

Information Brochure

Solicitation for Fast Track IPP and Rental Power Projects Through International Competitive Bidding

May 2008



*Private Power & Infrastructure Board
Ministry of Water and Power
Government of Pakistan
Islamabad*

**Solicitation for Fast Track
Independent Power Producer (IPP)
and Rental Power Projects
through
International Competitive Bidding (ICB)**

May 2008



**Private Power and Infrastructure Board
Ministry of Water and Power
Government of Pakistan**

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NOTE

This brochure is provided for information and assistance to the prospective investors.

It does not contain all the information that an investor may desire. Interested parties are expected to conduct their own investigations and analysis of the proposed Projects and of the data set forth in this brochure.

This brochure does not constitute an offer or solicitation of an offer for the proposed Projects and is provided solely for informational purposes only.

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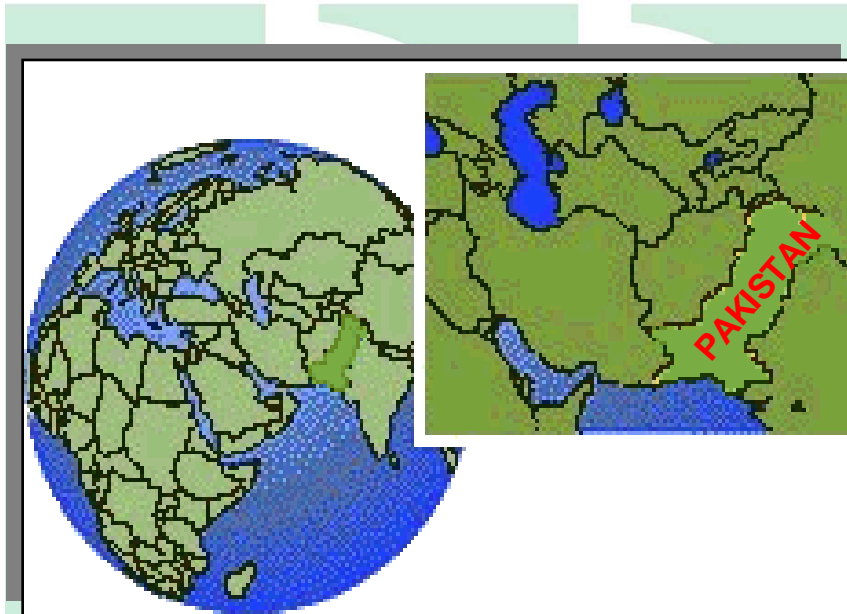
LIST OF ABBREVIATIONS

COD	Commercial Operation Date
DISCO	Distribution Company
FC	Financial Close
GENCO	Generation Company
GOP	Government of Pakistan
HSFO	High Sulfur Furnace Oil
IA	Implementation Agreement
ICB	International Competitive Bidding
IPP	Independent Power Producer
KESC	Karachi Electric Supply Corporation
kV	Kilo Volt
LOA	Letter of Award
LOI	Letter of Interest
LOS	Letter of Support
MW	Megawatt
NEPRA	National Electric Power Regulatory Authority
NTDC	National Transmission and Dispatch Company
PEPCO	Pakistan Electric Power Company
PPA	Power Purchase Agreement
PIIB	Private Power and Infrastructure Board
RFO	Residual Furnace Oil
RFP	Request For Proposals
WAPDA	Water and Power Development Authority

PAKISTAN

AN OVERVIEW

Pakistan, a progressive nation with a buoyant economy, is situated in one of the most important economic zones of the world and offers an excellent combination of natural and human resources for the prospective investor.



