



Government of Ghana
Invitation for Request to Prequalify
Concession for the Management of, Operation of, and Investments
in the Electrical Distribution Business of the
Electricity Company of Ghana
April 4, 2016

1. The Government of Ghana (“GoG”), acting through the Ministry of Power (“MoP”), the Electricity Company of Ghana Limited (“ECG”), and the Millennium Development Authority (“MiDA”), wishes to introduce private sector participation (PSP) into the management, operation of, and investments in the electricity distribution system of ECG, through a long term concession (“Transaction”). The Transaction will be implemented through an international competitive tender process which will involve a pre-qualification phase, followed by a bidding phase. The International Finance Corporation (“IFC”) has been appointed by MiDA as Transaction Advisor in relation to Transaction.
2. Electricity sales and distribution services in the southern part of Ghana are currently owned and operated by ECG, a limited liability company wholly owned by GoG. It serves approximately 3 million customers in administrative regions of Ashanti, Greater Accra, Volta, Central, Eastern, and Western Regions and generates annual revenues in excess of GHc 3 billion (approx. US\$ 750 million).
3. GoG hereby invites pre-qualification applications (the “Pre-Qualification Applications”) from companies or consortia of companies who may be interested to submit a bid for the Transaction (the “Applicants”). The Pre-Qualification Applications must be prepared in accordance with the instructions set out in the prequalification document (the “Request for Qualification”). Only Applicants who successfully qualify pursuant to the pre-qualification phase (the “Pre-Qualified Applicants”) will be invited to participate in the bidding phase.

4. Electronic copies of the Request for Qualification can be obtained by sending an email request to: paghana@charleskendall.com and copied to procurement@mida.gov.gh.
5. Interested parties who have already responded to the Request for Expression of Interest need not make a request for the Request for Qualification.
6. All Applicants are invited to a roadshow event which will take place on April 18, 2016 in Accra in which MiDA will make a presentation on the Transaction. Applicants may obtain further details by contacting MiDA by email:

paghana@charleskendall.com

copied to: procurement@mida.gov.gh
7. Pre-Qualification Applications must be delivered no later than 15:00 local Ghana time on May 3, 2016 in accordance with the conditions specified in the Request for Qualification.

The Chief Executive Officer
Millennium Development Authority