

**BID EVALUATION COMMITTEE**

**AWARD OF TWO FULL-SERVICE TELECOMMUNICATIONS LICENSES**

**MINUTES OF THE OPENING OF OFFERS MEETING**

**OPENING OF OFFERS**

*In view of the Decision of the Ministry of Finance creating the Bid Evaluation Committee (Ref. No. 1/ሐ/1/71/49) dated 05/08/2013 E.C (April 13, 2021).,*

For the purpose of these Minutes, words which begin with a capital letter shall have the meaning set forth in the Tender Regulations (the “**Tender Regulations**”) that form Part 2 of the Request for Proposals launched the 27 November 2020 and as revised on 5 March 2021 for the Award of Two Full-Service Telecommunications Licenses (the “**RFP**”).

**I – Opening of Offers Meeting**

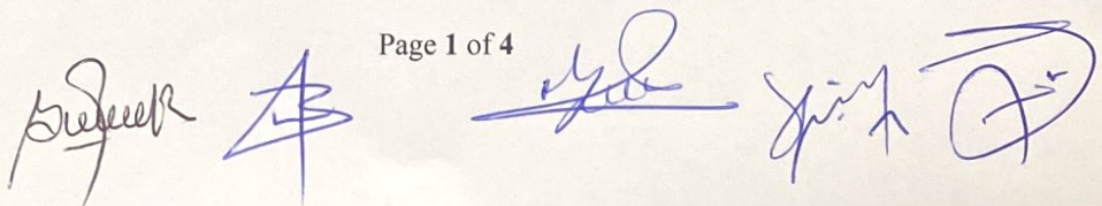
Pursuant to the Tender Regulations, and in particular Article 30, the Opening of Offers Meeting (the “**Meeting**”) took place on April 26<sup>th</sup> 2021 at 11:00 am East Africa Time (GMT+3) at the Ethiopian Communications Authority Director General’s Office, in the presence of:

- Dr. Brook Taye, Senior Advisor to Ministry of Finance;
- Eng. Balcha Reba, Director General of the Ethiopian Communications Authority (the “**ECA**”) and Chairman of the Bid Evaluation Committee (the “**Committee**”);
- Members of the Bid Evaluation Committee:
  - Mr. Abera Gelgelu
  - Mr. Million H/Michael
  - Mr. Hailu Tsega
  - Mr. Solomon Betre
- Bidders’ representatives;
- Invited guests, and members of the media.

After welcoming the Bidders and all attendants, the Chairman of the Committee opened the Meeting at 11:00 am East Africa Time (GMT+3).

The Chairman of the Committee confirmed that the following Offers have been submitted on the Submission Date set out in Article 27 of the Tender Regulations, as extended by Letter No. ECA/RFP/2020-21:

- Offer of Global Partnership for Ethiopia (Vodafone, Vodacom, Safaricom, Sumitomo & CDC)





- Offer of MTN International (Mauritius) Limited

Pursuant to Article 32 of the Tender Regulations, the Chairman of the Committee reminded the participants that for each opening of the Offers, he will:

- Confirm that it contains (i) a sealed envelope containing a Technical Offer and (ii) a sealed envelope containing a Financial Offer;
- Set aside the envelope containing the Financial Offer in a safe;
- Open the envelope containing the Technical Offer and read aloud the Letter of Offer.

## **II – Opening of the Offers**

### **Opening of Offer of Global Partnership for Ethiopia (Vodafone, Vodacom, Safaricom, Sumitomo & CDC)**

The Chairman opened the Offer of Global Partnership for Ethiopia (Vodafone, Vodacom, Safaricom, Sumitomo & CDC).

He confirmed that the Offer contained (i) a sealed envelope containing the Technical Offer and (ii) a sealed envelope containing the Financial Offer.

He set aside the envelope containing the Financial Offer in a safe.

He opened the envelope containing the Technical Offer and read aloud the Letter of Offer.

### **Opening of Offer of MTN International (Mauritius) Limited**

The Chairman opened the Offer of MTN International (Mauritius) Limited.

He confirmed that the Offer contained (i) a sealed envelope containing the Technical Offer and (ii) a sealed envelope containing the Financial Offer.

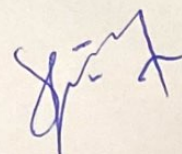
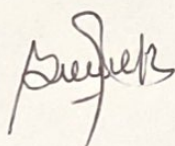
He set aside the envelope containing the Financial Offer in a safe.

He opened the envelope containing the Technical Offer and read aloud the Letter of Offer.

## **III – Closing of the Opening of Offers Meeting**

The Chairman of the Committee reminded participants that pursuant to Article 32 of the Tender Regulations, Technical Offers will be evaluated in a private Meeting following the Opening of Offer Meeting.

The Chairman of the Committee thanked the participants, reminded them that Financial Offers are kept secured and those from Qualified Bidders will be opened during a future





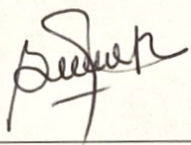
meeting (the “**Opening of Financial Offers Meeting**”), as provided for in Article 35 of the Tender Regulations, and closed the Meeting at 12:30 pm.



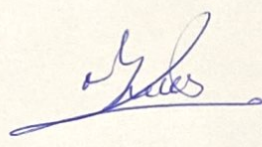
**In Addis Ababa, on April 26<sup>th</sup>, 2021.**

**Eng. Balcha Reba**

*Chairman of the Bid Evaluation Committee*

*Director General of the Ethiopian Communications Authority*



 <b>Abera Gelgelu</b> <i>Member &amp;          Secretary of the          Committee</i>	 <b>Million H/Michael</b> <i>Member of the          Committee</i>	 <b>Hailu Tsega</b> <i>Member of the          Committee</i>	 <b>Solomon Betre</b> <i>Member of the          Committee</i>
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**ATTENDANCE LIST**

Full name	Bidder	E-mail address	Physical or remote presence
Philippe Vogeeler	Global Partnership for Ethiopia (Vodafone, Vodacom, Safaricom, Sumitomo, CDC & DFC)	<a href="mailto:Philippe.vogeeler@vodafone.com">Philippe.vogeeler@vodafone.com</a>	In-person
Peter Gichangi	Global Partnership for Ethiopia (Vodafone, Vodacom, Safaricom, Sumitomo, CDC & DFC)	<a href="mailto:pgichangi@safaricom.co.ke">pgichangi@safaricom.co.ke</a>	In-person
Mzwamadoda Mtonsana	MTN International (Mauritius) Limited	<a href="mailto:zwamtonsana@mtn.com">zwamtonsana@mtn.com</a>	In-person
Remy Bloy	MTN International (Mauritius) Limited	<a href="mailto:Remi.bloy@mtn.com">Remi.bloy@mtn.com</a>	In-person

