Minutes of Pre-Bid Meeting

Jabori Hydropower Project (10.2 MW), District Mansehra – Direct Supply Model Pre-Qualification Applications (PQA) for Supply of Electricity

Date	Sep 29, 2026
Time	1100 hrs (PST)
Venue	Main Committee Room, PEDO House, Peshawar

1. Opening and Introductions

The meeting commenced with recitation of Holy Quran. The participants introduced themselves, including officers of PEDO, representatives of prospective applicants/bidders and transaction/legal advisors engaged by PEDO. The attendance sheet of the meeting is attached at **Flag-A.**

2. Presentation by PEDO

The Director Development, PEDO briefed the participants about the proposed Direct Supply Model for the 10.2 MW Jabori Hydropower Project.

The participants were briefed that Jabori HPP is a run-of-river hydropower project located in District Mansehra and that the Direct Supply Model is being introduced as a pilot initiative of PEDO for supplying electricity directly to eligible industrial consumers.

The Director Development explained the background and purpose of the Direct Supply Model, the proposed electricity supply arrangement, the prequalification process, eligibility requirements, financial and technical criteria, required documents and the subsequent procurement process.

It was explained that, under the proposed arrangement, PEDO would retain ownership, control and operation of the hydropower project, while electricity would be supplied to the selected buyer/buyers through a dedicated connection, preferably at 11 kV, subject to technical feasibility. The buyer would be responsible for the arrangements/costs associated with the dedicated supply line and related infrastructure as applicable.

The participants were further briefed that the process comprises two stages. The first stage is prequalification, during which the financial and technical capability of applicants would be assessed. The second stage would comprise issuance of the RFP to prequalified applicants for consideration of the commercial arrangements, including tariff/pricing and other applicable terms.

The Director Development further highlighted the eligibility requirements, including financial capacity, technical capability, land availability/access, proposed electricity demand and the ability to establish the required dedicated connection. The possibility of participation through a consortium was also explained, subject to the requirements of the PQD.

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The participants were informed that written requests for clarification could be submitted within the prescribed timeline and that the presentation was only intended to facilitate understanding of the process, whereas the **official PQD** would remain the governing document for the prequalification process.

Thereafter, the floor was opened for questions and clarifications from the prospective applicants.

3. Queries and Responses

S No.	Query/ Observation/ Clarification	PQD Reference	Response/Clarification by PEDO
1	A participant currently receives about 45 MW from the national grid and asked whether supply from this project is possible.	Annexure A, 1.5.1, 1.5.4	The present process covers only direct supply from 10.2 MW Jabori HPP. Other arrangements are not included in it and may be considered separately in future.
2	Will the entire capacity go to one industry or be divided according to consumption?	Annexure A, 1.5.2, 1.5.5; Annexure C, 3.2.2, 3.2.8	The PQD only collects technical and financial information. The mode of allocation will be set out at the RFP stage. Multiple consumers may participate as a consortium (see Query 11).
3	How far can the direct supply area be?	Annexure A, 1.5.4; Annexure C, 3.2.3(ii)-(iii), 3.2.4	The closer the facility is to the plant, the lower the line cost and losses. An 11 kV dedicated line is preferred. Termination at 132 kV may be considered if technically suitable. The line, land and interconnection costs will be borne by the bidder.
4	Is the arrangement better suited to parties who already own land nearby?	Annexure C, 3.2.3(i); Proforma K	Yes. Bidders must arrange their own land by purchase or lease. Under Proforma K - Land Availability And Location Feasibility of the PQD, an undertaking of intent suffices at pre-qualification, and title evidence is due at the RFP stage.
5	What is the benefit of locating adjacent to the plant?	Annexure A, 1.5.4, 1.5.5	An adjacent facility avoids the network and wheeling charges that apply to grid supply. PEDO cited an indicative saving of roughly PKR 11 to 12 per unit. No tariff has been committed at this stage.

