



**REPUBLIC OF MOZAMBIQUE  
MINISTRY OF ECONOMY AND FINANCE  
SPECIAL ECONOMIC ZONES OFFICE**

**Tender No. 02 / GAZEDA / ZFI / 2015 for the Selection of Operator of  
the Mocuba Industrial Free Zone**

**TERMS OF REFERENCE**

**1. INTRODUCTION**

In the framework of establishing Economic Development Poles in the country, by Decree No. 29/2014 of 06 June, the Mocuba Industrial Free Zone was created, covering an area of 50.58 hectares in the administrative post of Mocuba-Sede, District of Mocuba , Zambezia Province, for the establishment of structural projects in the industrial sector, whose production will mainly export-oriented. The Mocuba Industrial Free Zone has potential to attract private investment projects, particularly in the manufacturing sector, given its location and diversity of natural resources with potential of generating inflows of domestic and foreign investments that can accelerate the economic development of the District of Mocuba and of the entire the Zambezi Valley.

Under the coordination of private investments in the Special Economic Zones and Industrial Free Zones regime, the Special Economic Zones Office (GAZEDA) invites interested parties to express interest for Operator of the Mocuba Industrial Free Zone of Mocuba (IFZ of Mocuba).

## **2. TENDER OBJECTIVES**

- To select investor/Operator for the effective operation of the Mocuba Industrial Free Zone;
- To encourage the participation of the domestic and foreign private sector investment in the development of structural projects with the potential to boost the industrial sector in the Country.

## **3. REQUIREMENTS AND PROCEDURES FOR APPLICATION**

- I. The requirements for participating in the tender are the following:
- II. To be a domestic or foreign legal entity with legal personality;
- III. Submit proposals in accordance with (i) Terms of Reference, ii) Investment Law and Regulations, and iii) industry sector legislation;
- IV. To have the technical, economic and financial capacity to implement the project;
- V. To have proven experience in financing, development and operation of similar projects, preferably with credentials regarding the operation of undertakings of industrial nature.

Interested parties should submit their proposals in four (04) copies in Portuguese or English, no later than ninety (90) days from the date of the first public invitation to tender, to the address below:

**Gabinete das Zonas Económicas de Desenvolvimento Acelerado**

**Av. Ahmed Sekou Touré No. 2539, Cidade de Maputo**

**Phone (+258) 21321292/93 Fax: (258) 21321289**

**E-mail: [gazeda@gazeda.gov.mz](mailto:gazeda@gazeda.gov.mz)**

## 4. CONTENT OF THE PROPOSALS

The proposals to be submitted must have three components, namely:

- i. Investor Profile
- ii. Investment Project
- iii. Social Responsibility Programme

### i. Investor Profile

In **Investor Profile** component the bidder must submit the following information:

- Name / Company Name
- Nationality / Registration Location
- Corporate Shareholding Structure of the bidding Company
- Main Activity
- Other Activities
- Demonstrate the ability, experience and business characterization and / or technical of the proponents
- Source of Additional Information
- Electronic page / Website
- Financial Report of the last five (5) years, where applicable
- Bank references at the Origin
- CVs of shareholders and members of the project management team
- Other relevant information.

## ii. Investment project

In the **Investment Project** component the bidder must submit the following information:

- Name /Social denomination of the Project Implementing Company
- Shareholding Structure of the Implementing Company
- Volume of investment, development plan and funding sources
- Detailed Project Development and Layout Plan
- Statement of Economic and Financial Feasibility of the Project
- Project's Environmental Aspects
- Other relevant information

## iii. Social Responsibility Programme

In social responsibility activities, the bidder must present actions (qualified and quantified) in the following areas: education, health, transport infrastructure, communication, energy, among others, and involvement of the local community.

### Remarks:

- a. In the **volume of investment** the bidder must specify the total amount of the planned investment as well as the rubrics in which it will be applied, in the construction of infrastructures, namely water and energy supply networks, internal services, industrial sheds, among others;
- b. The **Investment Plan** should indicate a timeline for its implementation for a maximum of ten (10) years;
- c. The **investment amount** must be expressed in national currency or in US dollars, if the funding sources should be mentioned (equity, loans, supplies and other envisaged modalities);

d. **The Project Development Plan** should be divided into two parts:

- Part I – Explanation of the business model
- Part II – Project Organization and Management

**Part I- Explanation of the Business Model**

- Description of the investment objectives and reasons for developing the project
- Experience of the bidder in financing, developing and operating similar projects and brief description of previous projects;
- Demonstrate the availability of financial resources that are necessary to fund and operate the project;
- Description of the model and concept of the proposed project.
- The size, type and models of industrial units and other key infrastructure, including services to be developed according to the Project development model.
- Description of the activities to be developed by the Operator
- Proposal of fees to be charged to concessionaires of the infra-structured spaces.

