



HONG KONG

Mission

- Develop Hong Kong into a leading regional cruise hub through the development of a world-class cruise terminal with state-of-the-art facilities which are user-friendly, and provide efficient and quality services.

This slide has a blue background with a faint city skyline. On the left, the words 'HONG KONG' are written vertically. In the bottom left corner, there are three Polaroid-style photos showing various scenes: a group of people, a group of people, and a group of people. There are also colorful wavy lines at the bottom left.



Objectives

- The new cruise terminal should –
 1. have built-in flexibility for berthing of different types and sizes of cruise vessels, in particular mega vessels, and meet the need of different cruise line companies;
 2. form part of an overall experience of a cruise passenger and add value to a cruise vacation;
 3. offer other visitors a good experience by providing user-friendly facilities and services to all potential users; and
 4. become an iconic structure of Hong Kong.





The Government's plan (1)

- Develop a new cruise terminal at Kai Tak through an open land tender
- Successful bidder will
 - a) form the Site;
 - b) design, build, operate and maintain the Berthing Facilities, Supporting Facilities and Commercial Area during the lease term of 50 years.




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The Government's plan (2)

- We aim to select a bidder who will –
 - design, build and operate the new cruise terminal at least on a par with international standards;
 - market Hong Kong as a regional cruise hub and develop cruise itineraries for Hong Kong;
 - attract cruise vessels homeporting at the new cruise terminal; and
 - respond to market demand and engage the industry
- Upon completion of the new cruise terminal, together with the existing cruise terminal in Tsim Sha Tsui, Hong Kong will have 4 berths in total for cruise vessels.

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Development Timeframe

Obtain approval of the draft Kai Tak OZP and invite tenders	Q4/2007
Close invitation for tenders upon completion of the necessary statutory procedures	Q1/2008
Execution of the Land Lease	Q2/2008
Commission of the First Berth	2012



Scope of the Project

- ◆ 2 alongside berths with flexibility for different types and sizes of cruise vessels, including mega cruise vessels
 - Berthing Facilities: an apron area, fender and mooring systems, passenger gangways, etc
 - Supporting Facilities: such as CIQ Facilities of about 6000 m² GFA, baggage handling, ticketing offices, waiting areas, etc, as well as coach parking, loading and unloading areas, etc
 - Commercial Area: maximum non-domestic GFA of 50 000 m² inside the cruise terminal building including commercial/office/hotel/retail facilities






Potential Bidders

Proven Track Record

- ◆ Bidders must demonstrate a proven track record in –
 - operating, managing and maintaining a cruise terminal of international standards
 - developing, managing and marketing large commercial projects
- ◆ Proven track record can include engagement of senior management/key personnel with relevant experience or expertise.





Potential Bidders


Proven Track Record

- Reference as proposed by consultant –
 - 3 years' experience in operating, managing and maintaining a cruise terminal of international standards and with a throughput at or above a prescribed level (say 500 000 passengers per year)
 - 10 years' experience of developing, managing and marketing large commercial projects of certain prescribed minimum construction cost (say, HK\$3 billion) and total GFA (say, 50 000 m²)




Site Information

- ◆ About 7.6 hectares at the southern end of the former runway, with a waterfront of about 800 m long, and is between 60 m and 100 m wide
- ◆ Zoned as "Other Specified Uses (Cruise Terminal to include Commercial Development with Landscaped Deck Above)" under the Draft Kai Tak OZP
- ◆ Height restriction: maximum building height of 35 mPD

