

# PLN NP's Partnership Process



# Let's grow our business by collaborating together!

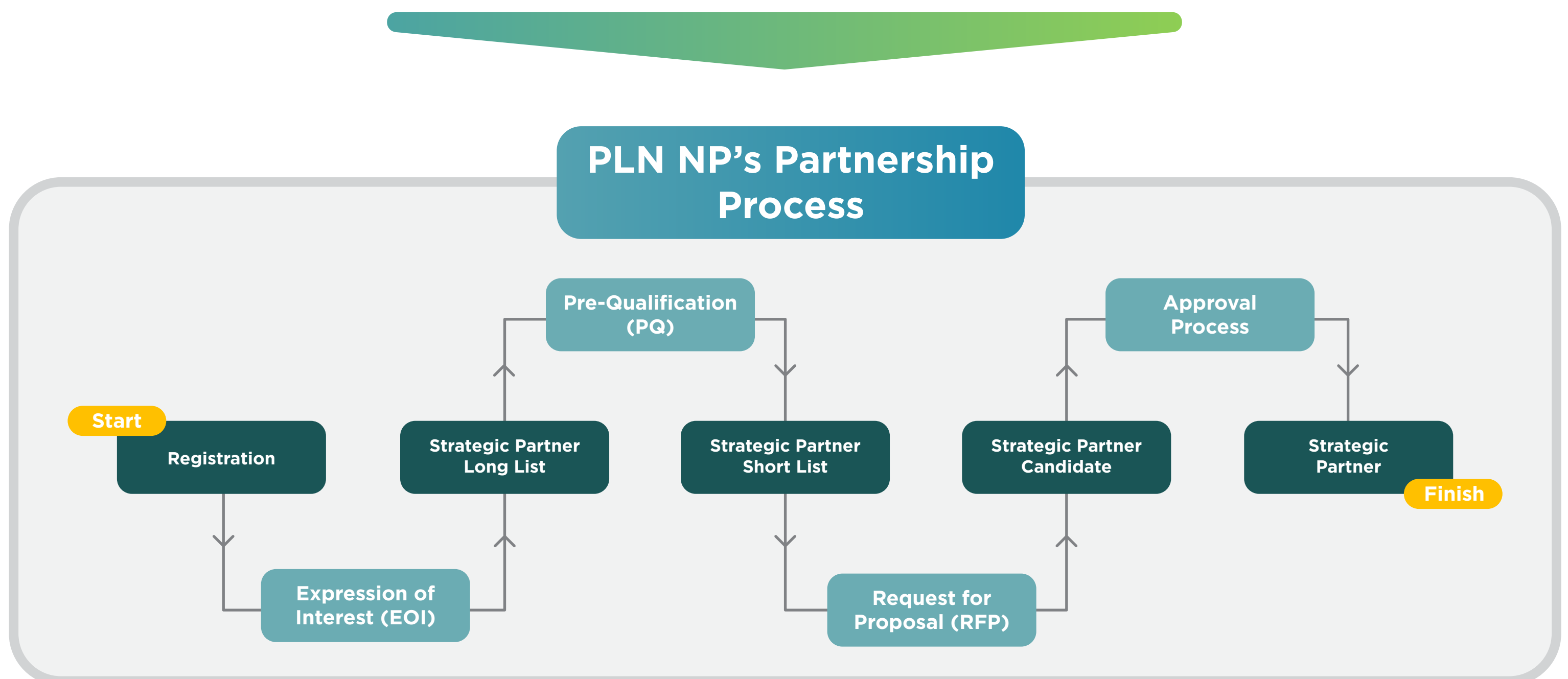
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## Placement Videos

