



## **PORTS OF NORMANDY**

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**Call for expressions of interest following an unsolicited expression of interest –  
Article [L 2122-1-4](#) of the General Public Property Code**

**Terre-Plein des Flamands and Terre-Plein des Mielles hard standings -  
Cherbourg**

## **CEI regulations**

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**Closing date and time for expressions of interest: 2<sup>nd</sup> of May 2025 12.00h**

<b>CONTENTS</b>
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1	<i>OBJECT OF THE CALL FOR EXPRESSIONS OF INTEREST</i> .....	3
2	<i>CEI PACKAGE</i> .....	4
3	<i>DEADLINE FOR SUBMISSION OF BIDS</i> .....	5
4	<i>PROVISIONAL PHASING OF THE PROCEDURE</i> .....	5
5	<i>SUBMISSION OF BIDS</i> .....	6
6	<i>ANALYSIS OF BIDS</i> .....	8
7	<i>FURTHER INFORMATION</i> .....	11
8	<i>APPEALS</i> .....	11

## **1 OBJECT OF THE CALL FOR EXPRESSIONS OF INTEREST**

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### **1.1. – Background**

Ports of Normandy is the regional port authority (*Syndicat mixte*) which owns the land and buildings making up the ports of Caen-Ouistreham, Cherbourg and Dieppe.

Ports of Normandy has received confirmation from a private operator of its wish to occupy almost 40 hectares of port space situated on the Les Flamands and Les Mielles hard standings at the port of Cherbourg. This occupancy is requested for the period from May 2026 to June 2030 for the needs of a project to install offshore wind turbines.

Its request to occupy port land for the period from May 2026 to December 2027 follows on from its response to the Call for Expressions of Interest (CEI) put out by Ports of Normandy on 3 January 2023 and closed on 3 February of the same year.

The same request for the period from January 2028 to June 2030 corresponds to an unsolicited expression of interest.

As a result of this unsolicited expression of interest, in accordance with Article [L. 2122-1-4](#) of the French Public Property Code (*Code général de la propriété des personnes publiques*), Ports of Normandy is now issuing a public notice to ensure that there are no other operators interested in occupying all or part of the port spaces concerned.

### **1.2. – Procedure**

The procedure is initiated in accordance with the provisions of Order no. 207-562 of 19 April 2017 on the property of public entities, codified in Articles [L. 2122-1-1](#) et seq. of the General Public Property Code (*Code général de la propriété des personnes publiques*), under which the granting of permits to occupy the public domain with a view to the conducting of an economic activity must be the subject of a prior publication and selection procedure that satisfies the principles of impartiality, transparency and publicity.

The procedure is governed by the following basic principles:

- Principle of impartiality: the contract will be awarded after a call for expressions of interest based on the criteria set out in Article 6;
- Principle of transparency and publicity: this call for expressions of interest is being published on the Ports of Normandy website for a period of 1 month;
- In addition, a letter is being sent to the candidates that responded to the Call for Expressions of Interest put out by Ports of Normandy on 3 January and closed on 3 February of the same year and expressed an interest in occupying a port space over the period from May 2026 to December 2027.

### **1.3. – Description of the port spaces**

The spaces requested situated on port of Cherbourg land, specifically the Terre-Plein des Flamands and Terre-Plein des Mielles hard standings, represent a total area of 400,000 m<sup>2</sup>

Annex 1 to these CEI Regulations details the plots requested for each period by the applicant and gives the status of the different zones at the port.

These spaces consist of the hard standings described in Annex 1.

The port authority has now decided that this area can be divided into "lots", in accordance with the plan in Annex 1, each of them constituting a space that an occupant will be authorised to occupy and use in application of an agreement authorising it to occupy the public domain entered into to this effect. These lots may also be divided into smaller lots.

If a candidate is authorised to occupy several lots, the port authority reserves the option to formally enter into a single public domain occupancy agreement for all of the lots awarded to it.

As things currently stand, the exact number of lots has not been finalised: the final number of lots that are awarded to the operators selected and the precise size of each of those lots will be determined by the port authority in consideration of the proposals made by the candidates at the latest before the submission of the final offers and/or before the selection of the occupants.

#### **1.4. – Occupancy period**

The occupancy period envisaged by the applicant concerns the period from May 2026 to June 2030, i.e. approximately 4 years.