**Part ii- Organization and Management**

- Description of the organization structure of the project implementation process, the model of relations with investors and/or established companies, customs authorities and other relevant entities.
- Description of the technical team responsible for the effective implementation and development of the project and organization chart of the management structure;

- The number of job positions for national and foreign workers to be hired by the implementing company and a projection of jobs in the implementation of the project

With regard to economic and financial viability of the proposed project the following information must be provided:

- A positive balance sheet of profitability and cash flow projected for the period of implementation and operation of the project;
- Calculation of financial indicators to assess the project, namely, the internal rate of return, net present value, period of return of the investment made, among others aspects that may be relevant;

Sensitivity analysis;

Implications of political, economic, financial, environmental nature or others that may deem relevant

## 5. METODOLOGY

For the selection of the **Mocuba Industrial Free Zone Operator** it will be the **Investor Profile and Investment Project** components that will obey the content contained in the requirements i) and ii) of Point 4 of this document.

Only to be qualified for Component 2 (Project Investment) will be the bidders who obtain a score above 50% in Component 1 (Investor Profile). Component 1 will have a 30% weight; Component 2 will have a weight of 50% and Component 3 a 20% weight in the final classification.

## 6. RESULTS

It is hoped that from this public tender that the operator / investor with technical, financial and expertise to operate the **Mocuba Industrial Free Zone**, for the establishment of enterprises whose production is mainly export oriented, will be selected.

## 7. CUSTOMS AND TAX BENEFITS

Under the Code of Tax Benefits, approved by Law No. 4/2009, of 12 January, the **operators** and **the Industrial Free Zone companies** are exempt from customs duties on imports of construction materials, machinery, equipment, accessories, accompanying spare parts and other goods used in the pursuit of the licensed activity in the Industrial Free Zones.

The exemption referred to above is extended to Value Added Tax (VAT), including those due on internal acquisitions, as provided for in the VAT Code.

Regarding Tax Income Tax (IRPC), the Operators and Industrial Free Zone Company shall, from the date of issuance of the relevant certificate benefit from the following tax incentives:

- **IRPC exemption in the first ten fiscal years;**
- **Reduction of the IRPC rate by 50% from the 11th to the 15th fiscal year;**
- **Reduced IRPC rate by 25% during the project's life.**

In addition, the State guarantees, according to the conditions of authorization of the project, the transfer abroad of:

- a) Exportable profits resulting from investments eligible for export of profits under the current applicable laws;
- b) "royalties" or other indirect investments remuneration income associated with the transfer or technology ;
- c) Amortization and interest on loans contracted in the international financial market and applied in investment projects in the country;
- d) Product of compensation resulting from nationalization or expropriation of assets and rights within the scope of the investment;
- e) Foreign capital invested and re-exportable.

## 8. VISIT TO THE MOCUBA INDUSTRIAL FREE ZONE

In the preparation of application proposals for submission to GAZEDA, and in order to provide bidders with additional information on the location of the project implementation, bidders may carry out visits to the Mocuba Industrial Free Zone, in coordination with the GAZEDA so to gather additional data on the ground to better plan the actions and activities to be undertaken under the project implementation.

## 9. FOLLOW-UP ACTIONS

The company selected for **Operator of the Mocuba Industrial Free Zone** will be invited to submit to GAZEDA the final project development proposal, complying with all legal requirements and procedures for the submission and approval of investment projects, within forty-five (45) days of notification in writing by GAZEDA.

## 10. Reference Legislation

In drafting the application of proposals to be submitted to GAZEDA for the operator for the **Mocuba Industrial Free Zone**, bidders are recommended to observe, among others, the following legislation:

1. Decree no. 75/2007, of 24 December, establishing the Office of Economic Zones of Accelerated Development (GAZEDA);
2. Resolution no. 15/2011, of October 05, the Statute of the Organic Structure of the Office of Economic Zones of Accelerated Development;
3. Law no. 3/93, 24 July, Investment Law;
4. Law no. 4/2009 of January 12, Code of Fiscal Benefits;
5. Decree. 43/2009 of 21 August, Regulation of Investment Law;



6. Decree. 56/2009 of 07 October, Regulation of the Code of Fiscal Benefits;

7. Decree. 75/99 of 12 October which regulates the working conditions of the Industrial Free Zones to be applied to Operators and Enterprises established in them;

8. Ministerial Decree no. 202/2010, of 24 November, approves the Regulation of the Fiscal and Customs Regime of Special Economic Zones and Industrial Free Zones;

9. Decree. 28/2014, of June 6, establishing the **Mocuba Special Economic Zone**;

10. Decree. 29/20014, of June 6, creates the Mocuba Industrial Free Zone;

11. Resolution No. 38/2007, of 18 December, approving the Industrial Policy and Strategy.

**Maputo, March 2015**