# Overview of PLN NP's 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's Partnership Process

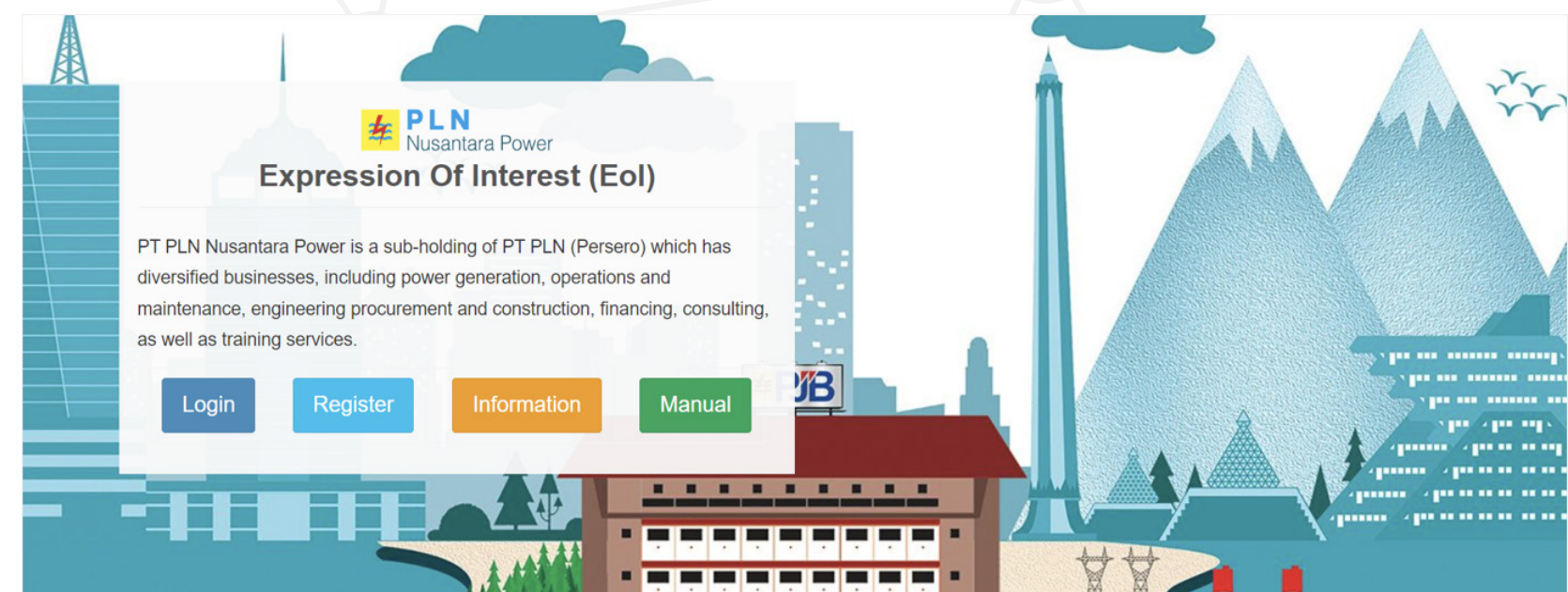
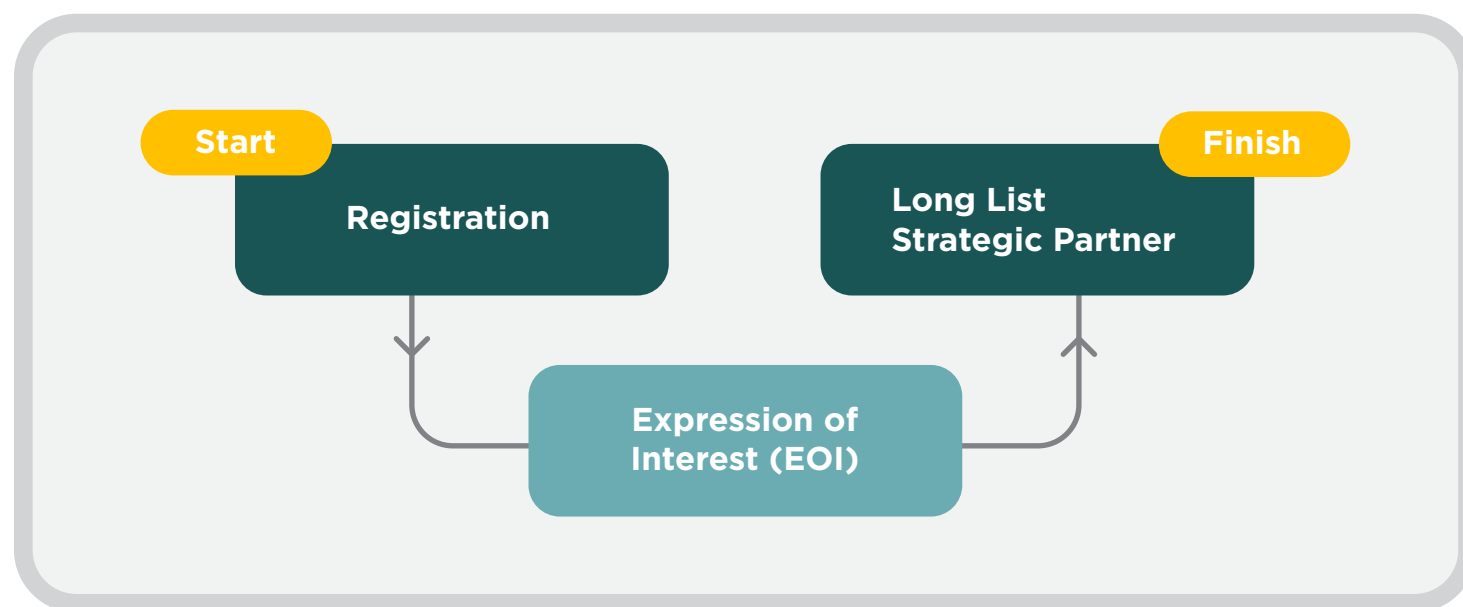
Each Company is expected to pay attention to the following important points:

- 1 Companies participating in the Strategic Partner selection process of PLN NP **must be the same** from the initial registration process to the final stage of the Strategic Partner approval.
- 2 The data and documents used by each Company may use:
  - The data and documents from **an affiliate**, where the Company must have **more than ninety percent (> 90%)** of the shareholding in such an affiliate.
  - The data and documents from the parent company, where the parent company must have **a minimum of fifty one percent (≥ 51%)** of the shareholding in the Company.
- 3 Each Company is expected **to ensure** that all requests for the data and documents **as required** in the EOI, PQ, and RFP processes **have been fulfilled** completely and correctly.
- 4 Each Company that participates in the Strategic Partner selection process of PLN NP is expected to be able **to comply** with the terms and regulations regarding the **electricity price** in Indonesia.
- 5 Every EPC contractor (local or foreign) nominated by each Company is expected **to complete all licensing documents** in accordance with the laws and regulations in Indonesia (if any).





# Detail of Expression of Interest (EOI)



## Overview

- ➔ EOI is the process between PLN NP's Partnership Registration and PLN NP's Strategic Partner Long List.
- ➔ Each Company **is required** to follow this process in order to be able to take part in the Strategic Partner selection process of PLN NP.
- ➔ Please **register** your Company at: <https://eoi.plnnusantarapower.co.id/> during the EOI implementation period.