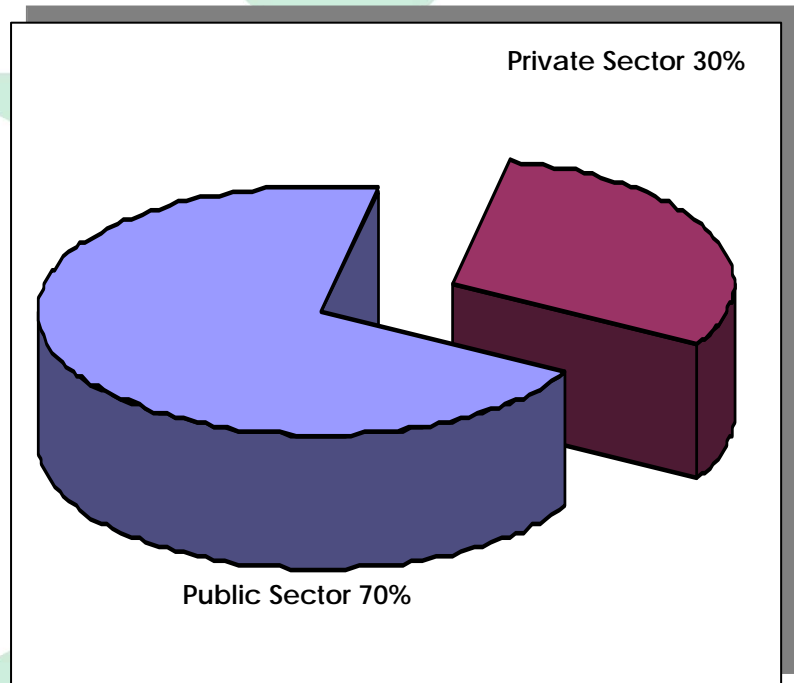
Spread over almost 800,000 square kilometers, with a population of approximately 165 million, the country is located on the crossroads of Africa, Middle East and Central Asia. Pakistan

emerged on the map of the world as an independent sovereign state on 14th August 1947, as a result of the division of the former British India. It lies between 23-35 to 37- 05 north latitude and 60-50 to 77- 50 east longitude. It touches the Hindukush mountains in the north and extends from the Pamirs to the Arabian Sea. It is bounded by Iran in the west, Afghanistan in the north-west, India in the east and south east and Arabian Sea in the south. There is a common border with China alongside Gilgit and Baltistan in the north.

