



# ESPERANCE PORTS

## *Sea & Land*

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### Media Release

Private sector entities interested in registering to pre-qualify to participate in a Request For Proposal (RFP) process for the proposed Esperance Port upgrade are reminded that they have until next Friday, March 1, to do so.

Currently, 33 companies have registered to seek shortlisting to participate and tender to design, finance, build and operate a new multi-user iron ore facility at the Port.

Port CEO Shayne Flanagan said the market sounding undertaken in the second half of 2012 indicated a genuine interest in the project by the private sector and a number of mining companies, but the response to the request to register to pre-qualify (RIOP) to participate in the RFP has been extraordinary.

“The response to date has come from a wide range of interested parties who provide vast expertise and experience in major infrastructure projects, including financiers, engineering firms and port operators,” Mr Flanagan said.

“It indicates private sector confidence in the Yilgarn Region’s emerging iron ore industry and in those emerging mining companies that indicated an interest in exporting through Esperance.

“The RFP will create and maintain a level of competitiveness among the shortlisted companies vying for the project, and deliver value for money to the State Government and the participating mining companies.

“The process to be undertaken will also ensure that the new facility is genuinely multi-user, and the mining companies willing to enter into a take or pay contract will have access to new export infrastructure.”

Mr Flanagan said Esperance Port proposed to use a build, own, operate and transfer (Boot) public private partnership procurement model for the MUIOF project.

He said the Port was committed to a fair and competitive procurement process that would be conducted in a way to provide the best possible outcomes for the eventual proponent and the mining companies.

The Market Sounding indicated a potential need for new port export infrastructure to handle a possible 10 to 12 million tonnes of hematite a year initially; this was in addition to the Port’s current environmental licence of 11.5 million tonnes a year.

Last financial year, about nine million tonnes of iron ore was shipped from Esperance to Asian markets.

To meet the increased exports, a new twin-cell rotary car dumper would be built along with iron ore storage facilities, and the ship loading conveyor circuit and loader needed to be upgraded.

However, the actual scope of the project and its costing would only be determined after the proponents determine the capacity of the infrastructure required by the mining companies, and the companies are comfortable with signing a long-term take or pay contract.

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