

The New Power Policy of Haiti

From public monopoly to private sector participation: What do Investors Need to Know

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Investment Opportunities in Haiti

1. Off Grid Solutions

- ❑ Ongoing mini-grid RFPs
- ❑ Solar Home Systems (pilot stage)

2. Regional Grid Concessions

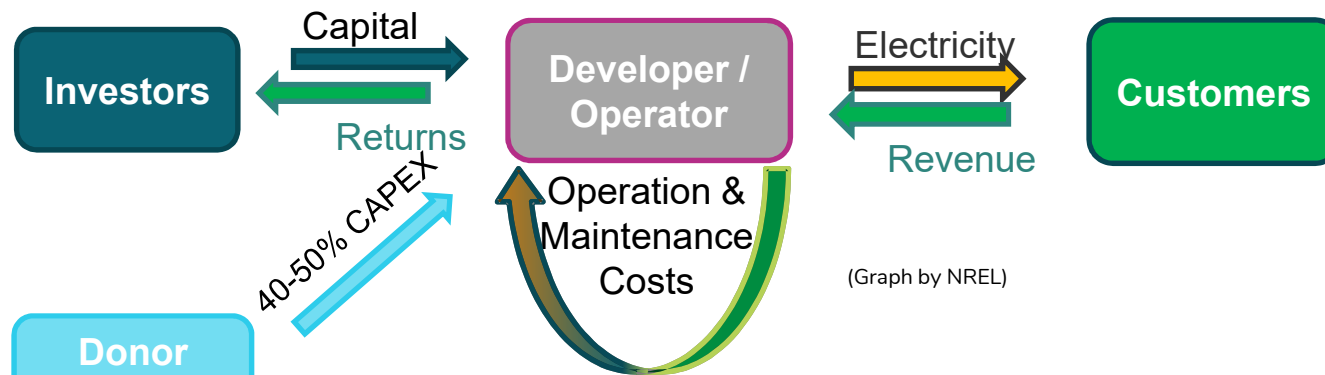
3. Natural Gas-Fired Plant (300 MW) for Port-au-Prince



1.1. Mini-grids: Development

Overall market of 6 millions people or 1.2 million connections
(Navigant - IDB, Minigrid Investment Business Case, Aug 2017)

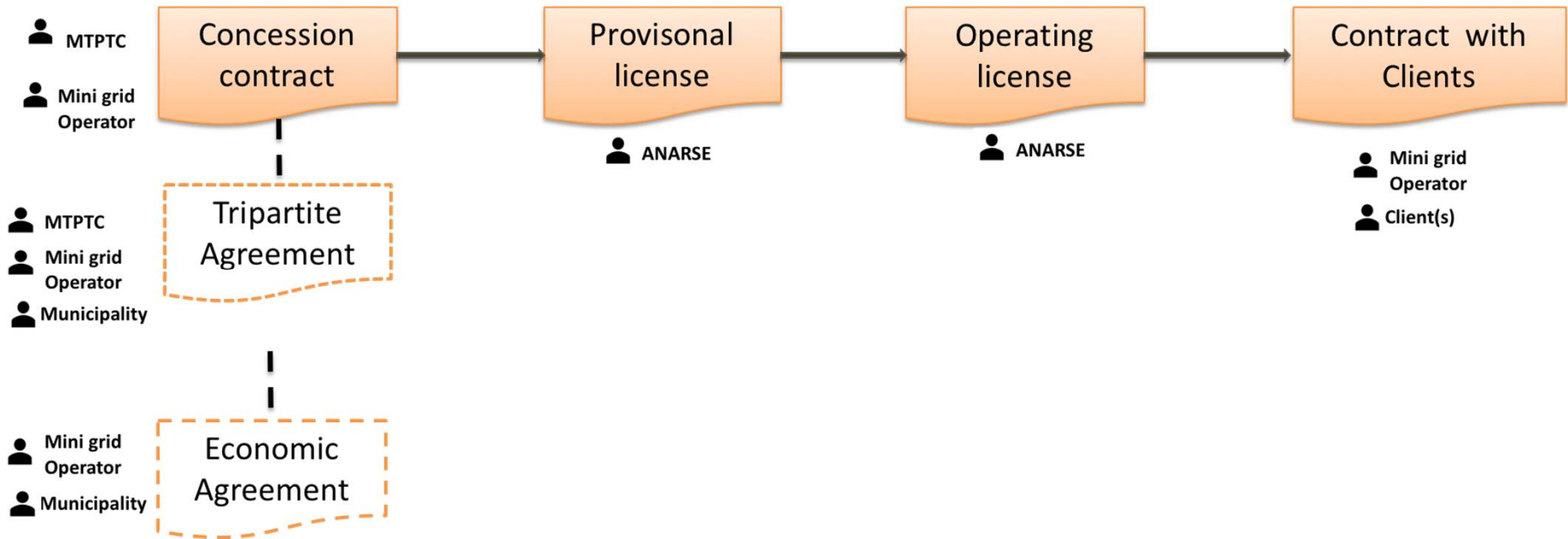
- Developer/Operator competitively selected via RFPs
- RFP 1.0 in final stage with potentially 7 projects and financial support as RBF from World Bank and CDB
- RFP 2.0 under preparation with additional support from IDB
- A bottom up approach to be available as well
- Geospatial mapping to be done for the sites and information available for developers



