

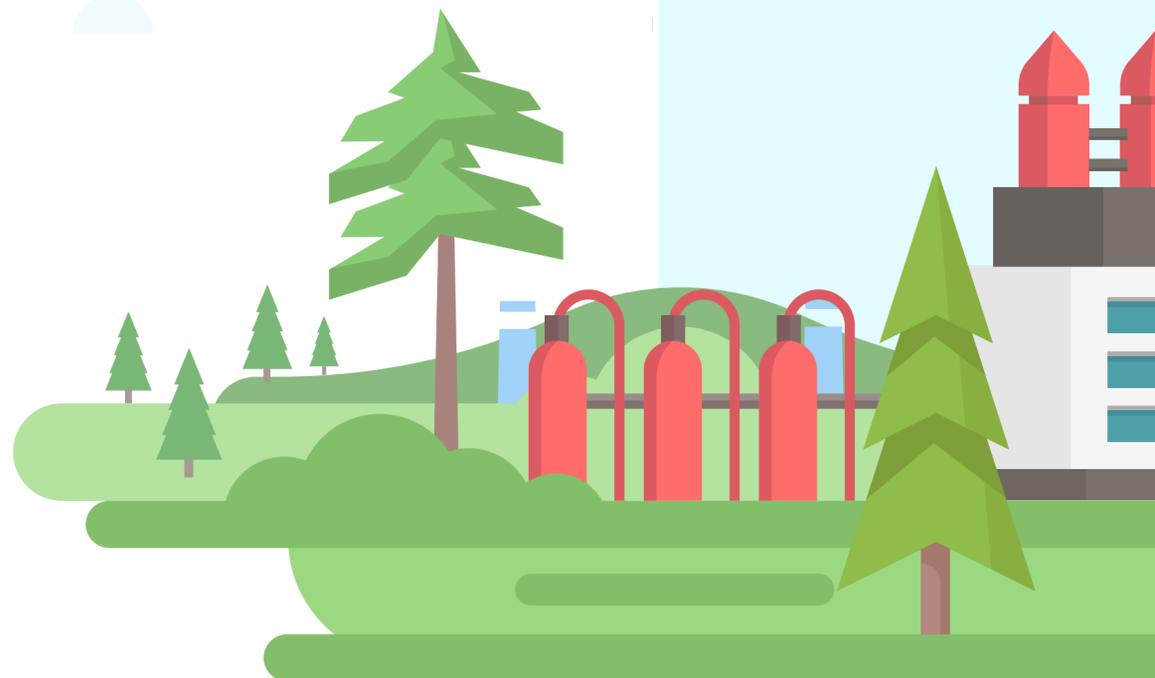
PLN NP



Partnership Process for the Majority Scheme

CONTENT

- **Detail** of Expression of Interest (EOI)
- **Detail** of Pre-
Qualification (PQ)
- **Detail** of Request for Proposal (RFP)
- **Detail** of Approval Process



