



**MINISTRY OF INFRASTRUCTURE AND PUBLIC UTILITIES  
GOVERNMENT OF THE REPUBLIC OF VANUATU**

**INTERNATIONAL COMPETITIVE BIDDING PROCESS  
FOR THE REFORM OF AIR VANUATU**

**INVITATION TO REGISTER EXPRESSIONS OF INTEREST**

Port Vila, 13 February 2008

The Government of the Republic of Vanuatu (the “**Government**”), through the Ministry of Infrastructure and Public Utilities (the “**MIPU**”) intends to select a strategic partner (the “**Investor**”) to invest in and manage the international operations of Air Vanuatu (the “**Project**”). The investment will take the form of an equity stake of between 40% and 49%, the precise terms of which will be negotiated with interested potential investors. The International Finance Corporation (the “**IFC**”), the private sector arm of the World Bank Group, is acting as lead transaction advisor to the Government.

The Investor will be selected through an international competitive bidding process from a pool of applicants who have previous experience in operating international aviation services and who demonstrate through their Qualification Statements that they meet all of the criteria set forth in the Pre-Qualification Documents. The selected Investor will be required to arrange the necessary financing and to execute the key documents for the Project.

MIPU invites interested potential investors who have proven track record in operating international aviation services to register their interest to participate in this process. Expressions of Interest (EOIs) must be submitted to MIPU, with copy to IFC, at the addresses below at or before **12.00 Hours Vanuatu Time on or before March 7, 2008**, and must include the following: (i) a letter indicating interest to participate in the bidding process, on official letterhead, signed by a duly authorized representative of the potential investor; and (ii) a brief introduction to the firm, which should include the information:

- Legal status, ownership and organizational structure of the firm.
- Financial statement for the latest year.
- Firm/sponsor profiles in a similar or relevant Project during the last 10 years.
- Postal address and contact person.

All potential investors who have submitted their EOIs as defined above and who meet the Government’s policy guidelines for appropriate partners will be given access to the data room to carry out a due diligence of Air Vanuatu’s operations. It is envisaged that access to the data room will be given as soon as acceptable EOIs are received – i.e. before the March 7 deadline.

Copies of the Preliminary Information Memorandum setting out background information may be obtained from the addresses given below.

<b>To:</b>	<b>With copy to:</b>
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