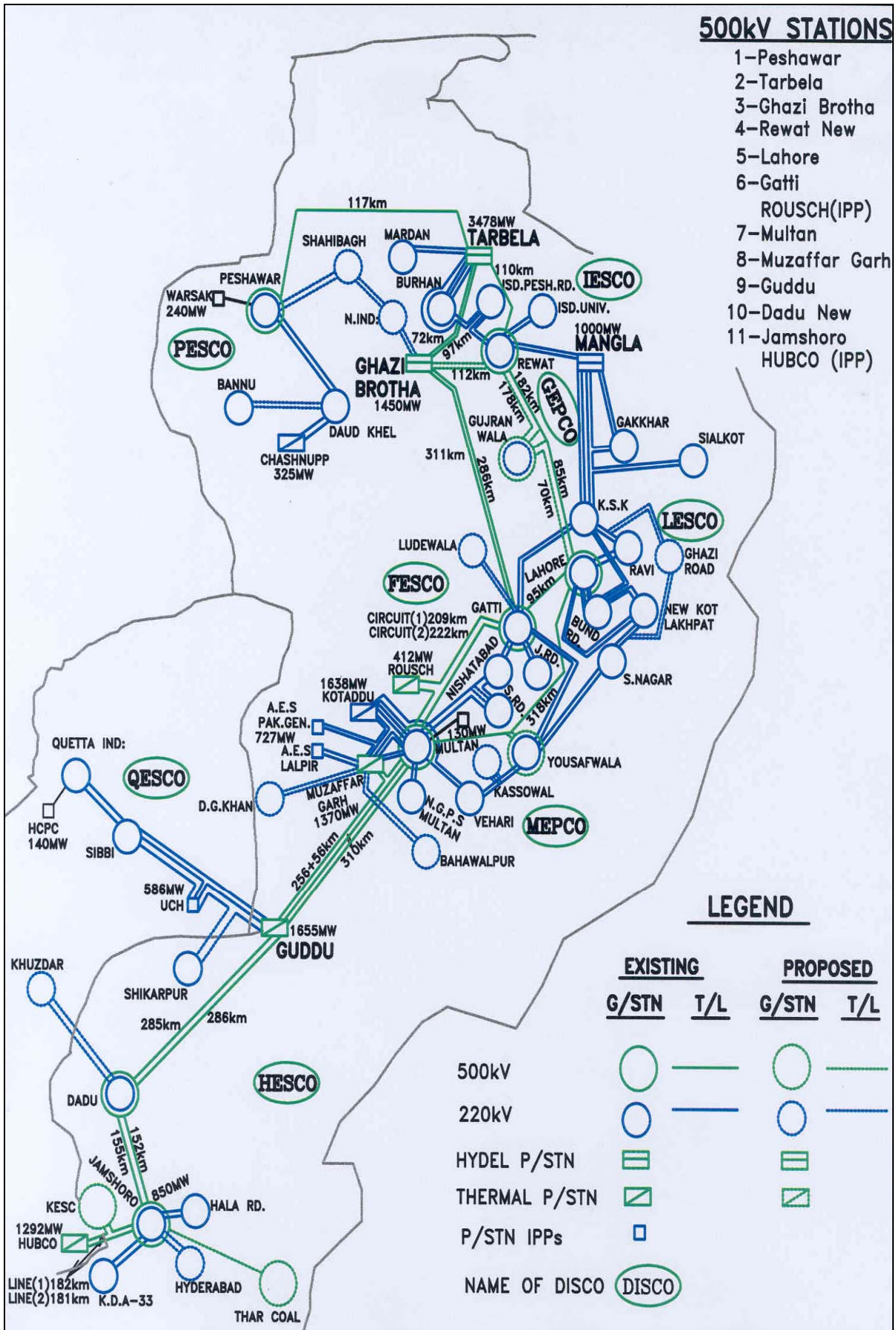
1.1 POWER SECTOR IN PAKISTAN

The Power Sector includes 14 public sector companies, i.e. Nine (09) DISCOs, four (04) GENCOs and NTDC). Nine (09) DISCOs cover the entire geographical area of Pakistan except Karachi, which is provided electricity by KESC. Pakistan Electric Power Company (PEPCO) has been mandated by the Government of Pakistan (GOP) for implementation and management of the Reforms and Restructuring of Pakistan’s Power Sector under the GOP Policy to transform these fourteen (14) companies into commercially operational entities. Presently, PEPCO is responsible for overall management of the 14 Corporate Entities (“CEs”).

Presently, the total installed electricity generation capacity in the country is about 19,478 MW. In the total installed capacity, the share of public sector is around 70%, and the private sector is 30%. The rising share of private sector in electricity generation and presence of some of the leading foreign and local companies in this business, speak volumes about Pakistan being an ideal investment destination. Currently, there are 14 IPPs in the country, which have been implemented on a Build, Own and Operate (“BOO”) basis, mainly under the private power policy announced by the GOP in 1994. In addition, private sector includes Hub Power Company which own 1292 MW Hub Power Plant and two privatized companies, i.e. Kot Addu Power Company (KAPCO) which owns 1638 MW KAPCO Power Plant and KESC.



Transmission of electricity mainly takes place at voltages of 500kV, 220kV, 132kV and distribution at 11kV.