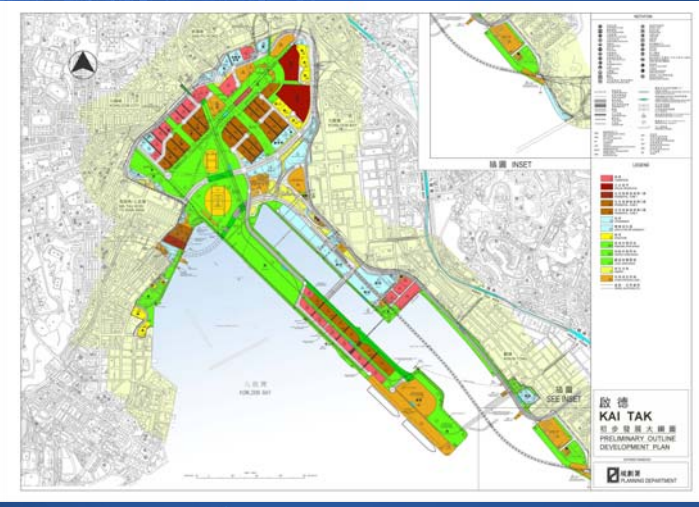



Surrounding Land Uses

- Tourism Node, Runway Park, Heliport, Runway Precinct
- Multi-purpose Stadium and Metro Park in Kai Tak Development
- Connections with strategic transport infrastructure such as Shatin-to-Central Link, Central Kowloon Route, etc, earmarked under Draft Kai Tak OZP
- To be developed in phases



Draft Kai Tak OZP

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Development Timeframe of Individual Facilities

- First Berth: 2012. Exact timing to be specified in the tender document
- Second Berth: successful bidder to commission 3 years after being requested by the Government
- Berthing deck and reconstruction of the seawall of both Berths: to be completed in one go
- Dredging and provisions of Berthing and Supporting Facilities for the 2 Berths: to be completed in phases
- CIQ and other Government facilities: handover to the Government 9 months before the commissioning date
- Commercial Area: successful bidder to complete in phases by 2020



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Major Technical Requirements (1)

Timely Commissioning of the First Berth

- Successful bidder to adhere to milestones set by the Government on progress of the works
- On-demand bond to ensure timely commissioning of the First Berth –
 - to be arranged by successful bidder
 - the sum would be 5% of the estimated construction cost for the First Berth



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Major Technical Requirements (2)

Berthing Parameters

- New cruise terminal to be developed with the flexibility to berth different types and sizes of cruise vessels, including mega cruise vessels of at least the following parameters –

➤ Gross Tonnage	220 000 tonnes
➤ Displacement Tonnage	110 000 tonnes
➤ Length Overall	360 m
➤ Beam	47 m
➤ Draft	10 m
➤ Air Draft	65 m
➤ Passenger capacity	5 400
➤ Crew capacity	1 200

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Major Technical Requirements (3)

Site Formation and Marine Works

- Reconstruction of the existing sloping seawall
- Construction of berthing structure
- Formation of a turning basin and approach channel



Major Technical Requirements (4)

Statutory Approvals and Reference Design

- Government to obtain authorizations under FS(R)O and the EP under EIAO for the site formation works based on a reference design
- Successful bidder to seek approvals from the authorities if his design requires amendments to the statutory approvals



Major Technical Requirements (5)

- Berthing Facilities
- Supporting Facilities, including –
 - facilities to be provided and operated by the successful bidder within and underneath the cruise terminal building
 - CIQ facilities for use by the Government





Major Technical Requirements (6)

Other Facilities to be provided

- Successful bidder to provide at his own cost and submit appropriate design/plan on –
 - Police facilities of about 500 m² at different locations of the terminal building
 - a supporting structure for the installation of the radar and the associated equipment room as part of the cruise terminal building
 - a landscaped deck above the terminal building with convenient public access



Major Technical Requirements (7)

Concept Design

- Architectural Statement –
 - design should be optimized to offer the greatest flexibility, efficiency and effectiveness, and satisfaction, for the users
 - an iconic structure
 - aesthetically pleasing and in harmony with surrounding areas
 - maximum user-friendliness
 - sustainable and environmentally sensitive
 - embrace the Vision and Goals for the Victoria Harbour of the Town Planning Board and the Harbour Planning Principles



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Major Technical Requirements (8)

