

## Contracts &amp; Tenders



REPUBLIKA E KOSOVËS – REPUBLIKA KOSOVA – REPUBLIC OF KOSOVO  
 QEVERIA VLAĐA GOVERNMENT

Komisioni Qeveritar i Privatizimit i PTK-së – Government Privatization Committee of PTK – Vladoins Komisija za Privatizaciju PTK  
 The Government of the Republic of Kosovo, represented by its duly appointed Government Privatization Committee, hereby announces the:

### PUBLIC INVITATION

for participation in the public tender process for the sale of shares in

## POST AND TELECOMMUNICATIONS OF KOSOVO, J.S.C. (PTK)

The subject-matter of this Tender is the sale of 75% of the share capital of Post and Telecommunications of Kosovo J.S.C. (hereinafter: Company), 100% of which is currently owned by the Republic of Kosovo.

#### Details on the Company

Name	Posta dhe Telekomunikacioni i Kosovës, S.H.A. Post and Telecommunications of Kosovo, J.S.C. / Pošta i Telekomunikacione Kosovo D.D.
Registration number	70280741
Registered seat	Dardania, Prishtina, Republic of Kosovo
No. of ordinary shares	5,000,000
Shareholder	Republic of Kosovo (the shares are held by the Ministry of Economic Development)

General data about the Company  
 is available at

<http://www.ptkonline.com>

Detailed information about the Company is presented in the Tender Dossier, which will be made available to interested parties that fulfil the criteria set out in the Instructions for Pre-Qualification (hereinafter: IPQ).

The Government Privatization Committee hereby formally invites interested parties, in particular telecom operators and financial investors with experience in telecom sector, to submit a written request to receive the IPQ, per e-mail, at the address: [info@ptkonline.com](mailto:info@ptkonline.com). The IPQ outlines the criteria and procedure for pre-qualification for participation in the Tender.

The deadline for submission of the documents for pre-qualification, in accordance with the IPQ, is 30 July 2012, 16:00 CET.

The Government Privatization Committee reserves the right to change the schedule and terms of this Public Invitation.

All communications relating to the Public Invitation should be directed to the Government Privatization Committee for PTK at the following addresses:

Government Privatization  
 Committee for PTK  
 Project Implementation Unit  
 Attn: Mr. Arsim Brusa, Project Manager  
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 T +381 38 200 21 563  
 E [ipq@privatizacija.gov.net](mailto:ipq@privatizacija.gov.net)

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Privatisation of Post and Telecommunications of Kosovo J.S.C. (PTK) – Instructions for Pre-Qualification

**4. PRE-QUALIFICATION REQUIREMENTS**

The Contracting Authority wishes to identify bidders who have experience in the telecommunications sector and who have sufficient financial, technical, managerial, and organizational capacity to successfully manage the Company.

**4.1. The Applicant (or, in the case of a consortium, the Lead Member independently) has Technical and Financial Pre-Qualification Requirements**

4.1.1. to demonstrate that:

- (a) it has been a provider of mobile telecom services over the last 3 years, and
- (b) in its last 3 audited fiscal years, it had average annual revenues related to telecom services exceeding EUR 300,000,000 (three hundred million)

or

4.1.2. The Applicant (or, in the case of a consortium, the Lead Member of that consortium) has to demonstrate that:

- (a) it has assets under management of at least USD 750,000,000 (seven hundred fifty million) in 2012

or

- (b) it has raised in total funds of at least USD 250,000,000 (two hundred fifty million) over the last seven years,

and

- (c) it meets one or more of the criteria mentioned in i. – iv.

- i. it did invest in the last 10 years or it is currently an investor via a minimum equity shareholding of 20% in at least one telecom operator with annual revenues related to telecom services exceeding EUR 300,000,000 (three hundred million) in at least one given year of the investment period, or
- ii. it has received a letter of intent to enter into a consortium agreement in relation to an equity participation (with at least 10% equity holding) with a telecom operator with 2011 revenues related to telecom services exceeding EUR 300,000,000 (three hundred million), or
- iii. it has received a letter of intent to enter into a cooperation agreement with a telecom operator with 2011 revenues related to telecom services exceeding EUR 500,000,000 (five hundred million), or
- iv. either (i) it has a shareholder that has managed an investment (with more than 20% ownership) in the last 10 years in at least one telecom operator with revenues related to telecom services exceeding EUR 500,000,000 (five hundred million) during at least 1 year or (ii) it currently employs senior professionals that invested (with more than 20% ownership) in the last 10 years in at least one telecom operator with revenues related to telecom services exceeding EUR 500,000,000 (five hundred million) during at least 1 year

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With regard to iii. above, when submitting the binding bid in the second stage of this tender, the Applicant will be required to highlight the key services provided by the telecom operator as part of the cooperation agreement, including one or more of the following items (a) to (d) below:

- (a) the telecom operator provides his brand to PTK for a period not less than 5 years;
- (b) the telecom operator has the right and will exercise the right to nominate one management board member from his own company to the board of PTK for a period not less than 5 years;
- (c) the telecom operator will sign a 5 years operation, maintenance, and management agreement with PTK; and/or
- (d) the telecom operator will establish an advisory committee at PTK comprising of at least 3 employees from the telecom operator for a period not less than 5 years

4.1.3 For the purpose of calculating the amounts for criteria in 4.1., the Contracting Authority will use relevant exchange rates (e.g. average of the relevant year for "annual revenues").

4.1.4 Under article 4.1.1., Economic Operators which

- (a) are Affiliates; and/or
- (b) have a common Parent Company; and/or
- (c) are a Parent Company

shall, between them, only be permitted to submit one Application (whether alone or as part of a consortium).

4.1.5 Under article 4.1., the PIU reserves the right to clarify the eligibility of Economic Operators which have a licence for providing mobile network services in Kosovo, and are a current provider of mobile network services in Kosovo with the Kosovo Competition Authority.