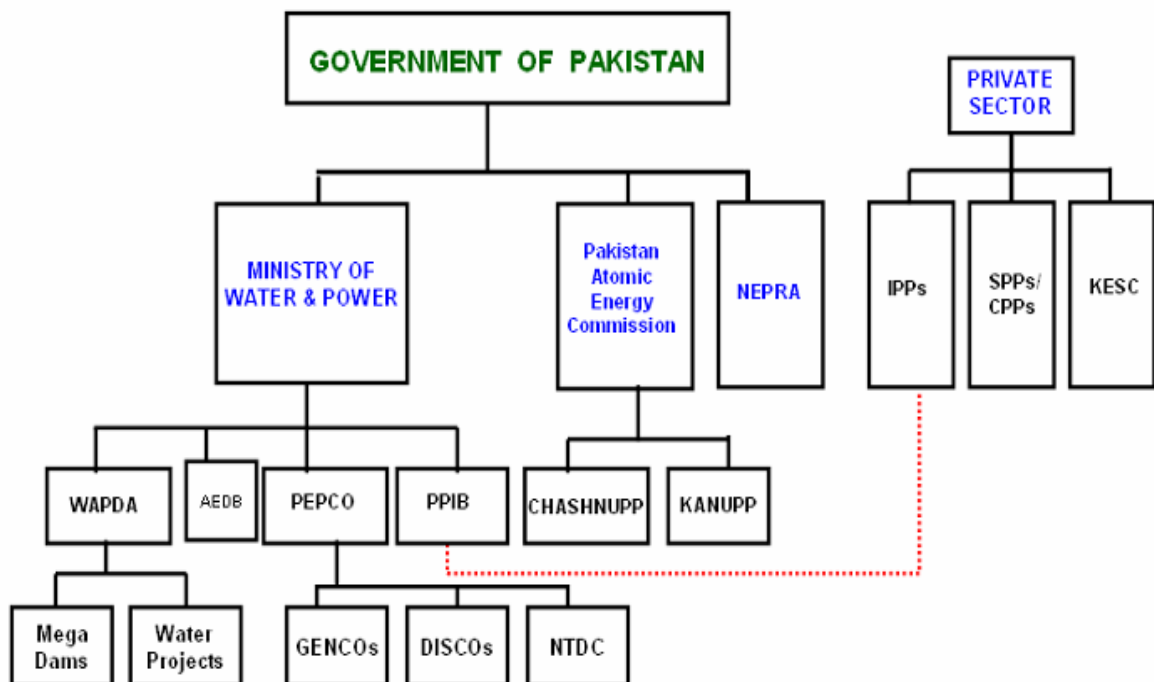


1.2 MAIN PLAYERS OF PAKISTAN POWER SECTOR

Listed below are the main players of Pakistan Power Sector:

- Ministry of Water & Power
- National Transmission & Despatch Company (NTDC)
- Private Power & Infrastructure Board (PPIB)
- Pakistan Atomic Energy Commission (PAEC)
- National Electric Power Regulatory Authority (NEPRA)
- Karachi Electric Supply Corporation (KESC)
- Independent Power Producers (IPPs)
- Pakistan Electric Power Company (PEPCO)
- Provincial Private Power Cells
- Sindh Coal Authority (SCA)
- Power Purchaser (NTDC, DISCOs)
- Fuel Supplier (PSO, Shell, SNGPL, SSGC, OGDCL)

For the projects, the investors will mainly be interacting with PPIB, PEPCO, NTDC, NEPRA and Fuel Supplier.



1.2.1 Power Purchaser:

For these projects, the power will be purchased by NTDC on behalf of Distribution Companies (DISCOs). The National Transmission and Despatch Company has been accorded license by NEPRA for the transmission and dispatch of power in Pakistan.

1.2.2 Fuel Supplier:

Under the current policy, the investors are required to approach the fuel supplier directly. Presently in Pakistan, oil is being supplied to various power projects by PSO, Shell and other private oil companies, whereas gas is being supplied by SNGPL, SSGC and OGDCL. Among them, SNGPL and SSGC are gas distribution companies whereas OGDCL is gas producer.

1.2.3 NEPRA:

National Electric Power Regulatory Authority (NEPRA) is the overall regulator of power sector. NEPRA was established in 1997 through Parliament Act (XL of 1997) to perform functions including grant of licenses, determination of tariff, prescription of performance standards and approval of investment programmes for generation.

The objectives of NEPRA are as follows:

- Provision of safe, reliable, efficient and affordable electric power to the electricity consumers of Pakistan
- Facilitate the transition from a protected monopoly service structure to a competitive environment
- Maintain a balance between the interests of the consumers and service providers
- Perform its functions in unison with the broad economic and social policy objectives of the Government of Pakistan

NEPRA, as far as practicable, protects the interests of consumers and companies providing electric power services.

1.2.4 PPIB:

Private Power and Infrastructure Board (PPIB) was created in 1994 to act as One-Window organization to, *inter alia*, facilitate the implementation of IPPs under various private power policies announced by the GOP from time to time; issue bidding documents and letters of award to the successful bidders, negotiate, execute and administer the implementation agreements and guarantees there under on behalf of the GOP; and monitor the implementation of various private power projects.

At its credit PPIB has substantial experience in this process through successful implementation of private sector Power Projects in Pakistan with a cumulative capacity of about 6,000 MW. Presently PPIB is processing forty (40) new private power projects, out of which construction of nine (9) projects, having cumulative capacity of 1,894 MW, has already commenced. It is expected that these projects will start generating electricity from July 2008 onwards.

