionaires
  - Selection of the preferred concessionaire, followed by negotiations

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