



EOI_001_DOC_01781

Expression of Interest
for
Canteen operation

1. INTRODUCTION TO DSMa

Damen Shipyards Mangalia is located on the Black Sea coast of Romania and is a joint venture between Damen and the Romanian Government with Damen responsible for the operational management of yard. Mangalia is the largest shipyard in the Damen portfolio and its integration into the group opens up the possibility of Damen constructing and converting larger and more complex vessels than was previously possible, with particular emphasis on RoPax ferries, cruise ships, big offshore vessels and offshore structures.

The yard occupies a single site of nearly one million square metres and has 1590 metres of quayside. Three dry docks range in size from 302 by 48 metres to 360 by 60 metres with craneage to match. It has a comprehensive range of skills and workshops on site for newbuild and repair projects including high capacity steel and painting facilities.

The yard was originally known as 2 Mai Mangalia Shipyard and began building new ships in 1976. In 1997 Daewoo-Mangalia Heavy Industries S.A. took control of the yard and changed the focus to building large container ships, bulk carriers and tankers. In late 2017 Damen acquired Daewoo's shareholding and in the summer of 2018 took operational control.

More details can be found at DSMa's official website <https://www.damen.com/companies/damen-shipyards-mangalia>

Important Notice to Potential Bidders

1. Strict adherence to the requirements of the Tender is required by all the invited Bidders, as failure to comply may lead to invalidation of the Tender and disqualification of the Bidder. "Bidder" shall mean any party invited to and subsequently participating in the Tender.
2. The "Instructions to Potential Bidders" are provided to assist Bidders in the preparation and submission of their response to the "Expression of Interest. The instructions should be read in conjunction with DSMa Standard Contract Terms & Conditions

2. INSTRUCTIONS TO POTENTIAL BIDDERS

2.1 Specific Instructions Pertaining to this Expression of Interest

Damen Shipyards Mangalia (DSMa) will shortly be inviting tenders for the Cantin operation. Potential bidders can register their interest for inclusion in this tender process by submitting an **Expression of Interest** (EOI) in accordance with the instructions contained herein.

Please refer to **Annex I** to this letter for a full description of the scope covered by this tender for your consideration.

Following a positive and compliant EOI submission, your company will receive a formal **Invitation to Tender (ITT)**, details of which will be provided at the appropriate time.



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2.1.1 EOI Form

The Potential Bidder is requested to submit the "Expression of Interest form" as per **Attachment A**, no later than November 7th, 2022, including a copy of the signed Non-Disclosure Agreement (**Annex II**). Responses and relevant documents shall be sent by e-mail to Tenders.DSMa@damen.com.

2.1.2 EOI Clarifications

Should there be any doubt or obscurity in the meaning of any of the EOI documents or as to anything to be done or not to be done or as to any other matter or thing, the Potential Bidder must set forth such doubt or obscurity in writing and submit to DSMa via the Bidder Clarification Form (**Attachment B**). Any such clarifications shall be addressed at a later stage during the Invitation to Tender stage.

2.2 General Instructions Pertaining to All Tenders

2.2.1 Site Visit

The Potential Bidder and his representatives or agents shall be granted permission by DSMa to enter the site for the purpose of inspection in connection with this EOI, but only on the condition that the Potential Bidder and his representatives or agents shall release and indemnify DSMa and his servants and agents from and against all liability in respect of personal injury, loss or damage to property and any other loss, damage, cost and expense however caused, which, but for the exercise of such permission, would not have arisen.

2.2.2 Compliance with Laws

This Expression of Interest shall be governed by and construed in accordance with the laws, regulations and statutes of the Romanian state.

Before submitting an EOI, the Potential Bidder shall thoroughly familiarise itself with all the laws, including but not limited to Romanian Labour laws, applicable to the Scope of Service to be performed, and the Romanian Government requirements regarding commercial registration of companies prior to commencing any activity.

2.2.3 EOI Principles

Potential Bidder is strictly prohibited from providing gifts in any form, or to provide entertainment, accommodation and travel facilities to any DSMa staff. NDSQ shall not hesitate to take appropriate actions to any Potential Bidder found violating this code.

2.2.4 EOI Communication

All correspondence in connection with this EOI shall be made in the English language.

Potential Bidders are reminded that the sole DSMa contact during the tendering period is as stated above and that under no circumstances should contact be made directly with other DSMa personnel except as expressly agreed by DSMa. No subsequent claim resulting from failure to follow this procedure shall be entertained.

2.2.5 EOI Documentation and Expenses

DSMa shall not be responsible for, nor pay, any expenses which may be incurred by the Potential Bidder in the collection, preparation and submission of his EOI. In addition, the Potential Bidder must be prepared to visit DSMa's offices to clarify and/or amplify any part of his interest, whereas all costs in relation to such visits shall be borne by the Potential Bidder.



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Attachment A

Expression of Interest form

Dear Sir or Madam,

We acknowledge receipt of the below EOI documentation:

- A – Expression of Interest
- B – Annex I
- C – Annex II
- D – Attachment A
- E – Attachment B

Having examined the documents issued during the course of the EOI, we we are responding to register our interest and willingness to participate in the tender process for the described work scope(s).

1. We acknowledge that Appendices, Annexes and all other materials issued during the course of the EOI, form part of our interest.
2. We confirm that we are familiar with all conditions, risks, contingencies and other circumstances which may impact on the Contract.
3. We understand that DSMa reserves the right to re-issue or postpone to a later date or altogether abandon the execution of aTender, without assigning any reason thereof.
4. Furthermore, we would like to submit a list of questions that will require clarification at the later stage of Invitation to Tender, and for which we are hereby submitting the Bidder Clarification Form.

EOI Subject:

Bidder's Representative (name, position and signature):

Date of Submission:

Duly authorised to sign on behalf of (Bidder's registered name and stamp):