

## MINUTES OF MEETING

### REVIEW OF OUTCOME OF SSAGS CEIP VARIATION PROPOSALS (VP) NEGOTIATION

**Date:** 3<sup>RD</sup> February 2023

**Venue** Sapphire Hall – Eko Hotel Lagos

**Time:** 1800 Hrs

**Attendees:**

No	NUIMS
1	Tiamiyu Bashir
2	Nuruddeen Yusuf
3	Onyebuchi Ogbuikwe
4	Sebastian Eze
5	Olalekan Olaniyan
6	Abdullahi Umar
7	Priscilla Okwosha


No	SPDC
1	Ahmed Abubakar
2	Peter Oluwatumise
3	Pendo Lawani
4	Ali Kadafur
5	Chinasa Ajaeroh

1.0	<b>AGENDA</b>  1. Review of SSAGS CEIP VP and JV’s go-forward plan.																													
2.0	<b>DISCUSSIONS</b>																													
2.1	The meeting was aimed at reviewing the outcome of the weeklong negotiation between the JV and 5 nos. SSAGS CEIP contractors and jointly work out a go-forward plan post negotiation.  A summary of the negotiation outcome is presented in the table below:																													
	<table><tr><th>Contractor</th><th>CEIP Node</th><th>Contractor Final Offer</th><th>JV final Offer</th><th>Remarks</th></tr><tr><td>Pimo-Mafuta (NGN)</td><td>Ogbotobo</td><td>1,800,000,000:00</td><td>1,800,000,000:00</td><td>JV’s offer accepted by Contractor.</td></tr><tr><td>Income Electrix (NGN)</td><td>Benisede</td><td>1,950,000,000:00</td><td>1,800,000,000:00</td><td>Negotiation deadlocked with high probability of convergence.</td></tr><tr><td>Westfield (NGN)</td><td>Tunu</td><td>2,501,923,728.62</td><td>2,000,000,000:00</td><td>Deadlocked with probability of convergence.</td></tr><tr><td>Beam Energy (NGN)</td><td>Opukushi</td><td>Nil</td><td>Nil</td><td>Contractor notified the JV of its intention to revise its VP upward at the session.</td></tr></table>					Contractor	CEIP Node	Contractor Final Offer	JV final Offer	Remarks	Pimo-Mafuta (NGN)	Ogbotobo	1,800,000,000:00	1,800,000,000:00	JV’s offer accepted by Contractor.	Income Electrix (NGN)	Benisede	1,950,000,000:00	1,800,000,000:00	Negotiation deadlocked with high probability of convergence.	Westfield (NGN)	Tunu	2,501,923,728.62	2,000,000,000:00	Deadlocked with probability of convergence.	Beam Energy (NGN)	Opukushi	Nil	Nil	Contractor notified the JV of its intention to revise its VP upward at the session.
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	Schneider (USD)	Ogbotobo	80,000.00	59,170.67	Negotiation deadlocked with high probability of convergence
	<p>Key Points:</p> <ul style="list-style-type: none"> <li>Income Electrix and Schneider (Ogbotobo Node CEIP Electrical House vendor) gave very clear basis for their final figures which was logical and seemed credible.</li> <li>For Westfield, NUIMS advised that the JV should push for further discount through the operator to drive convergence with the JV.</li> <li>For Beam, NUIMS and SPDC expressed concerns that the Contractor requested to present its revised numbers which was not shared with SPDC before the meeting.</li> </ul>				
3.0	<p><b>CONCLUSIONS</b></p> <p>It was agreed as follows:</p> <ol style="list-style-type: none"> <li>SPDC should review its cost estimate in view of additional information provided by Income Electrix and Schneider to check if there is latitude to adjust the estimate and make another offer to both contractors.</li> <li>The JV to continue engagement with Westfield towards achieving convergence with the JV's mandate and make another offer based on the response from the Contractor.</li> <li>Once received, SPDC to share Beam's revised VP with NUIMS via e-mail.</li> <li>SPDC to conclude clarification with Mantrac and revert to NUIMS via e-mail.</li> <li>Virtual negotiation sessions to be held for Beam and Mantrac after NUIMS and SPDC have aligned on the negotiation strategy.</li> </ol>				

NUIMS Team Lead:

  
BASHIR TIAMIYU (Feb 10, 2023 21:36 GMT+1)

Tiamiyu Bashir

Date: 10/02/2023

SPDC Team Lead:

Lawani,  
Pendo  
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Pendo Lawani

Date: 10/02/2023

**Note: All Resolutions and Contents agreed are subject to NUIMS Management approval.**