



# CALL FOR PROPOSALS FOR AVIATION FUEL SUPPLIES (BOTH AVGAS AND JET A1) AT MFUWE, MANSA, CHIPATA, KASAMA, MONGU, CHOMA, KASABA BAY, CHINSALI AND MBALA.

## OBJECTIVE

Zambia Airports Corporation Limited (ZACL) is seeking to ensure a reliable and continuous supply of aviation fuel to support operational efficiency and emergency needs at the various aerodromes around the country. The objective of this Call for Investment Proposals is to;

- Ensure the availability of aviation fuel during regular operational hours without interruptions,
- Establish an efficient fuel storage and management system that optimises logistics and reduces operational delays.
- Provide fuel supply outside normal hours to support emergency situations such as medical evacuations and urgent flights.
- Enhance safety, regulatory compliance, and environmental standards in fuel handling and storage.
- Support increased air traffic and airline operations through a dependable fuel supply infrastructure.
- Provide excellent service to airlines and airports, including flexible delivery schedules
- Support industry goals for net zero emissions offer competitive pricing while maintaining profitability

## 1. BACKGROUND

- 1.1. Zambia Airports Corporation Limited (ZACL) is a company limited by shares and registered under the Companies Act No. 10 of 2017 and wholly owned by the Government of the Republic of Zambia. The Corporation commenced operations on 11<sup>th</sup> September 1989. The primary business activity for the Corporation is to develop, manage, and maintain a network of four (4) designated international airports, seven (07) provincial and three (03) strategic aerodromes and to provide air navigation services across the entire Zambian airspace.
- 1.2. The Corporation has been actively upgrading its infrastructure across various airports to enhance service quality, improve the passenger experience, and increase non-aeronautical revenue streams. Anticipating a surge in air traffic across all aerodromes driven by the imminent entry of Zambia Airways as well as the expansion of Proflight Zambia's flight routes, ZACL is committed to establishing market-oriented, and customer centric operations within its provincial and strategic aerodromes. Central to this strategic vision is the provision of reliable aviation fuel supply through the deployment of aerodrome fuel facilities, such as fuel farms and fuel bowers where necessary.
- 1.3. The deployment of aerodrome fuel facilities is a response to the need for a reliable, efficient, and self-sufficient aviation fuel supply at the various aerodromes. Historically, fuel supply at several aerodromes has not been available for various reasons which have led to supply interruptions, delays, or inefficiencies. Recognising the critical importance of fuel availability for airline operations and the growing volume of air traffic, ZACL identified the need to solicit for reliable aviation fuel suppliers. This initiative aims to ensure a steady, secure, and cost-effective supply of aviation fuel to support the expanding airport and airline activities.

## 2. CALL FOR PROPOSAL REQUIREMENTS & ELIGIBILITY

- 2.1. The Corporation will be guided by the following principles in evaluating and accepting proposals or investments within the Airport City:
  - 2.1.1. Projects should demonstrate strong synergies with aviation services.
  - 2.1.2. Investments must be commercially viable and bankable;
  - 2.1.3. Investors should demonstrate liquidity;
  - 2.1.4. There must be clear evidence of financing availability for the project.
  - 2.1.5. Proposals should demonstrate how the project will drive socio-economic development by improving aviation services, connectivity, facilitating trade, creating jobs, generating income, and enhancing market linkages and integration.

### 2.2. Submission Format

Proposals may be submitted as detailed concept notes for initial evaluation. Further, the proposal must clearly outline the Company Name; Registered Physical and Postal Address; Contact Numbers; Company Date of Registration; Origin of Investment Funds; Business of Investing Company; Total Cost of Project; Proposed Business for Airport City; Proposed Date of Commencement of Project Implementation; List of Directors; and List of Shareholders. The following documentation should be attached.

- Clear statement on how the project fits into ZACL's strategy
- Business Proposal and/or pre-feasibility study
- Verifiable evidence of project finance
- Certified copy of Company Registration/Incorporation
- Certified copy of certificate of share capital
- Zambia Revenue Authority TPIN
- Certified copy of list of shareholders and / or directors
- Certified ID/Passport
- Brief resumes/CVs for shareholders and/or directors
- Layout plan of Proposed development (after approval of proposal)

### 2.4. Eligibility Criteria

The eligibility criteria will be as outlined below:

- Ownership: The investment project must be undertaken by either a public or private entity operating locally or internationally.
- Financial Viability: Proposals must include cost and revenue models, and demonstrate commercial viability, that is, the ability to generate sustainable revenue and returns.

- Proposals: Proposals may be submitted as concept notes for initial evaluation.
- Management Capability: The proposal must show evidence that the proposed management team has the necessary technical and managerial skills to run the fuel facility.
- Risk Management: Projects should demonstrate to have a significant risk and environmental management plan to Airport operations.
- Compliance: All investors must fully comply with all relevant Zambian Laws and Regulations.
- Business profile: The investor must provide a comprehensive company profile including details on corporate governance, registration, and ownership structure as requested in 2.2.
- Investment Structure: The investor will be engaged under a Design, Engineer, Procure, Construct, Finance, and Operate (DEPCO) model, offered through a long-term commercial lease, with the lease duration determined by the scale and nature of the investment.

## 3. EVALUATION, DUE DILIGENCE & ADDITIONAL INFORMATION

### 3.1. Evaluation

- **Initial Screening:** Primary screening will assess compliance with eligibility and submission requirements.
- **Detailed Evaluation:** Shortlisted proposals will undergo a detailed evaluation based on the criteria outlined in **Section 2**.
- **Due Diligence:** Selected proposals will be subjected to further technical, commercial, financial, and legal due diligence.

### 3.2. Additional Information

- **Alignment with ZACL's Strategy:** Proposals must be consistent with ZACL's strategic objectives, particularly those focused on revenue diversification, the promotion of aviation-related services, and the advancement of Zambia's vision to become the transport and logistics hub of Southern Africa.

## 4. SUBMISSION PROCEDURES

Proposals are to be submitted in one of the following ways:

### 4.1. Hard Copy Submission

- Potential investors should submit, three (3) hard copies of professionally bound and in sealed envelopes, clearly marked "Call for Proposals for the Construction and Operationalisation of Aviation Fuel Facilities at Various Provincial Airports in Zambia." Address the envelope to: **Managing Director, Zambia Airports Corporation Limited, Kenneth Kaunda International Airport, Lot No. 947/M, Airport Road, Chongwe, P.O. Box 30175, Lusaka, Zambia.**

### 4.2. Soft Copy Submission

- Email proposals to: **Aerodromesfuelfarms@zacl.aero**. Ensure the subject line reads "Call for Proposals for the Airport City Development at KKIA."

**Note: Only complete submissions that fully comply with the instructions provided will be considered for evaluation. Participation in this call does not guarantee selection, and no refunds or reimbursements will be made for any costs incurred in the preparation or submission of proposals. ZACL will endeavour, but shall not be obligated, to provide reasons for the non-selection of any proposal.**

### Deadline for Submission: 30<sup>th</sup> January 2026, 17:00 CAT

- Please note that this is not an open tender but a call for proposals.
- ZACL will acknowledge receipt of proposals through email as provided by applicants.
- Due to the high volume of expected proposals, specific feedback may take additional time.