

PLN NP's Partnership Process



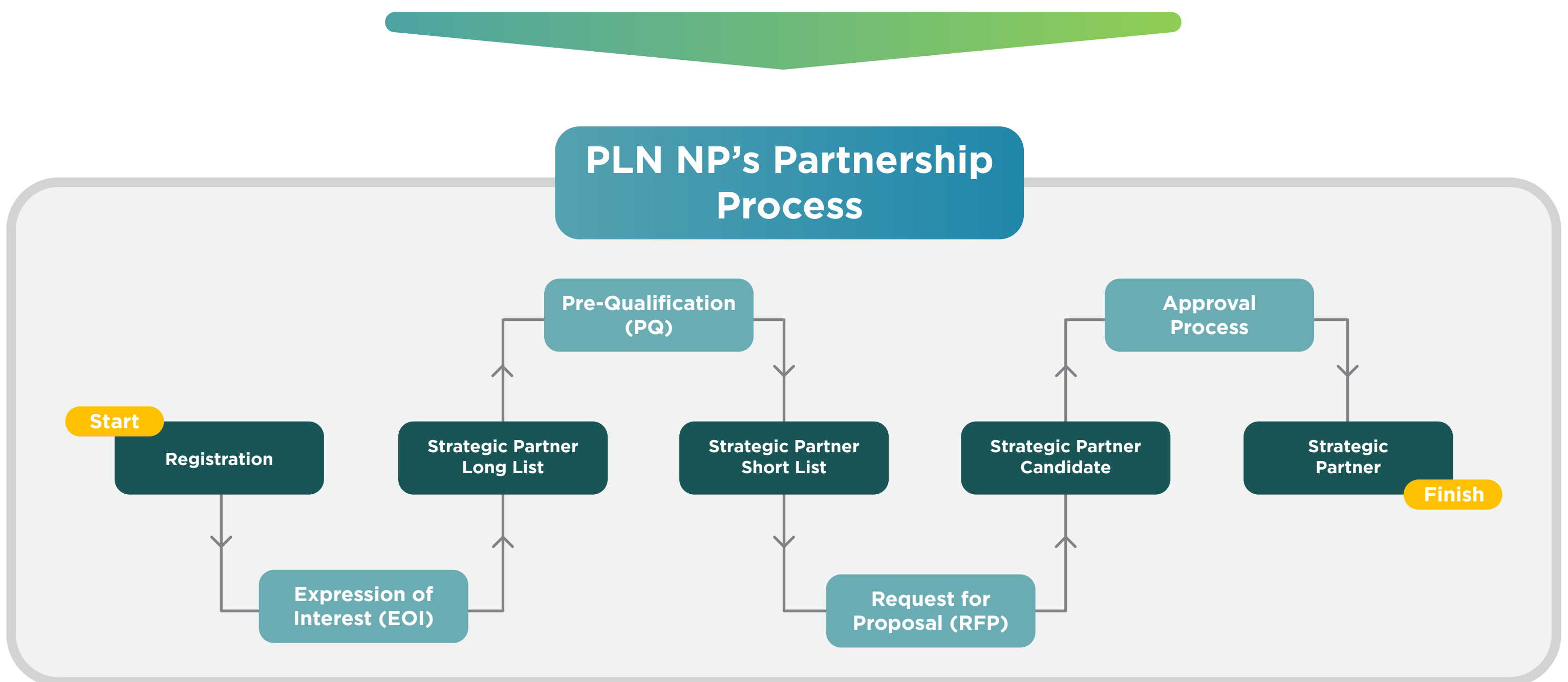
Let's grow our business by collaborating together!

