

PROJECTS

TWO NEW ESSALUD HOSPITAL CENTERS: PIURA AND CHIMBOTE



COUNTRY CHALLENGE:

Provide, through infrastructure, improved health care services for more Peruvians and generate sources of employment.

HOW?:

With integrated, inclusive and sustainable projects such as the Two New ESSALUD Piura and Chimbote hospitals, among others.



PROJECTS

SPECIALIZED HOSPITAL OF CHIMBOTE



SPECIALIZED HOSPITAL OF PIURA



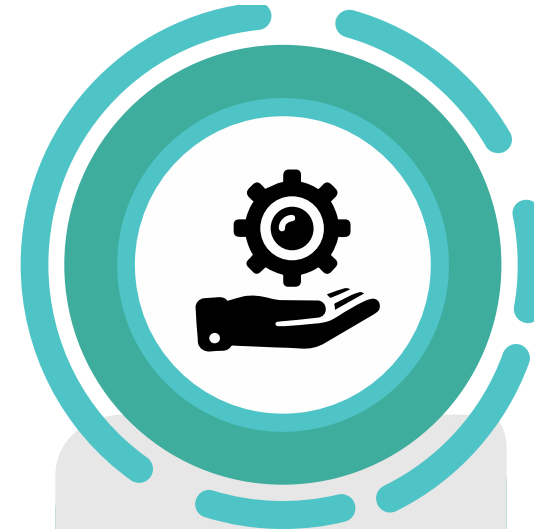
DBFOMT SCHEME



Financing,
design and
construction of
infrastructure



Procurement and
replacement of
clinical and non-
clinical equipment



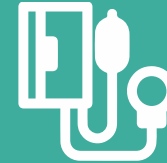
Service
management
(Gray /
Green Coat)

GRAY COAT AND GREEN COAT SERVICES



GRAY COAT SERVICES

1. Clothes and Laundry
2. Food
3. Safety and Security
4. Integral Management and Solid Waste Management
5. Housekeeping, Vector Management and Cleaning
6. Sterilization
7. Information and Communication Technologies Service (ICT) and Provision and Availability of Technological Infrastructure (TI)
8. Maintenance and Operation of the Building, Facilities, Electromechanical Equipment and Furniture associated with the Infrastructure
9. Administration, Procurement, Maintenance and Availability of Equipment
10. Supply logistics (Intra-hospital distribution)



GREEN COAT SERVICES

1. **Kidney unit**
 - Hemodialysis
2. **Clinical Laboratory**
 - Biochemistry
 - Hematology
 - Microbiology
 - Immunology
3. **Diagnostic Imaging (Imaging)**
 - Radiological equipment (both simple and contrasted)
 - Ultrasounds
 - Tomographs (both simple and contrasted)
 - Magnetic Resonances (both simple and contrasted)
 - Mammograms
 - Bone densitometry



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SPECIALIZED HOSPITAL OF PIURA

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SPECIALIZED HOSPITAL OF PIURA

PROJECT NAME	"CREATION OF SPECIALIZED HEALTH SERVICES OF THE SPECIALIZED HOSPITAL IN THE PIURA ESSALUD CARE NETWORK, DISTRICT OF VEINTISÉIS DE OCTUBRE, PROVINCE OF PIURA, DEPARTMENT OF PIURA"
Classification	Specialized Hospital.
Location	Department of Piura, Province of Piura, District Veintiséis de octubre. Ubigeo code 200115.
Land Area	50.000 m ²
Construction Surface	66.297m ² .
Target Population	1.116.559 (year 17).
Modality	Public-Private Partnership
Site	It includes the Sub Lot 02, Mz. D, Parcela J, Industrial Zone adjacent to the Extension of Av. Sánchez Cerro, North-West Side, including the district, province and region of Piura, in the District Municipality of 26 de octubre.
Name of Client	EsSalud.
No. Beds	487 total beds (324 hospital beds, 18 isolated beds, 26 ICU beds, 66 NICU beds, 49 emergency beds, and 4 emergency isolated beds.
No. Offices	60 offices and 78 for medical procedures.
Term of the Concession	20 years (3 years pre-operative stage and 17 years operative stage).
Estimated investment	567 million soles (CAPEX constant figures without VAT).



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SPECIALIZED HOSPITAL OF CHIMBOTE, HIGHER COMPLEXITY POLYCLINIC AND CONTINGENCY PLAN

SPECIALIZED HOSPITAL OF CHIMBOTE

PROJECT NAME	"CREATION OF SPECIALIZED HEALTH SERVICES OF THE SPECIALIZED HOSPITAL OF CHIMBOTE IN THE ESSALUD CARE NETWORK OF ANCASH, DISTRICT OF NUEVO CHIMBOTE, PROVINCE OF SANTA, DEPARTMENT OF ANCASH"
Classification	Specialized Hospital.
Location	Department of Ancash, Province of Santa, District of Nuevo Chimbote.
Land Area	Hospital (15.241,21 m ²) Polyclinic (10.000m ²) and Contingency Plan (6.106m ²).
Construction Surface	Hospital (48.250 m ²) and Polyclinic (7454.16m ²)
Target Population	531.966 (year 17).
Modality	Public-Private Partnership
Site	It includes: (i) Hospital: Sub Lot 1 and 2, Mz. B, Programa de Vivienda Sector 74-75 Urb. Buenos Aires, from the district of Nuevo Chimbote, province of Santa and department of Ancash; (ii) Polyclinic: Lot 1 Mz. D9 of the "Paseo del Mar" Urban Rehabilitation Project, Urb. Buenos Aires, from the district of Nuevo Chimbote, province of Santa and department of Ancash; and (iii) Temporary hospital (Contingency Plan): Mz. T 5, Lot 5 Urb. Bellamar.
Name of Client:	EsSalud.
No. Beds	241 total beds (161 hospital beds, 9 isolated beds, 16 ICU beds, 33 NICU beds, and 22 emergency beds.
No. Offices	37 offices and 27 procedural topics.
Term of Concession	20 years (3 years pre-operative stage and 17 years operative stage).
Estimated Investment	431 million of soles (CAPEX constant figures without VAT).

