



# REPUBLIC OF ALBANIA

## PUBLIC-SECTOR PARTICIPATION IN THE DISTRIBUTION BUSINESS OF KESH

### Invitation for Expressions of Interest

The Ministry of Economy, Trade and Energy of Albania (METE) wishes to accelerate private-sector participation ("PSP") in the nation's energy sector, specifically in the power-distribution sector, a strategic priority of the Government of Albania. METE has mandated the IFC, a member of the World Bank Group, as its lead advisor on the structuring of a PSP transaction and execution of a competitive tender for the privatization of the distribution. The Government is making every effort to ensure that all necessary reforms are implemented along with regulatory measures to establish a transparent energy market for all participants and to increase efficiency in the sector. As part of these reforms, the transmission-system operator has been completely unbundled, and the Distribution System Operator's unbundling is close to completion.

The newly created DSO is the only electricity distribution company in the country and operates a network of around 23,000 km for the low-voltage system and 12,000 km for the medium voltage one. The customer base reaches approximately 1 million connections, including over 800,000 household customers, and the annual energy consumption at the distribution level averages around 5,500 GWh, supplied under a regulated framework.

With the objective of identifying interested investors, Expressions of Interest (EOIs) are sought from energy companies, or consortia of companies (with experience in operating and developing electricity-distribution businesses) that are interested in acquiring a majority stake in the DSO. EOIs shall be submitted in English and shall include:

1. a short description of the company's activities (max. 3 pages);
2. a short description of the company's experience in the power distribution business; and
3. copies of the two most recent audited financial statements.

EOIs should be sent to the Ministry of Economy, Trade and Energy of Albania, with a copy to IFC at the addresses below, by **March 24, 2008**.

Mr. Durim Kraja  
**Ministry of Economy, Trade and Energy**  
Blvd. Deshmoret e Kombit, No. 2  
Tirana, Albania  
Tel: + 355 4 223 119  
Fax: + 355 4 223 455  
Email: [dkraja@mete.gov.al](mailto:dkraja@mete.gov.al)

Mr. Tomas Sipos  
**International Finance Corporation**  
Deshmoret e 4 Shkurtit, no 34  
Tirana, Albania  
Tel: +355 4 231 260 Ext 306  
Fax: +355 4 231260  
E-mail: [tsipos@ifc.org](mailto:tsipos@ifc.org)



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**International  
Finance Corporation**  
World Bank Group