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CO-FINANCED UNSOLICITED BID OF THE SANITATION SECTOR 2021

Supreme Decree N° 007-2021-VIVIENDA



PERÚ

Ministerio
de Economía y Finanzas



ProInversión

Agencia de Promoción de la Inversión Privada - Perú



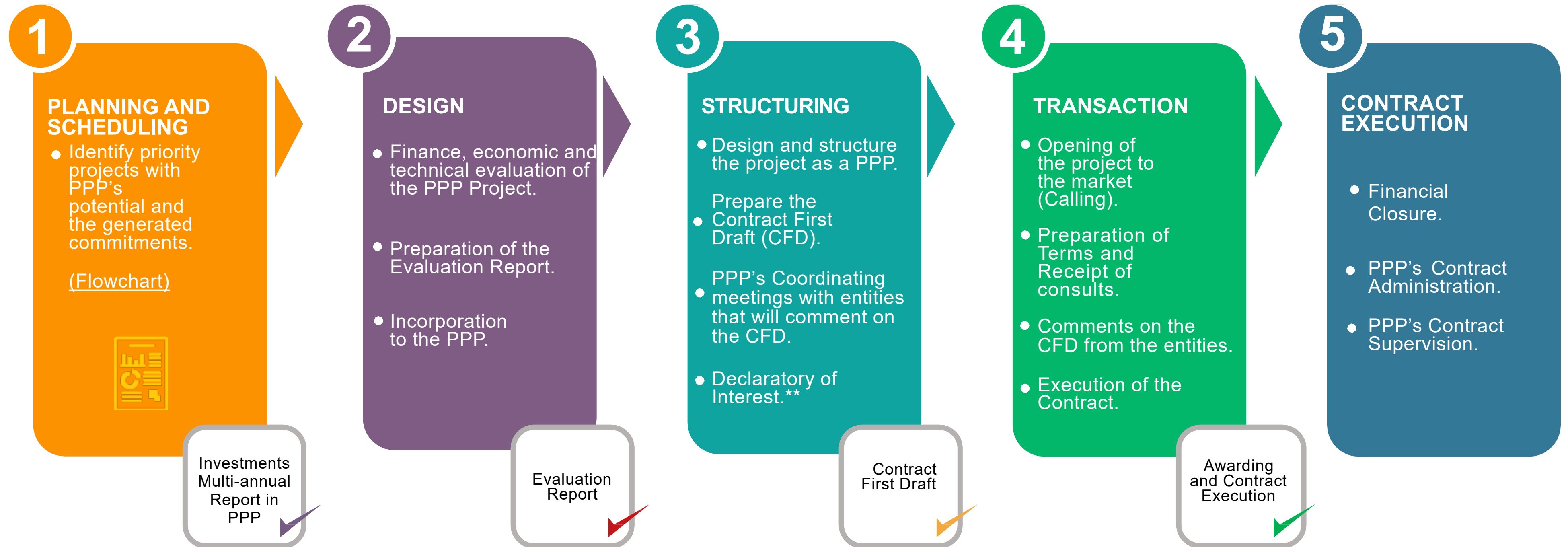
PERÚ

Ministerio
de Vivienda, Construcción
y Saneamiento



**BICENTENARIO
PERÚ 2021**

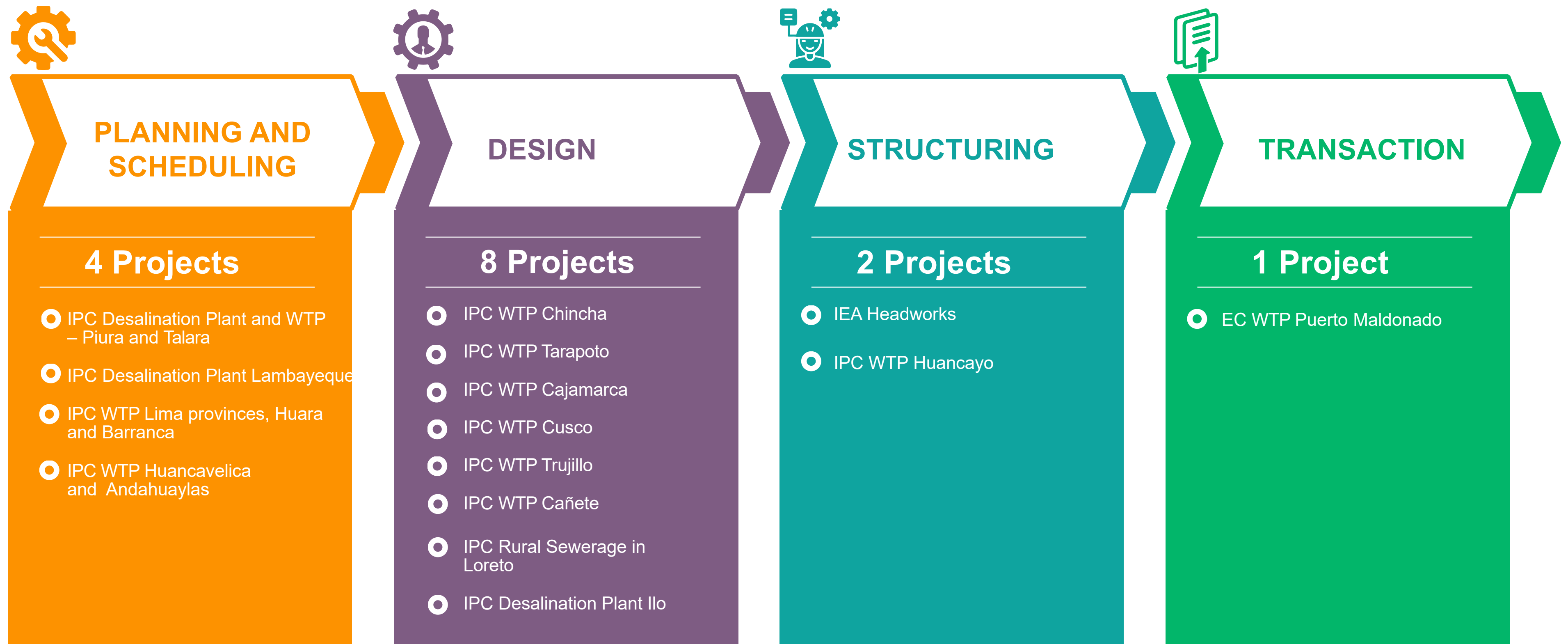
PHASES OF A PPP PROJECTS CO-FINANCED UNSOLICITED BID (IPC*)