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S No.	Query/ Observation/ Clarification	PQD Reference	Response/Clarification by PEDO
6	What are the land, road and infrastructure conditions, and is skilled and unskilled labour available?	Annexure A, 1.7.1; Annexure C, 3.2.3	The plant's own machinery was transported by road. The valley road is somewhat narrow but truck-accessible, and bidders should assess their own requirements. Unskilled labour is available from about nearby villages. Skilled labour is limited to small factories, so bidders may need to relocate staff or provide training.
7	How much does generation fall in peak (winter) season, and what is the historical record?	Annexure A, 1.2.1, 1.3.1, 1.5.3; Annexure C, 3.2.2(i)	Historical generation data is attached as **Flag - B**..
8	Is supply direct, and what role will PESCO have?	Annexure A, 1.5.2, 1.5.4	Supply is direct, with no third party in PEDO's interconnection or agreement. A bidder may separately arrange a backup source or a PESCO connection at its own discretion.
9	Can the 10.2 MW be given to a single plant or to multiple plants?	Clause 6.1.3; Annexure A, 1.5.2; Annexure C, 3.2.8	Both are permitted. Several factories may bid as a consortium, provided there is a single point of delivery and joint and several liability among members.
10	To whom is the plant currently supplying?	Annexure A, 1.3.1, 1.3.2	The plant supplies the DISCO (HAZECO) under an existing agreement. PEDO will exit that arrangement fully (not partially) when this process is executed.
11	Can consumption be phased (for example 3 MW initially, then more)?	Annexure A, 1.5.3; Annexure C, 3.2.6; Proforma M	The full available generation will be offered to the prospective industry/consumer, and the contracted capacity is fixed, not stepped. A bidder may phase its own industrial development, but any unconsumed energy is the bidder's risk. PEDO's exit from the existing arrangement will be aligned with the bidder's commissioning date. Construction time of up to about 2 years is

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S No.	Query/ Observation/ Clarification	PQD Reference	Response/Clarification by PEDO
			envisaged and will be finalized at the RFP stage.
12	What is the tariff structure, and how are taxes and surcharges treated?	Annexure A, 1.5.3, 1.5.5	Applicable taxes (such as sales tax and income tax) will be applied as the law requires. Grid-related surcharges are not part of PEDO's tariff. The commercial structure will be detailed in the RFP.
13	Will there be capacity charges?	Annexure A, 1.5.3	There is no conventional capacity payment. PEDO declares availability based on actual water and plant conditions. PEDO bears hydrology (resource) risk. The buyer bears demand and consumption risk and pays for the energy made available.
14	How and by when can clarifications be sought, and what is the application fee?	Clauses 6.1.1, 10.2.1; Annexure B; Checklist item 26	Written clarifications are accepted until 5 October 2026, and PEDO will respond before the submission deadline. The presentation will be shared with participants. The PQD is available on the PEDO website. The fee is PKR 5,000 by bank draft in favour of "CEO PEDO", submitted with the PQD application. The PKR 10,000 mentioned at Attachment Number 26 in the application submission checklist of the PQD should be disregarded.
15	If PEDO's unit is unavailable due to maintenance or wear and tear, how will the buyer be accommodated, and will fixed charges apply during shutdowns?	Annexure A, 1.5.3	The structure shared is indicative and not a commitment. PEDO bears hydrology and plant-availability risk and cannot charge for energy it does not generate, so no payment is due during shutdown or maintenance. The buyer bears demand and consumption risk. PEDO considers this a balanced sharing of risk. The detailed mechanism will be explained at the RFP stage.