(Graph by NREL)

RBF on a per connection basis

1.1. Mini-grids: Contractual Arrangements



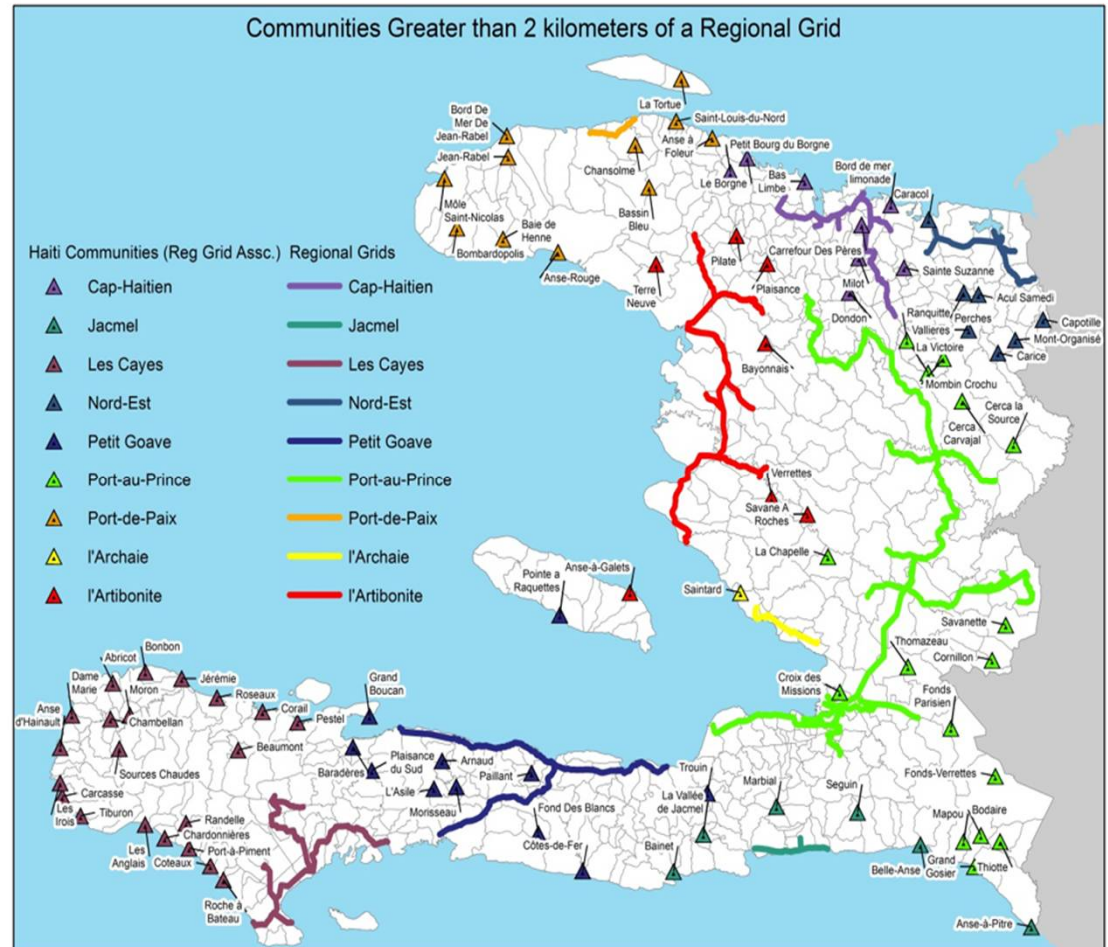
1.2. Solar Home Systems

- **Market:** 1 million families
- **Service Level:** lighting and phone charging services
- **Service Area:** The Program will be countrywide
- **Incentives:** A fixed subsidy amount will be calculated
- **Lighting Global Certified:** Company must sell Lighting Global Certified products.
- **After Sales Care:** Company must demonstrate a clear plan to support all distributed products through a robust after sales care system
- **Model:** Both PAYGO and Cash businesses will be supported



2. Regional Grids

- Les Cayes (50,000 clients)
 - Miragoâne (65,000 clients)
 - Nord-Est (65,000 clients)
 - Nord (50,000 clients)
 - Jeremie (11,000 clients)
 - Sud-Est (Jacmel)
 - Artibonite
 - Port-de-Paix
- } RFQ



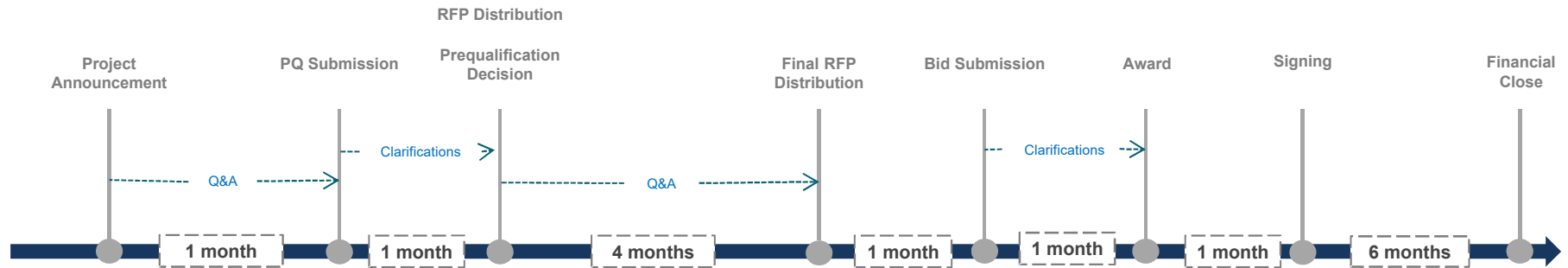


2.1. Main Obligations of the Concessionaire

- Small Natural Gas-Fired Power Plants (20-25MW)
 - Finance, Design, Build, Operate & Maintain (including regasification unit)
- Solar PV plant (5-6MW)
 - Finance, Design, Build, Operate & Maintain
- LNG Supply
- Distribution
 - Responsible for stability and dispatch
 - Operate & Maintain
 - Grid Expansion and New Connections
 - Installation of prepaid smart meters
 - Responsible for revenue collection
- Street lighting



2.2 Tender Process Timeline



2.3. Prequalification criteria (RFQ)