Placement Videos

Overview of PLN NP's Partnership Process

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

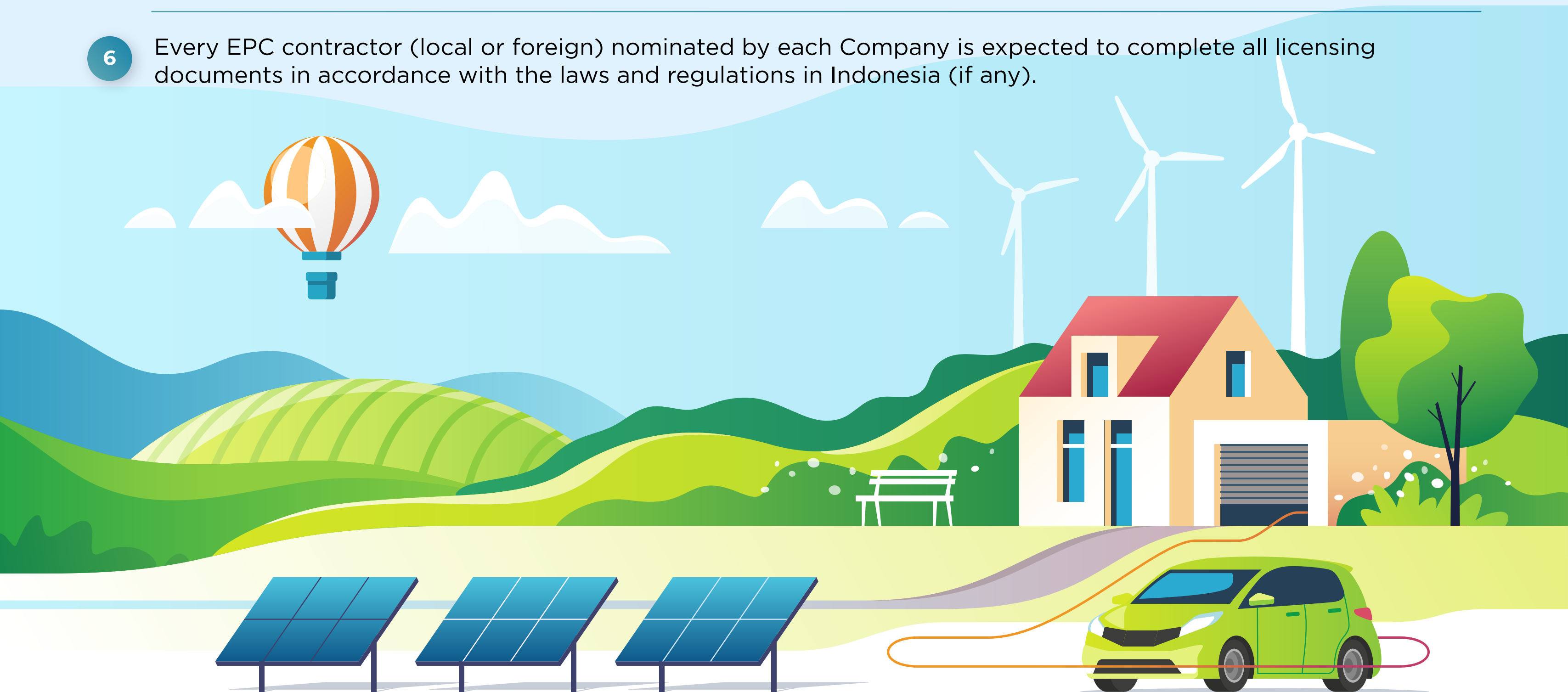
- 1 PT PLN Nusantara Power Directors Regulation No. 024.P/019/DIR/2020 on Policy of Project Selection and Strategic Partner in Business Development
- 2 *Edaran Direksi of PT PLN Nusantara Power No. 0004.E/012/DIR/2022 on Policy of Project Selection and Strategic Partner in Business Development.*