Following are the main functions of PPIB:

- To provide “One-Window” facility to investors in the private power sector by acting as a one stop organization on behalf of all ministries, departments and agencies of the GOP in matters relating to establishing power projects in the private sector.
- To issue Letters of Interest (LOIs) and Letters of Support (LOSs) on behalf of the GOP, and execute Implementation Agreements (IAs).
- To negotiate the Implementation Agreement (IA) and provide support in negotiating Power Purchase Agreement (PPA).
- To provide Sovereign Guarantee to IPPs for the performance of Power Purchaser and provincial/ AJK governments.
- To liaise with the concerned local and international agencies for facilitating and expediting the progress of private sector projects.
- To process solicitation of projects and entertain unsolicited proposals for establishing private power projects.
- To assist private investors in obtaining consents and licenses from various agencies of the GOP and Provincial Governments.
- To act as a mediating organization on behalf of the GOP on issues/disputes arising among IPPs, power purchaser, Provincial Governments etc.

- To provide support to formulate, review and update policies and procedures relating to private sector investments in power generation.

2. SOLICITATION FOR FAST TRACK IPP AND RENTAL POWER PROJECTS THROUGH ICB

To cater for the immediate power shortages, the GOP has decided to issue a solicitation for processing of fast track IPP projects through ICB as part of its Power Policy. This solicitation focuses on fast track implementation of IPP and Rental power projects as per following details:

Package A:

New IPP projects of 1000 MW cumulative power generation capacity are envisaged within the jurisdiction of PEPCO.

Package B:

Rental power project(s), including barge-mounted plants, of 200 MW cumulative generation capacity.

2.1 POLICY FEATURES / INCENTIVES

- Customs duty at the rate of 5% on the import of plant and equipment not manufactured locally
- No levy of sales tax on such plant, machinery and equipment as the same will be used in production of taxable electricity
- Government Guarantees contractual obligations of power purchaser, provincial/ AJK governments
- Provide protection against specified political risk, changes in taxes and duties regimes
- PPIB to provide one window facility for projects above 50 MW

2.2 OBJECTIVES

- To provide sufficient capacity for power generation at the least cost, and to avoid capacity shortfalls;

- To encourage and ensure exploitation of indigenous resources, which include renewable energy resources, human resources, participation of local engineering and manufacturing capabilities;
- To ensure that stakeholders are looked after in the process, i.e. a win-win situation for all; and
- To be attuned to safeguard the environment.

3. PACKAGE A

3.1 SIZE

New IPP projects will be established so as to obtain a cumulative power generation capacity of 1,000 MW. The bidder(s) would be free to offer projects of any capacity (above 100 MW). One or more project proposals/bids will be considered until the limit of 1,000 MW is attained.

3.2 LOCATION

The Projects are envisaged to be established within the jurisdiction of PEPCO.

3.3 PLANT DESCRIPTION

The bidders are free to offer any technology and power plant configuration. The power plant (new or used) should essentially comprise all materials, plant & equipment and services required to make the plant operationally safe, complete and environmentally compatible. The



arrangement shall be complete in all respects depending upon the selected technology.

3.4 TYPE/ FUEL

The bidders may offer projects of any fuel (RFO/Gas), technology (dual-fuel) and type. Fuel shall be procured by the Project Company at commercial terms, without any guarantee by the GOP.

3.5 MINIMUM EFFICIENCY AND AVAILABILITY

The minimum efficiency and annual availability requirements are as follows:

Table 1: For Dual Fuel Combined Cycle Power Plant based on RFO/Gas

	RFO	Gas
Minimum Efficiency	44%	47.5%
Minimum Annual Availability	85%	90%

Table 2: For Reciprocating Engines Power Plant (RFO)

Minimum Efficiency	45%
Minimum Annual Availability	88%

3.6 TERM OF THE PROJECTS

The term of the projects would be 25 years.

3.7 COMMISSIONING OF THE PROJECTS

The Projects are required to be operational within 12 months from issuance of Letter of Support (LOS). In case of gas turbines, conversion from Open Cycle to Combined Cycle will be mandatory within maximum 12 months of Open Cycle Operation.

3.8 PROCESSING OF PROPOSALS

3.8.1 International Competitive Bidding (ICB)

The Projects will be processed through International Competitive Bidding (ICB) as follows:

Bids will be invited on two (2) sealed envelope basis:

- | | |
|------------|--------------------|
| Envelope 1 | (Technical) |
| Envelope 2 | (Financial/Tariff) |

The financial bids of only those bidders qualifying technically will be opened. The offered tariffs will be benchmarked against the latest NEPRA tariff determination for the technology/fuel combination. A “best tariff offer” will then be identified. All other responsive bidders will be offered to match the “best tariff offer” and selection will be done on the first to match basis until a 1000 MW cut-off point is attained.

