

Terms of Reference (TOR)

For the Market Analysis of the Development of a Fisheries Hub Project

1) Introduction

This Terms of Reference (TOR) document is prepared to provide guidance for the appointment and responsibilities of a consultant or consultancy firm tasked with conducting an economic analysis of a maritime industry development project. The project aims to enhance an existing regional port facility to better serve the needs of the maritime and fisheries industries, including the handling, storage, and redistribution of marine products.

2) Background

The initiative seeks to transform and optimize a strategic maritime facility to support increased activity and enhance its role as a key node in the global maritime logistics chain. This involves improvements to existing infrastructure, introduction of specialized facilities, and potential expansion of operational capabilities.

The project envisions the repurposing of Hithadhoo Regional Port to serve as a landing site, storage, and redistribution center for wild-fish catch, catering primarily to high-capacity, advanced, foreign fisheries vessels such as Purse Seiners, Trawlers, and Long-liners.

The project also anticipates forming partnerships with private sector entities to enhance service offerings such as fish storage and processing facilities, by-product handling and other logistics solutions. Overall, the project is designed to boost local economic growth, enhance employment opportunities, and increase governmental revenue through expanded maritime operations through facilitation of the processing, storage, distribution, and logistical operation of the port.

3) Objectives

The primary objective of this TOR is to outline the requirements for conducting a comprehensive market analysis of the Fi project. This includes assessing:

- a) The market size and value, growth, trends, and dynamics of the fishing industry.
- b) The income and economic multiplier impact, including direct and indirect effects.
- c) The potential government tax revenue and its implications.
- d) The findings will support strategic decision-making, ensuring the project's economic viability and its contribution to the local and national economy.

4) Scope of Work

The consultant or consultancy firm will:

a) Market Analysis:

- i) Identifying and analyzing key market players within the maritime and fisheries industries with a focus on global fisheries companies in the Indian Ocean region.
- ii) Evaluating the impact of the project on the current market dynamics and future growth potential.

b) Economic Impact Assessment:

- i) Analyzing how the project could alter the market landscape, including the assessment of income and employment multipliers.
- ii) Investigating potential fiscal contributions and their implications for government revenue.

c) Operational Models:

- i) Proposing viable operational models for the project, assessing their efficiency and suitability in the current economic and industrial context.

d) Financial Viability:

- i) Conducting a detailed financial viability analysis, including forecasting financial flows, and evaluating financial sustainability.

e) Cost-Benefit Analysis:

- i) Performing a comprehensive cost-benefit analysis to determine the economic worthiness of the project compared to investment and operational costs.

f) Regulatory Compliance:

- i) Assessing adherence to relevant local and international regulations, ensuring that all aspects of the project meet regulatory standards and are harmonious with the Government of Maldives' fisheries and marine resources policies.

g) Sustainability:

- i) Evaluating the sustainability of the project, considering environmental, economic, and social factors to ensure long-term viability.

5) Deliverables

The consultant is expected to deliver:

- a) An initial report outlining the methodological approach to the market analysis.
- b) A comprehensive market analysis report, including detailed assessments of industry trends, growth potentials, and market dynamics.
- c) An economic impact assessment report, detailing the income and employment multiplier effects, as well as the potential government tax revenue implications.
- d) A final report summarizing the findings and providing strategic recommendations for the project.

6) Timeline

The consultancy is expected to be for a period of one month with interim deliverables submitted as per the agreed schedule.

7) Qualifications

The selected consultant or consultancy firm must possess:

- 8) International experience in conducting market research within the fisheries sector or similar industries.
- 9) Pertinent qualifications and a proven track record in global analysis, market analysis, and fiscal impact assessment.
- 10) The ability to apply evidence-based methods in research and analysis.
- 11) Excellent analytical, reporting, and presentation skills.

12) Application Process

Interested parties are invited to submit their proposals, including a detailed approach to the project, a proposed timeline, a budget estimate, and evidence of previous experience in similar projects, by [application deadline].

13) Evaluation Criteria

Proposals will be evaluated based on the consultant's experience, proposed methodology, feasibility of the timeline, cost-effectiveness, and the potential to meet the project's objectives.

14)Amendment

These Terms of Reference may be amended at any time during the project, subject to mutual agreement between Maldives Ports Limited (MPL) and the selected consultant or consultancy firm.

15)Contact Information

For further information or to submit a proposal, please contact: miusam.rasheed@port.mv