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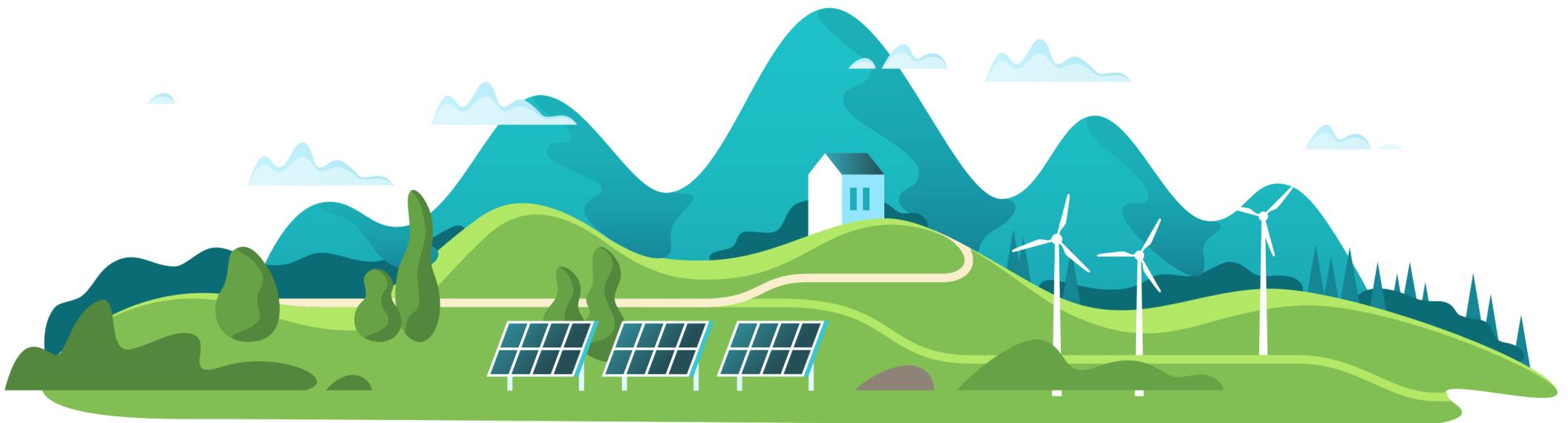
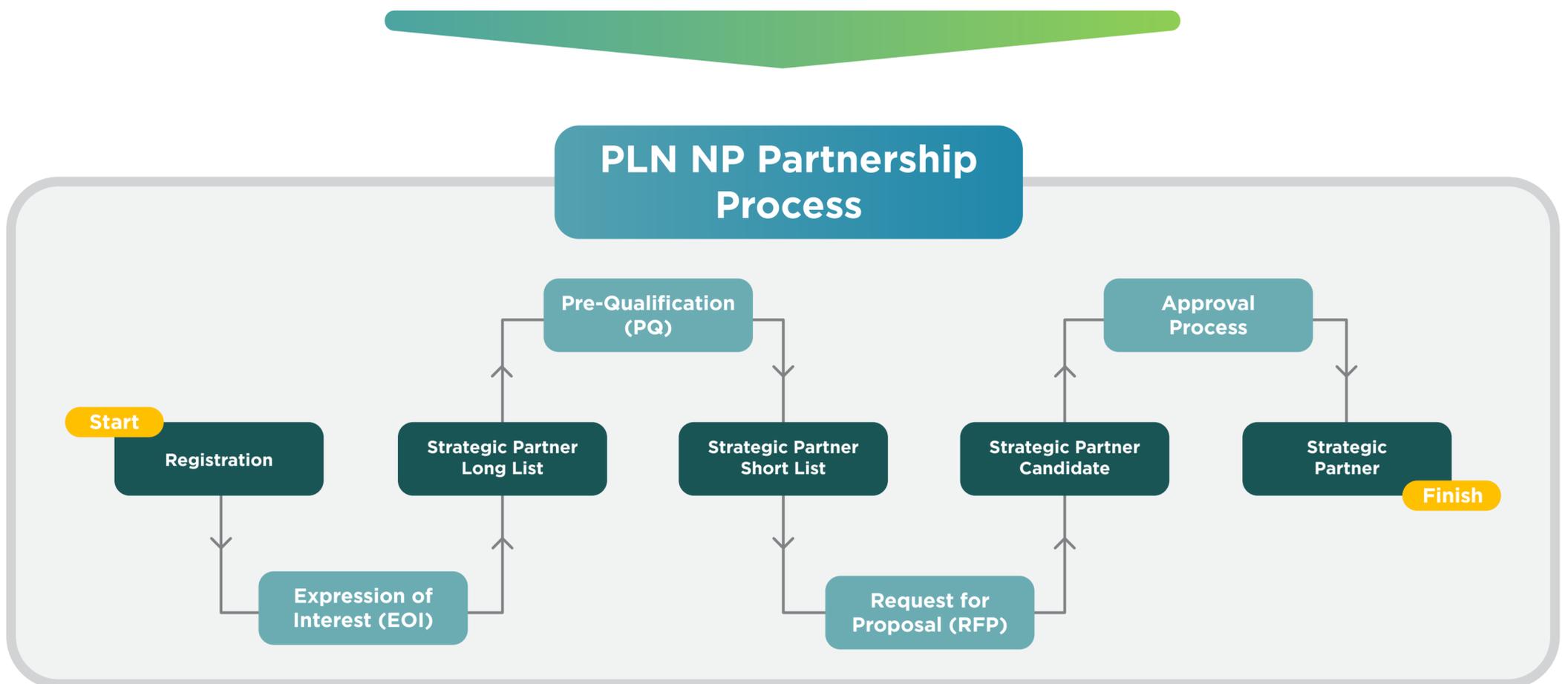
Let's grow our business by collaborating together!