3.8.2 Request for Proposal

The Request for Proposal (RFP) is a detailed document containing information such as capacity, project term, minimum availability, efficiency requirements, evaluation criteria, tariff table, instructions to bidders, copies of relevant Project Agreements and documents (IA/PPA/LOS).

3.8.3 Project Company

The Successful Bidder shall establish the Project Company in Pakistan in accordance with the Laws of Pakistan. The Project Company, when established, shall assume all the rights and obligations of the Successful Bidder, including but not limited to those in relation to the Letter of Support (“LOS”) and the Performance Guarantee (“PG”).

3.8.4 Project Agreements

The Project Company shall enter into the Implementation Agreement (“IA”) with the GOP, the Power Purchase Agreement (“PPA”) with the Power Purchaser as provided in the LOS. NTDC shall act as



the purchaser of the power from the Plant. The GOP shall guarantee the payment obligations of Power Purchaser under the PPA.

3.8.5 Financing for the Projects

Arrangement for financing for the Projects and achievement of Financial Closing by the deadline for Financial Closing shall be the sole responsibility of the Successful Bidder or the Project Company. The GOP, PPIB, and the Power Purchaser will not be a party to any Financing Documents.



Financing for the Project shall be in the form of equity and debt. At least 20% of the total financing for the Project, inclusive of all contingencies, will be in the form of equity and the remainder in debt. At least 20% of the equity shall be provided by the Main Sponsor.

The Main Sponsor shall be required to hold at least 20% of the equity ownership in the Project, or of the Project Company, at all times until the sixth anniversary of the Commercial Operations Date (COD). The Successful Bidder collectively shall be required to hold at least 51% of the equity ownership in the Project, or of the Project Company, until the sixth anniversary of the COD.

3.8.6 Project Development Process at a Glance

The sequence of activities to process the Projects is as follows:

1. Registration of prospective Bidders
2. Issuance of RFP
3. Pre-Bid Conference (if required)
4. Receipt of Bids
5. Opening of Qualification and Technical Bids (Envelope-I) in the presence of bidders.
6. Evaluation of Qualification and Technical Bids
7. Opening of Financial and Tariff Bids of Responsive Bidders (Envelope-II)
8. Evaluation of Financial and Tariff Bids
9. Notification of Bidders Ranking
10. Notice to Bidders (other than the Top Ranked Bidder with lowest evaluated tariff offer) to match the best tariff offer

11. Notification of Qualified Bidder(s) and release of Bid Bonds to all the Bidders except Qualified Bidder(s)
12. Notice to Qualified Bidder(s) to approach NEPRA for formal approval/notification of the tariff
13. Formation of Project Company(ies) and assumption of all duties, obligations and liabilities of the Qualified Bidder(s)
14. Approach to NEPRA by Project Company(ies) for approval/notification of the Tariff and Issuance of Generation License(s)
15. Tariff Approval and Issuance of Generation License(s) by NEPRA
16. Notice to Project Company(ies) for submission of PG(s) and Processing Fee(s) of US\$ 80,000 for each project
17. Issuance of LOS(s), after acceptance of PG(s) by PPIB
18. Acceptance of LOS(s) by the Project Company(ies) and release of Bid Bonds to the Qualified Bidder(s)
19. Signing of Project Agreements
20. Financial Closing / Construction Start
21. Commercial Operation

4. PACKAGE B

4.1 SIZE

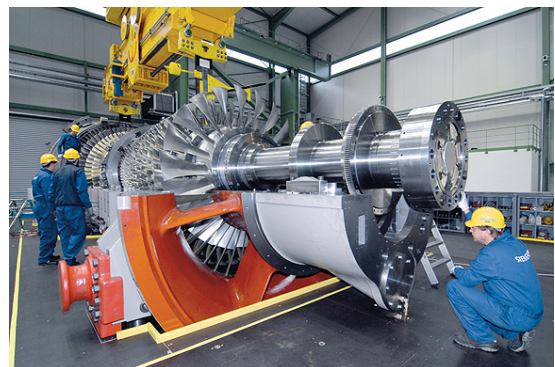
Rental power project(s), including barge-mounted plants, of 200 MW cumulative generation capacity can be offered by the bidder(s). One or more project proposals/ bids will be considered until the limit of 200 MW is attained.

