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## Tender seeks advisers for LNG terminal construction preparations

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For more than seven years the government has been trying to implement a liquefied natural gas (LNG) terminal project on the island of Krk in the northern Adriatic. The project has been modified and postponed several times. Recently, TSO Plinacro and national electricity holding company HEP incorporated with LNG Croatia LLC, with the aim of constructing and operating the LNG terminal (for further details please see "Tender announcement due for new floating LNG terminal").

LNG Croatia has now announced an international tender for business, financial and legal advisers for the construction preparations of the LNG terminal.

The project advisers are expected to advise LNG Croatia on:

- business and legal model preparation for the terminal's construction – including risk analysis, a business plan, an investment study and market analysis;
- a selection of strategic and financial investors;
- drafting terminal capacities utilisation contracts;
- setting up the new infrastructure project exemption according to the Natural Gas Market Act;
- energy performance certificates (EPC); and
- a selection of plant and terminal maintenance providers.

The tender will close on December 16 2014. The maximum value of the services as per the tender is HRK15,318,604 (approximately €2 million), excluding value added tax.

In the technical content of the bid, bidders should describe the conceptual, methodical and organisational approaches of service provision, including:

- fees and costs specifications; and
- a timeframe for the preparation of required documents.

The bid must include all services (business, financial and legal) provided by joint bidders.

Each adviser must have relevant expertise and key personnel must be available. Advisers require a minimum of 10 years' experience in at least one LNG contract or project valued in excess of €100 million. Key personnel must have at least 12 years' experience in the field (including the energy sector) and be legally qualified to appear before the courts, state and government authorities. All key personnel must be available in Croatia (Zagreb and Krk) and abroad, as required.

The duration of the services will be 560 days from the date that the contract is signed with the advisers or until the EPC is concluded.

The bid severity guarantee is HRK750,000.00 (approximately €100,000) and the performance guarantee is 10% of the value of the service contract.

The selection criteria include the price and technical content of the bid at 20% each, and adviser expertise and key personnel at 30% each.

A decision will be made within 30 days of the close of the tender.

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