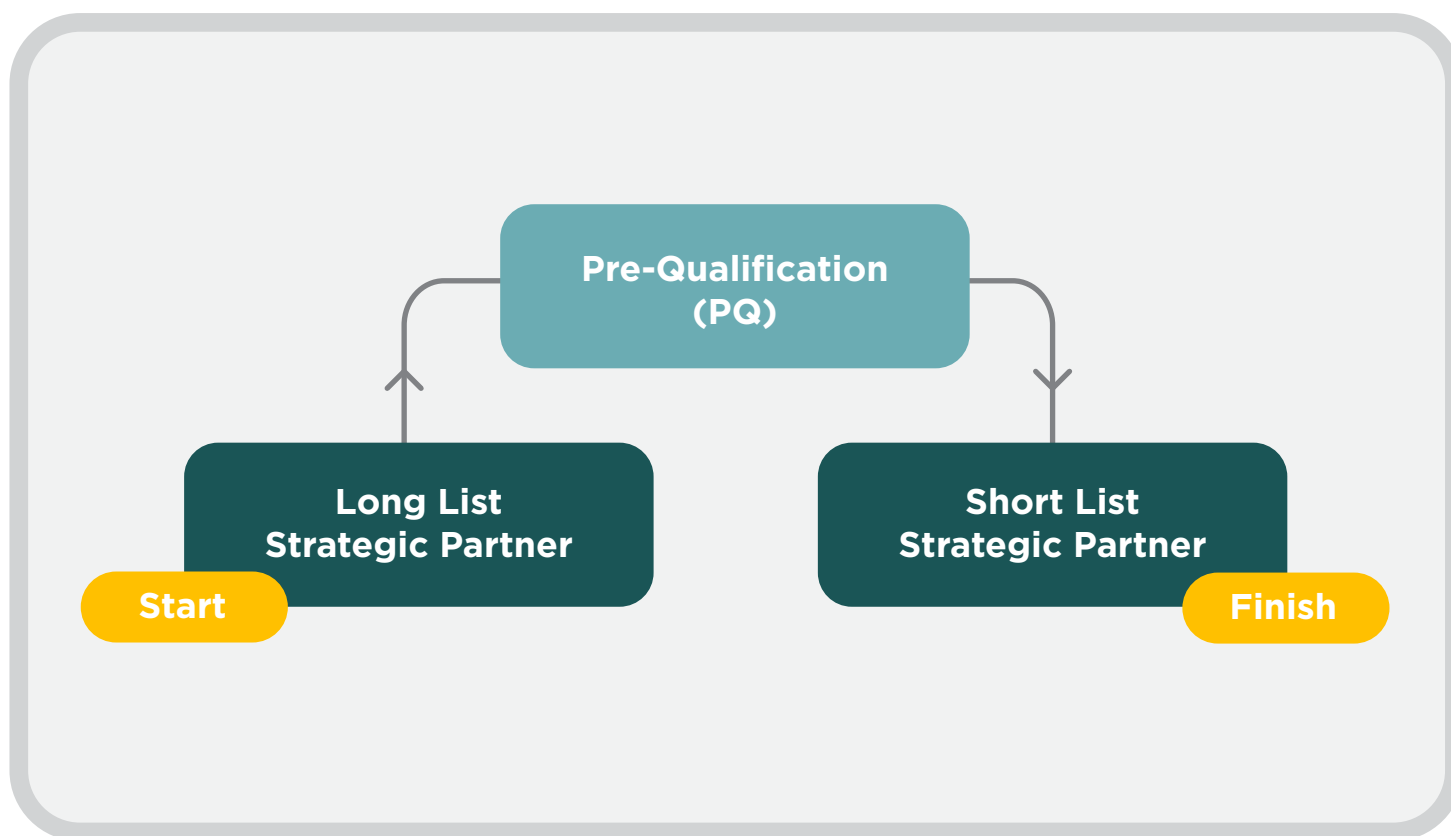
## Sub-Process

- ➔ PLN's List of Selected Providers (Daftar Penyedia Terseleksi/DPT PLN) - if any.
- ➔ EOI registration process.
- ➔ EOI verification and validation process.

## Summary of Criteria

- ➔ 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 for each company; and
- ➔ Companies that pass the EOI process will become companies listed on the PLN NP's Strategic Partner Long List.

# Detail of Pre- Qualification (PQ)



## Overview

- PQ is the process between PLN NP's Strategic Partner Long List and PLN NP's Strategic Partner Short List.
- Only **invited companies** will be able to take part in this PQ process.

## Sub-Process

- Initial evaluation of PLN NP's Long List Strategic Partner based on **interest** and **experience** according to the project requirements.
- PQ invitation and distribution to the invited companies.
- Qualification Document submission from the invited companies.
- Evaluation process of the Qualification Document.
- PQ result announcement.

