



Ref: OMRAN-COM-12525-2018

Date: October 21, 2018

Subject: Expression of Interest (EOI) to participate in the Pre-Qualification Process for the Main Construction Works consisting of 4 packages of medium to large scale phased developments.

The Tender Committee of Oman Tourism Development Company SAOC (Omran) are pleased to be seeking for Expressions of Interest (EOI's) to participate in the Pre-Qualification Process for the main construction works consisting of the following 4 packages of medium to large scale phased developments:

- OCEC 3* IBIS Styles new hotel
- ICM (Intercontinental Hotel Muscat refurbishment, expansion and mixed-use development)
- Alila JAK expansion
- Salalah Crowne Plaza Hotel expansion and refurbishment plus mixed-use development

Introduction

Omran drives the investment, growth and development of the rapidly growing tourism sector in the Sultanate of Oman. We are the master developer of major tourism, heritage and urban developments, delivering some of nation's most iconic projects. We create new destinations and unique experiences that benefit the social and economic growth of the Sultanate. Omran was established by Government mandate in 2005 in line with the vision to strengthen and diversify the economy, and we achieve this by growing the capacity, scope and potential of the tourism sector in Oman. Please visit Omran website at www.omran.om for further information.

Project Description

OCEC 3* IBIS Styles hotel

The development and construction of a new concept 3* product to complement the existing Crowne Plaza (4*) and soon to complete JW Marriott (5*), the IBIS Styles will consist of 282 classification compliant keys, All Day Dining, F&B, meeting space, gym, feature pool and pool side juice/coffee bar. All within a total built area of circa 14,500sqm.

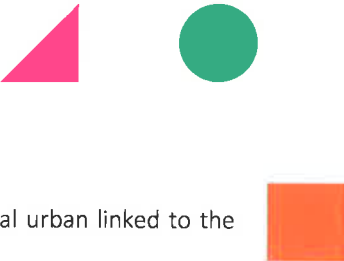
The hotel opening (first guest) is targeted for early to December 2020.

ICM (Intercontinental Hotel Muscat refurbishment, expansion and mixed-use development)

ICM is a significant mixed-use development which, alongside the long-awaited refurbishment of the existing Intercontinental Hotel, will also see the upscaling and relocation of the Executive Suites into a new and dedicated property adjacent to the current hotel block (40 Club Suites and facilities).

Critical to the success of this development is the need to reinforce the hotel, its service, facilities (including MICE), and its location as an upscale resort destination, in order to futureproof its position in Muscat's hotel and hospitality market for the next 10-15yrs. Therefore, significant refurbishment of the existing hotel is needed, which will see the reconfiguration of BOH, F&B, Ballroom and meeting space, and the activation of the atrium area. The refurbishment of the existing rooms and corridors is already underway and does not form part of this pre-qualification.

The development will also include the construction of two podium structures, one dedicated to hotel operations and effectively creating 'the resort', and the second podium creating the very important 'public



realm', necessary to not only create a draw and locational focus, but also the physical urban linked to the mixed-use development of office, residential and serviced apartments.

ICM's position alongside ROH, Jawaharat al Shatti, Qurum Beach, and its wider urban planning context sets its out as a unique opportunity to create a truly integrated mixed-use development.

Alila JAK Expansion

Alila is already a unique and successful retreat full service boutique hotel (80 keys). Its success has also created an operational problem, in that guests require two different aspects from Alila. This being the pure retreat experience a boutique hotel offers, but also the ability to service guests as families.

In order to address this, the Alila will be expanded with similar room types that are well designed as the Alila brand, but organized and structured for family groups (approximately 40 additional keys).

Salalah Crowne Plaza expansion and refurbishment plus Mixed-Use Development

The Project is situated in Salalah, Southern of Oman and is only a 15-minute drive from Salalah International Airport. The location is surrounded by lush tropical gardens, overlooking the Indian Ocean and a pristine sandy beach. Nestled on the beach, this location is 2.1 km from the Land of Frankincense Museum and 2.9 km from Al-Baleed Archaeological Site. The site is a prime real estate location covering 148,542.60 square meters.

