



REPUBLIC OF THE UNION OF MYANMAR  
Swiss Challenge Tender Committee  
October 15, 2020

**INVITATION TO SUBMIT AN EXPRESSION OF INTEREST (EOI)  
FOR DEVELOPMENT OF INDUSTRIAL PARK WITH ESSENTIAL ANCILLARY  
INFRASTRUCTURE IN NEW URBAN DEVELOPMENT OF YANGON CITY**

Yangon City Development Committee under the Yangon Region Government of the Republic of the Union of Myanmar has received an **unsolicited proposal<sup>1</sup> to develop an Industrial Park with essential ancillary infrastructure in New Urban Development of Yangon City.**

The proposed project includes both public works and concession of infrastructure. Under public works, proposed construction projects include a Yangon River Bridge, municipal roads and municipal infrastructure for resettlement areas. For concession of infrastructure, an Industrial Park, water treatment plant, wastewater treatment plant, power plant, and commercial and residential land area have been proposed.

A **Swiss Challenge Tender Committee** has been formed to oversee and manage the Swiss Challenge process. Initially set up at the Region level, the Tender committee has been upgraded to the Union level, given the importance of the project.

By leveraging the Swiss Challenge model, the Government of Myanmar aims to **encourage the private sector to continuously contribute new innovative ideas** for projects that are beneficial for the country and foster competition among bidders. Key elements of this planned tender process are as follows:

- The Committee wishes to invite companies (from any country) to participate in this Swiss Challenge tender process. The tender will be conducted in a transparent manner;
- In accordance with the Presidential Notification No. 2/ 2018, bids will be assessed against a wide range of criteria such as financial attractiveness for Myanmar government, committed costs, job creation for locals, relevant experience and financial soundness of the bidder;

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<sup>1</sup> The proposal to develop this Industrial park is a portion of a larger proposal which has been unbundled

- The winning bidder (if not the original proponent) will need to pay a reimbursement to the original proponent for its proprietary information included in the RfP (further details on size of reimbursement will be disclosed during the Request for Proposal (RfP) stage);
- The original proponent will have a right to match or improve on the proposal of the winning challenger within up to 45 working days from the announcement of the superior challenger bid, in line with the Presidential Notification No. 2/ 2018.

In this regard, the Tender Committee would like to **invite companies to express their interest in competing in the Swiss Challenge tender process for developing the Industrial Park with essential ancillary infrastructure.**

As a first step, interested entities are required to **submit their Expression of Interest (EOI) no later than 3 PM local time (Republic of the Union of Myanmar), on October 22, 2020 to the Tender Committee at yangon\_tender@rolandberger.com.**

The electronic submission should bear a transmission date and time from point of origin which is the equivalent of no later than 3 PM local time (Republic of the Union of Myanmar) on October 22, 2020. Total size of all attachments should not exceed 2 MB.

The attached form (Appendix A: Form for EOI submission for companies interested in the development of Industrial Park with essential ancillary infrastructure in New Urban Development of Yangon City) must be used for the purpose of submitting the EOI in accordance with the following conditions:

- The form must be completed in English;
- The form may be submitted in PDF format provided that it is also accompanied by a Microsoft Word version using Word 2007 or above.

Receipt of the EOI will be formally acknowledged within two working days by email (using the contact email address requested in the Appendix A form).

Qualified<sup>2</sup> entities that have been shortlisted<sup>2</sup> will be provided with information about the Request for Proposal (RfP) (including where to access the RfP) by the Tender Committee no later than 7 working days after the deadline for EOI submission. The RfP will contain further

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<sup>2</sup> A qualified entity means a company that has experience in the development, construction or operation of at least one project related to industrial parks, commercial or residential property or infrastructure (such as roads, bridges, power plant, water supply or other relevant infrastructure)

details on the Industrial Park with essential ancillary infrastructure development scope of work, documents to be submitted by applicants and a timeframe for the Swiss Challenge tender process.

**Interested entities may submit an EOI as an individual company or a consortium. To ensure flexibility, entities will be allowed to adjust their decision to submit their application in the RfP stage as an individual or a consortium and will also be allowed to adjust the structure of the consortium in the RfP stage if they wish to.**

***Note: The proposed Swiss Challenge process for development of the Industrial Park with essential ancillary infrastructure as presented in this notice is subject to change at the sole discretion of the Tender Committee and the terms as expressed are non-binding***

**Appendix A: Form for EOI submission for companies interested in the development of Industrial Park with essential ancillary infrastructure in New Urban Development of Yangon City**

In table 1, interested parties should indicate their plans to apply as an individual company or a consortium, and corresponding basic details.

In table 2, interested parties should include the basic details of their organization. For application as a consortium, interested parties have the option to provide either details of the lead consortium member or all members of the consortium (1 table per member).

**Table 1. Consortium information**

<b>Decision to apply as a consortium (Yes = apply as consortium, No = apply as individual company)</b>
<b>Lead consortium member (please leave blank if application as individual company)</b>
<b>Proposed consortium members and their roles (please leave blank if application as individual company)</b>

**Table 2. Organization information**

<b>Name of the Organisation</b>
<b>Designated Contact and Position Held in the Organisation</b>
<b>Address (number, street name, city, postal code and country) of Head Office Location</b>
<b>Address (number, street name, city) in Myanmar (if present in Myanmar)</b>
<b>Contact Telephone Number</b>
<b>Contact Email Address</b>

<b>Company Web Site URL</b>
<b>A. Company Background</b>
1. Global footprint (including subsidiaries) – Number of countries with office presence/ project experience
2. Details of ownership structure of the company (and the subsidiaries)
3. Number of employees
<b>B. Financials</b>
1. Global annual revenues in 2017, 2018 and 2019
2. Annual revenues in Myanmar in 2017, 2018 and 2019 (if conducted business in Myanmar)
<b>C. Relevant project experience</b>
1. Number of industrial estates or property developments developed or operated/ operating since 2015. List examples of key ones (maximum 10), including country and size (area in square km) – if any
2. Number of industrial estates or property developments developed or operated/ operating in Myanmar since 2015. List examples of key ones (maximum 5) including size (area in square km) – if any
3. Other relevant infrastructure developed or operated/ operating since 2015. List examples of key ones (maximum 5), including country and maximum 2 line description – if any
<b>D. Other info</b>
1. Explanation of EOI applicant's interest in developing an industrial park and other ancillary infrastructure in Yangon
2. Elements the EOI applicant would like to see addressed as part of the Swiss Challenge tender process