The occupancy period may be preceded by a period referred to as the "reservation period" during which:

- the port spaces will be reserved under a reservation agreement for the candidate(s) selected,
- the candidate(s) will, where applicable, pay a reservation fee in accordance with the award criteria described in Article 6.1

In accordance with the provisions of Article [L.2122-2](#) of the General Public Property Code, the term of the public domain occupancy agreement will be determined so as not to restrict or limit free competition beyond what is necessary to the amortisation of the investments planned by the candidate and a fair and sufficient remuneration of the capital invested.

Depending on the candidates' proposals concerning the length of the desired occupancy and reservation periods, this procedure may lead to the port authority awarding occupancy agreements and/or prior reservation contracts to several operators concurrently or successively over the period specified in the first paragraph of this article.

## **2 CEI PACKAGE**

### **2.1. – Contents of the CEI package**

The CEI package contains only these CEI regulations.

### **2.2. – Changes to the CEI package**

Ports of Normandy reserves the right to make any additions, clarifications and/or changes to the CEI package as long as the principle of equal treatment of candidates is respected.

All candidates will be informed of such additions, clarifications and/or changes to the CEI package within a timeframe that allows them to usefully take them into consideration before submitting their bids.

Candidates will be obliged to take such additions and changes into account before the deadline for the submission of bids.

If the deadline for the submission of bids is postponed, the provision above will apply to the new deadline.

### **2.3. – Visit to the site**

Candidates wishing to visit the site should put in a request to Ports of Normandy.

## **3 DEADLINE FOR SUBMISSION OF BIDS**

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Candidates wishing to respond must submit their bid, in accordance with the conditions set out in Article 5, by the following deadline: **The 2<sup>nd</sup> of May 2025 12.00h**

## **4 PROVISIONAL PHASING OF THE PROCEDURE**

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After receiving the initial bids, Ports of Normandy will be free to enter into negotiations with the candidates. The port authority already plans to enter into a negotiation phase. However, the port authority reserves the right to enter into one or more additional negotiation phases.

All the candidates concerned will be informed in advance of the arrangements concerning the negotiations (date, place, subjects concerned, precise procedures for the conduct of each session) by means of invitations sent out no later than three days before the start of the negotiations.

Each negotiating session will be scheduled with a similar duration for all of the candidates. The candidates may bring with them any materials they deem useful to present their case.

Written documents may be exchanged by the port authority and the candidates at these negotiating sessions.

After each session and/or negotiation phase, the port authority may, where appropriate, ask each candidate concerned to confirm, within a reasonable period of time that will be determined by the port authority, any clarifications, additions and/or changes that it has made to its bid during said negotiating session and/or said negotiation phase.

In response to such a request, candidates will have to provide, by the deadline given, a supplement to their bid intended to clarify, complete and/or modify it following on from the discussions at said session and/or negotiation phase.

The port authority may, during or after a negotiation phase, invite candidates to one or more additional negotiating sessions.

When Ports of Normandy considers, in light of the quality of the bids submitted and the results of the negotiating sessions, that the negotiations are complete, it will invite the candidate(s) not eliminated during the negotiations to submit its (their) best and final offer.

The candidate(s) must then submit its (their) best and final offer under the conditions and by the deadline specified in the letter inviting them to submit the best and final offer.

The port authority will sign with the candidate(s) presenting the best offer with regard to the criteria described in Article 6.1 of these CEI regulations and subject to the provisions of Article 6.2 of these CEI regulations, either:

- a public domain occupancy agreement directly (standard agreement in Annex 2)
- or a binding reservation agreement followed by a public domain occupancy agreement (standard agreement in Annex 3)

The port authority reserves the right to interrupt the procedure at any time and the right not to follow up on any of the proposals received, without the candidates being able to claim any form of compensation as a result. The port authority will not be obliged to give reasons for such decisions.

## **5 SUBMISSION OF BIDS**

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### **5.1. – Content of bids**

The file containing a candidate's bid must include the following items or it will be rejected outright:

#### 1) Name, position, references and contact details of the author(s) of the response

Where the candidate is a consortium, a single response file must be submitted by the consortium lead, who must be designated and authorised by the other members of the consortium to represent them.

#### 2) Description, terms and conditions of operation of the infrastructure

The file must include a description of the activity and the organisation envisaged at the Cherbourg site.

The following items will therefore be provided:

- Description of the target activities and volume of business envisaged over several years;
- Description of the space required, taking into account the ramp-up and potentially the tapering off of the activity;
- Presentation of the conditions of use of the space or spaces requested, the investments envisaged by the candidate which it would cover and those that Ports of Normandy would need to cover and any technical prerequisites;
- Length of the commitment proposed to the port, over the period May 2026/June 2030, and, where applicable, length of the reservation period prior to that period;
- Details on the status of the candidate's with its client or the degree of progress made in the procedure for designating the candidate as the winner or holder of a contract justifying the occupancy of the port spaces referred to in Article 1.3 of these CEI regulations.