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S No.	Query/ Observation/ Clarification	PQD Reference	Response/Clarification by PEDO
16	Will the price be competitively bid among interested parties, or fixed by PEDO?	Clause 3.1.6; Annexure A, 1.5.2, 1.5.5	There will be competitive bidding. Each bidder will quote the rate per unit. PEDO may announce a reserve (floor) price in the RFP, and bids must not fall below it. The agreement will be bilateral between PEDO and the selected bidder.
17	If water is available but the plant cannot generate for technical reasons, should PEDO face a penalty or compensate the buyer for the cost of alternative supply?	Annexure A, 1.5.3, 1.5.5	It was explained that this is not a conventional IPP capacity-payment structure. Jabori HPP operates on a take-and-pay basis, and PEDO already loses revenue when it does not generate. Force majeure events (such as storm damage) would be treated accordingly. Disputes on availability can be verified by an Independent Engineer, as provided in the PQD. The participant's suggestion that any penalty reflect the difference between PEDO's price and the buyer's alternative cost was noted for discussion at the RFP stage.
18	Why is PEDO exiting its existing supply arrangement?	Annexure A, 1.1.2, 1.3.2, 1.4.2	The initiative is that of the Government of Khyber Pakhtunkhwa. Its aim is to give local industry competitively priced electricity, offset the Province's location disadvantage and promote employment. The existing agreement allows PEDO to exit on notice.
19	What will be the maximum term of the contract?	Annexure A, 1.5.2, 1.5.5	The term has not been finalized. PEDO's current view is that it should not be less than 25 to 30 years, given the investment bidders will make. It will be settled at the RFP stage.
20	Who will build and maintain the dedicated transmission line, and who attends to faults?	Annexure A, 1.5.4; Annexure C, 3.2.4	The bidder builds and owns the line, either itself or through a third party, and is responsible for its maintenance, including scheduled maintenance and forced outages. PEDO advised

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			locating adjacent to the plant, as this is technically preferable and lowers risk for both sides. The effect of a line outage on generation will be examined at the RFP stage.
21	Can the Government or PEDO arrange land near the plant? How will approvals be obtained for industries that must be located inside industrial estates?	Annexure A, 1.5.4; Annexure C, 3.2.3, 3.2.7; Proforma F(p)	PEDO's statutory mandate is limited to generation and electricity projects, so it cannot acquire or lease land for industrial use. PEDO will facilitate, by supporting cases before relevant departments, but responsibility for land and statutory approvals (including NOCs and environmental clearances) rests with the applicant and cannot be transferred to PEDO.
22	Can the line voltage be higher than 11 kV (for example 33 kV), given the transformer and power-quality needs of heavy industry?	Annexure A, 1.5.4; Annexure C, 3.2.4(ii); Proforma L	Yes. Subject to legal formalities, a 33 kV (or 132 kV) connection is acceptable, provided the bidder bears the cost of the line, transformation and losses..
23	Can the Government facilitate industry and help secure right of way for the line?	Annexure A, 1.5.4; Annexure C, 3.2.3(iii)	Industrial siting is the mandate of the provincial industries authorities, which have identified locations for small industries. Under the applicable law, right of way involves compensation (for example for trees and crops) rather than land purchase. PEDO can facilitate by requesting the Government to help clear right of way, but this risk cannot be passed to PEDO.
24	Proposal to include supply under the CTBCM framework through the existing 132 kV interconnection and the PESCO and national grid, as an option alongside the dedicated-line model.	Annexure A, 1.5.1, 1.5.4; Advertisement	Not accepted for this process. As stated at the meeting (see Query 1), the process covers Direct Supply Model (DSM) only, and other arrangements are not included. The scope is a dedicated private line, preferably at 11 kV (Annexure A, 1.5.1 and 1.5.4; advertisement). Use of existing infrastructure may be considered at