Placement Videos

Overview of PLN NP Partnership Process

Strategic Partner Selection Process in accordance with regulations of PT PLN Nusantara Power as follows:

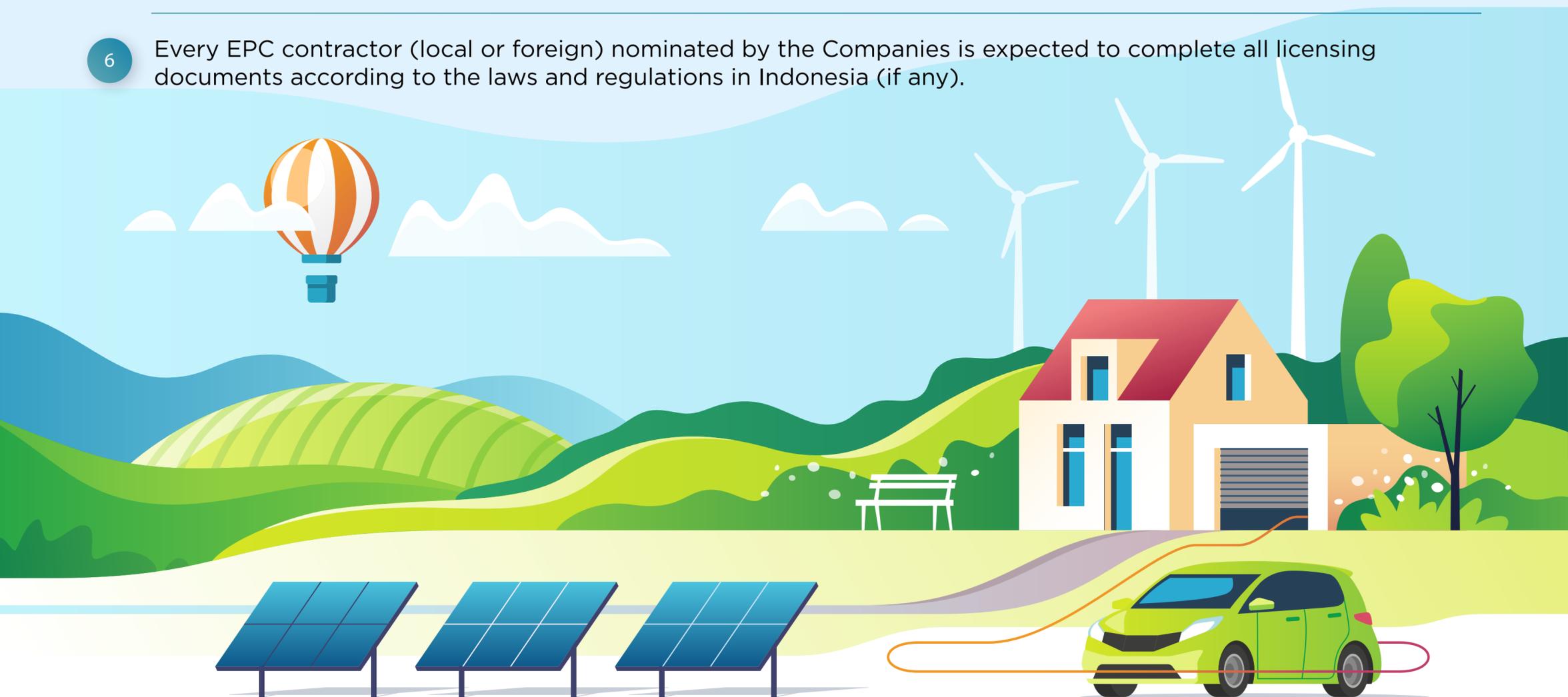
- 1 PT PLN Nusantara Power Directors Regulation No. 024.P/019/DIR/2020 on Policy of Project Selection and Strategic Partner in Business Development.
- 2 Edaran Direksi of PT PLN Nusantara Power No. 0004.E/012/DIR/2022 on Policy of Project Selection and Strategic Partner in Business Development.



