



**IPP PROCUREMENT
PT PLN (PERSERO) HEAD OFFICE**



MARKET SOUNDING IPP PROCUREMENT IN 2016

08 DECEMBER 2015

1 To inform PLN's IPP Projects for 2016;

2 To inform opportunities in IPP Development in Indonesia;

3 To promote IPP investors in preparing any requirements for IPP project development ;

2015

IPP PROCUREMENT 2016

Carry-over from 2014

IPP Procurement in 2015

PPA/LOI 2015			Carry Over 2015			New Procurement 2016						
No	Project	Cap. [MW]	No	Project	Cap. [MW]	No	Project	Cap. [MW]				
Real	1	Malea	1x90	1	PLTG/U Senipah	35	15	PLTG/MG TB. Karimun	1x40	1	PLTG Sumbagut 1	250
	2	Kendari 3	2x50	2	PLTA Batang Toru	510	16	PLTG/MG Natuna-2	1x25	2	PLTG Sumbagut 3	250
	3	Jeneponto-2 (Exp. Janeponto)	2x125	3	PLTU Sumbagsel-1 MT	2x150	17	PLTMG Tanjung Pinang 2	1x30	3	PLTG Sumbagut 4	250
	4	Samas	1x50	4	PLTU Kaltim-4 (Exp-2 Embalut)	2x100	18	PLTMG Dabo Singkep – 1	1x16	4	PLTU Riau MT	2x300
	5	Hasang	40	5	PLTU Jawa-4 (Exp. Tj Jati B)	2x1000	19	PLTMG Bengkalis	1x18	5	PLTU Jambi MT	2x300
	6	Cirebon Eksp	1x1000	6	PLTU Kalbar-1	2x100	20	PLTMG Selat Panjang -1	1x15	6	PLTU Sumbagselteng MT	2x300
Target	7	Sidrap	70	7	PLTA Meurebo	1x56	21	PLTMG Tanjung batu	1x15	7	PLTU Sumsel-6	2x300
	8	Jawa 8/Ekspansi Cilacap	1x1000	8	PLTA Merangin	1x350	22	PLTG/MG Belitung	1x30	8	PLTMG Tembilahan	30
	9	PLTU Bengkulu	2x100	9	PLTA Karangates & Kesamben	1x137	23	PLTG Riau	250	9	PLTGU Dumai	250
	10	PLTU Sumsel-1 MT	2x300	10	PLTU Sumsel 9A	1x600	24	PLTGU/MGU Peaker Jawa-Bali 3	1x500	10	PLTG Peaker Jawa Bali 4	450
	11	PLTU Sulbagut-1	2x50	11	PLTU Sumsel 9B	1x600	25	PLTG/MG Pontianak Peaker	1x100	11	PLTU Jawa 10	1x660
	12	PLTG Bangka Peaker	100	12	PLTU Sumsel 10	1x600	26	PLTG/MG Jambi Peaker	1x100	12	PLTGU Jawa 3	800
	13	PLTU Jawa-7	2x1000	13	PLTU Meulaboh 3&4	2x200	27	PLTA Poso 1	1x120	13	PLTU Kaltim-3a	1x200
	14	PLTU Jawa-5	2x1000	14	PLTGU Jawa-1	2x800	28	PLTU Sulut-3	2x50	14	PLTU Kaltim-3b	1x200
Total		7.600	Total		8.947	Total		5.940	Total		5.940	