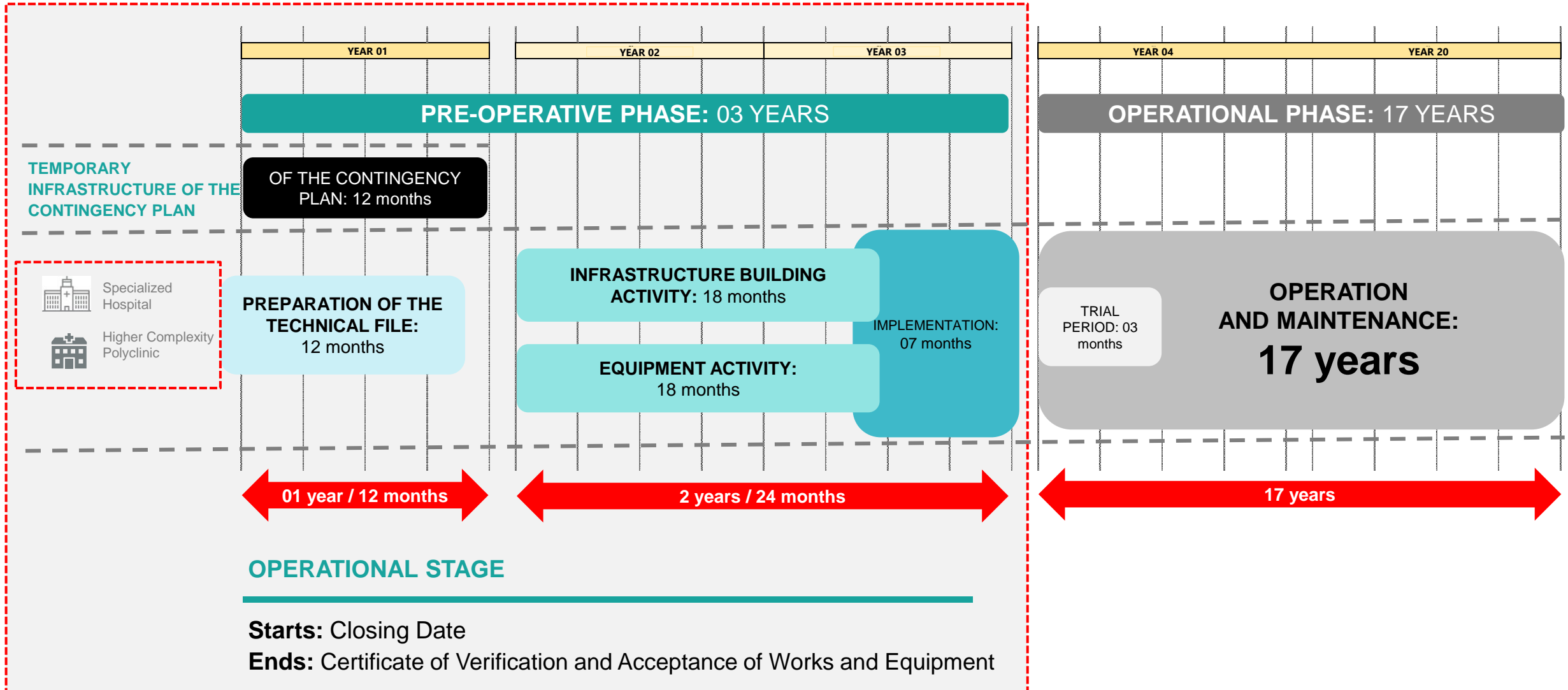


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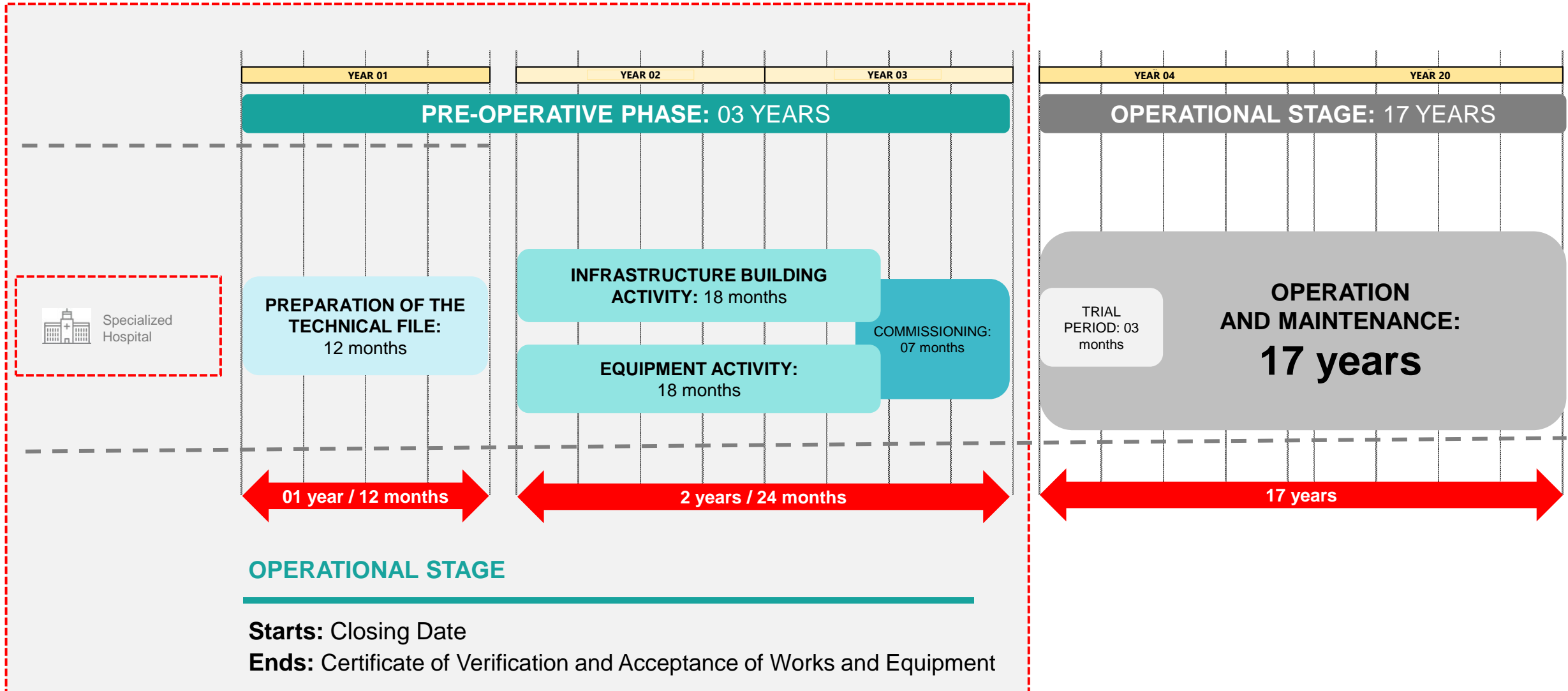
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PRE-OPERATIVE PROCESS

PRE-OPERATIVE PHASE (PROCESSES-CHIMBOTE)



PREOPERATIVE PHASE (PROCESSES-PIURA)