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S No.	Query/ Observation/ Clarification	PQD Reference	Response/Clarification by PEDO
			the RFP stage under clause 1.5.4, subject to approvals and feasibility.
25	Amend Annexure C (3.2.3, 3.2.4) and Proformas K and L so that applicants supplying existing facilities through the grid may prequalify.	Annexure C, 3.2.3, 3.2.4; Proformas I, K, L	No addendum is proposed and the criteria are unchanged. Existing facilities may already apply under Proforma I. For land (Proforma K), an undertaking of intent to purchase or lease suffices at this stage, with title evidence due at the RFP stage (see Query 4). Proforma L lets the applicant state its proposed voltage and interconnection concept, and voltages up to 33 kV, and 132 kV, are acceptable at the bidder's cost (see Query 22).
26	PEDO to take up wheeling capacity and Use of System Charges, including concessions, with NEPRA, the Power Division and ISMO.	Annexure A, 1.4.1, 1.5.5	Outside the scope of this process (see Query 1). Regulatory approvals, including under the NEPRA framework, will be addressed at the RFP stage (Annexure A, 1.5.5). No commitment is made to seek concessions.
27	Extend the submission deadline to allow applicants to prepare on the CTBCM basis.	Clauses 6.5.1, 8.3.1, 10.3.2; Annexure B	As stated at the meeting (see Query 1), the process covers Direct Supply Model (DSM) only, and other arrangements are not included.
28	Will PEDO allow supply through the existing 132 kV connection and PESCO and national grid under CTBCM, and will an addendum amend Annexure C and Proformas K and L?	Annexure A, 1.5.4, 1.5.5; Annexure C, 3.2.3, 3.2.4	No. Refer to the answers at S. No 1 and 24. This process is for DSM through a dedicated private line. No addendum is being issued.
29	Ownership, rating and loading of the 132 kV Jabori–Battal line and bay; counterparty, status and remaining term of the existing power acquisition arrangement; whether it will be terminated.	Annexure A, 1.3.1, 1.3.2, 1.4.1	(see Query 10): PEDO supplies the DISCO under an existing agreement that allows exit on notice, and PEDO will exit fully, not partially, once this process is executed, aligned with the prospective bidder's commissioning

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			date. The line and bay details are not required for pre-qualification, and further information will be provided at the RFP stage where relevant.
30	Under CTBCM: bilateral contract as a Bulk Power Consumer, the supplier entity, and wheeling through ISMO auctions.	Annexure A, 1.4.1, 1.5.2, 1.5.5	Not applicable to this process.
31	Who bears Use of System Charges, network losses and market-operator or imbalance charges, and will concessions be sought?	Annexure A, 1.5.4, 1.5.5	Refer to Queries 3 and 22. Land, line, interconnection and development costs, and line losses, are borne by the bidder (Annexure A, 1.5.4).. No concessions are committed, and regulatory matters will be finalized at the RFP stage.
32	Intended tariff structure is single-part, two-part with capacity charge, or other.	Annexure A, 1.5.3	Refer to Queries 12, 13 and 15. The structure is not final and will be set out in the RFP. PEDO declares availability and payment corresponds to declared availability (Annexure A, 1.5.3).
33	Basis of PEDO's tariff: NEPRA determination, PEDO-proposed tariff or competitive bidding; indexation; reserve price.	Annexure A, 1.5.5; Clause 7.2.2	Answered at the meeting (see Query 16):
34	How availability will be declared and billed; treatment of energy declared but not taken; consequences if PEDO declares availability but does not deliver.	Annexure A, 1.5.3	See Queries 13, 15 and 17, PEDO declares availability on actual water and plant conditions, and an independent engineer may verify disputes (Annexure A, 1.5.3). Energy declared but not consumed is the buyer's risk. Remedies for non-delivery will be addressed at the RFP stage.