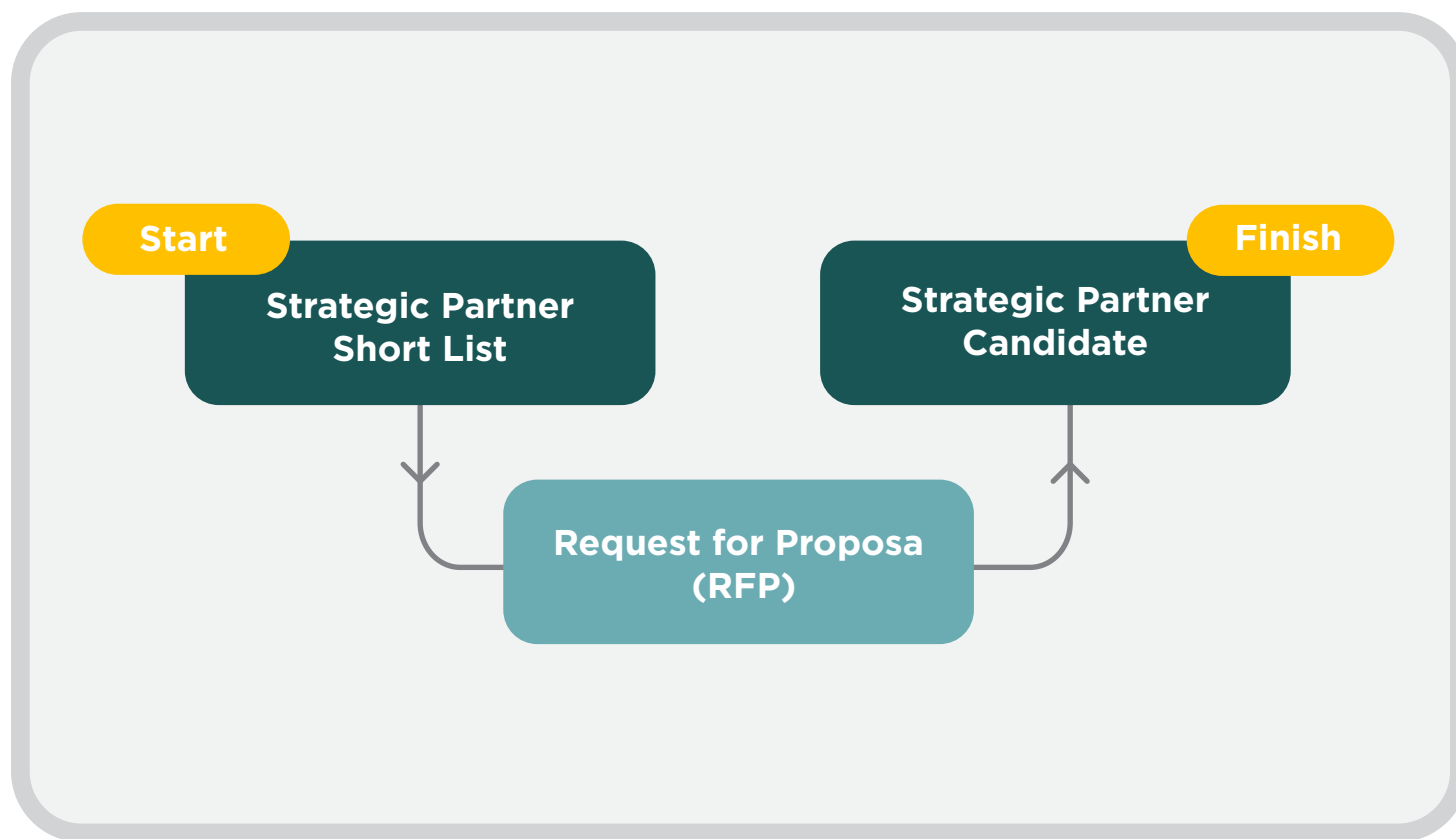
