



PPP Project for the City of Belgrade for the provision of services of treatment and disposal of residual solid waste

Dialogue Meetings

March 7th to March 11th 2016

Location International Finance Corporation
5th floor
Bulevar Kralja Aleksandra 86
11000 Belgrade, Serbia

Participants shall present an I.D. at the ground floor reception before proceeding to the 5th floor.

Detailed Daily Schedule

8.30 AM – 9:00 AM	Registration
9:00 AM – 9:15 AM	Introductions and Project presentation by the City of Belgrade
9:15 AM – 1:00 PM	Session 1: General discussion on key transaction parameters Refer to Appendix 1.
1:00 PM – 2:00 PM	Lunch break (<i>Lunch will be served to all participants</i>)
2:00 PM – 4:45 PM	Session 2: Focused discussions on specific transaction parameters Refer to Appendix 2.
2:00 PM – 2:55 PM	<ul style="list-style-type: none">Financial and commercial issues (Term Sheet and Payment Mechanism)
2:55 PM – 3:50 PM	<ul style="list-style-type: none">Legal issues (Term Sheet)
3:50 PM – 4:45 PM	<ul style="list-style-type: none">Technical issues (Output Specifications and Delivery Plans)
4:45 PM – 5:00 PM	Conclusions



Appendix 1

Topic	Indicative Timing
1 Technical Concept and Sites	75 min
<p>Bidder to present how its indicative solution fulfills the City's overall objectives and proposed targets in terms of diversion, recovery and emission. In particular, the Bidder is required to:</p> <ul style="list-style-type: none"> a) Present the perceived relative advantages and disadvantages of each site, and how the proposed solution takes full advantage of the sites' respective properties and features b) Present the nature of the facilities and technologies proposed, and outline how the integrated solution fulfills the City's overall objectives and proposed targets, while maximizing value extraction from Contract Waste c) Present its approach to managing and rehabilitating the existing landfill d) Present its initial proposals for site layout and explain how it addresses the challenges of the existing site conditions, and e) Outline the construction and commissioning programmes, as well as the overall approach to delivering the interim services and the services 	<p>20 min presentation Q&A session to follow the presentation of each sub-topic</p>
2 Waste	75 min
<p>City to present the concept of Contract Waste, waste delivery protocol and exclusivity</p>	<p>15 min (5 min presentation + Q&A)</p>
<p>Bidder to present how responsive the indicative solution is to changes in Contract Waste volumes and composition. In particular, the Bidder is required to:</p> <ul style="list-style-type: none"> a) Present its initial waste flow projections b) Present how the proposed design responds to changes in Contract Waste volumes and composition: <ul style="list-style-type: none"> i. over the annual seasonality ii. over the term of the Contract, and iii. during planned and unplanned shut-down/plant unavailability c) Present how it proposes to deal with Surplus Waste, hazardous waste and prohibited waste if requested by the City during the term of the Contract, and d) Present how the proposed solution integrates with the waste collection and delivery protocol of the City 	<p>60 min (20 min presentation + Q&A session to follow the presentation of each sub-topic)</p>
3 Financial and business case	75 min
<p>City to present the approach to its capital contribution in the context of Serbia's EU accession discussions</p>	<p>10 min (5 min presentation + Q&A)</p>



Bidder to present how the proposed business case and financing solution delivers the most economically advantageous proposal to the City. In particular, the Bidder is required to:

- a) Present its indicative SPV structure, including the consortium members where relevant, and envisaged sub-contracting structure
- b) Present its envisaged business case, how it plans to maximize various revenue streams, including energy and material recovery, and its impact on the City's service payment
- c) Present its envisaged financing structure, including indicative sources of funds, and
- d) Outline key challenges foreseen in developing the financing package, including expected lenders' requirement in terms of credit support, and the Bidder's proposed mitigants

20 min presentation
Q&A session to follow the
presentation of each sub-topic



Appendix 2

The key topics to be discussed in Session 2 shall be selected by the Bidder and shared with the City at the latest by 2pm on Monday, March 7th.

The Bidder may use Session 2 as an opportunity to:

- a) explain or clarify specific elements of its proposals which have not been discussed in sufficient detail in Session 1
- b) seek explanation or clarification from the City in relation to specific aspects of the Project and/or the Tender documentation, or
- c) raise other issues or topics for discussion with the City which the Bidder believes may have a significant impact on the success of the Project and/or the Bidder's approach, proposals or pricing

Where the Bidder raises issues or topics for discussion under item c) above, the Bidder should be prepared to lead the discussion by explaining the nature of the issue, why it is significant and how it is likely to affect the success of the Project and/or the Bidder's approach, proposals or pricing. Where relevant, the Bidder should also be prepared to explain the alternative ways in which the relevant issue or topics might be dealt with by the Bidder and by the City in order to best meet the City's overall objectives.