Proc. Started in 2014: 1.530 MW

Proc. Started in 2015: 15.017 MW

Proc. Started in 2016: 5.940 MW

Total Capacity: 22.487 MW

NEW IPP PROJECT IN 2016 *)**SUMATERA**

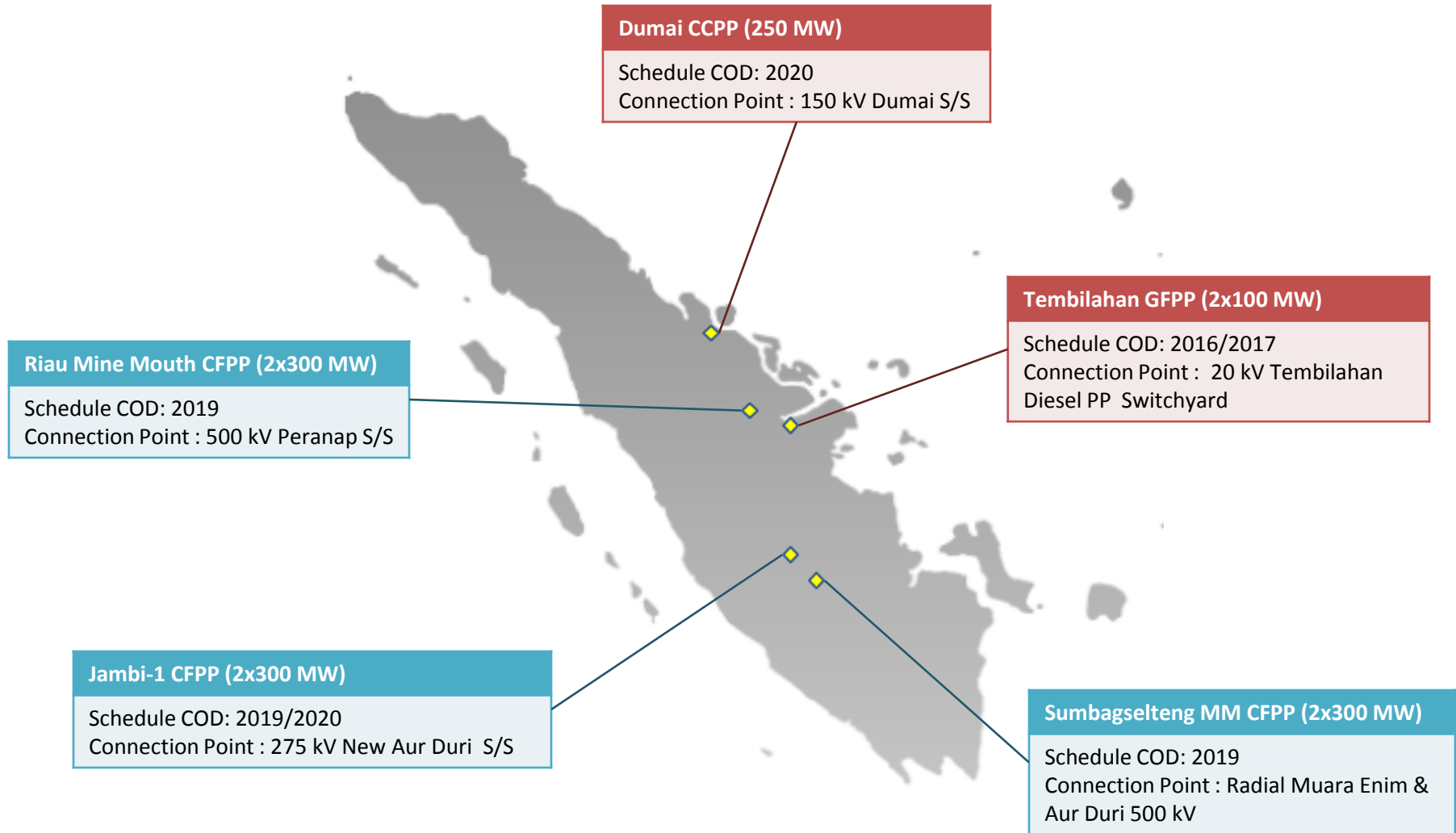
No	Project Name	Type	Connection Point	Capacity (MW)	Tentative Pre Qualification	Scheduled COD
1	Riau 1 Mine Mouth	Coal-Fired	500 kV Peranap S/S	2x300	Mid Jan 2016	2019
2	Jambi 1 Mine Mouth	Coal-Fired	275 kV New Aur Duri S/S	2x300	Mid Jan 2016	2019
3	Sumbagselteng Mine Mouth	Coal-Fired	Radial Muara Enim & Aurduri 500 kV	2x300	Mid Jan 2016	2019
4	Tembilahan	Gas fired (Machine Gas)	20 kV Tembilahan Diesel PP Switchyard	30	Mid Feb 2016	2016/2017
5	Dumai	Gas Fired (Combined Cycle)	150 kV Dumai S/S	250	Mid Feb 2016	2020