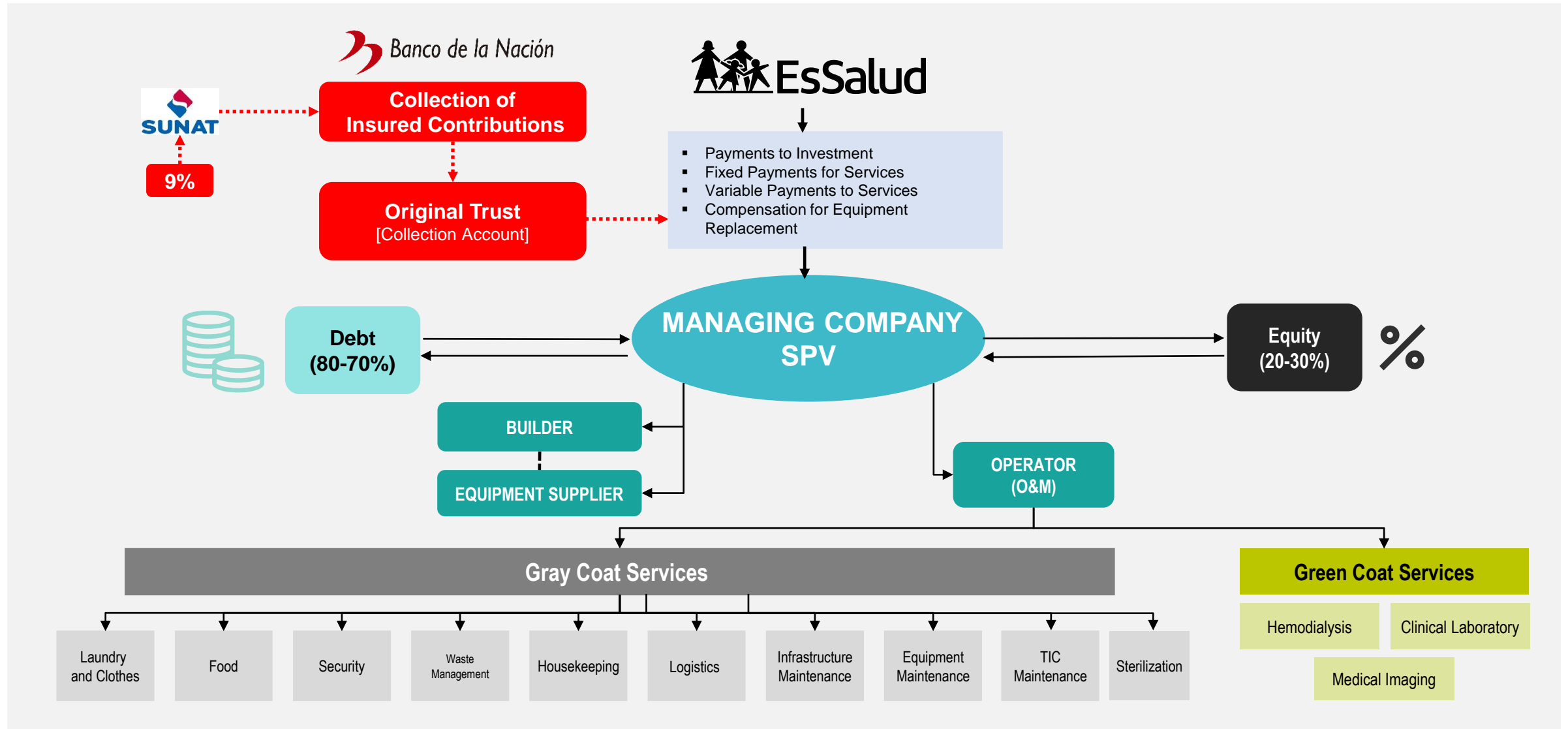


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METHOD OF PAYMENT

GENERAL STRUCTURE OF THE TRANSACTION

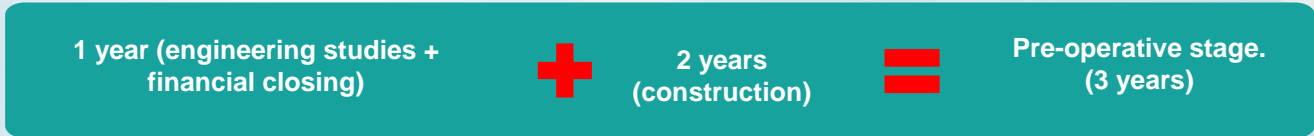
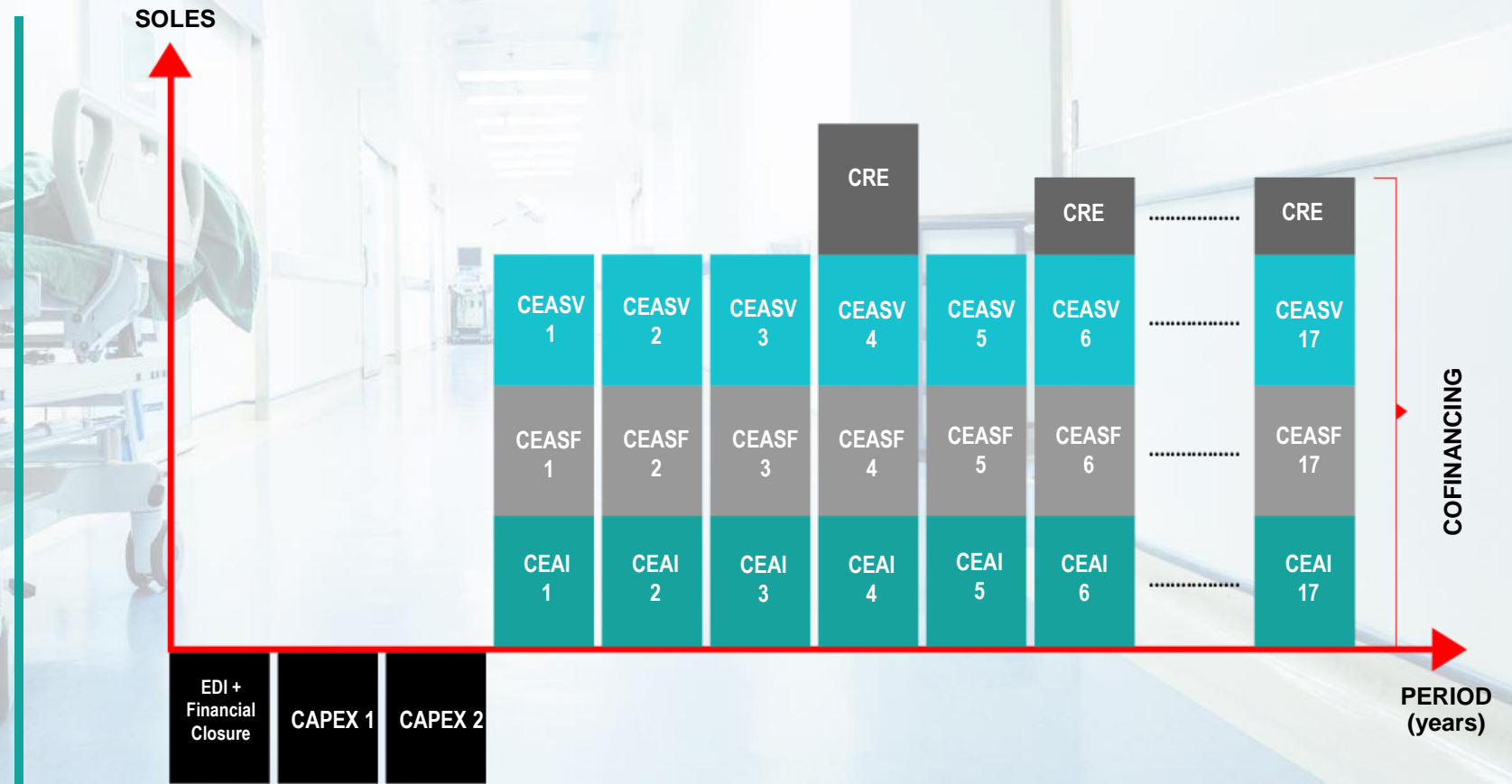


PAYMENT SCHEME FOR SPECIALIZED HOSPITALS OF PIURA AND CHIMBOTE PROJECTS

INVESTMENT COMPENSATION (CEAI*) FOR 17 YEARS

COMPENSATION FOR SERVICES (CEASF*FIXED PART AND CEASV* VARIABLE PART) FOR 17 YEARS

COMPENSATION FOR EQUIPMENT REPLACEMENT (CRE*)