Key Points of PLN NP Partnership Process

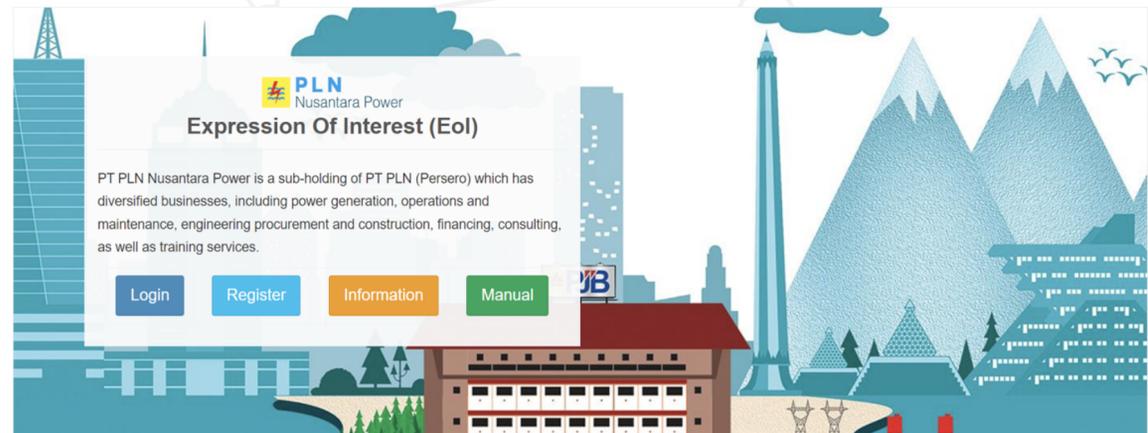
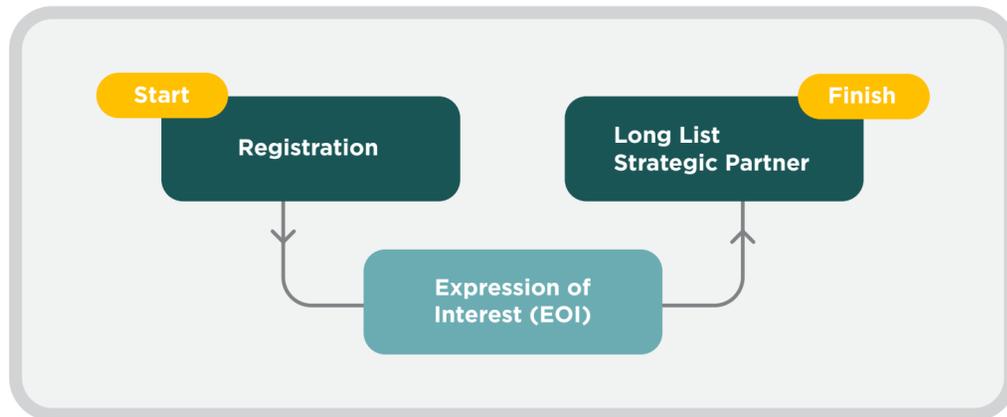
Each Company is expected to pay attention to the following important points:

- 1 The participating company in the PLN NP Strategic Partner selection process **must be the same entity** from the initial registration process to the final stage of the Strategic Partner approval.
- 2 The required data and documents from the companies may be used:
 - The data and documents from **its affiliate**. The Company must have more than ninety percent (> 90%) of shares in its affiliate.
 - The data and documents from **the parent company**. The Parent company must have **a minimum of fifty-one percent (≥ 51%)** of shares in the Company.
- 3 All companies must fulfill all requests for the required data and documents in the EOI, PQ, and RFP processes.
- 4 We expect every company **to comply** with the terms and regulations of **electricity** prices in 4 Indonesia
- 5 The company can be a single entity and/or a consortium according to the Project's needs.
- 6 Every EPC contractor (local or foreign) nominated by the Companies is expected to complete all licensing documents according to the laws and regulations in Indonesia (if any).