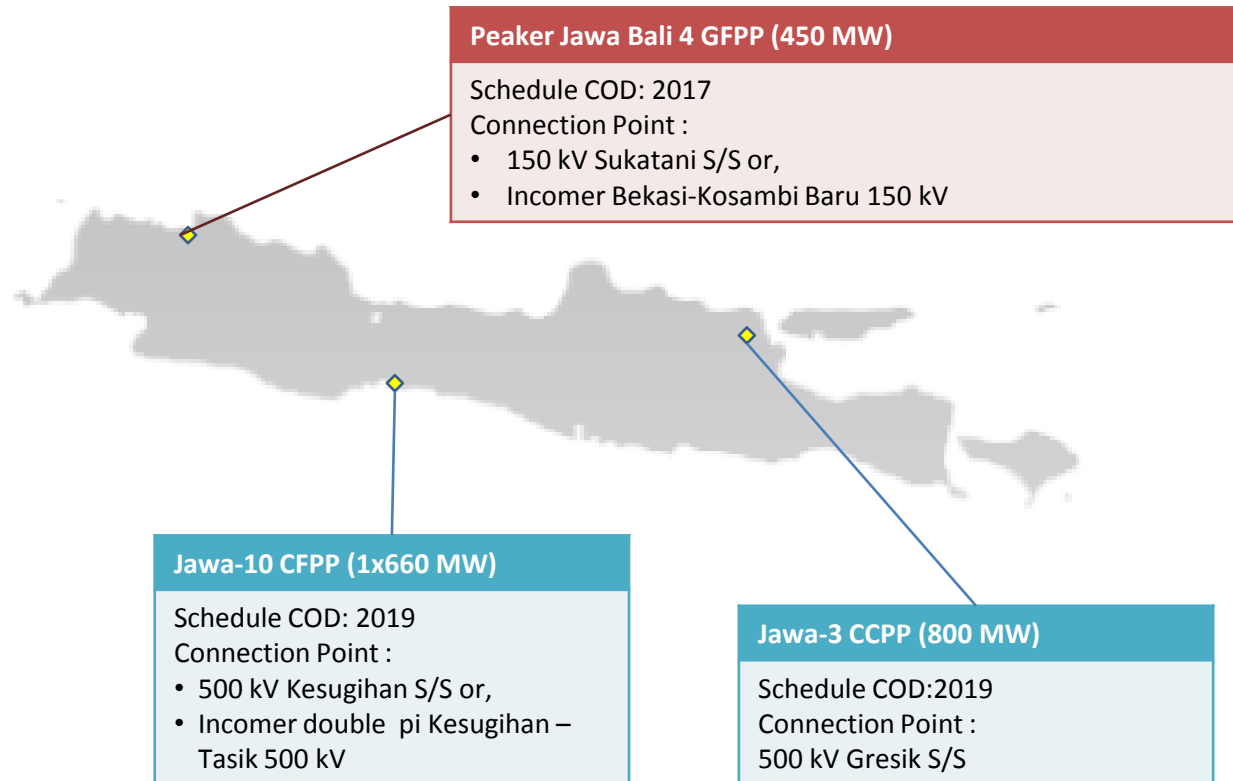
*) All the project will be conducted through competitive bidding process and without Government Guarantee

NEW IPP PROJECT IN 2016 *)**JAWA BALI – KALIMANTAN**

No	Project	Type	Connection Point	Capacity (MW)	Tentative Pre Qualification	Scheduled COD
6	Peaker Jawa Bali 4	Gas-Fired	<ul style="list-style-type: none">• 150 kV Sukatani S/S or,• Incomer Bekasi-Kosambi Baru 150 kV	450	Mid Feb 2016	2019
7	Jawa-10	Coal-Fired	<ul style="list-style-type: none">• 500 kV Kesugihan S/S or,• Incomer double pi Kesugihan – Tasik 500 kV	1x660	Mid Jan 2016	2019
8	Jawa-3	Gas-Fired	500 kV Gresik S/S	800	Mid Feb 2016	2019
9	Kaltim-3 a	Coal-Fired	<ul style="list-style-type: none">• Incomer double pi or,• Radial to any 150 kV S/S between 150 kV Bukuan S/S to 150 kV Sangata S/S	1x200	Mid Jan 2016	2022/2023
10	Kaltim-3 b	Coal-Fired	<ul style="list-style-type: none">• Incomer double pi or,• Radial to any 150 kV S/S between 150 kV Kariangau S/S to 150 kV Kuaro S/S	1x200	Mid Jan 2016	2022/2023
11	Kalselteng-3	Coal-Fired	<ul style="list-style-type: none">• 150 kV Pangkalan Bun S/S or,• Incomer double pi Sampit-Pangkalan Bun 150 kV	2x100	Mid Jan 2016	2020/2021

*) All the project will be conducted through competitive bidding process and without Government Guarantee







Kaltim-3a CFPP (1x200 MW)

Schedule COD: 2022/2023

Connection Point :

- Incomer double pi or,
- Radial to any 150 kV S/S between 150 kV Bukuan S/S to 150 kV Sangata S/S

