



FEDERAL REPUBLIC OF NIGERIA  
**MINISTRY OF AVIATION**  
in compliance with the

**INFRASTRUCTURE CONCESSION REGULATORY  
COMMISSION (ICRC) ESTABLISHMENT ACT 2005 &  
NATIONAL POLICY ON PUBLIC PRIVATE PARTNERSHIP (N4P)**

**REQUEST FOR QUALIFICATION (RFQ) FOR THE CONCESSION OF  
FOUR AIRPORT TERMINALS AND RELATED SERVICES IN NIGERIA**

The FGN intends to develop Nigeria's four major commercial airports and surrounding communities into efficient, profitable, self-sustaining, commercial hubs which will create more jobs and develop local industries through a Public Private Partnership (PPP) arrangement.

The Federal Government of Nigeria (FGN) through the Ministry of Aviation is inviting bids from reputable Airport Developers/Operators/Financiers /Consortia for prequalification for the Concession of selected Airports Terminals under a Public Private Partnership (PPP) arrangement.

The airport's terminal concession is one of the critical projects under the Aviation Sector Roadmap of the FGN and fits well within the scope of the Ministry's strategic plan for the sector. The execution of this project is meant to achieve the Federal Government's objective in terms of air transport value chain growth by developing and profitably managing customer centric airport facilities for safe, secure and efficient carriage of passengers and goods at world-class standards of quality.

The airports are:

1. Nnamdi Azikiwe International Airport Abuja (NAIA), IATA – ABV, ICAO – DNAA.
2. Murtala Muhammed International Airport Lagos (MMIA), IATA: LOS, ICAO: DNMM.
3. Mallam Aminu Kano International Airport (MAKIA) IATA: KAN, ICAO: DNKN.
4. Port Harcourt International Airport (PHIA) IATA: PHC, ICAO: DNPO

**REQUEST FOR QUALIFICATION (RFQ)**

Reputable and experienced Airport Developers /Operators /Financiers / Consortia are hereby invited to respond to the RFQ to bid for the concession of the airport terminals. This RFQ is the pre-qualification stage of the procurement process for the Project in which interested parties are required to meet the pre-qualification requirements specified in the RFQ package. Only pre-qualified parties will proceed to the Request for Proposal (RFP) stage and shall execute a Non-Disclosure Agreement prior to issuance of the RFP documents.

**1. PRE- ELIGIBILITY REQUIREMENTS**

- i. Full names of firm/consortia, verifiable office address (s), contact person, postal address, telephone/fax and email address, If a Consortium, the names and contact details of the consortium members);
- ii. Evidence of Company Registration with Corporate Affairs Commission (CAC) or its equivalent for foreign firms;
- iii. Ownership structure of bidding entity, Name(s) of major shareholders and percentage shareholding of participants in the bidding entity;
- iv. Audited Financial Statements prepared in accordance with the International Financial Reporting Standards (IFRS) of the bidding company or members of consortium for the most

recent three (3) years (2018, 2019, 2020);

- v. In the case of a consortium, evidence in the form of letter of association, agreement (joint venture agreement and/or Memorandum of Understanding (MOU)); or Consortium Agreement must be provided
- vi. Power of Attorney/Board Resolution, in case of a consortium, identifying the lead member of the consortium authorized to submit the RFQ and binding on all the members of the consortium.
- vii. Sworn affidavit disclosing whether or not any officer of the relevant committees of the FMA and its agencies, is a former or present Director, shareholder or has any pecuniary interest in the bidder, that the company is not bankrupt, in receivership or under liquidation or involved in any litigation which can potentially affect the company's ability to effectively discharge their responsibility if engaged and to confirm that all information presented in its bid are true and correct in all particulars.

**2. TENDER ELIGIBILITY REQUIREMENTS:**

In order to be prequalified for consideration as a prospective PPP Partner for the project, the prospective firms/consortia must:

Technical, Operational and Financial capability including:

- i. Profile of firm or firms including ownership structure and role and equity participation of each firm; with full contact details. In the case of a consortium, the members of the consortium must jointly submit the required information and must also clearly identify one of the consortium members as the lead firm;
- ii. **Experience in the Development and Operation of an International Airport and Cargo Terminals** illustrated by the following:
  - Experience in Airport Operations and Maintenance.
  - Experience in emerging economies will be an added advantage Relevant recognitions, certifications, and rankings on size of operations and performance
  - Evidence of similar integration of Airport and Cargo Terminal operations within an aviation ecosystem
  - Experience in Airport Development and financing.
- iii. **Evidence of Financial Capacity** Evidence of financial capacity, in support of the company or consortium's ability to undertake the airport concession illustrated by;

- a. A minimum net worth of NGN N20 billion
- b. Letters of Support from credible financial institutions in support of the consortium's ability to manage and operate the Airports terminals. The RFQ Package can be downloaded from the [website https://nacp.aviation.gov.ng](https://nacp.aviation.gov.ng) Clarifications and enquiries may be sent via email to [enquiry@nacp.gov.ng](mailto:enquiry@nacp.gov.ng)

**3. METHOD OF SUBMISSION**

- a. Application shall be submitted in a sealed envelope containing 7 copies neatly bound (1 original and 6 copies clearly marked) of the completed RFQ and the required supporting documents, which shall be clearly marked **"RFQ for the Concession of Airport Terminals"** at the front top right-hand corner of the envelope and the Bidder's name and address at the back of the envelope, and should be addressed to the: **Permanent Secretary,** Federal Ministry of Aviation, Federal Secretariat Complex, Annex 3 Shehu Shagari Way, Maitama, Abuja – NIGERIA. **Attention: Director Planning, Research and Statistics** **Room 113, 1<sup>st</sup> floor, Contact number: +234 803 627 7690** **Email : [enquiry@nacp.gov.ng](mailto:enquiry@nacp.gov.ng)**
- b. Prospective bidders and interested applicants may obtain further information at the address above between 9.00am and 4.pm, Mondays through Fridays (except on public holidays), or through the following contact details: Name: M.R. Shehu Phone : +234 803 627 7690 **email: [enquiry@nacp.gov.ng](mailto:enquiry@nacp.gov.ng)**
- c. The Application shall be submitted either physically or by pre-paid, registered/certified mail or courier to the address provided above. Submission shall on or before **15:00 hours Nigerian Time** (14.00hrs GMT) on **27<sup>th</sup> September, 2021**. Late submissions will not be considered.

- d. For additional information, please visit: <https://nacp.aviation.gov.ng>

**IMPORTANT NOTICE**

- Interested international parties are encouraged to partner with local firms in compliance with the requirements of the Federal Government of Nigeria local content development policy.
- Late submissions will be rejected.
- Submissions via courier will be accepted only if delivered within the submission time shown above.
- Submission of RFQs through electronic media will not be considered.
- Only short-listed Consortium/Firms will be contacted.
- Submission of RFQs shall be in English language only.
- FMA reserves the right to verify the authenticity of any claims made in the documents submitted by the companies
- This notice shall not be construed to be a commitment on the part of the FMA to award any form of contracts to any respondent(s) nor shall it entitle any organization submitting document to claim any indemnity from the FMA.

**Signed:**  
**Permanent Secretary**  
**Federal Ministry of Aviation**