The Crowne Plaza Salalah Hotel (existing hotel) is an approximately 40 year old establishment. In the last four years the property, which was taken over by Omran in 2016, has had some minor renovations completed. Currently the Hotel has 153 keys.

The development comprises of:

Part 1: Crowne Plaza Salalah (Existing Hotel):

- Add 90 rooms.
- Arrival Experience Improvements.
- Renovation of existing rooms and corridor.
- Upgrade the lobby and infrastructure.
- Renovation of restaurant, lobby and upgrade the main kitchen.
- Meeting room improvements.
- Improve the gardens and beachfront.
- Refurbishment of 20 existing villas.

Part 2: New Mixed-Use Scheme (Residential Component)

- Demolish the Existing buildings (East side).
- Build New Residential Component of around 154 units.
- Allied to these will be reception, ancillary service buildings and any other required buildings.

The refurbished and redeveloped property will be a connected and interconnected vibrant place, where people meet for socializing, for businesses, for family leisure and for breathing and enjoying the air of the sea as well as its unique location in Salalah.

Pre-Qualification Process

The pre-qualification process that the interested tenderer is required to participate in will include a two stage tendering process illustrated as follows:

1st Stage Pre-Qualification – Expression of Interest

Candidates are requested to acknowledge their understanding of and willingness to participate in the tender process. The aim of this (EOI) is to ensure that the participating Bidders have sufficient knowledge, resources, experience and capabilities for the relevant construction works and within the local market.

The interested companies can respond by supplying the relevant information to demonstrate where their field of expertise lies. The responses will be categorized into either “Refurbishment” or “New Build Hotels” based on the information provided. The process will generate a “long list” of 1st round Pre-Qualified bidders after going to market however up to this point we are not specifically selecting companies to participate in any new projects. A formal response is required and should include, as a minimum, the following essential elements that to be considered and demonstrated by interested companies:

- Electronic Registration in Omran Database system through the website should be fully completed with the required documentation and approved.
- Provide valid company registration documentations showing the grading and classification (only Excellent Grade companies are accepted to participate).
- Written confirmation responding to the Expression of Interest (EOI) indicating which area of interest either “Hotels Refurbishment” or “New Build Hotels” or both.
- Demonstration of capabilities of sufficient experience and track-record on both hospitality refurbishments and mixed-use developments in the GCC, specifically Oman with detailed references to contact.

2nd Stage Pre-Qualification

Following receipt of Expressions of Interest, the 2nd Stage Pre-Qualification will be issued to those companies have expressed their interest and demonstrated and fulfill the 1st stage pre-qualification requirements.

The second stage of the Pre-Qualification process will focus on the projects individually. Four individual Pre-Qualification documents will be prepared including the project specific information as well as the evaluation criteria that will be issued in due course. Only the Pre-Qualified bidders who successfully comply with the 1st stage will be given the opportunity to participate in the 2nd stage of the pre-qualification. A “short list” will be created for the tendering process of each project and successful companies will invited to participate and to collect the Project Tender Document specific to each Development.

1st Stage Pre-Qualification - Expressions of Interest are to be lodged via email in PDF format to tenders@omran.om no later than 10:00AM on October 28, 2018. For any clarifications please contact the following:

- Reem Al Hashmi (Reem.hashmi@omran.om)
 - Alila JAK expansion
 - Salalah Crowne Plaza Hotel expansion and refurbishment plus mixed-use development
- Nisreen Al Harthi (nisreen.harthi@omran.om)
 - OCEC 3* IBIS Styles new hotel
 - ICM (Intercontinental Hotel Muscat refurbishment, expansion and mixed-use development)

Yours sincerely

On behalf of Oman Tourism Development Company SAOC (Omran)



Hussain Al Bulushi
Division Head – Shared Services

