



APPENDIX III - GUIDELINES FOR THE PREPARATION OF ECONOMIC PROPOSAL

PUBLIC COMPETITION^{NO.} 002/2019

**TYPE: SMALLEST VALUE OF MAXIMUM MONTHLY CONSIDERATION PUBLIC
BY BATCH**

PROCESS NO: AB.002.1.000055 / 17-63

**ADMINISTRATIVE CONCESSION FOR CONSTRUCTION, OPERATION,
MAINTENANCE AND MANAGEMENT OF MINIUSINS FOR THE GENERATION OF
PHOTOVOLTAIC SOLAR ENERGY, MANAGEMENT AND OPERATION OF
SERVICES FOR COMPENSATION OF ELECTRICITY CREDITS, PURSUANT TO
FEDERAL LAW NO. 11.079 / 2004.**

1. INTRODUCTION

1.1 ENVELOPE NO. 02 - DOCUMENTS OF THE ECONOMIC PROPOSAL shall contain the ECONOMIC PROPOSAL, to be prepared in accordance with the conditions indicated in this annex, and the BIDDER'S BUSINESS PLAN, according to the specifications below.

1.2 The ECONOMIC PROPOSAL shall be presented on paper with clear BIDDER identification, clearly typed, dated, signed, without erasure, smearing, amendment, insertion, between lines or reservations, clearly indicating the BIDDER's name, address, telephone number, e-mail address, responsible and fax, and should be initialed on all its pages.

1.3 The minimum period of validity of the ECONOMIC PROPOSAL, as of its presentation 120 (one hundred and twenty) days, shall be and may be extended if the bidding procedure, with the signing of the CONTRACT, is not completed before the expiration of this term.

1.4 The BIDDER shall also present, in its ECONOMIC PROPOSAL, a declaration of a financial institution, national or foreign, issued on the letterhead of said institution, stating, under penalty of disqualification, that: (i) it examined the EDITAL, the Business Plan BIDDER and its ECONOMIC PROPOSAL; (ii) considers that the ECONOMIC PROPOSAL and its Business Plan have economic viability; and (iii) considers feasible the granting of financing necessary to fulfill the obligations of the future CONCESSIONAIRE, in the amounts and conditions presented by the BIDDER.

1.4.1 Only declarations issued by financial institutions duly authorized to operate by the Central Bank of Brazil or similar foreign body will be accepted, provided they are not participating in this BID.

1.4.2 The financial institution may not be a BIDDER, nor may it be a controlling, controlled, affiliated or entity under common control of BIDDER, nor may it be submitted to judicial or extrajudicial liquidation, intervention or Special Temporary Administration Regime - REAT or equivalent regime, and shall also present a Confidentiality Agreement signed between the BIDDER and the financial institution.

1.5 Proposals will not be considered with offers of advantages not foreseen in this NOTICE, nor with values or advantages based on the offers of the other BIDDERS.

2. SPECIFICATIONS

2.1 All tables, tables and other numerical information referring to the ECONOMIC PROPOSAL, as well as the BUSINESS PLAN, the Internal Rates of Return of the Project and of the Shareholders shall be provided by the BIDDER, in a printed document and in digital media (CD)

with texts written in PDF format and Excel spreadsheets, with all the calculation memories used, as well as with all their formulas, in an auditable, complete, manipulable way and allowing sensitivity analyzes.

2.2 Spreadsheets should clearly state the definition adopted.

2.3 The BIDDER must send a manual of use of the model and the calculation memorial of the other information mentioned herein in printed and on CD, with clear indications on how to use the model and perform sensitivity analyzes, description of macros and subprograms created and exhaustive indication of the data and assumptions used in the preparation of economic-financial projections.

2.4 This model and this information should still consider the currency of Brazil and, when referring to real values or constant prices, should use the base date of August / 2019.

2.5 For purposes of projections, the BIDDER shall assume, as the beginning of the CONCESSION, the month of signing the CONTRACT OF CONCESSION.

2.6 In the event of divergences between printed and digital documents, the printed version shall prevail.

3. OF THE MAXIMUM MONTHLY PUBLIC CONTRAPRESTATION, BY LOT

3.1. As provided in the MINUTES OF THE CONTRACT, once the offsetting of electric energy credits has been initiated, according to the SCHEDULE to be presented by the BIDDER, the CONTRACTING AUTHORITY shall be responsible for the first payment of the equivalent EFFECTIVE PUBLIC COUNTERPROGRESS, monthly, respecting the provisions of PROPOSAL ECONOMIC AND PERFORMANCE INDICATORS, CONTRACT PAYMENT MECHANISM.