Key Points of PLN NP's Partnership Process

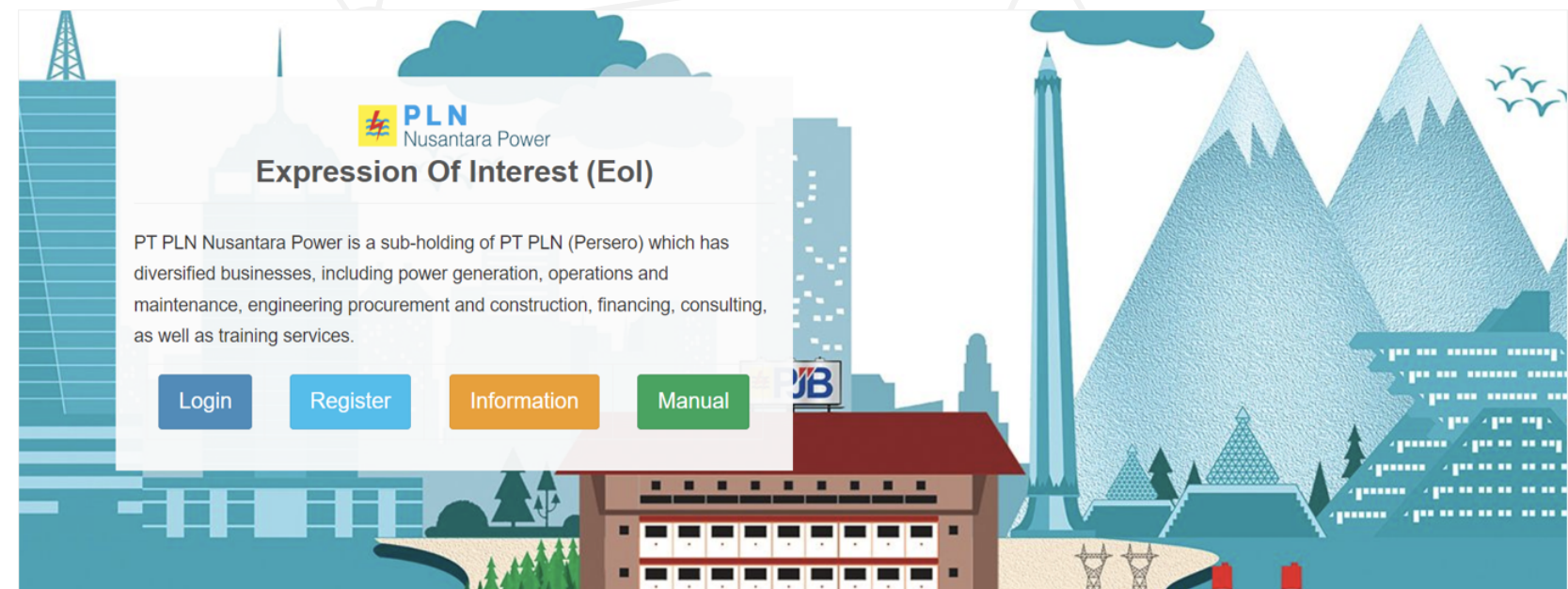
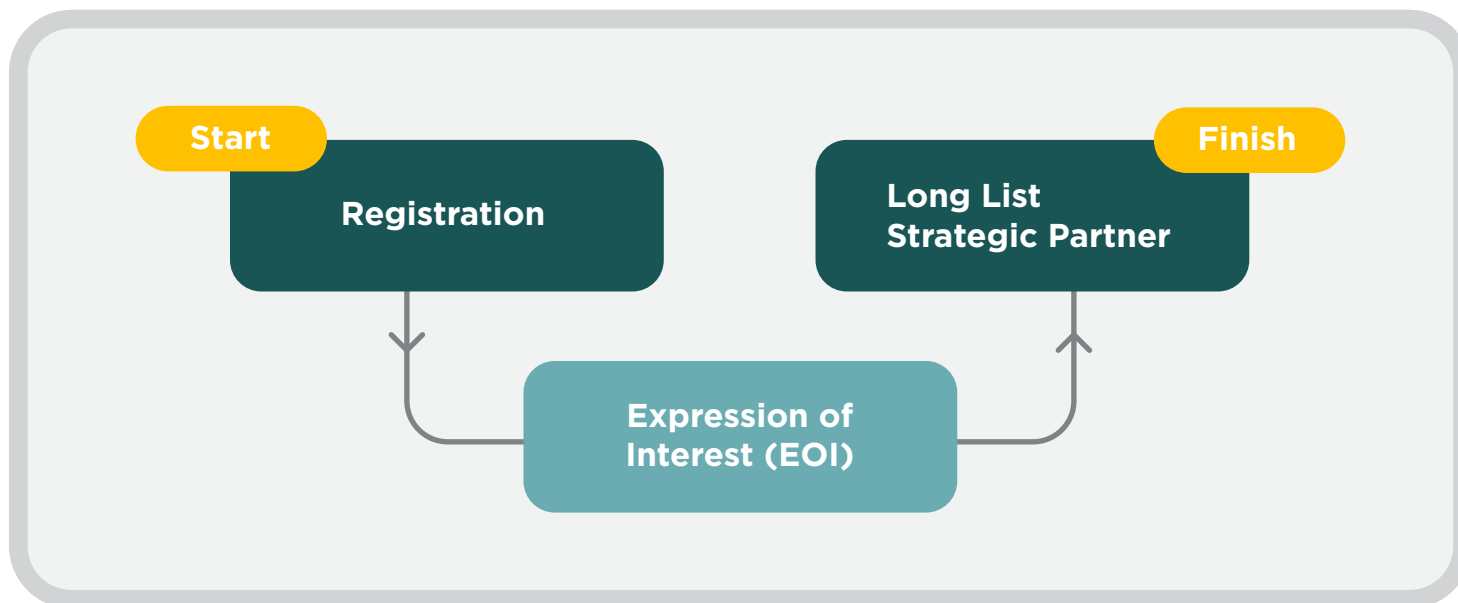
Each Company is expected to pay attention to the following important points:

- 1 Company 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**. Company must have **more than ninety percent (> 90%)** of the shareholding in such an affiliate.
 - The data and documents from **the parent company**. Parent company must have **a minimum of fifty one percent (≥ 51%)** of the shareholding in the Company.
- 3 All requests for the data and documents as required in the EOI, PQ, and RFP processes **must be fulfilled** completely and correctly.
- 4 Each Company is expected to be **able to comply** with the terms and regulations regarding the **electricity price** in Indonesia.
- 5 Company can take the form of a single entity and/or a consortium according to the Project needs.
- 6 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)

01



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** Eoi process to be able to take part in the Strategic Partner selection..
- **Register** your Company at: <https://eoi.plnnusantarapower.co.id/> during the EOI period.

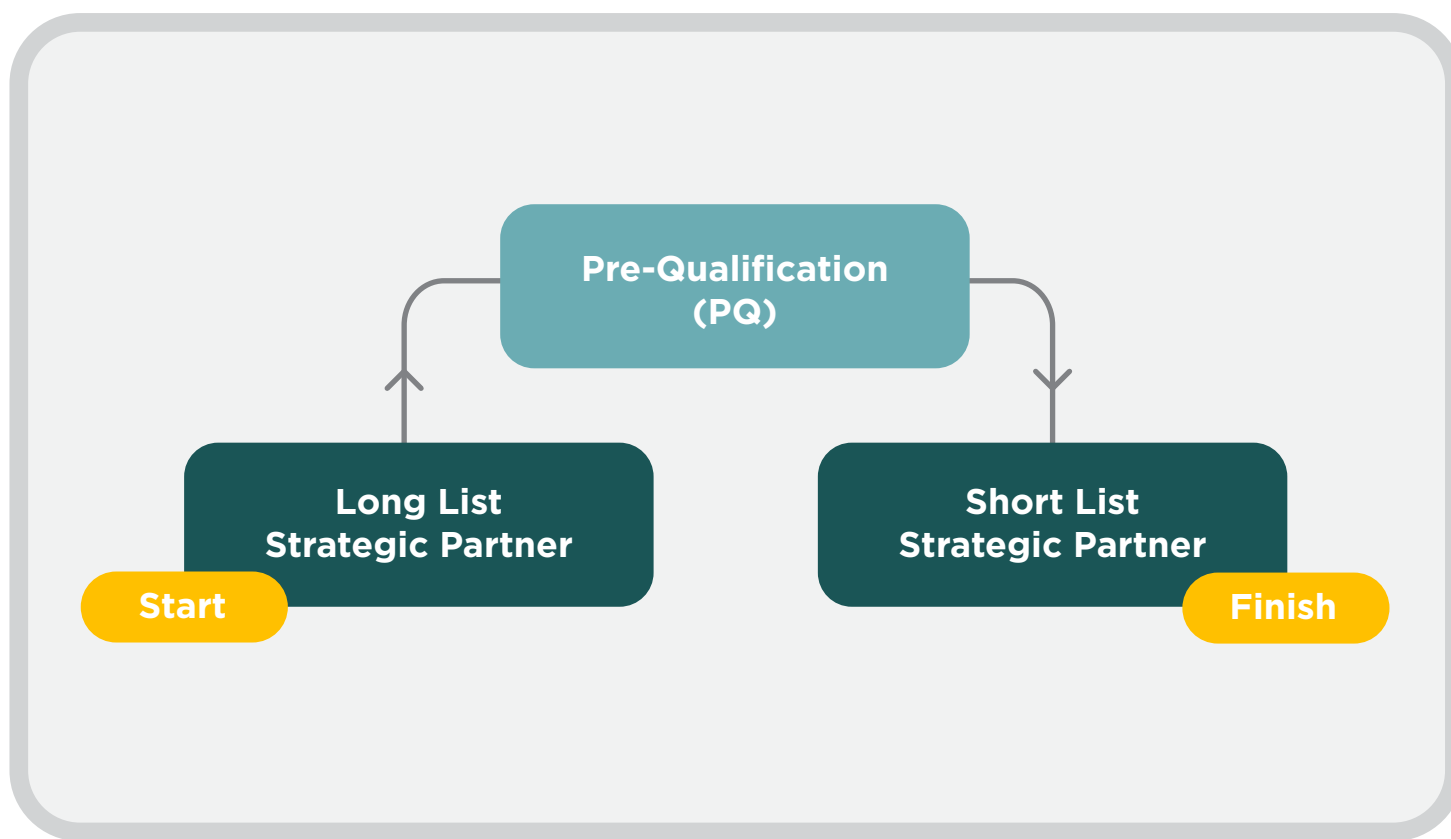
Sub-Process

- PLN's List of Selected Providers (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; and
- Companies that pass the EOI process will be 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 Short List.
- Only **invited companies** will be able to take part in this 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.