*By its acronym in Spanish

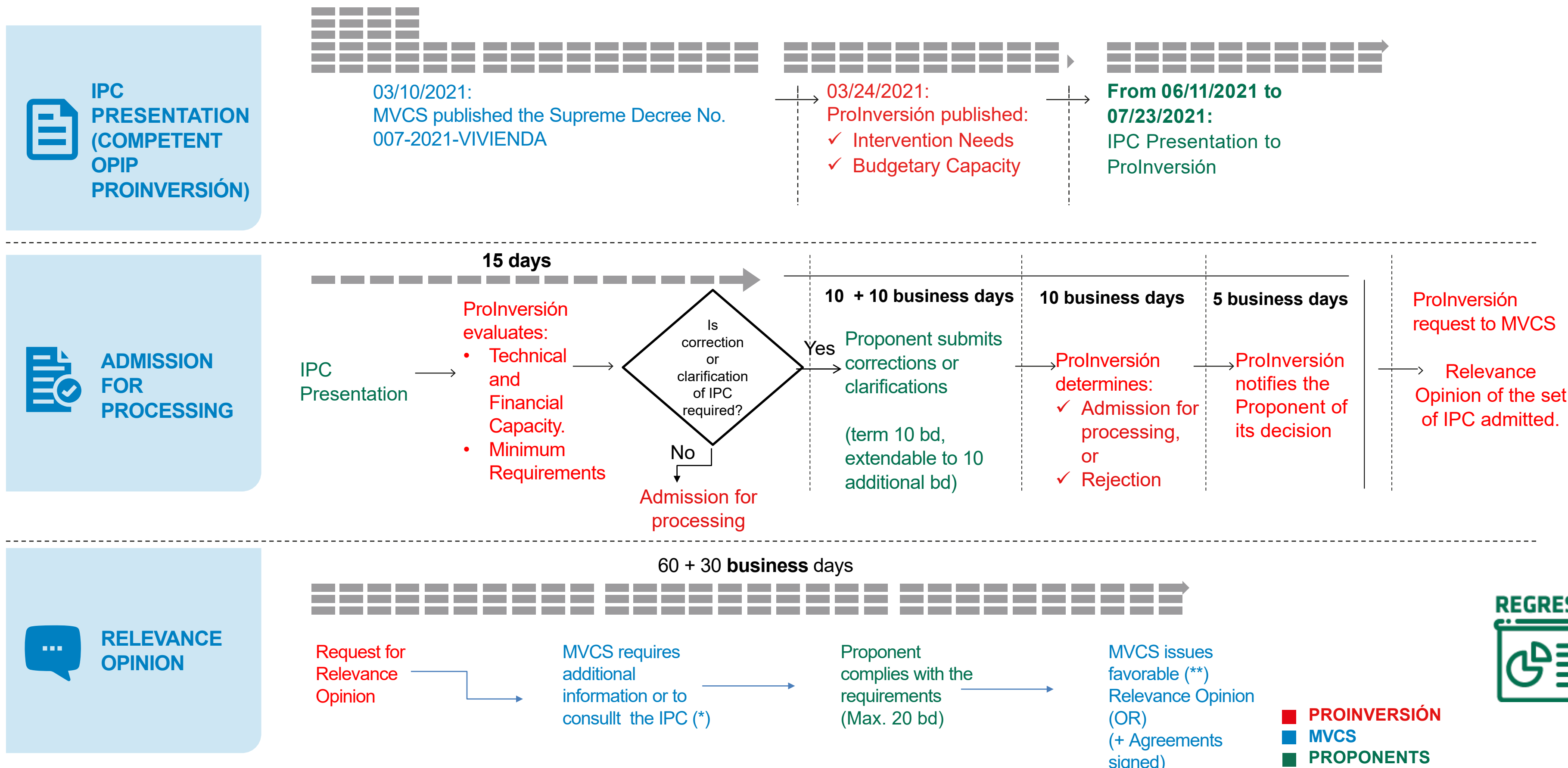
**Includes the contract project and the integrated evaluation report.

PROJECTS' PORTFOLIO OF THE SANITATION SECTOR



PROCESS FLOWCHART – PHASE OF PLANNING AND SCHEDULING

PLANNING AND SCHEDULING



(*) The computation of the term for the issuance of the OR resumes when the Proponents comply with the requirements.

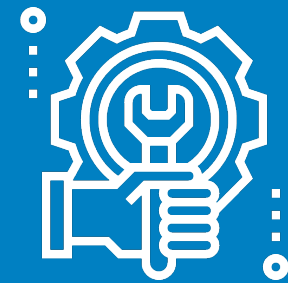
(**) In case more than one (1) IPC is submitted for the same locality, the sector will define the proposal that will have its favorable OR.



Legal Aspects

- **Contract term** = or > 10 years
- **Name or corporate name** of the applicant of the CPI, with indication of its general legal requirements, accompanied by the corresponding powers of attorney of the legal representative.
- **Affidavit of the expenses** actually incurred in the preparation of the CPI submitted.
- Proposed **main clauses of the agreement**.