	Prequalification criteria
Technical Prequalification Criteria	<p>Candidates must demonstrate they have the following experience:</p> <ul style="list-style-type: none"> • n°1 - Distribution experience with (i) > 5,000 customers, (ii) responsible and at risk for revenue collection with smart meters, (iii) at least 6MW on the grid (iv) which includes renewables. • n°2 - Construction of a LNG power plant and its regasification unit (> 4MW and connected to a central grid). • n°3 - LNG plant and regasification unit operation (> 4MW and connected to a central grid). • n°4 - Construction of a PV solar power plant (> 4MW). • n°5 - Operation of a PV solar power plant (> 4MW and connected to a central grid). • n°6 - LNG supply (maritime and land) experience (> 10.000 gallons/day & 7 day storage capacity).
Financial Prequalification Criteria	<ul style="list-style-type: none"> • n°1 - One consortium member must have an annual turnover of USD 15 million and a positive net operating income for 2 of the past 3 years. • n°2 - Experience in financing a project of at least 5 million USD in the electricity sector. • n°3 - Letters of intent from banks or bank statement
Legal Prequalification Criteria	<ul style="list-style-type: none"> • n°1 - Declaration on the absence of conflict of interests for the Candidate's advisors • n°2 - Declaration on the absence of ineligibility for the award of public contracts in Haiti.

