



Request for Expressions of Interest

for Terminal Operators and Manufacturing Businesses
in Klaipėda Port's Southport Development Area

July 2025



Purpose of the Request for Expressions of Interest

This document provides an overview of the anticipated concession structure in the newly developed Southport area of Klaipėda Port. The primary objective of this Request for Expressions of Interest (EOI) is to assess market appetite and identify interested parties, facilitating the creation of a preliminary, pre-qualified list of potential bidders for the formal tender, which is scheduled to commence in the first half of 2026.

Responding to this EOI does not constitute participation in a formal tendering process. All submitted EOIs are indicative and do not impose any legal or binding obligations upon the respondents or Klaipėda Port Authority.

All information presented in this request is preliminary and subject to modification during subsequent stages of project implementation.

Interested entities are invited to submit their EOIs in an open and flexible format, clearly detailing their interest and relevant qualifications or experiences.

Submission guidelines:

Deadline: 1 October 2025

Form of delivery: PDF document

Deliver to: Džiugas Šaulys, Commercial Director, d.saulys@port.lt; cc Rasa Davitaia, Strategic Project Manager, r.davitaia@port.lt

Project Location



Infrastructure Parameters

The 100-hectare territory is intended to accommodate stevedoring operations (container or other cargo) and manufacturing activities, with approximately half of the area allocated to each type of activity.

Parameter	Stevedoring	Manufacturing
Indicative area for	~50 hectares	~50 hectares
Expected capacity	1.5 million TEU / 20 million tonnes	~1.5 million tonnes
Quay length	900 meters	400 meters
Depth	Initial – 15,5 m depth / 14,3 m draft Future – up to 17 m depth	
Connectivity	Road and rail access	



Responsibilities

The preliminary allocation of project responsibilities aligns with the existing landlord port management model currently employed at Klaipėda Port.

While the private operator is anticipated to partially contribute to infrastructure financing through an up-front payment, the Klaipėda Port Authority will maintain responsibility for organizing the tender processes for construction contractors and ensuring timely completion and delivery of the necessary infrastructure.

The selected private terminal operators will be responsible for developing, financing, and operating all superstructure facilities and cargo-handling equipment required for terminal operations.

	PUBLIC Port Authority	PRIVATE Terminal Operator
Technical feasibility study	Done	
Environmental impact assessment	Done	
Geotechnical research	Done	
Design proposals and permit to build	Ongoing	
Technical design	X	
Southern breakwater construction	X	
Dredging and land reclamation	X	
Quay construction	X	
Road and rail access	X	
Terminal pavements, yards		X
Terminal superstructure		X
Handling equipment		X
Safety and security		X
Operations and commercial risk		X

Tender Design

The anticipated tender evaluation criteria will prioritize maximizing the up-front fee, which constitutes an essential and substantial portion of the infrastructure financing requirement.

It is envisaged that the base land lease fee will be subject to indexation adjustments no more frequently than once every five years, consistent with policies applicable across all terminals within the port.

Should the agreed-upon cargo volume commitments not be met, the terminal operator will be required to pay an average port dues fee per TEU or tonne for the shortfall.

Criteria	Stevedoring	Manufacturing
Infrastructure handover date	2028 Q4	
Land lease term	50 years	
Annual volume commitment	<i>For container:</i> 200,000 TEU in 2030, increasing annually by 50,000 TEU, up to 1,000,000 TEU from 2046 onwards. <i>For other kinds of cargo:</i> agreed at a later stage depending on cargo type	300,000 tonnes from 2030, 500,000 tonnes from 2033 onwards (counting both raw material import and production export)
Up-front concession fee (to partially finance the infrastructure)	Tender bid criteria. Lump sum payment in the beginning of concession	
Yearly land lease fee (including usage of quays)	€2,2–2,5 per m ² per year; subject to future price indexation every 5 years	€3,2–3,5 per m ² per year; subject to future price indexation every 5 years
Port dues applied to the Southport (paid by the shipping lines)	Standard tariffs (current average ~€11 / TEU or €1,5 per tonne)*	Standard tariffs (current average ~€1,5 / tonne, varies depending on cargo and vessel type)*
Job creation	No requirements	At least 500 new workplaces

* Port dues depend on the ship's gross tonnage, cargo type, full and empty container ratio, transshipment and gateway container ratio and other parameters. Discount for transshipment container volume is available.