*By its acronym in Spanish



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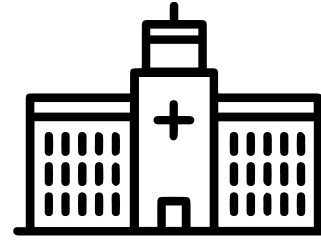
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BIDDING DOCUMENTS

GENERAL ASPECTS

The purpose of this call for bids is to select a natural or legal person, national or foreign, or Consortium, that will form the concessionaire company, in charge of the design, financing, construction, equipment provision, operation and maintenance of the projects:

- “Creation of the Specialized Hospital of the Ancash Healthcare Network - ESSALUD in the district of Nuevo Chimbote, province of Santa, department of Ancash”.
- “Creation of the Specialized Hospital of the Piura Healthcare Network - ESSALUD in the district of Veintiséis de Octubre, province of Piura, department of Piura”.



The following may not be Bidders, directly or indirectly:

The ones who are found within the scope of Article 1366 of the Civil Code;

Persons with impediments in accordance with the provisions of the Law of State Contracts;

Persons (natural or legal) with impediments established by regulations with the force of law;

The ones, who after having been awarded in Public Private Partnership contracts, would have ceased to be due to their breach of the contract.



LEGAL REQUIREMENTS

Numeral 16.1 of the Bidding documents

- By-law
- Sworn Statement certifying the existence and validity of the Legal Person (PJ)
- In the case of a Consortium, a Sworn Statement certifying the existence, validity and solidarity on the obligations assumed in the Tender.
- Sworn Statement signed by the legal representative of the Bidder, indicating the participation % that corresponds to each of its shareholders or partners.
- Simple copy of the proof of payment of the Participation Right.
- Sworn Statement in which it is declared that the powers are in force.
- Sworn Statement of not being disqualified to contract.
- Sworn Statement where the Bidder declares not having direct or indirect participation in any other Bidder.



TECHNICAL REQUIREMENTS

Subparagraph 16.2.1 of the Bidding Terms (modified through Notice No. 5)

General requirements of experience in concession of sanitary infrastructure:

- Accredit **directly or through a Related Company**, its participation in at least two (2) projects, under Public-Private Partnership modality or concessions, or long-term private participation schemes or similar that includes the design, financing, construction, operation and maintenance for a hospital, with at least one hundred (100) **Hospital Beds** and that operates any of the following services: hemodialysis or laboratory or imaging.

The Bidder or its members in case of Consortium, must directly certify or through a related company its participation in projects, **with 25% in the constituted corporation or consortium** to execute the project.

Experience in **hemodialysis, laboratory or imaging** may be accredited by **third parties**, according to the model in **Annex 23** and meeting the requirements of **Annex 22**.

The Bidder or member of the Bidder who accredits the experience in concession of sanitary infrastructure, must become a **Strategic Partner**, in accordance with the conditions established in the Concession **Contract**.



TECHNICAL REQUIREMENTS

Subparagraph 16.2.2 of the Bidding Terms (modified through Notice No. 5)

Requirement of experience in operation and construction of sanitary infrastructure :

- ① Experience in operation of 2 or more **services** (Annex No. 22)
- ① Experience in the construction of 2 hospital infrastructure projects within the last 20 years, whose total built area has been at least 40,000 m², provided that at least one of the accredited projects has been of 20,000 m² and have a **certificate of acceptance of work or equivalent** document from the country where the project was executed.

The experience in operation may be certified through the Bidder or members of the Consortium; directly, or through a Related Company. **Summation of experiences** of the Consortium members will be accepted.

It is specified that for the accreditation of these requirements, bidders must submit Annex No. 19 and **simple copies of contracts**, certificates, or technical declarations of third parties.



FINANCIAL REQUIREMENTS

Subparagraph 16.3 of the Bidding Terms

- ① **Minimum net worth :**
 - Chimbote Project : S/ 85 millions at the closure of the last previous immediate annual exercise to the date of submission of Envelope No. 1.
 - Piura Project : S/ 112 millions at the closure of the last previous immediate annual exercise to the date of submission of Envelope No. 1.

- ① If the Bidder of the Chimbote Contest participates in the Piura Contest or vice versa, it must prove the amount equivalent to the sum of the Minimum Net Worth of both projects.



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OTHER MODIFICATIONS OF THE BIDDING DOCUMENTS

SUBMISSION, EVALUATION AND PRE-QUALIFICATION OF ENVELOPE No. 1

Subparagraph 18.2 b)

- ⦿ **It is specified** that the information requested by the Evaluation Commission **does not imply modification of its content**. It is granted the corresponding term, considering the Schedule, under warning of be **excluded from pre-qualification stage**.

Subparagraph 18.3 c)

- ⦿ **It is specified** that before the withdrawal of one of the members of the Pre-qualified Bidder, it **must accredit that the proposed replacement member, is a third party or part of the Pre-qualified Bidder and complies with the pre-qualification requirements of the member who is withdrawn**. In both cases, the Pre-qualified Bidder will put this change into consideration of the Project Director, for its evaluation within the term established in the Schedule.

OPENING OF ENVELOPE No. 3 AND AWARDING OF SUCCESSFUL BID

Subparagraph 22.2 Evaluation of Envelope No. 3

- ⦿ The term “Variable Cost” is changed by “**Unit Reference Price**” indicated in Table 1 of Remuneration Factors.