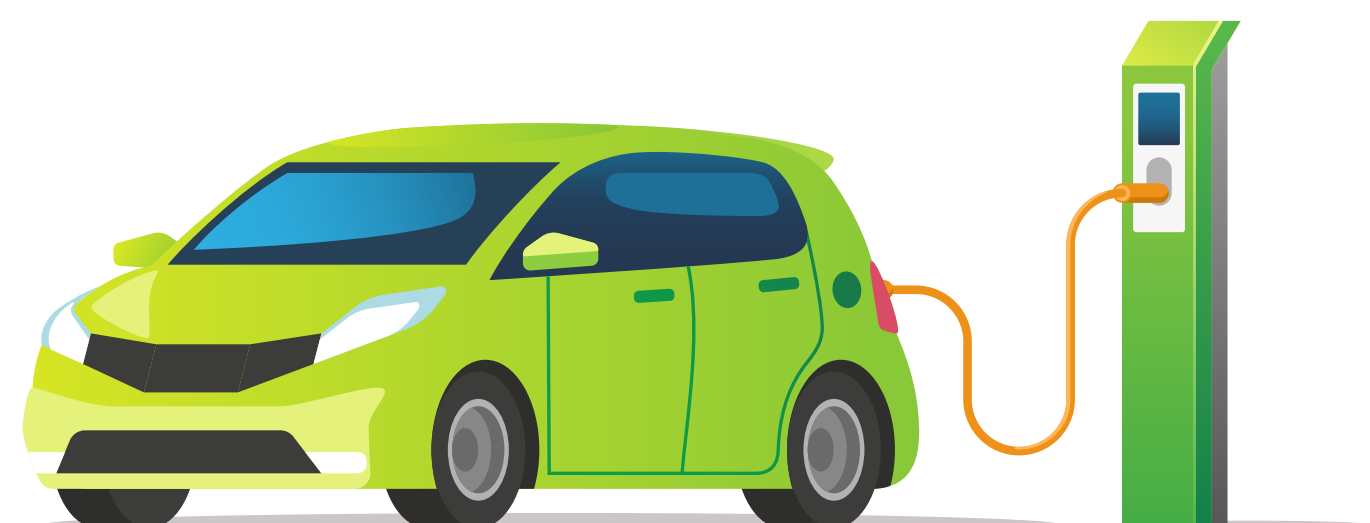
Summary of Criteria

General

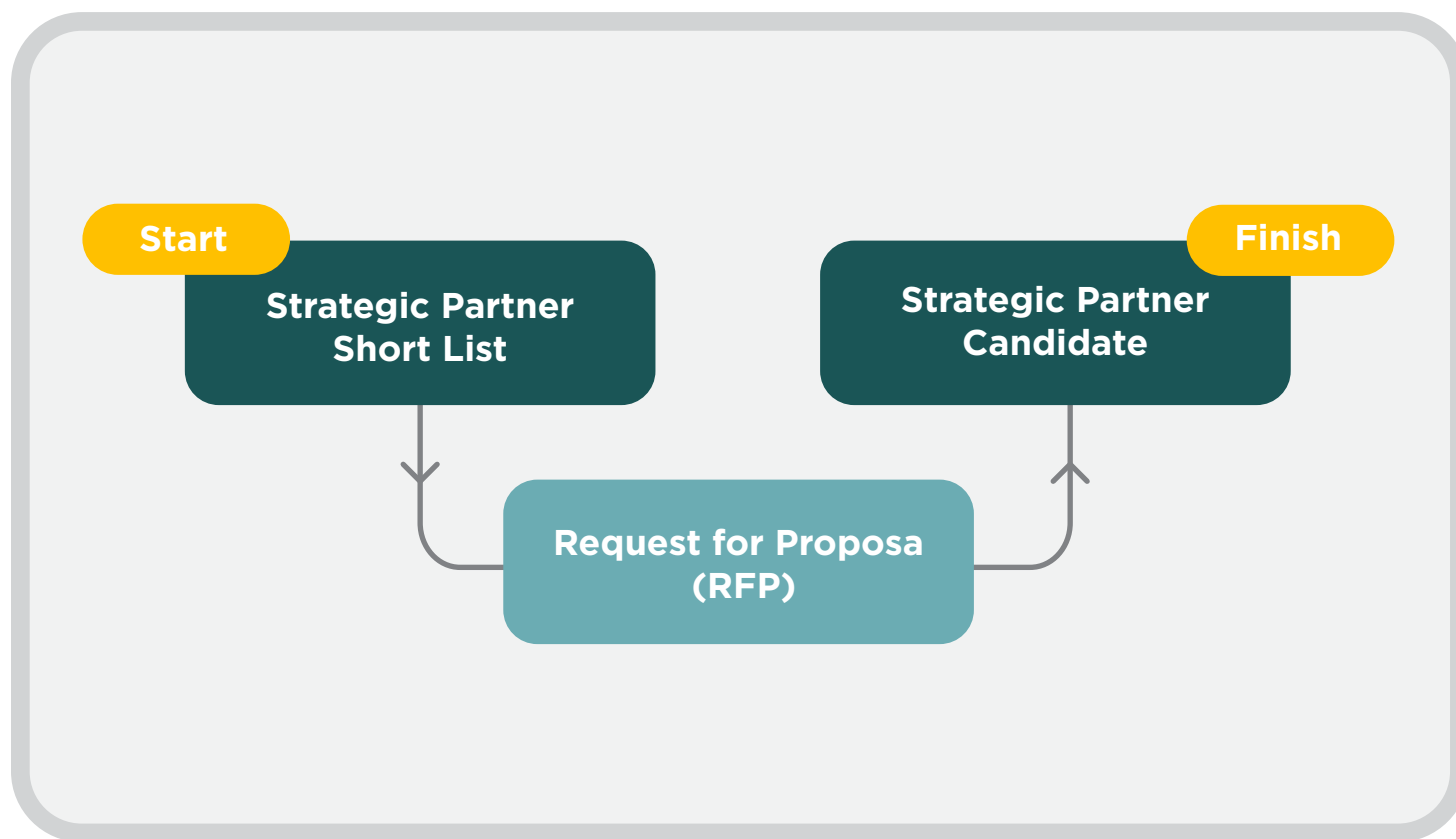
- Signed application letter;
- General information about the company;
- Copy of Audited Financial Statement for the last 3-4 years;
- Copy of Unaudited Financial Statement for the last year; and/or
- Other criteria are required according to the project requirements.