Detail of Expression of Interest (EOI)

01



Overview

- EOI is the registration process of the interested companies to be listed on the PLN NP Strategic Partner Long List.
- The interested Companies are required to participate in Eoi process to be able to take part in the Strategic Partner selection.
- Register your Company at: <https://eoi.plnnusantarapower.co.id/>

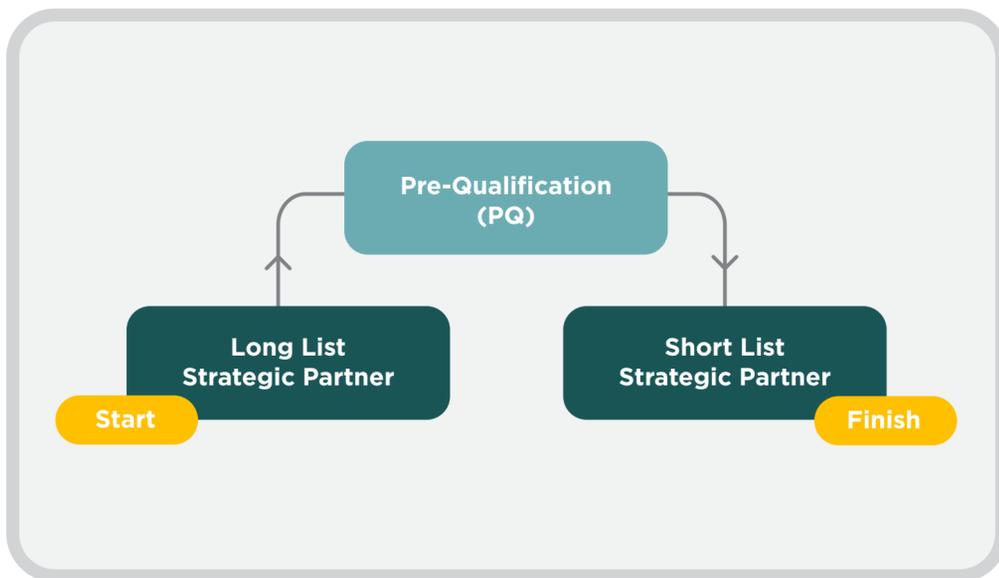
Process

- EOI registration process; In the registration process every company will be asked about their preferred role, interests and experiences, which is very important for the further stages of the partnership process.
- EOI verification, validation and evaluation process.

Summary of Criteria

- PLN List of Selected Providers (DPT PLN) will be an added value for the companies in the evaluation process.
- **Completeness** of the data and documents submitted according to the EOI registration provisions;
- **Conformity** of the data and documents in the process of verification and validation; and
- Companies that **pass** the EOI process will be listed on the PLN NP Strategic Partner Long List

Detail of Pre- Qualification (PQ)



Overview

- PQ is an activity after the finalization of the Strategic Partner Long List document, where PQ aims to determine the companies that will be invited to the RFP activity.
- Only invited companies will be able to take part in this process.

Sub-Process

- Initial evaluation of the PLN NP Long List Strategic Partner, where the invited companies are chosen according their **Preferred role, interest, and experience.**
- PQ invitation and distribution to the invited companies.
- Qualification Document submission from the invited companies.
- Evaluation process of the Qualification Document.
- PQ result announcement.



Summary of Criteria

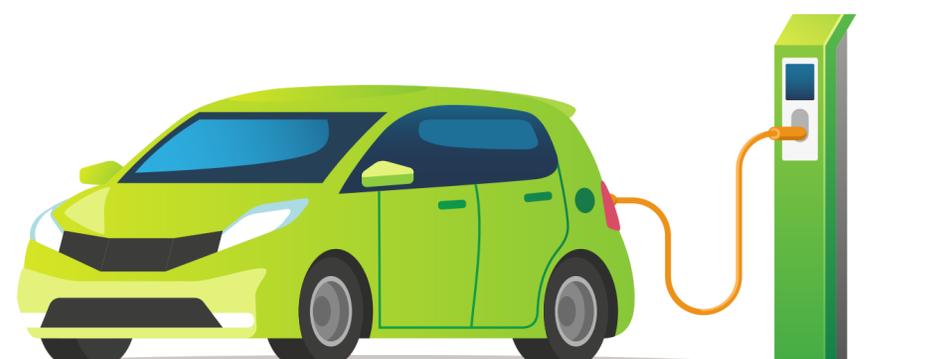
Below are the standard PQ criterias, the criterias may change at any time depend on a specific project requirement