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S No.	Query/ Observation/ Clarification	PQD Reference	Response/Clarification by PEDO
35	Monthly net generation and available capacity since commissioning, design monthly profile and planned annual maintenance.	Annexure A, 1.5.3; Annexure C, 3.2.2(i); Proforma J	See Queries 7 and 14, historical and design data were presented full historical generation data will be provided at the RFP stage. Applicants state their proposed contracted capacity and justification in Proforma J.
36	Payments in addition to the tariff (premium, connection charges), payment security, and term of the EPA or PPA.	Annexure A, 1.5.4, 1.5.5; Clause 6.1.1	See Queries 14 and 19, Payment security and any other payments are not specified in the PQD and will be set out in the RFP. Connection costs are borne by the bidder (Annexure A, 1.5.4). The only payment at this stage is the PKR 5,000 fee (clause 6.1.1).
37	If CTBCM is included, confirm the deadline will be extended; expected RFP issue date.	Clauses 3.1.6, 8.3.1, 10.3.1, 10.3.2	As stated at the meeting (see Query 24), the process covers DSM only, and other arrangements are not included.

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Attendance Sheet

PEDO

PAKHTUNKHWA ENERGY DEVELOPMENT ORGANIZATION
Energy & Power Department, Government of Khyber Pakhtunkhwa

ATTENDANCE SHEET
PROCUREMENT COMMITTEE MEMBERS & PEDO OFFICERS
Pre-Bid Meeting: Pre-Qualification Applications (PQA) for Supply of Electricity from 10.2 MW Jabori Hydropower Project (District Mansehra) under Direct Supply Model

Date: 29th September 2026
Time: 11:50 hrs (PST)

Procurement Committee (Notification No. 2567-69/PEDO/CFD/E dated 10-09-2026)

S.No	Name	Designation	Role	Signature
1	Yasir Farman	Chief Engineer (Procurement & Contracts) / Director (P&C), PEDO	Chairman	
2		Director (Planning), PEDO	Member	
3	Aziz-ur-Rahman.	Director (Finance), PEDO	Member	
4	Junaid Iqbal	Director / Project Director concerned, PEDO	Member	
5	Waleed Sagib	Assistant Director-II (Procurement & Contracts), PEDO	Member & Com-Secretary	

Other PEDO Officers / Experts:

S.No	Name	Designation	Role	Signature
1	Zain ul Abideen khalil	AD (Dev.)	—	
2	Hamza Abbas	AD (P&C)	—	
3	Inayat ullah	AD (Com)	—	

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PAKHTUNKHWA ENERGY DEVELOPMENT ORGANIZATION

Energy & Power Department, Government of Khyber Pakhtunkhwa

ATTENDANCE SHEET

FIRMS / INDUSTRIAL CONSUMERS / PROSPECTIVE BIDDERS

Pre-Bid Meeting: Pre-Qualification Applications (PQA) for Supply of Electricity from 10.2 MW Jabori Hydropower Project (District Mansehra) under Direct Supply Model

Date: 19th September 2024
Time: 11:00 hrs (PST)

S.No	Name of Firm / Consumer	Name of Representative	Designation	Contact No.	Email	Signature
1	LUCKY CEMENT LTD	Hussain Ahmed	Sr. Manager	0333-2691182	hussain.ahmed@lucky-	
2	LUCKY CEMENT LTD	Fahad Hasan	Assistant Manager	0344-8881085	fahadhasan777@yahoo.com	
3	IBRAHIM khan					
4	PAK Premier Steel Mills	IBRHIM Khan	C.E.O	03089366294	[illegible]	
5	Frontier Cement	Afridi	—	03009259680	afridi@frontiercementplant.com	
6	Pak Cable Co.	Uzair Hassan	Sr Manager	03458333988	[illegible]	
7	Gulshan Steel Mill Mudwan Road	M. Adnan.	Manager	0345 9766888	Gulshansteelmills@gmail.com	
8	Gulshan Steel Mills		C-E-O	0580 231108	Gulsteelmills@[illegible]	
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Historical Generation Data 2025

Month	Historical Generation (GWh)
January	4.28
February	4.74
March	6.86
April	7.11
May	6.20
June	4.99
July	6.53
August	6.90
September	5.00
October	4.39
November	3.79
December	4.00
Total	**64.79**

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