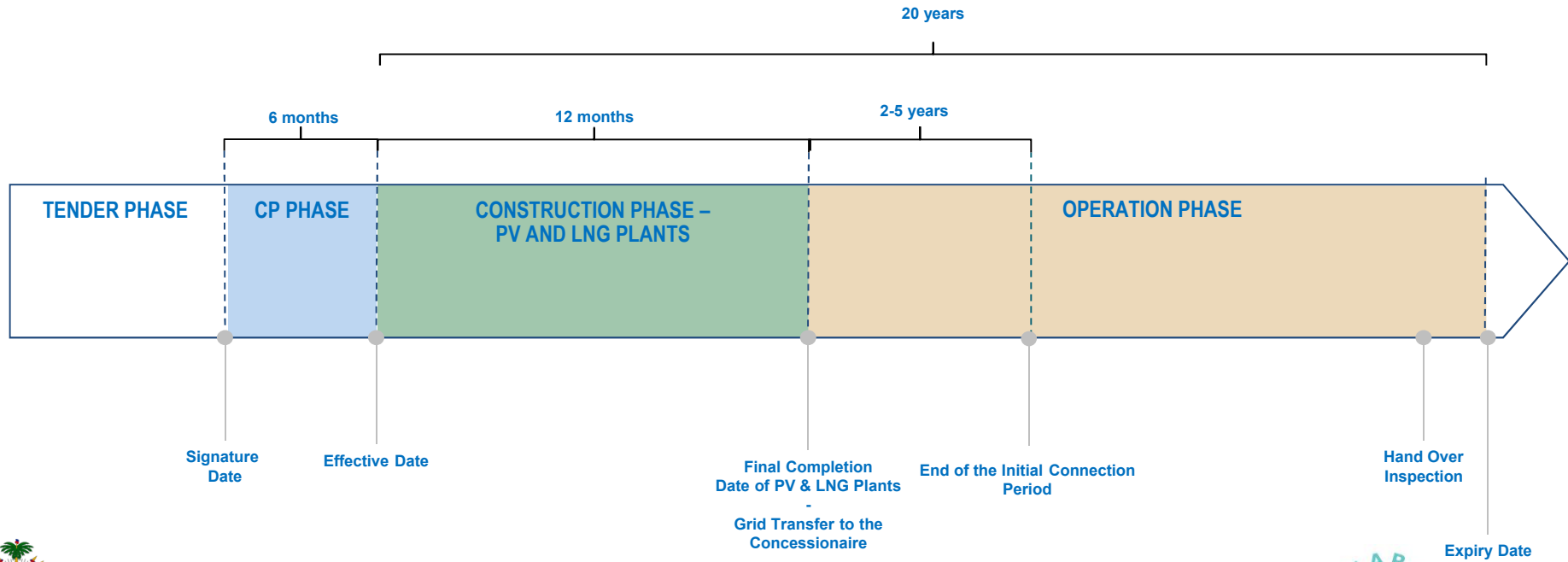


2.4. Bid Evaluation Methodology (RFP)

- **1st step:** opening of Bids and verification of admissibility conditions.
- **2nd step:** assessment of the conformity and coherence of Technical Bids (Pass/Fail Assessment).
- **3rd step:** opening of Financial Bids and assessment of the conformity and coherence of Financial Bids (Pass/Fail Assessment).
- **4th step:** Award to the Bidder offering the lowest tariff (Usc/kWh) to the end-users.



2.5. Project Implementation Timeline





Thank you!

For further information, please visit our website at <http://anarse.gov.ht/>

Please submit any question you may have to appel@anarse.gov.ht