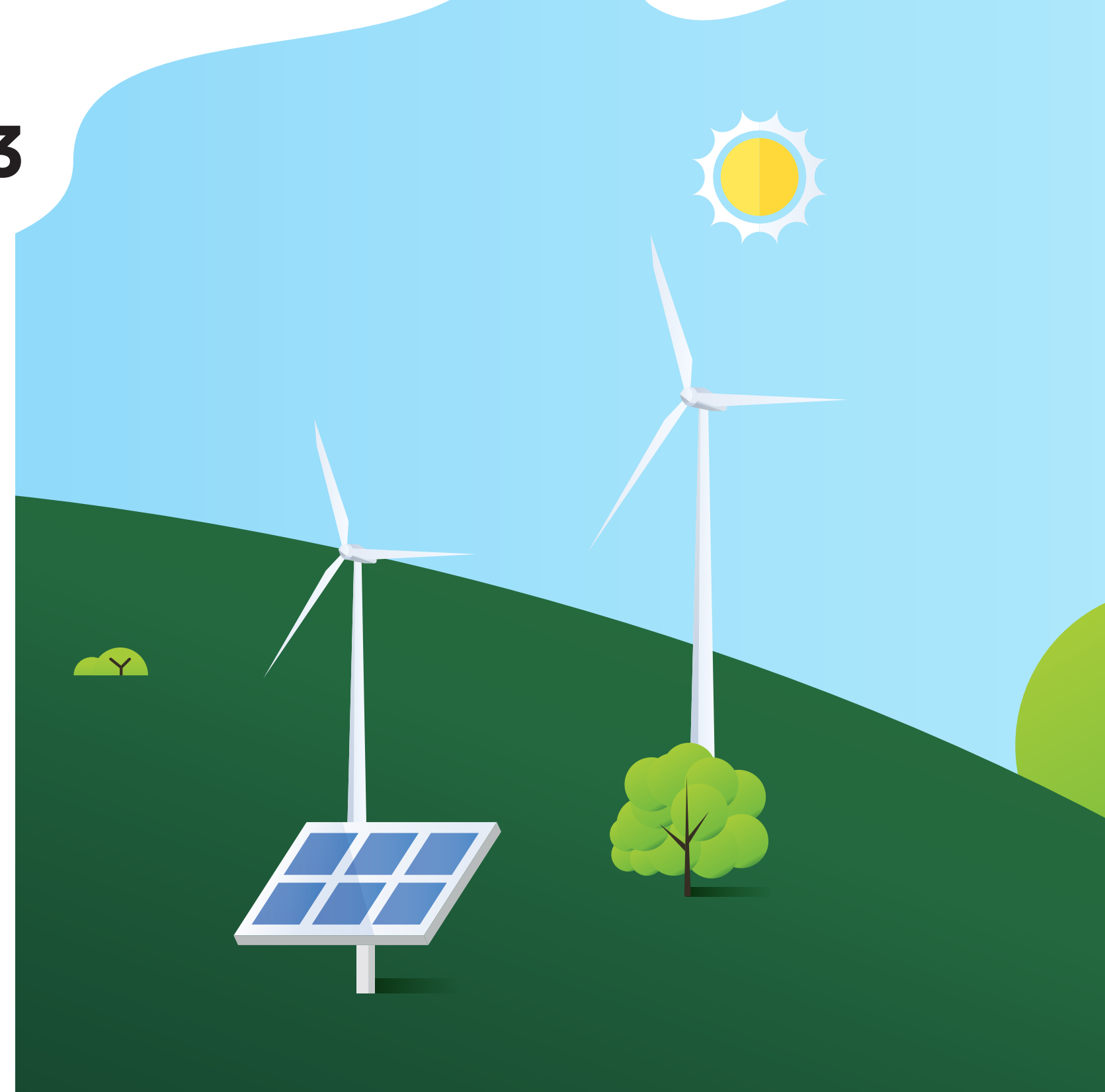