Kaltim-3b CFPP (1x200 MW)

Schedule COD: 2022/2023

Connection Point :

- Incomer double pi or,
- Radial to any 150 kV S/S between 150 kV Kariangau S/S to 150 kV Kuaro S/S

Kalselteng-3 CFPP (2x100 MW)

Schedule COD: 2020/2021

Connection Point :

- 150 kV Pangkalan Bun S/S or,
- Incomer double pi Sampit-Pangkalan Bun 150 kV

- Investor
 1. IPP Project is a long term commitment, with complex financial arrangement that requires high determination from the developer.
 2. Good financial credibility is highly required.
 3. Experience as an investor in successful IPP Project would be required (in some cases experience of parent company would be recognizable).
 4. IPP developer need to be agile to the dynamic in the field.
 5. Successful IPP project need support from regional government and related stake holder.

- EPC or O&M Contractors
 1. In the procurement process, EPC and/or O&M Contractor is allowed to be member of a consortium.
 2. Proven and Tracked experience as an EPC and/or O&M Contractor would be useful for the Technical Criteria.
(e.g. : Minimum COD achieved within the last 10 years)

GENERAL PRE-QUALIFICATION CRITERIA

BUSINESS, FINANCIAL & TECHNICAL

Criteria	Requirement
Applicant	Shall be in the form of a consortium consisting of maximum 4 (four) members , including at least 1 (one) Domestic Companies with a share portion of at least 5 (five) per cent .
Consortium Leader	<ul style="list-style-type: none">• Shall have an intended equity interest in the Project Company being not less than the other member(s);• Shall have (i) a current investment grade credit rating by S&P or Moody's or Fitch or (ii) a rating by Dun & Bradstreet (e.g. 5A2 for < 600 MW or 5A1 for \geq 600 MW), in its most recent Audited Financial Statement ;
Consortium Members	<ul style="list-style-type: none">• Shall have (i) a current investment grade credit rating by S&P or Moody's or Fitch or (ii) a rating by Dun & Bradstreet (e.g. 5A3 for < 600 MW or 5A2 for \geq 600 MW), in its most recent Audited Financial Statement ;
Average EBITDA (in aggregate)	Shall have average EBITDA at least 20% of the estimated Total Project Cost based on the last 3 (three) years Audited Financial Statements;
Experience	<ul style="list-style-type: none">• At least 1 (one) member shall have experience in successfully developing at least 1 (one) IPP Project up to COD;• At least 1 (one) member shall have experience in successfully (directly or through an EPC Contractor) managed and executed EPC works in the last 10 (ten) years up to COD of at least 1 (one) power plant; or At least 1 (one) member shall have experience in successfully (directly or through an O&M Contractor) managed and executed O&M works in the last 10 (ten) years up to COD of at least 1 (one) power plant;

GENERAL PRE-QUALIFICATION CRITERIA

Additional criteria for Mine Mouth Project

Criteria	Requirement
Applicant	<ul style="list-style-type: none">• Minimum one of the Consortium members shall have the IUP Operation & Production/ CCoW/ Majority Shareholders of IUP Operation & Production/ CCoW which the minimum valid IUP/ CCoW.
Mine-mouth	<p>Submit legalized copy of documents as follows:</p> <ul style="list-style-type: none">• IUP Operation & Production/ PKP2B or Company Act that states the company as the Majority shareholder holder of IUP/ PKP2B holder's company• Exploration License;• the EIA• the Final Report of Exploration• The Feasibility Study• JORC report stating that the mine has sufficient coal reserve to supply power plant for the term of PPA. Each Applicant processing the JORC report should provide a plan for to meet the requirements including plans, timeline and whether technical experts have been engaged (internal or external) to undertake and complete a Resources Study and Reserves Study at an international standard, but the bid submission date set out in the RFP;

REQUIREMENTS FOR PPA SIGNING

CRITERIA

Project Company	Shall be established
Bid Security (upon Bid Submission Date)	Minimum 1 (one) % of total transaction for the 1 st year based on Owner Estimate Price
Project Account	Minimum 10 (ten) % of the estimated Total Project Cost.
Performance Security	Minimum 10 (ten) % of the estimated Total Project Cost, to guarantee Project Company's performance from PPA Signing until COD, in the form of a Bank Guarantee.

Question & Feedback

Email to: jefri.rosiadi@pln.co.id

Please mention Project's Name as subject of the email

Disclaimer

The above mentioned information are subject to change.
Final requirements will be determined in the PQ and RFP
Documents.



Thank You