



ZAMBIA CARGO & LOGISTICS LIMITED

Mukuba Depot

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INVITATION FOR EXPRESSION OF INTEREST (EOI)

STRATEGIC PARTNERSHIP FOR THE DEVELOPMENT OF KWALA DRY PORT IN PWANI REGION

Zambia Cargo and Logistics Limited (ZCL)

Mukuba Depot

Reference No. ZCL/EOI25/001

June,2025

1. . Background

Zambia Cargo and Logistics Limited (ZCL) is a regional logistics and transportation services provider fully owned by the Government of the Republic of Zambia through the Industrial Development Corporation (IDC). ZCL operates through key terminals in Dar es Salaam (Tanzania), Walvis Bay (Namibia), and an operational hub in Ndola (Zambia).

As part of its 15-Year Strategic Business Plan, Zambia Cargo and Logistics Limited (ZCL) aims to develop a modern dry port facility on a 20-hectare (200,000 sqm) parcel of land located in Kwala, Tanzania. In pursuit of this objective, ZCL hereby invites **Expressions of Interest (EOI)** from qualified and experienced local and international companies interested in partnering for the development of the Kwala Dry Port. The partnership may take the form of a **long-term business agreement**, or **joint venture**, depending on the proposed model and mutual agreement.

2. Scope of the Project

The selected firm will be responsible for the design, financing, and construction of the Kwala Dry Port. Specific responsibilities will include, but are not limited to:

- Designing, financing, and constructing the full dry port infrastructure
- Constructing two warehouses, each with a minimum floor area of 10,000 sqm
- Paving approximately 100,000 sqm of internal port area
- Installing perimeter fencing for the entire 20-hectare site
- Developing supporting facilities, including administrative offices, a workshop, a canteen, and auxiliary buildings
- Proposing and implementing a viable business model in partnership with ZCL

3. Eligibility

Participation is open to both **local and international respondents**. Interested parties may submit a proposal as:

- An individual legal entity (company or institution); or
- A consortium, joint venture, or other legally recognized association of firms provided the group collectively demonstrates the capacity to undertake the project.

4. Minimum Requirement

1. **Company Profile** – A summary of the company's history, ownership, structure, and areas of specialization.
2. **Legal Documents** – Certificate of Incorporation, Taxpayer Identification Number, and any relevant licenses.
3. **Team Composition** – Details and CVs of the proposed project team, including their roles, qualifications, and experience.
4. **Relevant Experience** – Brief description of experience, expertise, and capacity to deliver the required scope of work.
5. **Financial Capability** – Evidence of the firm's ability to finance and sustain the project.
6. **Proposed Business Model** – Brief description of the proposed partnership model (Revenue Sharing, Long-Term Lease, or Joint Venture).
7. **Compliance Statement** – A declaration confirming adherence to all applicable laws, regulations, and professional standards.
8. **References** – Contact details of at least three (3) reputable organizations that can provide references regarding the firm's past performance.

5. Submission Method

The EOI Responses may be submitted **electronically** (PDF format) or in **sealed hard copy envelopes**, clearly marked:

“EOI – Development of Kwala Dry Port in Partnership with Zambia Cargo and Logistics Limited”

and addressed to:

Zambia Cargo and Logistics Limited

P.O. Box 105638

Kurasini Area, near Dock Yard

Dar es Salaam, Tanzania

Email: hamis.maulid@zamcargo.co.tz

sweet.chanzi@zamcargo.co.tz

All Expressions of Interest must be submitted in the English language and should be no more than 20 pages in length. Submissions must be delivered no later than 17:00 hours East African Time (EAT) on 18th July 2025.

Late submissions will not be considered.

6. Evaluation and Pre-Qualification Process

Zambia Cargo and Logistics Limited (ZCL) will review and assess all submitted Expressions of Interest (EOIs) in accordance with the requirements outlined in this document. Evaluations will be conducted based on internal criteria to determine the list of pre-qualified companies eligible to proceed to the next stage of the procurement process.

Only those companies that are pre-qualified will be invited to participate in the **Request for Proposal (RFP)** stage. Prior to receiving the RFP documents, selected firms will be required to sign a **Non-Disclosure Agreement (NDA)**.

NOTE: ZCL reserves the right, at its sole discretion, to accept or reject any submission, and to make pre-qualification decisions without obligation to provide justification to the respondents.