CHALLENGE SUCCESSFUL BID

Subparagraph 23.2 b)

- ⦿ **Assumptions are determined** where PROINVERSIÓN will execute the Challenge Guarantee of the Successful Bid.

CLOSING DATE

Subparagraph 25 g)

- ⦿ The presentation of the informative certificate of no impediment **is eliminated**.

Annex No. 2: Financial Entities Authorized to Issue the Guarantees Established in the Bidding Terms

- ① It is specified the Minimum qualification of “A”, for financial strength, of the Insurance Companies.
- ① The BCRP Notice is updated about the list in force of First Category foreign Banks.

Annex No. 5: Form No. 14: Commitment of presentation of documents of Envelope No. 1

- ① It is specified that the contractor must submit the original documents or legalized copies or apostilles, as appropriate, in Spanish language or accompanied by the certified or official translation into Spanish language.

Annex No. 7: Model of Guarantee of Validity, Effectiveness and Seriousness of the Offer

- ① Libor Rate is replaced by the Legal Interest Rate.

Annex No. 12: Model of Bid Bond of Challenge of the Successful Bid

- ⦿ The Libor Rate is replaced by the **Legal Interest Rate**.

Annex No. 15: Economic Offer Model

- ⦿ In Subparagraph 4, the term “Variable Cost” was changed by **“Unit Reference Price (URP)”**.

Annex No. 16: Model of Intent Financing Letter

- ⦿ Terms are specified. Also includes that the financial entity is ready to confirm that, in case that the Bidder is the awardee with the Successful Bid, it shall give the resources and the personnel adequate to work according to the schedule established for the financial closing of the Project, **without guaranteeing that the Transaction is approved by the credit committees or that the final documentation is satisfactory to the parties.**

Annex No. 19: Bidder experiences

- It is specified the **Hospital Beds** standard required and **Built Area**, both to accredit the experience of subparagraph 16.2.1 and 16.2.2.
- In the submission of documents, must be indicated the name of the document and the numbers of folios of the **simple copies**.

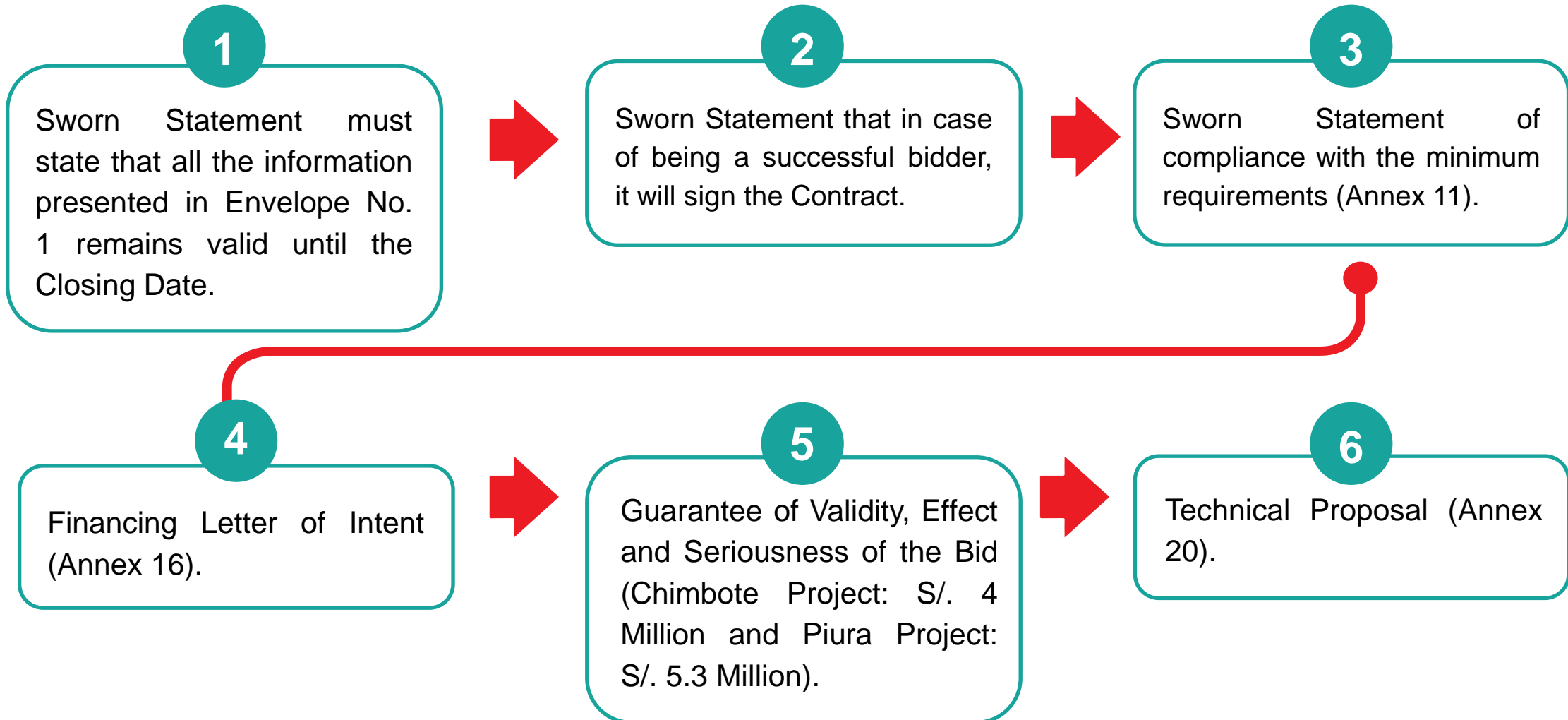
Annex No. 22: Requirements for the Qualification of the Bidder and outsourcing of services

- **The scope** of requirements and the way of **certifying** the requested experience is modified.
- It is specified that the supplier of services of **Hemodialysis, Clinic-Laboratory Pathology and Imaging** must be authorized according to the regulation in force and described certifications.
- It is indicated that the Concessionaire **shall bear all responsibility** on the provision of the service whether directly operating or through third parties.

