

Our Ref: JB3097



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Dear Sir/ Madam

Albert Island Shipyard

Expression of Interest

The Port of London Authority (PLA), and London & Regional Properties Ltd (L&R) are seeking written expressions of interest from Shipyard operators with a proven maritime repair , maintenance and build capability to develop and operate a new facility on the River Thames.

The subject site is located at Albert Island and extends to approximately 3.3 acres (as outlined red on the attached plan) and is located downstream of the Thames Barrier within the Beckton area of the London Borough of Newham. Navigational access to the site is indicated on the attached chart extract (PLA Chart 325 - Gallions Reach and tidal details are shown on the attached chart.)

The Harbour Master has indicated that, subject to not impeding safe navigation, and subject to the finer details being approved a boat lift and possibly a jetty extending beyond the drying line may be acceptable.

The selected operator will be expected to work expeditiously to obtain all relevant consents pursuant to its preferred scheme, subject to these being in accordance with the policies in the London Plan, Newham Local Plan and further in relation to the statutory responsibilities of the PLA, the Marine Management Organisation (MMO), Environment Agency (EA) and Freeholder / Leaseholders



The preferred operator will be selected based on a range of selection criteria. Accordingly, submissions should focus on the following;

1. How the proposed Operator meets the outlined criteria
2. How the proposed operations of the shipyard comply with the selection criteria listed below. In addition, the Operator's financial and trading details should be provided, together with any further information that the operator considers relevant to the consideration of their expression of interest

The successful operator will also need to demonstrate how they are responding to the changing demands of environmental sustainability and the PLA's desire to reduce the carbon footprint of all traffic on the river Thames.

Failure to respond as directed will result in the exclusion from consideration of the expression of interest.

Selection Criteria

Operational Capability

Clear demonstration that the following criteria can be met together with evidence of current experience in the following areas: -

1. Ship and Vessel Repairs
2. Maintenance of all types of maritime craft that operate on the Thames
3. Ability to build and construct craft
4. Ability to address the increasing demands for 'green' vessels and operations within the yard and on the river
5. Proven track record of success in delivering a similar business

Potential Constraints

- | | |
|-----------------------------------|--|
| 1. Electrical Supply | currently limited to 500KVa |
| 2. Water Supply | 90mm supply |
| 3. Flood Gates | EA seeking confirmation that these will be maintained and repaired by the operator |
| 4. Restrictive Height of the Shed | 20m due PSZ (Airport Public Safety Zone-(PSZ) |
| 5. Full Time Employees | could be limited to 16 due PSZ restrictions |

Financial Proposals

The PLA / L&R offer a leasehold interest of a length to be agreed. Details of the operator's financial position are required. Please provide copies of Annual Reports for the last three years together with any other financial information which will be treated as confidential.

Viability

Please provide an outline five-year business plan for the yard which should include the following

1. Strategic proposal outlining the nature of the business to be developed

2. A five-year sales development plan providing a summary of the different revenue streams – specifically please provide details on target markets and products; opportunities to develop new green initiatives and the creation of synergies with existing and future operations on the River Thames and estuary
3. A five-year cost summary broken down between the standard fixed and variable elements

Use of the river to import and export material, plant and machinery by water

Submission

Written submissions addressing all these issues, together with any additional information considered to be pertinent to the bid, should be made to me no later than 17.00 on 10th February, 2020. Any questions should be directed to us in the first instance. Please note that the PLA / L&R are under no obligation to accept any submitted response and retains the right to discontinue the procurement of an operator should their proposed plans fail to live up to close and detailed scrutiny.

Additional Points

- 1) The PLA/ L&R are only offering a leasehold interest. (The length of the lease term is open for discussion.)
- 2) As a result of the interest in the site, no incentives will be offered at this time.
- 3) Albert Island Development scheme – **see <https://albertisland.london>**

The PLA/L&R trusts this represents an interesting opportunity to the market, and we look forward to hearing from operators accordingly. Please forward your submission electronically to John Ball at john.ball@pla.co.uk. (If you have any further questions please do not hesitate to contact John Ball on the email address as listed.)

Yours sincerely

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