#### 3) Responses to the selection criteria described in Article 6.1. below

The candidate's financial proposal for each of the financial criteria.

## 5.2. – Submission of bids

The documents must be drawn up in French or accompanied by a translation by a sworn translator. They must be dated and signed. This formality will be deemed met if the candidate presents its initial bid by means of a signed and dated letter in which the candidate states that it is bound by all of the documents making up its bid.

Candidates will be required to maintain their initial bid for 30 calendar days following the deadline for submission of the initial offer and, where applicable, their best and final offer for 365 calendar days following the deadline for the submission of the best and final offer.

The port authority may, if necessary, ask the candidate(s) to extend the period of validity of the initial bids and/or the best and final offers.

Bids must be provided to Ports of Normandy:

- ✓ In hard copy, marked "PORT DE CHERBOURG – CANDIDATURE OCCUPATION DU DOMAINE PUBLIC – TERRE-PLEIN DES FLAMANDS ET DES MIELLES", sent to this address:

**Ports de Normandie  
3, rue René Cassin  
14280 SAINT CONTEST**

- ✓ Or in digital form marked "PORT DE CHERBOURG – CANDIDATURE OCCUPATION DU DOMAINE PUBLIC – TERRE-PLEIN DES FLAMANDS ET DES MIELLES", sent to this e-mail address:

[contact@portsdenormandie.fr](mailto:contact@portsdenormandie.fr)

In order to facilitate the analysis of the offers, candidates who submit bids in hard copy must also provide a complete copy of all of the documents on a digital medium (CD, DVD, USB drive or other device).

Regardless of the method of submission, bids which are submitted to the port authority, in whole or in part, after the date and time limit set for their receipt in Article 3 of these CEI regulations and hard copy offers that are not placed in a sealed envelope will be unacceptable and eliminated.

Subsequent bids, and in particular the best and final offer, will be submitted under the conditions specified by Ports of Normandy in the invitation to submit the bid concerned.

## 6 ANALYSIS OF BIDS

### 6.1. – Selection of bids

The offers will be assessed by the port authority on the basis of the following criteria:

- **Maturity of project:** this criterion will be assessed on the basis of the status of the candidate's contract with its client or the degree of progress made in the procedure for designating the candidate as the winner or holder of a contract justifying the occupancy of the port spaces referred to in Article 1.3 of these CEI regulations.

The candidate must be able to sign a binding contract (reservation or Temporary Occupancy Agreement) with the port within 3 months of Ports of Normandy's decision following the deliberations of its board (*Comité Syndical*), and in any case a Temporary Occupancy Agreement within 12 months of that decision.

Ports of Normandy intends to deliberate on 17 June 2025.

- **Financial aspect:** this criterion will be assessed with regard to the bid most favourable to the port authority, taking account of the following minimum amounts.

	<b>Amounts offered by the candidate taking account of the minimum amounts below</b>
Reservation fee	20% of the land rental fee and the cost of renting the 100 m deep quayside strip. This amount is due only if the effective date of making the land available is more than 1 year after the date of signing the reservation agreement.
Cancellation penalty	50% of the land rental fee and the cost of renting the 100 m deep quayside strip. This penalty takes account of the reservation fee if one was paid.  Examples: (principle) - if the reservation fee is 0, the cancellation penalty is equal to 50% - if reservation fee is equal to 20% of the rental cost then the cancellation penalty is 30%, and the reservation fee is retained by Ports of Normandy
Land rental fee Terre-Plein des Flamands	Price per year Year 2026: €12/m <sup>2</sup> /year Year 2027: €13/m <sup>2</sup> /year Year 2028: €14/m <sup>2</sup> /year Year 2029: €15/m <sup>2</sup> /year Year 2030: €16/m <sup>2</sup> /year
Rental fee Terre-Plein des Mielles	Price per year Year 2026: €5/m <sup>2</sup> /year