3.2. The BIDDER may bid for only one (1) LOT. Each lot will have 02 (two) miniusines and each miniusina will have its own BUSINESS PLAN.

3.3. The BIDDER shall submit the proposal for the MAXIMUM MONTHLY PUBLIC CONTRA-RESTRICTION OF THE LOT THAT YOU WANT TO COMPEASE, noting that this is the sum of the MAXIMUM MONTHLY PUBLIC CONTRAFECTION OF THE 02 (TWO) MINIUSINS of the respective lot, to be included in the BUSINESS PLAN of each according to sub-item 3.2 of this Annex.

3.4. THE VALUE OF THE CONTRACT, for all purposes and effects of law, shall correspond to the nominal sum of the investment necessary to provide the services subject to the CONTRACT, according to the ECONOMIC PROPOSAL, for the entire term of the CONTRACT.

3.5. The amount offered for the MAXIMUM MONTHLY PUBLIC CONTRAFFECTON for the lot that the BIDDER intends to compete will consist of a parameter for the evaluation and classification of the ECONOMIC PROPOSALS,

"Dear Sirs,

We present our ECONOMIC PROPOSAL for Competition [●] / 2019.

We propose, as a value of the MAXIMUM MONTHLY PUBLIC CONTRAFFECTON, to the LOT [●] OF THE ADMINISTRATIVE CONCESSION, FOR CONSTRUCTION, OPERATION, MAINTENANCE AND MANAGEMENT OF MINIUSINS OF GENERATION OF SOLAR PHOTOVOLTAIC ENERGY, MANAGEMENT AND OPERATION OF SERVICES OF COMPENSATION OF ELECTRIC POWER CREDITS, the value of R \$ [●].

We expressly declare that:

- a) we agree, integrally and without any restriction, with the contracting conditions;*
- b) we will keep this proposal valid for a period of 120 (one hundred and twenty) days, counted from the date of its delivery;*
- c) we are fully aware of the services and the conditions and requirements for carrying out the work.*

Sincerely,

(signature of legal representative)

(qualification of this) "

3.6. The result of the ECONOMIC PROPOSALS presented will be disclosed in ascending order of classification;

3.6.1. The best classified ECONOMIC PROPOSAL will be the one to offer the lowest MAXIMUM MONTHLY PUBLIC CONTRAPRESTATION for the LOT that it competes.

4. BUSINESS PLANS

4.1 Each MINIUSINA of the respective LOT shall have its own BUSINESS PLAN.

4.2 Regarding the organizational and corporate aspects of the future CONCESSIONAIRE, the following information / documents should be presented:

- i) CONCESSIONAIRE's organizational structure;
- ii) chart; and
- iii) sizing of the systems, equipment, personnel and work scale for the operation of the CONCESSIONAIRE.

4.3 The BIDDER shall also provide a full description of the proposed financing program, containing: -

- i) Memorandum supporting the proposed overall financing structure, indicating the sources of funding; and
- ii) Schedule of payment of capital and detailed description of the source of the resources to be used in own capitalization.

4.4. The Business Plan shall contain a detail of the assumptions used in its preparation, in compliance with the provisions of this Notice and other annexes, the draft contract and the guidelines set forth in this document.

4.5. Spreadsheets should also be presented on an annual basis with DEMONSTRATE OF RESULTS FOR THE YEAR, BALANCE SHEET and CASH FLOW, as described below, and the worksheet with FLOW OF CAIXA should also be presented on a monthly basis:

DEMONSTRATE OF RESULTS FOR THE YEAR

Year	1	2	3	4	5	...	25
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Gross Revenue						...	
Deductions						...	

Net Revenue						...	
Cost of services rendered						...	
Gross Profit						...	
Operating expenses						...	
Operating Profit						...	
Income before income tax						...	
Income tax and contr. social development						...	
Net Income						...	

BALANCE SHEET

Year	1	2	3	4	5	...	25
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Box						...	
Current Assets						...	
Fixed assets						...	
Non-Current Assets						...	
Active						...	
Current						...	
Liabilities Long-term Liabilities						...	
Share Capital						...	

Profit Reserve						...	
Accrued Profit / Loss						...	
Shareholders' equity						...	
Liabilities						...	

CASH FLOW

Year	1	2	3	4	5	...	25
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Net Income						...	
Depreciation and Amortization						...	
Variation in working capital						...	
Operating Cash Flow						...	
Maintenance						...	
Expansion						...	
of Investment Cash Flow						...	
Long-term operations						...	
Operations of partners						...	
Cash flow from financing						...	
Change in cash						...	

