



BOTSWANA POWER CORPORATION

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 P.O Box 48 Gaborone, Botswana
www.bpc.bw

Notice to All Bidders

Your Ref;

Our Ref; BPC 5/7/7665/25 Vol. 1 (1)

Date; May 19, 2026

RE: TENDER 7665/25-01- CLARIFICATION No. 1

Good day

Kindly receive below Botswana Power Corporation response regarding your request of clarification.

TENDER 7665/25-01: PROCUREMENT OF PROVISION OF CONSULTANCY SERVICES FOR ADVISORY ON SHORT- AND LONG-TERM FINANCING FOR BOTSWANA POWER CORPORATION (BPC)

No.	Clarification	BPC Response
1	Scope Focus: Does the advisory mandate primarily focus on corporate balance sheet restructuring, or does it specifically include the bankability and project financing of new renewable energy IPP platforms?	<p>The advisory mandate includes both corporate balance sheet restructuring and project financing elements. Accordingly, the assignment is expected to cover initiatives aimed at strengthening BPC's overall financial position, while also addressing financing approaches and bankability considerations for new projects which the Corporation may wish to invest in.</p> <p>Bidders are therefore encouraged to demonstrate capability and experience across both corporate financing/restructuring and project finance advisory services.</p>

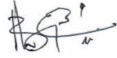
2	<p>Funding Source: Is this advisory engagement being funded directly by BPC, or is it supported by an international financial institution (e.g., World Bank, AfDB)?</p>	<p>The project is funded wholly by Botswana Power Corporation</p>
3	<p>PPRA Registration: For international bidders not currently domiciled in Botswana, is the PPRA registration (Code 317) required at the time of submission, or can it be finalized upon the successful award of the contract?</p>	<p>Bidders that are not domiciled in Botswana are exempt from PPRA registration.</p>
4	<p>Tender Documents: Could you kindly confirm the process for obtaining the official tender documents?</p>	<p>Please refer to the tender notice for the process of obtaining the tender documents. To receive the documents by email, bidders should submit proof of payment to chatsamad@bpc.bw using the banking details provided in the tender notice.</p>
5	<p>Can you please provide an indicative level of effort/ the budget for carrying out this assignment?</p>	<p>At this stage, no indicative budget or prescribed level of effort will be provided for the assignment.</p> <p>Bidders are expected to propose an appropriate level of effort, team composition, and cost structure based on their understanding of the scope of work, proposed methodology, and required deliverables. The financial proposal should therefore reflect the bidder's professional assessment of the resources necessary to successfully undertake the assignment.</p>
6	<p>We request you to kindly consider extension of the submission deadline by two weeks to enable us to create a competitive proposal showcasing our strengths in the sector.</p>	<p>The request has been approved, and a tender addendum will be issued to communicate the extension of the tender closing date and time.</p>

7	<p>We seek confirmation that, for the technical proposal, expects submission of the approach and methodology to develop the short-term financing strategy, long-term financing strategy, financial model, and financing roadmap, and not the actual BPC-specific financing recommendations or final strategic positions at bid stage.</p>	<p>Accordingly, bidders are not expected to submit detailed financing recommendations or final strategic positions at the bid stage. Instead, the proposal should demonstrate the bidder’s understanding of the assignment, methodology, work plan, analytical framework, and innovative approaches that could support BPC in strengthening its financial position and financing future projects.</p> <p>Bidders are therefore encouraged to present creative and practical ideas on how BPC could improve its financial sustainability and mobilize funding for new projects, while noting that the detailed recommendations will be developed during the execution of the assignment.</p>
8	<p>We seek confirmation that the three-month duration applies to delivery of the financing strategy, model, and roadmap, and that any investment memoranda, lender engagement support, or transaction execution assistance will be undertaken subject to further discussion and agreement.</p>	<p>Yes, the three-month duration applies to the delivery of the financing strategy, financial model, and financing roadmap as outlined in the Terms of Reference.</p> <p>Any subsequent support activities, including the preparation of investment memoranda, lender engagement support, or transaction execution assistance, will be considered after review of the recommendations and will be subject to further discussion and mutual agreement.</p>

9	We seek confirmation that detailed internal financial, operational, tariff, capex, and debt data required for robust modelling and strategy formulation will be made available to the successful bidder post award	<p>The successful bidder will be granted access to relevant BPC information required for the assignment, including available financial, operational, strategy, tariff, capex, and debt-related information, subject to applicable terms, conditions, and confidentiality requirements.</p> <p>This information will be provided as necessary to support the development of the financing strategy, financial model, and financing roadmap.</p>
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Yours Faithfully

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Mokgadi Noble Barupile
Supply Chain Manager