	Year 2027: €5.5/m <sup>2</sup> /year Year 2028: €6/m <sup>2</sup> /year Year 2029: €6.5/m <sup>2</sup> /year Year 2030: €7/m <sup>2</sup> /year
Rental fee for 100 m deep quayside strip	Price per year Year 2026: €24/m <sup>2</sup> /year Year 2027: €26/m <sup>2</sup> /year Year 2028: €28/m <sup>2</sup> /year Year 2029: €30/m <sup>2</sup> /year Year 2030: €32/m <sup>2</sup> /year
Harbour dues	Estimation of harbour dues applicable to ships and cargo based on the schedule of harbour dues 2025 (link to PdN rates ) <a href="https://portsdenormandie.fr/sites/default/files/2025-01/DDP%20CHERBOURG%202025_1.pdf">https://portsdenormandie.fr/sites/default/files/2025-01/DDP%20CHERBOURG%202025_1.pdf</a> Applicants will consider a 2% annual increase in port dues from 2026. From this year onwards, and linearly over a period of 3 years (2026 to 2028 inclusive), applicants will observe the same level of port dues for 'outbound' vessels as for 'inbound' vessels. This levelling only concerns tariffs for category 8, 10 and 12 vessels.
Financial guarantee	Ability to provide a demand guarantee or equivalent at the time of signing the reservation and then the Temporary Occupancy Agreement. This guarantee must be equivalent to at least 6 months of the highest rents.

For the purpose of assessing this criterion, each candidate must provide its proposal for each of the four items above in euros (€) the 2<sup>nd</sup> of May 2025.

It will indicate the desired areas and occupancy periods so that, where necessary, Ports of Normandy can define and divide the space(s) up into several lots, for given periods, to be awarded to one or more candidates based on all the criteria provided for in this section.

- Contribution to the improvement of the port infrastructure, financed by the applicant: this criterion will be assessed based on the bid judged most favourable to the port authority.

	Amounts offered by the candidate
Investments, reinforcement/adaptations, in particular to the land (financed by the contract holder)	Nature and scope of investments: - area in m <sup>2</sup> - improvement of load bearing capacity in tonnes per m <sup>2</sup> .
Reinforcement of quay FL3 (financed by the contract holder)	Nature and scope of investments: - area in m <sup>2</sup> - improvement of load bearing capacity in tonnes per m <sup>2</sup> .
Financial contribution to the construction of quay FL0, which will be financed by Ports of Normandy	- Amount of the financial contribution proposed by the candidate ( <i>the investment is estimated at €30m</i> )  -Ability of the project and the candidate to provide cashflow to finance the quay. This cashflow will take the form of the payment of land rental fees at the beginning of the project.

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For the purposes of assessing the last amount in the table, each candidate must provide its proposal for the last item above in euros (€)

- Economic impacts for the local area

	<b>Candidate's proposals</b>
Number of FTEs	
Local share of the expenditure flows linked to the project	
Regional share of the expenditure flows linked to the project	
Impact for local and regional subcontractors	
Impact on port activity (labour)	

The selection criteria are not ranked or weighted.

## **6.2. – Finalising of contract documents**

Within three months of its decision Ports of Normandy will finalise the contract documents with the candidate(s) identified as having submitted the most satisfactory bids according to the criteria set out in Article 6.1.

If the contract documents with a candidate cannot be finalised within the above-mentioned timeframe, it will not be possible to enter into the agreement with that candidate, and the candidate(s) whose offer(s) was (were) ranked immediately below its bid will be contacted.

## **7 FURTHER INFORMATION**

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To obtain any supplementary information that they need during the procedure, candidates may submit a written question to Ports of Normandy no later than fifteen (15) calendar days before the deadline for the submission of the proposals. Failing that, Ports of Normandy will not take these questions into account.

- ✓ All questions must be sent in digital form to this address marked "PORT DE CHERBOURG – CANDIDATURE OCCUPATION DU DOMAINE PUBLIC – TERRE-PLEIN DES FLAMANDS ET DES MIELLES - QUESTION":  
[contact@portsdenormandie.fr](mailto:contact@portsdenormandie.fr)

Answers will be sent to the candidate by the same means as that used to make the enquiry at the latest six (6) calendar days before the deadline set for the receipt of the bids, and they will be forwarded to all of the candidates.

Where the candidate is a consortium, requests for information must be sent to the port authority by the consortium lead and the answers will be sent to the consortium lead by the port authority.

## **8 APPEALS**

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Any disputes arising out this procedure will be dealt with by the administrative court with territorial jurisdiction:

Tribunal Administratif de Caen  
3, rue Arthur Le Duc  
BP 25086  
14050 Caen Cedex 4  
Telephone: 02 31 70 72 72  
Fax: 02 31 52 42 17  
Email: [greffe.ta-caen@juradm.fr](mailto:greffe.ta-caen@juradm.fr)