¹ Paragraphs 77.1 and 77.3 of Article 77, and paragraph 102.3 of Article 102 of the Regulations of Legislative Decree No. 1362.



Technical Aspects

- **Certificates issued** by third parties, supporting the technical capacity and experience of the bidder for the development of projects of similar relevance.
- **Project description** (Project name, relevant entity, background, area of influence, project objectives and project classification).
- **Significance and consistency of the project** with national, regional or local priorities, as applicable, as defined in national, sectoral, regional and local development plans.
- **Diagnosis of the current provision of infrastructure or public service** (existing demand and supply in terms of coverage and quality).
- **Technical evaluation of the project** (evaluation of alternatives and preliminary analysis for the definition of the expected Service Levels).
- **Project implementation plan** (identification of possible problems that may delay the project).
- **Social benefits of the project.**

¹ Paragraphs 77.1 and 77.3 of Article 77, and paragraph 102.3 of Article 102 of the Regulations of Legislative Decree No. 1362.



Financial Aspects

- **Total investment cost** of more than 15,000 Tax Units (UIT, by its acronym in Spanish).
- **Audited financial statements** for the last 2 years.
- The **economic and financial model** of the proposed project.
- **Resource gap analysis supporting the project classification** (annual projection of revenues, investments and O&M costs during the project life cycle, proposed investment recovery mechanism, annual co-financing projection).
- **Preliminary risk analysis of the project** (identification, assignation, mitigation mechanisms).

¹ Paragraphs 77.1 and 77.3 of Article 77, and paragraph 102.3 of Article 102 of the Regulations of Legislative Decree No. 1362.

ACCREDITATION OF THE BIDDER



PROINVERSIÓN evaluates and approves the technical and financial capacity of the Bidder, applying **Directive No. 004-2019-PROINVERSIÓN “Management of Unsolicited Bid,”** approved by CD PROINVERSIÓN Agreement No. 93-1-2019-CD.



The evaluation of the technical and financial capacity of the bidder shall be reviewed in the event that the bidder decides to modify the composition of its consortium after the IPC has been accepted for processing.



TECHNICAL CAPACITY

General conditions of accreditation

- a) Simple copy of the certificates issued by third parties other than the legal entity accrediting them (**Annex 16 Directive**).
- b) Accreditation through own experience or related companies (either parent or subsidiary).
- c) In case of accreditation with a related company, a letter of commitment of means from the related company must be attached (**Annex 6 Directive**).
- d) The participation of the Bidder (or its related party) in the constructor or operator that accredits the experience must be equal or greater than 25%.
- e) In the case of a Bidding consortium, the participation of the member accrediting the experience (directly or through its related party) must be equal to or greater than 25%.



FINANCIAL CAPACITY

The accreditation is done through:

- a) Presentation of audited financial statements for the last 2 fiscal years available.
- b) From one or more of the members, in the case of a consortium, or through the Financial Statements of any of its related companies.

Highlights:

