

Minutes of Pre-Bid Meeting

Tender Ref. RFP/2024/52418

Transition to End Coal (TRANSEND): Financial Advisory Services

Date : 19 June 2024
Time : 13.00 - 14.00 AM (GMT+7)
Location : Online via Google Meet

UNOPS Representative: 1. Maria Fritzie Reyes, Regional Programme Coordinator
2. Linda Thanesakul, Programme Officer
3. Nadiyah, Procurement Specialist

Bidders Representative: 1. Bidder 1 9. Bidder 9
2. Bidder 2 10. Bidder 10
3. Bidder 3 11. Bidder 11
4. Bidder 4 12. Bidder 12
5. Bidder 5 13. Bidder 13
6. Bidder 6 14. Bidder 14
7. Bidder 7
8. Bidder 8

Pre-Bid Minutes:

1. Opening Remarks

- Nadiyah started the pre-bid meeting by welcoming all participants.
- Fritzie delivered the opening remarks.

2. Presentation (please find the slide deck attached)

- Fritzie presented the project background and requirements.
- Nadiyah explained the bidding process, evaluation criteria, tender key dates, and common bidding issues

3. Q&A Session

During the meeting, several questions were raised and UNOPS provided clarifications as follows:

No.	Question	Answer
1	Referring to the Terms of Reference, for Deliverable 5, it includes 30 man-days to be provided on months 13-18. Our question is, should it be included in the financial proposal?	Yes, the cost for the 30 days personnel allocation should be included in the financial proposal

2	How many plants is UNOPS looking at for this tender?	Since this is still a pilot, we are looking at 1 plant
3	Can UNOPS share the information whether this plant is publicly-owned or privately owned?	It is a privately owned plant
4	Can we check the refinancing of the powerplant, if you are looking at the debt only or the debt and equity side for the refinancing of the powerplant?	That will be part of the discussion with the CFPP owner and will be part of the services provided by the team.
5	Scope 3 on financial modelling, there is a mention of conducting Due Diligence, what kind of Due Diligence is expected?	High-level approach to vet potential refinancing parties to verify reputation, confirm capability, and ensure alignment of goals. Potential investors should understand that the early retirement of the coal asset is a feature of the refinancing transaction.
8	To what extent have discussions been made around the use of consensus funds?	There has been no discussion on concessional funds or concessional loans yet.
9	Can you provide the color on the decision making process? Is the plant owner on board with this?	The asset owner is committed to do this. We also got the confirmation that the shareholders are on-board with this. Other details might be difficult to be shared at the current stage and may only be available later once the consultant is selected.
10	Deliverable 5 on the additional advisory services . We see that this is requested post-close, but in our opinion, more effort would be required under deliverable three. Is it possible for us to utilize the 30 days post-close to complete Deliverable 3?	<p>We intentionally put the 30 days additional advisory support in Deliverable 5 post-close, since we need the consultant to be available to provide additional support to the asset owner if needed. We cannot move this to complete the Deliverable 3.</p> <p>In addition, UNOPS does not prescribe how many days should be allocated for Deliverable 3, and therefore bidders are free to suggest the number of days they think would be required to complete the assignment successfully.</p>

4. Others

- UNOPS informed the offerors that joining this pre-bid meeting is not mandatory. Hence, the bidders that could not join the pre-bid meeting can still submit a proposal for this tender.
- If there is any discrepancy between the information presented verbally at the meeting and this meeting minutes, please refer to the minutes.
- Additional information on the coal plant:

Location	Visayas, Philippines
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Capacity	<150MW
Unit/s	1
Technology	Circulating Fluidized Bed Combustion

5. Closing Remarks

Fritzie closed the pre-bid meeting and thanked the bidder's representative for attending the meeting.