

## National Power Corporation

### MINUTES OF PRE-BID CONFERENCE

#### SUPPLY AND DELIVERY OF OIL-BASED FUEL TO SPUG POWER PLANTS AND BARGES FOR CY 2021

PR NO. HO-FMG21-001/REF NO. PB201228-VR00426

DATE : 14 December 2020  
TIME : 9:00 A.M.  
VENUE : Kaňao Function Room  
BID OPENING : 28 December 2020

Attendees:

#### BIDS AND AWARDS COMMITTEE (BAC)

Chairman:

1. Rene B. Barruela VP, CAG (via virtual)

Vice Chairman:

1. Atty. Rodolfo M. De Guzman, Jr. Corp. Atty. A, LSD, OLC (via virtual)

Members:

1. Atty. Rosalito R. Castillo Dept. Manager, IPPCM, RMS (via virtual)  
2. Jenalyn Aurea S. Tinonas Dept. Manager, FPBPRD, AFG (via virtual)  
3. Biverly S. Estella Manager, PPAD, CAG (via virtual)  
4. Antonio S. Orquia Manager, QASD, ESD, PES (via virtual)

#### TECHNICAL WORKING GROUP (TWG)

Chairman:

1. Manuel C. Singson OIC, FCMD, Logistics (via virtual)

Member:

1. Randy A. Villarin Dept. Manager, Logistics, AFG (via virtual)  
2. Teodoro A. Clemente, Jr. FMS-A, FCMD, Logistics (via virtual)

#### BAC SECRETARIAT

1. Vincent A. Ramirez Facilitator (via virtual)

#### PROSPECTIVE BIDDERS

1. Francesca R. Amaranto Phoenix Petroleum Philippines, Inc. (via virtual)  
2. Jon Angelo Detaunan Seaoil Philippines, Inc. (via virtual)  
3. Mikaela Tecson Seaoil Philippines, Inc. (via virtual)  
4. Mikhail Alfonso Corrales Petron Corporation (via virtual)  
5. Francis Cariño Petron Corporation (via virtual)  
9. Joel Ryan Paguila Petron Corporation (via virtual)

### Minutes of the Proceedings

The Pre-bid Conference was formally opened at 9:00 A.M. by Mr. Rene B. Barruela, Chairman, BAC and Vice President, CAG together with the members of BAC, TWG, BCSD Facilitator and participating bidders. The pre-bid conference was conducted virtually.

As of the Pre-bid Conference, no prospective bidders secured the bidding documents but there were three (3) prospective bidders in attendance, namely: Phoenix Petroleum Philippines, Inc., Seoil Philippines, Inc, and Petron Corporation. The TWG referred everyone to the salient points of the project and the schedule of Bid Submission/Opening on 28 December 2020 at 9:30 A.M.

Queries from the attendees are as follows:

Name of Bidder/s	Bidder's Concerns/Queries	NPC's Reply / Agreement
<p><b>1. Phoenix Petroleum Philippines, Inc.</b></p>	<p><b>1. Since the payment for fuel deliveries will be subjected to MOPS week on week price adjustments, does it mean that there will be (4) vouchers that will be prepared for payment? Because normally, there is only one (1) voucher per month for each plant.</b></p> <p><b>2. Requested to extend the deadline for the submission of bids.</b></p>	<p><b>1. The voucher will be prepared after every delivery. So if there were fuel deliveries every week, payment voucher shall be prepared with complete supporting documents. However the due date for the payment will be the same.</b></p> <p><b>2. We will evaluate your request and NPC will issue a corresponding bid bulletin.</b></p>
<p><b>2. Seoil Philippines, Inc.</b></p>	<p><b>1. May we clarify if we will use the daily average of 2,500 PPM for diesel oil as basis? For FOREX (Foreign Exchange), are we going to use also daily average?</b></p> <p><b>2. What will be the MOPS reference or starting point of the week on week price adjustments?</b></p>	<p><b>1. Yes, we will use the daily average of 2,500 PPM for the diesel oil as basis for the computation. However for the FOREX, we will use the exchange rate in the end of the week (Friday) as per GPPB guidelines. We will further clarify this matter through supplemental/bid bulletin.</b></p> <p><b>2. The MOPS reference or starting point of the week on week price adjustments will be reckoned from the date of the bid opening. All data shall be reconciled before the payment.</b></p>

	<p>3. May we know the MOPS and FOREX reference in the computation of the ABC?</p>	<p>3. The computation of the ABC was based on the August average of MOPS and FOREX together with the existing contract prices. The computation of ABC was based previous bidding documents since we do not have basis for computing the ABC using the new guidelines.</p>
<p>3. Petron Corporation</p>	<p>1. Raised a concern to plantsites /delivery sites with drumming of fuel considering that port authorities (Philippine Coast Guard and Bureau of Fire Protection) are restricting drumming of fuel in the ports/piers due to safety issues.</p>	<p>1. We will coordinate your issue/concern to our SPUG areas considering that most of our deliveries are by tank trucks and to be transferred in drums for deliveries in island areas.</p>

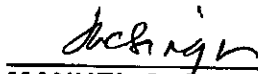
The BAC informed the prospective bidders that they can submit additional concern/queries until 18 December 2020. The BAC also asked all prospective bidders if they already bought the bidding documents and prospective bidders manifested that they will buy the bidding documents within this week.

Since there are no other concerns to be discussed, the said activity was adjourned at 09:40 P.M.

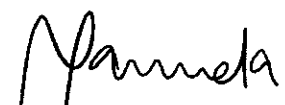
Prepared by:

  
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**VINCENT A. RAMIREZ**  
 Facilitator

Reviewed By:

  
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**MANUEL C. SINGSON**  
 TWG Chairman

Approved By:

  
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**MR. RENE B. BARRUELA**  
 Chairman, Bids and Awards Committee