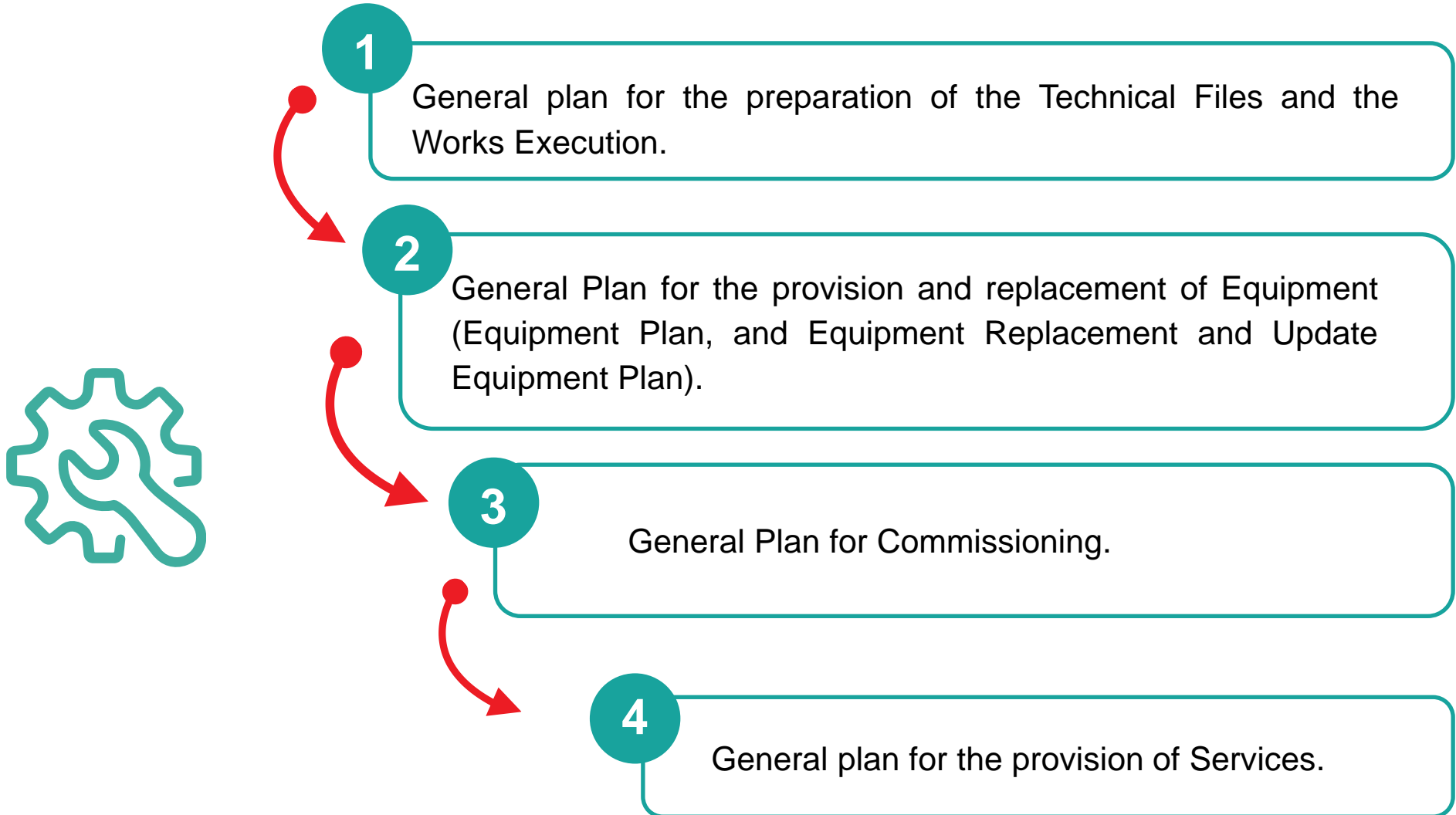
Annex No. 23: Recruitment commitment of Green Coat Service

- Annex 23 is **incorporated**.

ENVELOPE N° 2: SUBPARAGRAPH 19 OF THE BIDDING DOCUMENTS



ENVELOPE No. 2: TECHNICAL PROPOSAL



ENVELOPE No. 3: ECONOMIC OFFER (ANNEX 15)



1. Annual Economic Compensation for Investment
CEAI _____

2. Annual Provision for Equipment Replacement
PREA _____

3. Annual financial compensation for fixed services
CEASF _____

4. Unit reference price (PUR) of the services.

Food _____

Clothes and Laundry _____

Sterilization _____

Waste Management _____

Hemodialysis _____

Laboratory _____

Imaging _____



AWARDING OF SUCCESSFUL BID
Best Economic Proposal



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COMPETITION FACTOR

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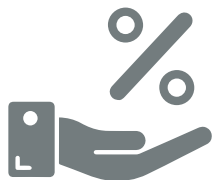
THE COMPETITION FACTOR



The tender is awarded to the bidder who submits the lowest economic offer, since with it, the tender will achieve the highest economic qualification, given by the following formulation:

$$NE_j = \frac{OE_{min}}{OE_j} \times 100$$

The bidder that presents the lowest financial offer will obtain the highest economic qualification, corresponding to 100.