Spesifik

- 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 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 process.

Sub-Process

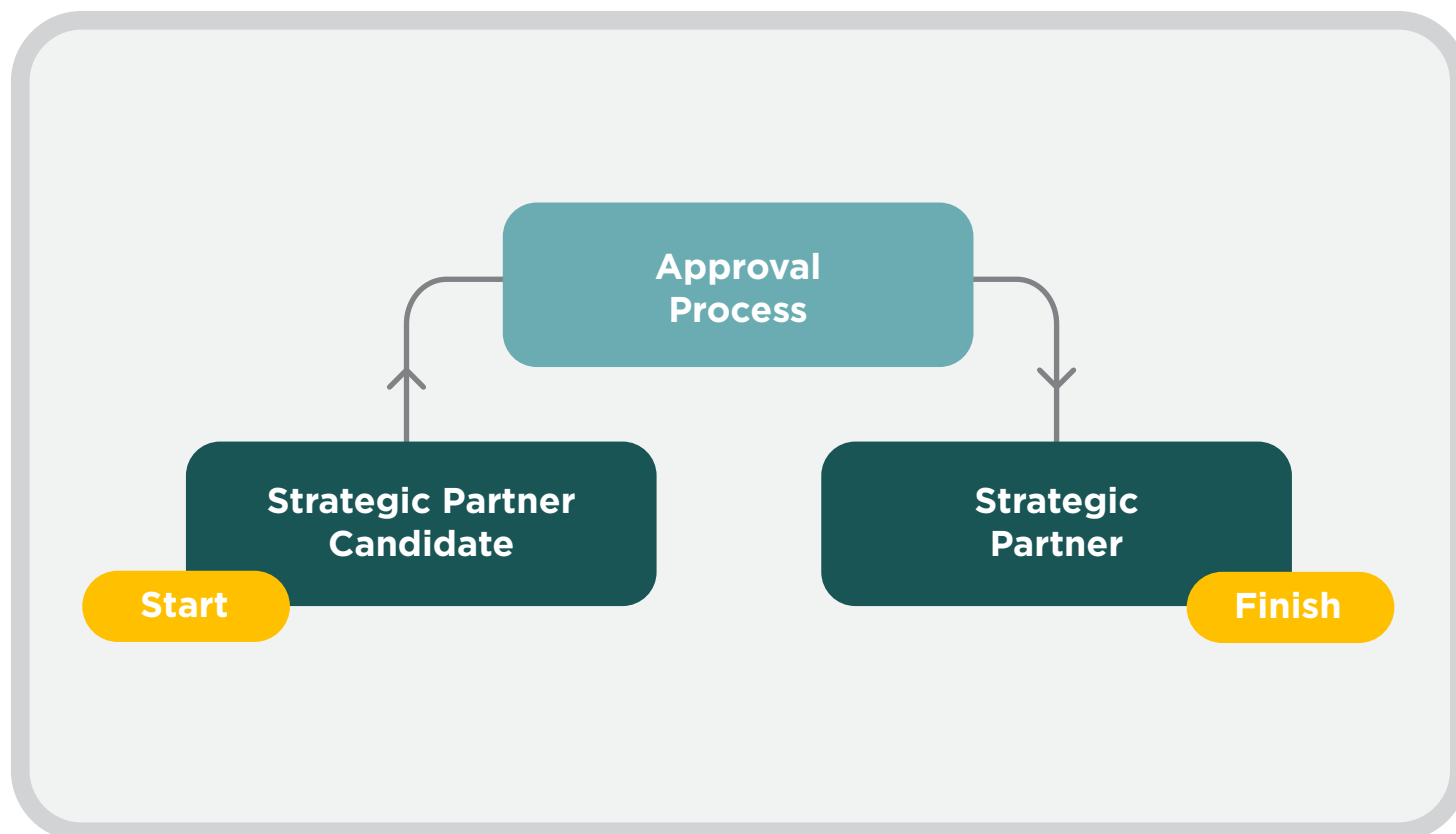
- ➔ RFP registration.
- ➔ RFP document distribution.
- ➔ Proposal Preparation (Aanwijzing, Clarification Question, Site Visit & Virtual Data Room)
- ➔ Proposal submission from the RFP Participant.
- ➔ Proposal evaluation and clarification (if any).
- ➔ Proposal negotiation process (if any).
- ➔ RFP result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



