

EXPRESSION OF INTEREST (EOI) REQUEST FOR EXPRESSIONS OF INTEREST FOR AN INTERNATIONAL OPERATOR/ INVESTOR/PURCHASER FOR THE MAGDALENA GRAND BEACH AND GOLF RESORT, TOBAGO

Evolving TecNologies and Enterprise Development Company Limited (e Teck) hereby invites the submission of an Expression of Interest (EOI) from suitably qualified Investors/Operators/Purchasers with the financial capability and a proven track record who can provide a structure that would allow for renovations, repositioning/branding and a plan to improve the performance of the Magdalena Grand Beach and Golf Resort, Tobago ("the Services"). Investors/Operators/Purchasers must indicate interest in the following options:

- Option 1 - Internationally Branded Operator - brand operator of international renown who would also operate the hotel, or a third party hotel management operator with the brand being franchised.
- Option 2 - Investor for the Property - strategic partner who will provide the capital investment and bring the necessary management and branding expertise. This option may entail the partner acquiring partial or majority ownership of the hotel via divestment.
- Option 3 - Outright purchase of the Hotel Asset.

A combination of Options can also be explored.

The Magdalena Grand Beach and Golf Resort is located at the Tobago Plantations Estate in Lowlands, Tobago. The hotel was initially opened as the Tobago Hilton Golf and Spa Resort in 2000 and was closed in 2008. In 2011, the property was upgraded and it was officially reopened as the Magdalena Grand Beach and Golf Resort. It is located on the southern side of the island close to the Atlantic Ocean. The Resort consists of 178 guest rooms and 22 parlours and offers a wide array of amenities and activities on site. There are numerous dining options, an 18-hole golf course, functional spaces and other amenities for guests to enjoy.

The hotel is a 15 minute drive from the international airport. Guests can access the island via various international flights and 20 minute domestic flights from Port of Spain. The Port of Scarborough is also a 12 minute drive from the Property.



Prospective entities may associate to enhance their qualifications, but must indicate in the EOI whether their association is in the form of a Joint venture, Consortium or other proposed structure.

Interested entities must provide the following information as a minimum:

1. Company Profile: Name, Country of incorporation, address of the corporate headquarters and its branch office(s), date of incorporation and/or commencement of operations.
2. Brief description of the Company including details of its main lines of business and proposed role and responsibilities, including website URL and brochures for reference, as well as profile of management staff, stating qualifications.
3. Details of individual(s) who will serve as the point of contact within the company for communication with e Teck: Name, designation, address, power of attorney from the Applicant, telephone number, email address, fax.
4. Description of similar type projects undertaken or owned by the entity.
5. A proposed structure that would allow for renovations, repositioning/branding and a plan to improve the hotel's performance.
6. General overview and concept for the proposed branding and development.
7. Provide evidence of financial capacity to fund such project.

e Teck reserves the right to develop a shortlist of entities based on the assessment of the responses received, from whom a detailed Proposal will be requested at a subsequent stage.

Important Notice:

- This call for an EOI does not constitute a solicitation. e Teck reserves the right to change or cancel the requirement at any time during the EOI and/or selective tender process without assigning any reason. Thus, submitting a reply to this call for an EOI does not automatically guarantee that the party will be considered for the selective tender process.
- Applicants may schedule site visit to ensure understanding of the opportunity and the requirement of the Expression of Interest by making requests through contacting e Teck's Procurement Department at procurement@eteck.co.tt.

All EOIs must be addressed to:

"Expression of Interest for an Investor / International Operator for the Magdalena Grand Beach and Golf Resort, Tobago"
Secretary, Tenders Committee
Evolving TecNologies and Enterprise Development Company Limited
Flagship Complex, 9-15 e Teck Blvd., Tamana InTech Park, Wallerfield, Trinidad & Tobago

The EOI may be submitted in the following manner:

- A – Physical packages may be deposited at Flagship Complex, 9-15 e Teck Blvd., Tamana InTech Park, Wallerfield, Trinidad & Tobago or
- B – Electronic packages may be sent to procurement@eteck.co.tt

Deadline for submission of EOI: **Wednesday 18th May, 2022 at 4:00 p.m. (EST)**. EOIs received after the required submission time will not be eligible for consideration.

All submissions must contain the Company's Name, Return Address, Email Address and Mobile Number of a designated representative.

Each entity is solely responsible for the risk and cost of preparing and submitting its response to this EOI. e Teck shall, subject to the requirements of the Freedom of Information Act, keep all confidential and proprietary information submitted by entities in the strictest confidence.

Additional information can be obtained via email forwarded to the attention of the Procurement Manager at procurement@eteck.co.tt. This notice may also be viewed at e Teck's website at www.eteck.co.tt.