## Summary of Criteria

- Signed application letter;
- General information about the company;
- 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;
- 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.



# Detail of Request for Proposal (RFP)



## Overview

- ➔ RFP is the process between PLN NP's Strategic Partner Short List and PLN NP's Strategic Partner Candidate.
- ➔ Only companies that **pass the PQ process** can take part in this RFP 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)

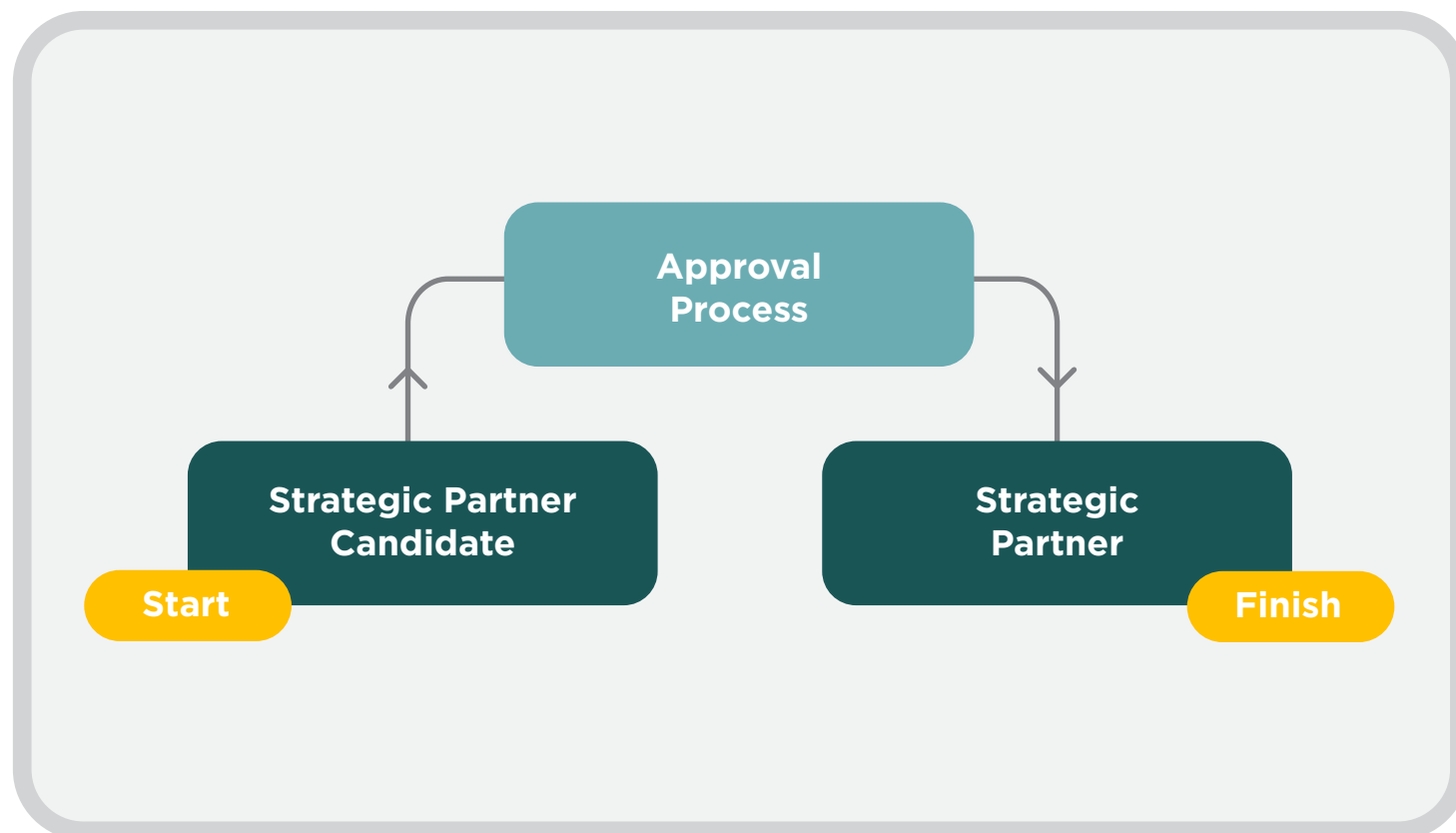




## Summary of Criteria

➔ <b>Administrative</b> (Pass/Fail)	(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 are required according to the project requirements.
➔ <b>Technical</b> (Pass/Fail)	(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 are required according to the project requirements.
➔ <b>Financial</b> (Pass/Fail)	(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 are required according to the project requirements.
➔ <b>EPC (if any)</b> (Pass/Fail)	(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 are required according to the project requirements.
➔ <b>Tariff Proposal</b> (Pass/Fail)	Proposed tariffs (along with tariff components according to the Project requirement) with Equity IRR for PLN NP/ Affiliates in accordance with the PLN Group's appetite, and also in accordance with 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 process between PLN NP's Strategic Partner Candidate and PLN NP's Strategic Partner for the Project.
- ➔ Only a company that **passes the RFP process** will be able to take part in this Approval Process.