Summary of Criteria

➔ Administrative (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
➔ Technical (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
➔ Financial (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.
➔ EPC (if any) (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
➔ Tariff Proposal (Pass/Fail)	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 process between PLN NP's Strategic Partner Candidate and PLN NP's Strategic Partner for the Project.
- ➔ Only a company that pass the RFP process will be able to take part in this Approval Process.

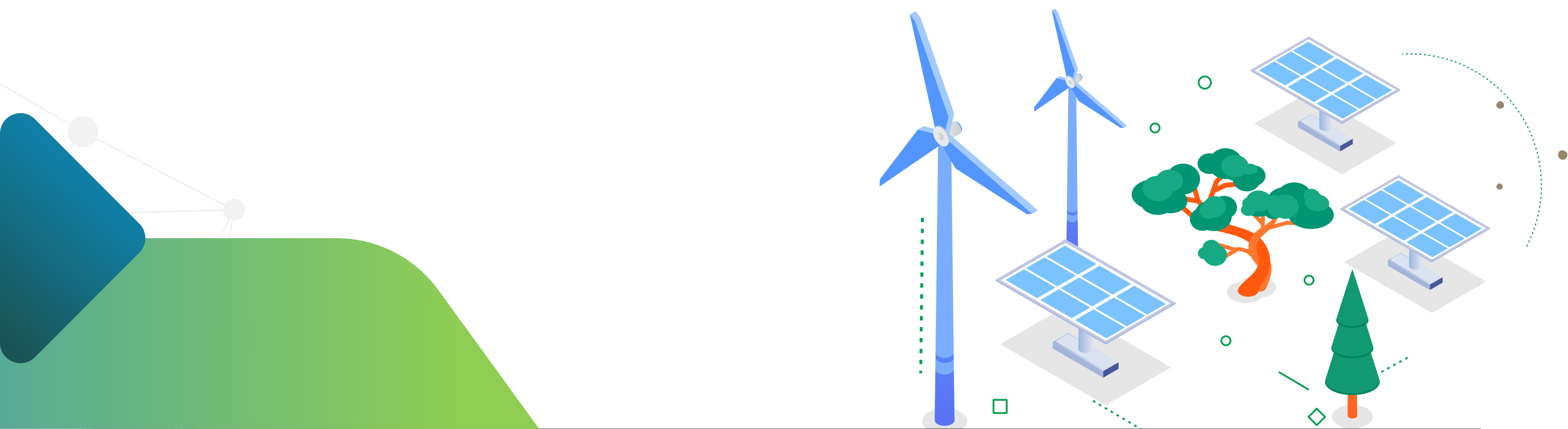
Sub-Process

- ➔ 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, start from the EOI, PQ, and RFP processes till become 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.





**Every Companies are responsible for every
information provided from the beginning
of the Eol registration to the end of
partnership process**



FAQ

→ What is the process of partnership for minority schemes?

Authority for projects with minority schemes 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 point 2 above.



