



REPUBLIC OF MOZAMBIQUE
MINISTRY OF TOURISM

**Eco-tourism development in Maputo Elephant Reserve in Mozambique,
Southern Africa.**

Invitation for Expression of Interest

The Government of Mozambique is now seeking strategic investment for the Greenfield development of eco-tourism in a Protected Area in southern Mozambique. The Ministry of Tourism, supported by IFC, a member of the World Bank Group intends to grant three concessions of up to 3000Ha within the Maputo Elephant Reserve, a pristine conservation area that borders the Indian Ocean and is part of the Lubombo Transfrontier Conservation Area.

Located between Mozambique's capital city Maputo, and the South African border, the reserve is a unique mosaic of forests, freshwater lakes, dunes, floodplains and rivers, is home to a rich birdlife, about 300 elephant, and is a breeding area for the almost extinct sea-turtle. Within easy distance of Maputo and the wider Kruger National Park area, this site offers a unique opportunity to integrate a luxury coastal tourism product into existing tourism circuits.

The Ministry of Tourism invites Expressions of Interest from three investment tiers. An international lead investment is sought for a concession of up to 3000 ha at Ponta Milibangalala. A regional investment is sought for an 810 ha area at Ponta Chemucane under a community-public-private partnership. A 1500 ha concession at Ponta Dobela is available to a majority Mozambican investor.

The **pre-qualifying conditions** for prospective Promoters or Operators are:

Ponta Milibangalala

1. Tourism Brand with wide international recognition;
2. Established regional and international marketing, operational and sales capacity in the eco-tourism sector;
3. Top tier rate structure;
4. Strong environmental credentials;
5. Proven financial capacity;
6. Proven track record of social responsibility.

Ponta Chemucane

1. Widely recognized tourism brand in the Africa region;
2. Regional and international marketing, operational and sales capacity in the eco-tourism sector;
3. Top tier rate structure;
4. Strong environmental credentials;
5. Proven financial capacity;
6. Proven track record of social responsibility, preferably with a history of community partnerships; and
7. Willingness to enter into a community partnership for the development and operation of Ponta Chemucane.

Ponta Dobela

1. An ownership structure in which Mozambique nationals or companies hold a controlling interest;
2. Established tourism sector presence in Mozambique with a national marketing, operational and sales capacity;
3. Middle and low tiers rate structures;
4. Proven financial capacity.

Companies that fit the above profile should register their interest in writing by applying for the **Request for Expressions of Interest** from Dr. Albino Mahumane at the Ministry of Tourism through the following email addresses: albinomahumane34@gmail.com with c/c to reservamaputo.investimento@gmail.com.

The deadline for submitting Expressions of Interest is the 27th February 2009. All participating companies shall be notified of the results by the beginning of April 2009.