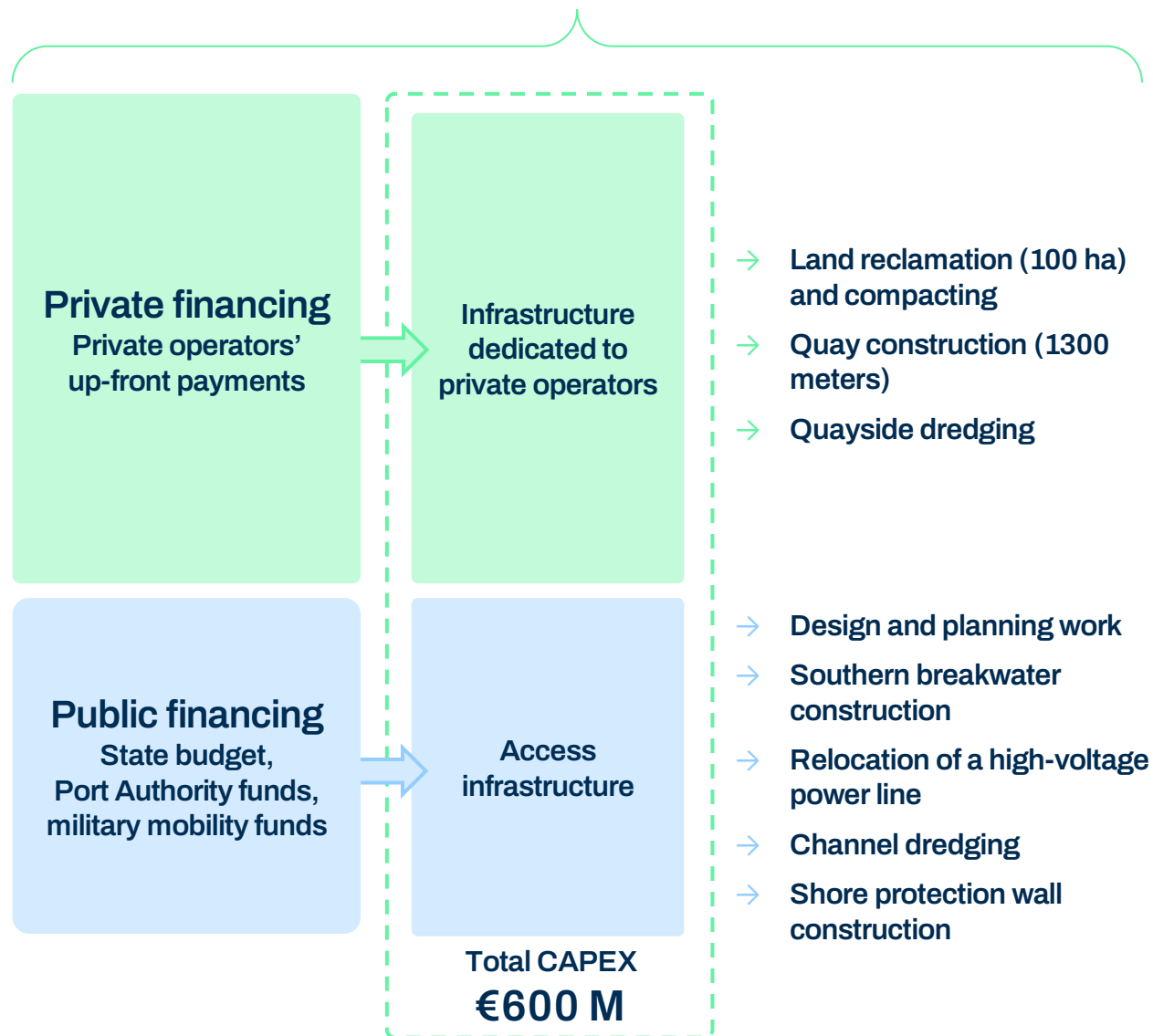
Project Financing

The total capital expenditure (CAPEX) for the project is estimated to be approximately EUR 600 million, encompassing all essential infrastructure works. The largest share of this budget is anticipated to be allocated to dredging operations and quay construction.