General

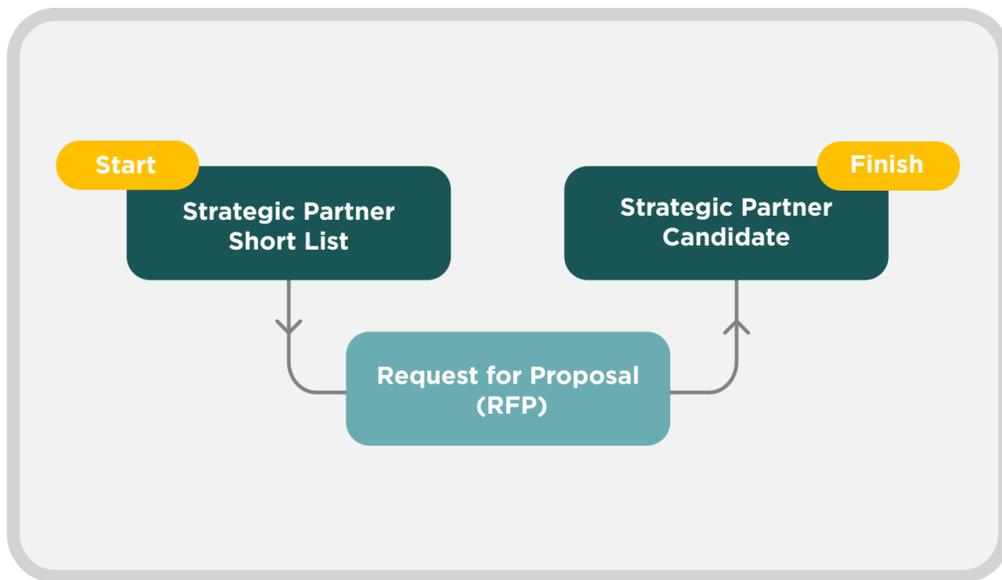
- Signed application letter;
- General information about the company;
- Copy of Audited Financial Statement for the last 3-4 years;
- Copy of Unaudited Financial Statement for the last year; and/or
- Other criteria are required according to the project requirements

Specific

- The latest Credit Rating which is still valid until a certain period of time and has a value equivalent to investment grade;
- Average Total Assets for the last 3 years;
- Experience directly or indirectly through an affiliate (share ownership > 90% in the affiliate) as an equity provider/sponsor of a Power Plant project;
- Average EBITDA for the last 3 years;
- Copy of Bank Statement (Cash or Cash Equivalent Balance) for a certain period;



Detail of Request for Proposal (RFP)



Overview

- ➔ RFP is the activity after PQ, where RFP aims to evaluate and filter the potential companies that will be selected as Strategic Partner Candidates.
- ➔ Only companies that pass the PQ process can take part in this process

Sub-Process

- ➔ RFP registration.
- ➔ RFP document distribution.
- ➔ Proposal Preparation (Aanwijzing, Clarification Question, Site Visit & Virtual Data Room)
- ➔ Proposal submission from the RFP Participant
- ➔ Proposal evaluation and clarification (if any).
- ➔ Proposal negotiation process (if any).
- ➔ RFP result announcement.
- ➔ Objection period (if any).

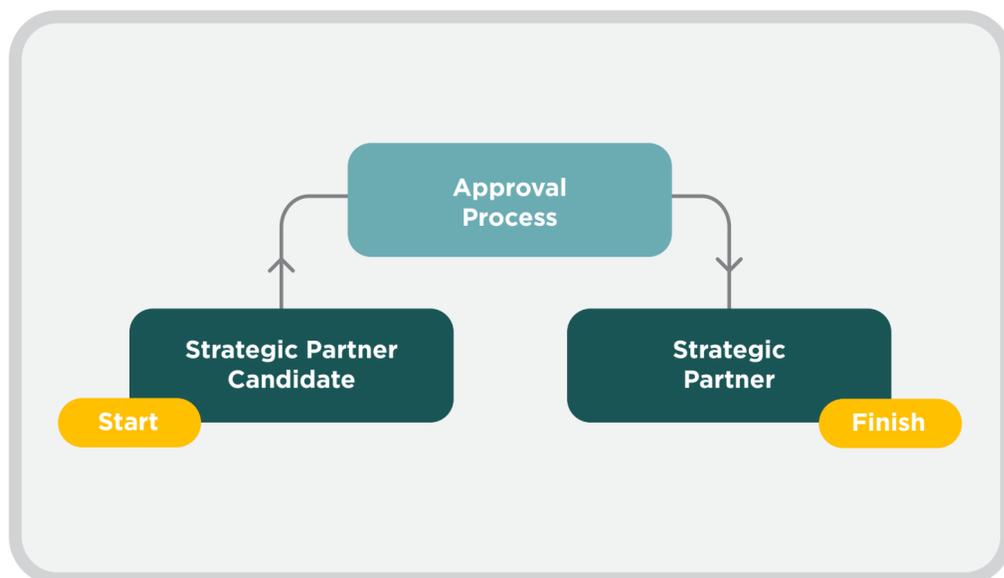


Summary of Criteria

Below are the common PQ criterias, the criterias may change any time depend on a specific project requirement