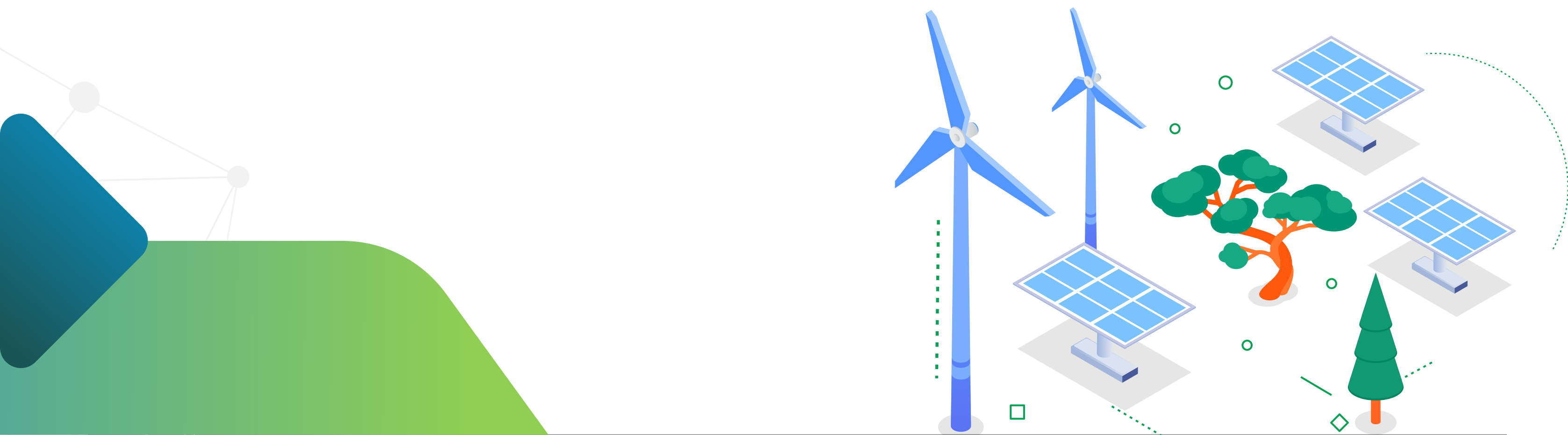
## Sub-Process

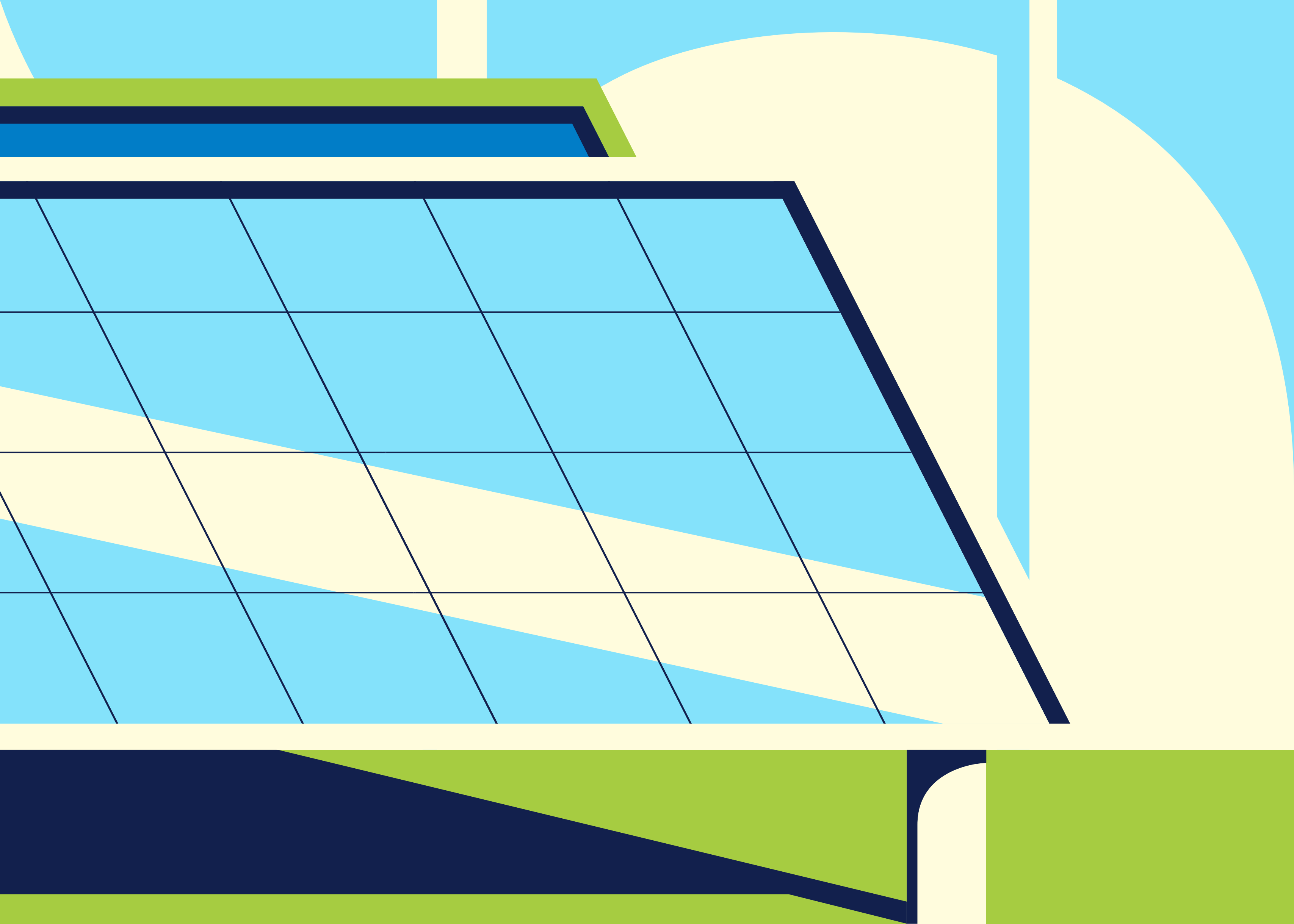
- ➔ Approval process of PLN NP's Board of Directors;
- ➔ Recommendation of PLN NP's Board of Commissioners; and
- ➔ Approval process of PLN NP's Shareholders, which are PT PLN (Persero) and YPK (Yayasan Pendidikan & Kesejahteraan) PT PLN (Persero).



## Summary of Criteria

- ➔ The Company's suitability for all criteria and processes that have been passed, starting from the EOI, PQ, and RFP processes to becoming a Strategic Partner Candidate for the Project;
- ➔ An Approval Document from PLN NP's Board of Directors;
- ➔ A Recommendation Document from PLN NP's Board of Commissioners; and
- ➔ General Meeting of Shareholders (GMS) of PLN NP regarding the Strategic Partner approval for the Project.





**PLN**  
Nusantara Power