Environmental Management

- General requirement: to provide an Environmental Management Plan in the tender submission
- Pollution mitigation –
 - comply with MARPOL Convention on fuel quality and environmental standards;
 - successful bidder to provide shore reception facilities for collection of sewerage and grey water, and likely shore power supply for “cold-ironing”



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Major Technical Requirements (9)

Security Requirements

- Successful bidder to –
 - ensure compliance with security and safety requirements of the Government, including ISPS
 - establish restricted areas and provide perimeter facilities, a restricted area permit system and closed circuit television system, etc. as access control in restricted areas



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Major Technical Requirements (10)

Maintenance Responsibilities

- Successful bidder to –
 - maintain all works and facilities of the new cruise terminal throughout the lease term
 - maintain external finishes and ancillary facilities for Government accommodation and Government facilities
 - submit regular maintenance and condition survey reports verified by independent experts




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Major Operational and Management Requirements (1)

Operation, Management and Business Plans

- Bidders to provide operation, management and business plans –
 - operation plan tailored for cruise terminal design, including performance pledges
 - business plan and financial forecast
 - marketing plan
 - plan to attract cruise vessels to homeport in Hong Kong
 - maintenance plan
 - security plan, including an emergency evacuation plan
 - preliminary traffic control plan
 - berthing slot allocation policies and strategies for fees and charges
 - industry engagement plan




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Major Operational and Management Requirements (2)

Marketing and Itinerary development

- Bidders to submit marketing plans on –
 - berthing slot allocation policies and fees and charges strategies
 - vision and mission statement
 - efforts to network with neighbouring ports for itinerary development
 - initiatives to join hands with the Tourism Commission and Hong Kong Tourism Board in promoting Hong Kong as a regional cruise hub through participating in relevant international/regional trade shows and conferences




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Major Operational and Management Requirements (3)

Attracting Cruise Vessels Homeporting at the New Cruise Terminal

- Homeporting brings substantial economic benefits to Hong Kong
- Bidders to submit plans to demonstrate ability to bring in cruise vessels homeporting in Hong Kong




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Major Operational and Management Requirements (4)

Promoting Industry Engagement

- Bidders to submit plans on –
 - on-going and future efforts of engaging the cruise and tourism industry in preparing their bids and implementing their plans
 - measures to keep the industry informed of the developments of their business and market plans, such as the setting up of market consultation committees



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Major Operational and Management Requirements (5)

Transparency

- Bidders to provide market disclosure plans on –
 - submission of information on operation, maintenance and marketing of the terminal to the Government
 - disclosure of non-commercially sensitive information on facilities and services to the market



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Major Operational and Management Requirements (6)

"Open To All" Requirement


- The successful bidder will be required to open berthing spaces to all potential users in the cruise market
- Cruise industry practices –
 - first come first served
 - contractual arrangements between the terminal operators and cruise operators
 - allocation of berthing spaces through volumes of business
 - priority for homeports over port-of-calls




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Assessment

- Assessment Panel, to be supported by an advisory panel
- A higher weighting to the qualitative aspects than the land premium, say at the ratio of 70:30
- Key technical aspects to be assessed –
 - implementation programme
 - architectural design
 - environmental management, etc
- Key operation and management aspects to be assessed –
 - track record of the bidders
 - operation plan including performance pledges
 - plan to attract cruise vessels homeporting in Hong Kong
 - marketing plan, etc






Way Forward

- Invite tender immediately after the approval of the draft Kai Tak OZP in Q4/2007
- Committed to achieving the target of commissioning the First Berth in 2012
- Views gathered will be considered carefully in preparing the tender document





Way Forward

- Welcome views by 31 May 2007 to Tourism Commission via the following channels –
 - in writing to Tourism Commission, 2/F, East Wing, Central Government Offices, Lower Albert Road, Central, Hong Kong
 - by fax (852) 2801 4458
 - By email: cruise@edlb.gov.hk
- Updated information on the proposed development parameters uploaded to Tourism Commission's website:
http://www.tourism.gov.hk/english/current/current_ctkt.html