- **Administrative** (1) Proposal Cover Letter; (2) Power of attorney; (3) Company Administration Documents; (4) Compliance Statement; (5) Declaration of Compliance with Environmental Regulations; (6) Initialed PPA model; (7) Initialed SHA Terms Sheet; (8) RFP Bid Guarantee; (9) Project Sponsor Credentials; and/or (10) Other Administrative Criteria
- **Technical** (1) Technology Transfer Statement; (2) Technology Solution Proposals; (3) Technical Compliance Statement; (4) Local Content Commitment; (5) Additional Supporting Data; (6) EPC Commitment Agreement with Prospective Contractor (if any); (7) Initialed EPC Terms Sheet (if any); and/or (8) Other Technical Criteria
- **Financial** (1) PLN NP/Affiliate share ownership in accordance with the needs of the Project; (2) Project Capital Structure; (3) Implementation of the Joint Control Scheme; (4) Equity IRR for PLN NP/Affiliate according to the PLN Group's appetite; (5) Financing Date Commitment; (6) Commitment to Bid Guarantee, PDCA & Performance Guarantee in accordance with the Project TOR; (7) Commitment to fund its equity portion; and/or (8) Other Financial Criteria
- **EPC (if any)** (1) EPC Offer Letter; (2) Statement of Cooperation with prospective EPC Contractors; (3) Technical Data in accordance with the Project TOR; (4) Contract Schedule Key Dates; (5) Commitment to TKDN; (6) EPC Licensing and Company Profile; (7) EPC contractor prospective project experience; (8) Investment Rating; (9) Qualified personnel capabilities and experience; (10) Drawings & Price Schedule; (11) List of sub-providers of goods and services; (12) Performance bond; (13) Letter of Reference and Bank Support; (14) Declaration of Ability to Fulfill K3L Terms and Conditions; (15) Letter of Support from the Technology Manufacturer; (16) EPC contractor Plant Performance Guarantee; (17) Initial EPC Terms Sheet; and/or (18) Other EPC Criteria
- **Tariff Proposal** Proposed tariffs (with tariff components according to the Project requirement) with Equity IRR for PLN NP/Affiliates in accordance with the PLN Group's appetite and applicable regulations & requirements set out in the RFP Document, with supporting document consisting but not limited to (1) Financing Plan; (2) Creative Financial Model; and/or (iii) EPC Contractor Proposal.

Detail of Approval Process



Overview

- ➔ Approval Process is the final activity in the Partnership Process.
- ➔ Only a company that pass the RFP process will be able to take part in this Approval Process.

Sub-Process

- ➔ Approval of PLN NP Board of Directors;
- ➔ Recommendation of PLN NP Board of Commissioners; and
- ➔ Approval process of PLN NP Shareholders, which are PT PLN (Persero) and YPK (Yayasan Pendidikan & Kesejahteraan) PT PLN (Persero).



Summary of Criteria

- ➔ The Company that meets all criteria of the partnership processes, starting from the EOI, PQ, and RFP, will become a Strategic Partner Candidate for the Project;





Every Companies is responsible for every information provided from the beginning of the EoI registration to the end of partnership process



Frequently Asked Questions (FAQ)

→ What is the process of partnership for minority scheme (PLN NP)?

Authority for projects with minority scheme starts from the procurement process to selecting the winner, which is the authority of PT PLN (Persero) as the holding company. As a Subholding, PLN Nusantara Power will be assigned as a minority shareholder who will partner with the selected winner.

→ I have entered the Longlist but why was I not invited to participate in the PQ process?

Invitations to participate in the PQ Process are given to all companies included in the Longlist and meet certain types of projects. Therefore, the preferred role, area of interest, and experience forms are very important for all Company registrants to proceed to the next stage, the PQ stage.

→ Will the criteria in the PQ be given to all companies?

PQ criteria will be given only to companies that are invited to take part in PQ and meet the conditions in 2 points above.