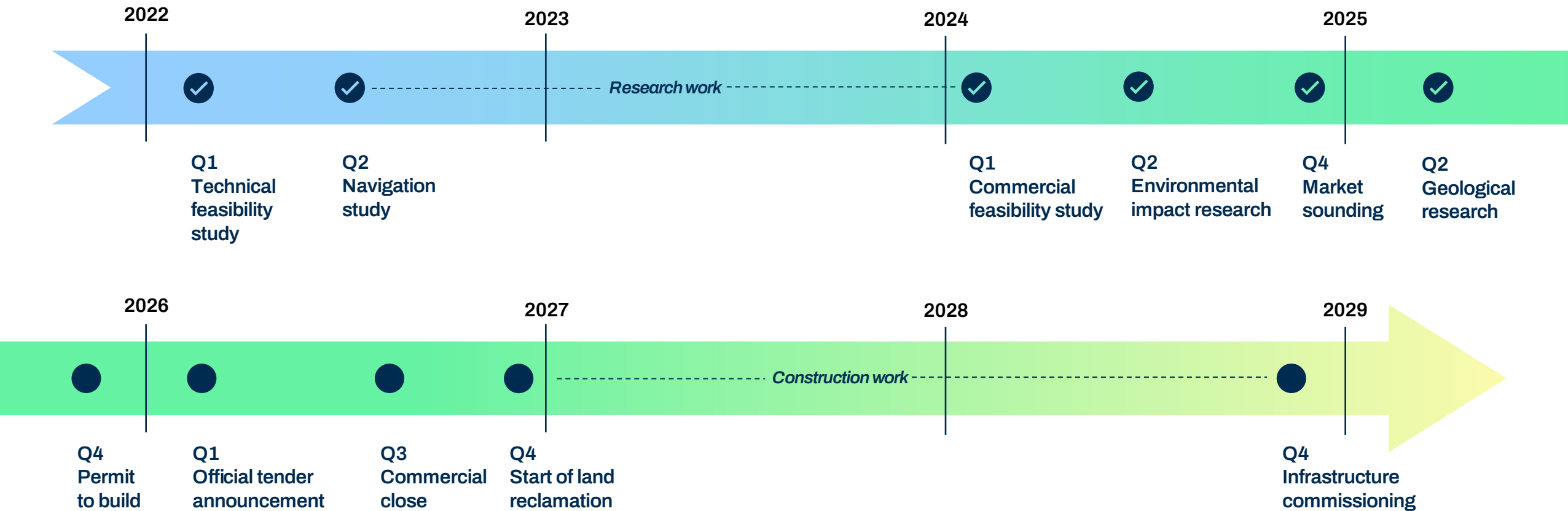
It is expected that the private partner will participate in financing the project's infrastructure by providing a significant upfront payment as part of their commitment.

In addition to other financing sources, the Port Authority is pursuing military mobility funding, anticipating that the future infrastructure will serve dual purposes. Should such financing be approved, an agreement outlining terms for sharing the infrastructure between commercial and military uses will be necessary.

The whole 100-hectare Southport territory



Project Timeline



Expression of Interest

To facilitate the preparation of final documentation and tender procedures, Klaipėda Port Authority requests interested parties to include the following information in their Expression of Interest (EOI):

- **Company Identification:** Provide the name of the company or clearly outline the structure of the consortium, explicitly identifying all involved partners and detailing their respective shareholder compositions.
- **Intended Activity:** Specify the type of terminal intended for operation or provide a comprehensive description of the proposed manufacturing or related industrial activity.
- **Financial Capability:** Submit an overview of the financial capacity of your company or consortium, demonstrating your ability to partially finance necessary infrastructure and fully finance all superstructure investments required for your intended operations.
- **Operational Qualifications:** Detail your relevant operational experience, qualifications, and expertise directly related to the proposed activity, highlighting similar past projects or operations where applicable.
- **Cargo Volume Commitment:** Present information clearly demonstrating your capability and commitment to achieve the specified annual cargo volume targets set by the Port Authority.
- **Land Area Requirements:** Indicate your required land area size and clearly outline any anticipated future expansion requirements, including estimated timelines for such expansions, if relevant.
- **Feedback for the Port Authority:** Share any comments, suggestions, or inquiries concerning this request, anticipated tender conditions, or the overall tendering process. Your feedback is valuable for ensuring clarity and effectiveness in the tendering procedures.

All provided information will be treated as strictly confidential and used exclusively for organizing the upcoming tender for operations in the Klaipėda Southport development area. The Port Authority is prepared to enter into a non-disclosure agreement upon request.



ALWAYS WORKS

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