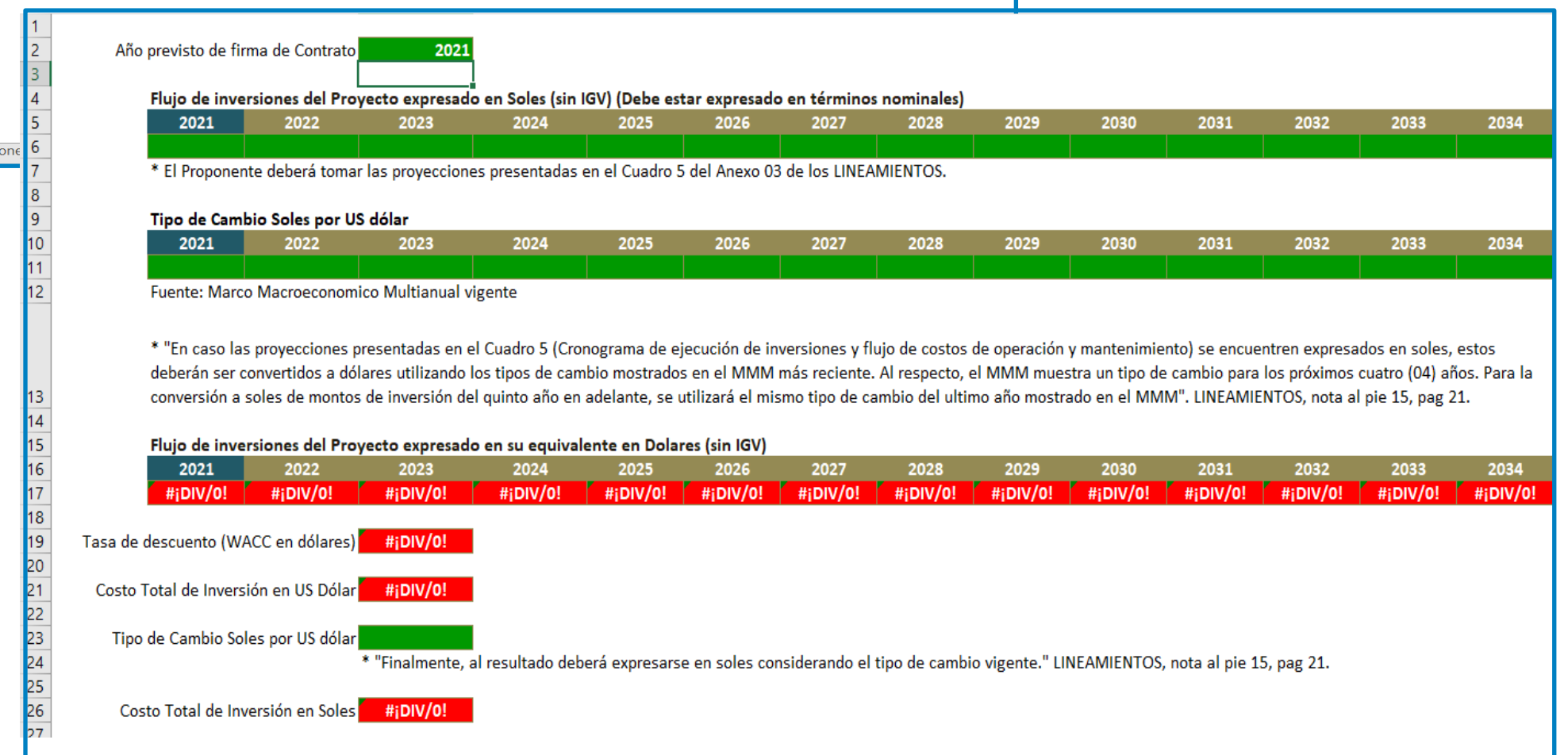
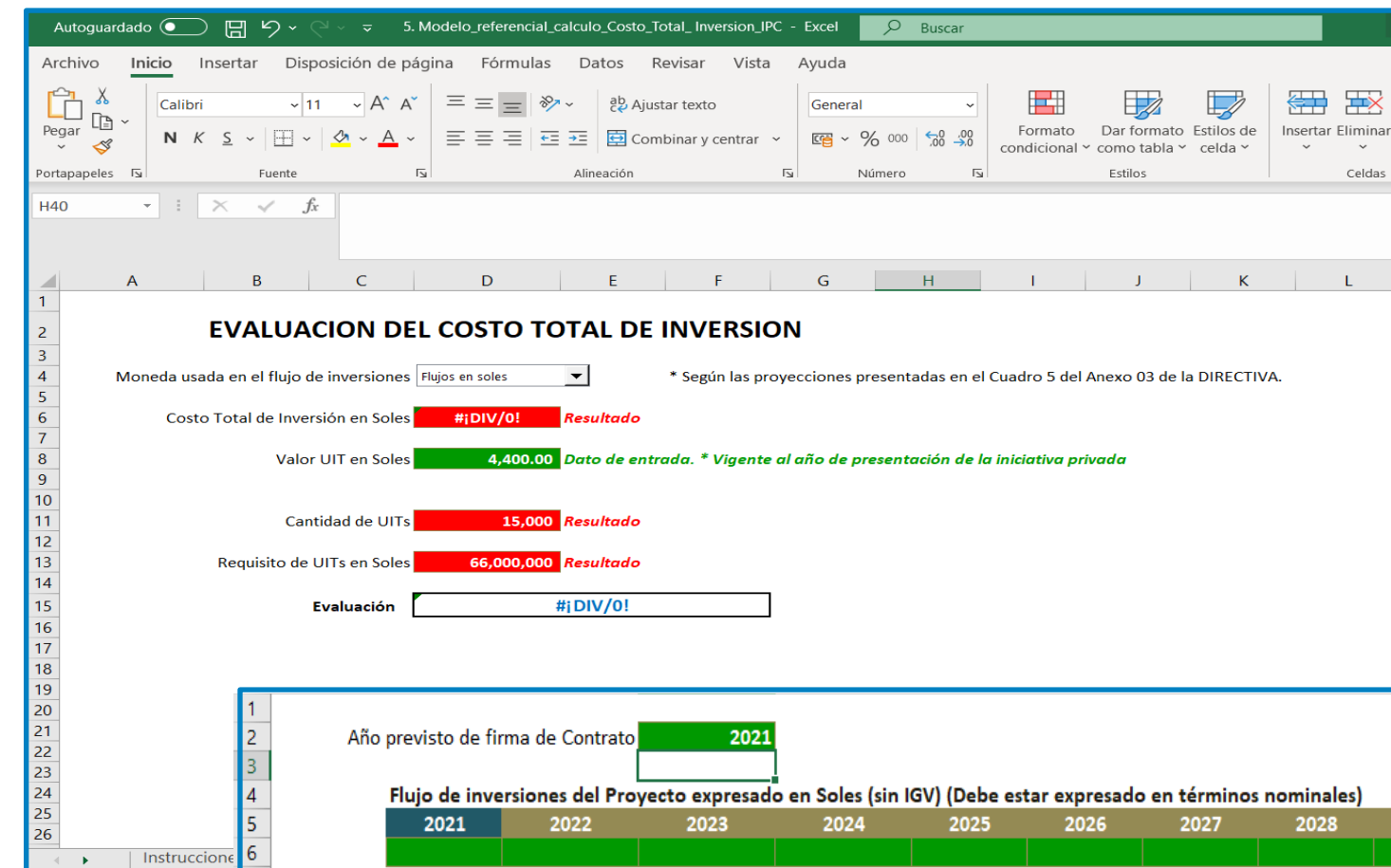
- The same company may not be considered as a related company of two or more members of the consortium.
- For the evaluation of financial capacity, the order in which the IPC is received at PROINVERSIÓN's filing desk shall be taken into account.

REFERENCE MODEL FOR ESTIMATING TOTAL INVESTMENT COST-TIC

For estimating the TIC, see the **Reference Model** in Excel format, published on the website, which includes the new definition of the Regulations of LD 1362.

The Model shall allow estimating:



- The Beta coefficient.
- The Ke and Kd parameters.
- The WACC.
- The TIC estimate and its evaluation in order to verify that it exceeds 15,000 UIT.



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FOR FURTHER INFORMATION PLEASE FOLLOW THE LINK:

<https://info.proinversion.gob.pe/ipcsaneamiento/>



**NUEVAS OPORTUNIDADES DE
PRESENTACIÓN DE INICIATIVAS
PRIVADAS COFINANCIADAS
SOBRE PROYECTOS DE INVERSIÓN
EN SANEAMIENTO**

en el área urbana de las provincias de Paita, Talara,
Lambayeque, Huaura, Barranca, Huancavelica y
Andahuaylas