4.2 LOCATION

The Projects are envisaged to be established near Karachi.

4.3 PLANT DESCRIPTION

The investors are free to offer any technology and power plant configuration. The power plant (new or used) should essentially comprise all materials, equipment and services required to make the plant operationally safe, complete and environmentally



compatible. The arrangement shall be complete in all respects depending upon the selected technology.

4.4 TYPE/ FUEL

The bidders may offer project(s) of any multiple fuel (RFO/Gas/LNG/LPG), technology and type.

4.5 MINIMUM EFFICIENCY AND AVAILABILITY

The minimum efficiency and annual availability requirements are as follows:

Table 4: For Power Plant based on RFO/Gas

	RFO	Gas
Minimum Efficiency	30%	33%
Minimum Annual Availability	85%	92%

4.6 TERM OF THE PROJECTS

The term of the projects would be 3-5 years.

4.7 COMMERCIAL OPERATION OF THE PROJECT(S)

The Project(s) are required to be operational within six (06) months from issuance of Letter of Award (LOA).

4.8 PROCESSING OF PROPOSALS

4.8.1 International Competitive Bidding (ICB)

The Projects will be processed through International Competitive Bidding (ICB) as follows:

Bids will be invited on two (2) sealed envelope basis:

- Envelope 1 (Technical)
- Envelope 2 (Financial/Tariff)

The financial bids of only those bidders qualifying technically will be opened.

The offered tariffs will be benchmarked against the latest tariff for Rental

Projects. A “best tariff offer” will then be identified. All other responsive bidders will be offered to match the “best tariff offer” and selection will be done on the first to match basis until a 200 MW cut-off point is attained.

4.8.2 Request for Proposal

The Request for Proposal (RFP) is a detailed document containing information such as capacity, project term, minimum availability, efficiency requirements, evaluation criteria, instructions to bidders, copies of relevant agreements and documents.

4.8.3 Project Company

The Successful Bidder shall establish the Project Company in Pakistan in accordance with the Laws of Pakistan. The Project Company, when established, shall assume all the rights and obligations of the Successful Bidder, including but not limited to those in relation to the LOA.

4.8.4 Project Agreements

The project agreements/contracts would be in accordance with those earlier executed by PEPCO for Rental Projects.

4.8.5 Financing for the Project(s)

Arrangement for financing for the Projects and achievement of Financial Closing by the deadline for Financial Closing shall be the sole responsibility of the Successful Bidder or the Project Company. The GOP, PPIB, and the Power Purchaser will not be a party to any Financing Documents.

4.8.6 Project Development Process at a Glance

The sequence of activities to process the Projects is as follows:

1. Registration of prospective Bidders
2. Issuance of RFP
3. Pre-Bid Conference (if required)
4. Receipt of Bids

5. Opening of Qualification and Technical Bids (Envelope-I) in the presence of bidders.
6. Evaluation of Qualification and Technical Bids
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8. Evaluation of Financial and Tariff Bids
9. Notification of Bidders Ranking
10. Notice to Bidders (other than the Top Ranked Bidder with lowest evaluated tariff offer) to match the best tariff offer
11. Notification of Qualified Bidders and release of Bid Bond(s) to all the Bidders except Qualified Bidder(s)
12. Notice to Qualified Bidder(s) to approach NEPRA for formal approval/notification of the tariff and GENCO-1 for signing/negotiations on agreements
13. Formation of Project Company(ies) and assumption of all duties, obligations and liabilities of the Qualified Bidder(s)
14. Approach to NEPRA by Project Company(ies) for approval/notification of the Tariff and Issuance of Generation License(s)
15. Tariff Approval and Issuance of Generation License(s) by NEPRA
16. Notice to Project Company(ies) for submission of PG(s) and Processing Fee(s) of US\$ 80,000 for each project
17. Issuance of Letter(s) of Award after acceptance of PG(s) by PPIB
18. Release of Bid Bonds to the Qualified Bidders
19. Signing of Project Agreement with GENCO-1
20. Project Execution
21. Commercial Operation

5. ISSUANCE OF RFP

Information Brochure will be available at the offices listed at Annexure-I.

