



**NAFTAL SPA au capital social de 15.650.000.000DA**  
**National Company for Marketing and Distribution of Petroleum Products**  
**Branch International & Partnership**

**NATIONAL AND INTERNATIONAL CALL FOR EXPRESSION OF INTEREST (EOI)**  
**FOR THE DEVELOPMENT , IN PARTNERSHIP, OF "NON FUEL" ACTIVITIES**  
**IN NAFTAL SERVICE STATIONS NETWORK**

**Subject**

In its medium term development plan, NAFTAL has decided to set up , under conditions to be defined with the partner, a partnership for developing " non fuel " activities ( shops , restaurants, quick mechanical maintenance , hotels and any other activity deemed of interest by the partner), in its service stations network.

In a first phase, NAFTAL intends to develop these activities in preselected 20 service stations located at different regions all over the national territory.

In a second phase, this partnership will be extended to all NAFTAL service stations network.

NAFTAL invites all bidders interested by this partnership to participate in the present EOI which will proceed in two stages, the first stage refers to the technical bid proposal and the second stage to the commercial bid proposal.

**First Stage**

The bidders shall be invited to attend a data room dealing with:

- Presentation of NAFTAL Company and its service stations network ;
- Detailed presentation of the 20 service stations concerned with the 1st phase of this partnership;
- Algerian regulation on petroleum products distribution activity ;
- Site visit of the service stations, on bidder request.

During this data room, meetings shall be organized with the bidders to define and agree, together, on the most suitable form and modalities of this partnership.

The data room shall be held from **15-11-2007 to 20-12-2007**.

The access period of time to the data room is fixed to 3 days for each bidder.

The bidders are invited to propose the period of time the most convenient to them by fax to " Mr le Président du Groupe Partenariat Activités Non Fuel " on the following fax number : 00 213 21 381376.

After the data room, the bidders shall be invited to present their technical bid proposals including:

- A letter of expression of interest;
- A technical document dealing in detail with :
  - o the « non fuel » activities the bidder intends to develop in NAFTAL network,
  - o The type and modalities of the partnership the bidder proposes.
- An administrative file.

The technical bid proposal, whose content shall be detailed during the data room, shall be sent to NAFTAL, route des dunes, Chéraga, before **January, 31<sup>st</sup>, 2008**.

The technical bid proposals shall be opened by a dedicated committee in a public session.

The technical bid proposals shall be evaluated by a dedicated technical Committee (CEOT).

During the evaluation process, and in order to adjust the bids, NAFTAL may request the bidders for clarification, adjustment, additional information or any modifications deemed necessary.

### **Second Stage**

During this stage, NAFTAL shall hand over to the bidders:

- The final technical scope ;
- The conditions and modalities governing the partnership ;
- The commercial bid proposal format.

The bidders shall then be invited to submit a commercial proposal, based on single selection criteria that shall be opened by a dedicated committee in a public session during the first fortnight of **April 2008** at NAFTAL head office, Cheraga.

### **For further details, please contact:**

Mr President of " Groupe Partenariat Activités non fuel ", NAFTAL,  
Telephone 00 213 21 38 18 48, fax 00 213 021381376.