The financial offer of each bidder is a weighting of ten competition factors, including to the investment compensation (CEAI), equipment replacement compensation (CRE), compensation for fixed costs in the provision of services (CEASF), plus the compensation for variable costs in seven services as detailed in the next slide.

THE COMPETITION FACTOR

$$OE_j = \sum_{i=1}^{10} \beta_i \left(\frac{FR_j^i}{FR_{max}^i} \right)$$

Where:

β_i : Weighting of the remuneration factor i (see table).

FR_j^i : Remuneration Factor i offered by the bidder j.

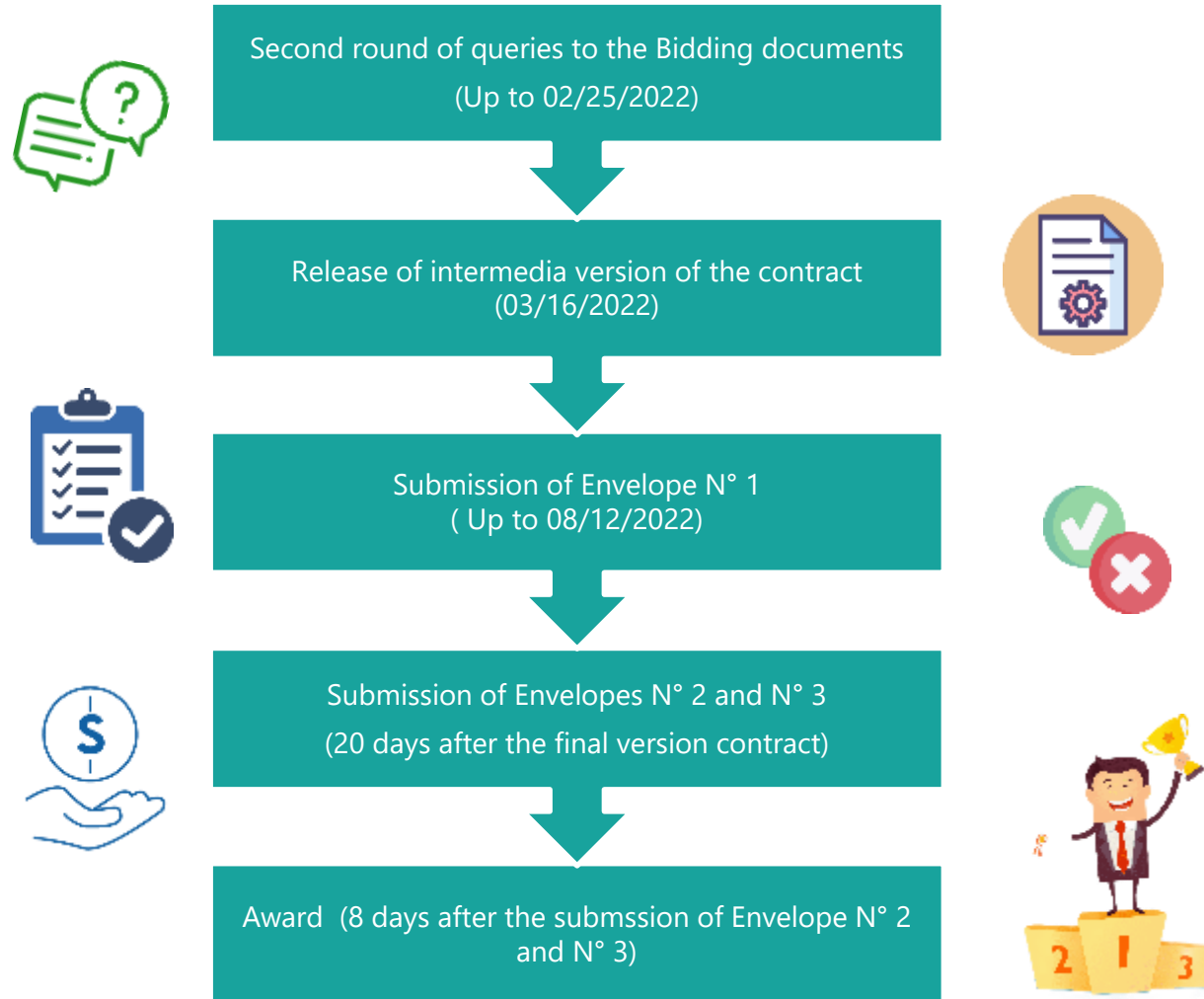
FR_{max}^i : Maximum value that the Remuneration Factor i may take (see table).

OE_j Bidder's Financial Offer j.

i Remuneration factor (Frⁱ)

- 1 CEAI (investment)
- 2 PREA (equipment replacement)
- 3 CEASF (fixed cost of service provision)
- 4 URP Food Service
- 5 URP Clothing and laundry service
- 6 URP Sterilization Service
- 7 URP Waste Management Service
- 8 URP Hemodialysis Service
- 9 URP Laboratory Service
- 10 URP Imaging service

UPDATED SCHEDULE (ANNEX 18)





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