The interested party/parties will be registered with PPIB after paying US\$ 100 (or Pak Rs. 7,000) for each Package and purchase Request for Proposal (RFP) after making a non-refundable payment of US\$ 2,000 (Pak Rs. 140,000), for each Project. The registration process and sale of RFP will be completed from 20th May to 19th June 2008.

All bids accompanied with a bid bond of US\$ 1,000 per megawatt (MW) of proposed Gross (ISO) Capacity of the Project and non refundable bid evaluation fees of US\$20,000 shall be submitted at PPIB, Islamabad latest by 1:00 pm on 15th July 2008.

Payments to be made through Demand Drafts / Pay Orders drawn in favour of PPIB, payable at a bank branch in Islamabad Pakistan or through wire transfer (For information about wire transfer, please visit our website <http://www.ppib.gov.pk>)

Qualification and Technical Bids shall be opened on 15th July 2008 at 2:00 pm at PPIB, Islamabad in the presence of all Bidders.

6. CONTACT INFORMATION

For further information and queries (if any), following officials are available:

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ANNEXURE

• PPIB, WAPDA/PEPCO and DISCOs

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Fax: 9217735-9215723

Water & Power Development Authority (WAPDA)

WAPDA House

Lahore

Ph: 042 -111-118-118, 9202211

Fax: 042-9202454-9202505

Pakistan Electric Power Company (PEPCO)

721-WAPDA House

Lahore

Ph: 042-9202140

Fax: 042-9202402

Faisalabad Electric Supply Company (FESCO)

Canal Road, Abdullahpur

Faisalabad

Ph: 041-9220229-9220184

Fax: 041-9220233

Gujranwala Electric Power Company (GEPCO)

565-A, Model Town, GT Road

Near Sangam Cinema

Gujranwala

Ph: 055-9200519-26

Fax: 055-9200122

Hyderabad Electric Supply Company (HESCO)

HESCO Headquarters

WAPDA Offices Complex

Hussainabad

Hyderabad

Ph: 022-9260211-9260161

Fax: 022-9260361

Islamabad Electric Supply Company (IESCO)

Head Office IESCO, Street No. 40, G-7/4

Islamabad

Ph: 051- 9252937-39

Fax: 051- 9252927

Lahore Electric Supply Company (LESCO)
22-A Queens Road
Lahore
Ph: 042-9204820-30 - 9204801
Fax: 042-9204831

Multan Electric Power Company (MEPCO)
MEPCO Complex, Khanewal Road
Multan
Ph: 061-9210380
Fax: 061-9210350

Peshawar Electric Supply Company (PESCO)
Wapda House
Shami Rd. Peshawar
Ph: 091- 9212041-47
Fax: 091- 9212024

Quetta Electric Supply Company (QESCO)
QESCO Head Office,
WAPDA House, Quetta
Ph: 081- 9202211

Chief Resident Representative (CRR) WAPDA
39-C, Block 6, P.E.C.H.S.
Karachi
Ph: 021-4545042
Fax: 021-4542892

• **Pakistan Missions in Middle East, China, Russia, USA, Canada, European Union and Far East**

AUSTRIA

EMBASSY OF PAKISTAN

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HIGH COMMISSION FOR PAKISTAN CANADA

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PEOPLE'S REPUBLIC OF CHINA

EMBASSY OF PAKISTAN

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E-mail: parepbeijing@yahoo.com

Website: www.embassyofpakistan-beijing.org.cn

ROYAL KINGDOM OF DENMARK

EMBASSY OF PAKISTAN

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Telrphone: (45) 39621188, **Fax:** (45)-39401070

E-mail: parepcopenhagen@pakistan-embassy.dk

FRANCE

EMBASSY OF PAKISTAN

Address: 18, Rue Lord Byron, 75008 Paris.

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FEDERAL REPUBLIC OF GERMANY

EMBASSY OF PAKISTAN

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Telephone : (+49-30) 212440/499/299, **Fax:** (+49-30) 21244210, (+49-30) 21244240, (+49-30) 21244313, (+49-30) 21244105

E-mail: pakemb.berlin@t-online.de

HONG KONG

CONSULATE GENERAL OF PAKISTAN

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