

Supplier Information Session

April 30, 2025



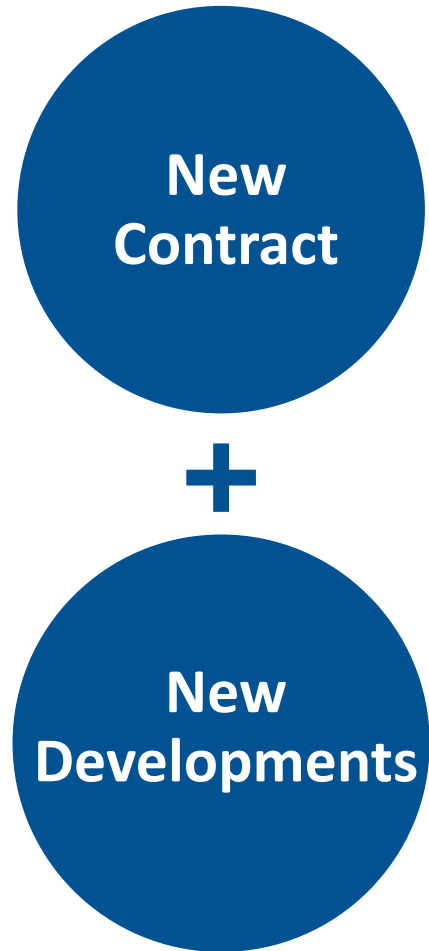
Agenda

9:00-9:45	Memorandum of Understanding – Overview, next steps, and business opportunities
9:45-10:15	Q&A
10:15-10:30	Health Break
10:30-11:30	Doing business with NL Hydro, upcoming opportunities
11:30-12:00	Q&A

Memorandum of Understanding (MOU)



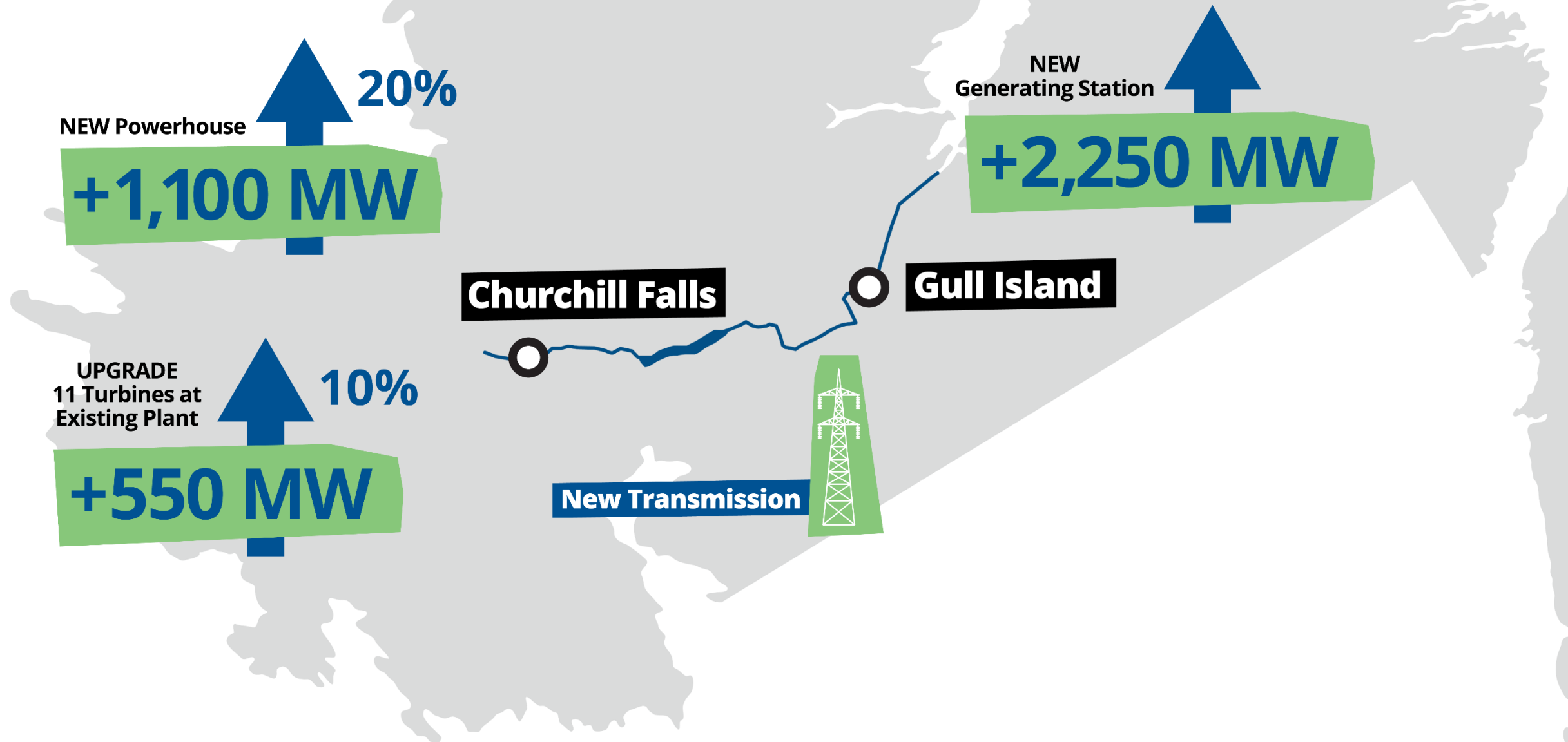
What's in the new agreement



- Major milestone for both provinces
- Access to power now instead of 2041
 - NL – Support industry in Labrador
 - QC – Meet growing energy needs
- Power price increases – reaching 30x higher, no longer fixed
- \$3.5B upfront to develop 3 new megaprojects*
- \$17B over the next 17 years
- \$225B to Provincial Treasury (\$180B from new CF contract) over life of contract
- NL Hydro will operate all hydro plants on Churchill River

*Net Present Value

New Developments



Working together to advance developments



- Upgrade existing turbines at Churchill Falls plant
- Construct transmission lines in Labrador
- Maintains 2/3 ownership
- Operates all hydro plants on the Churchill River



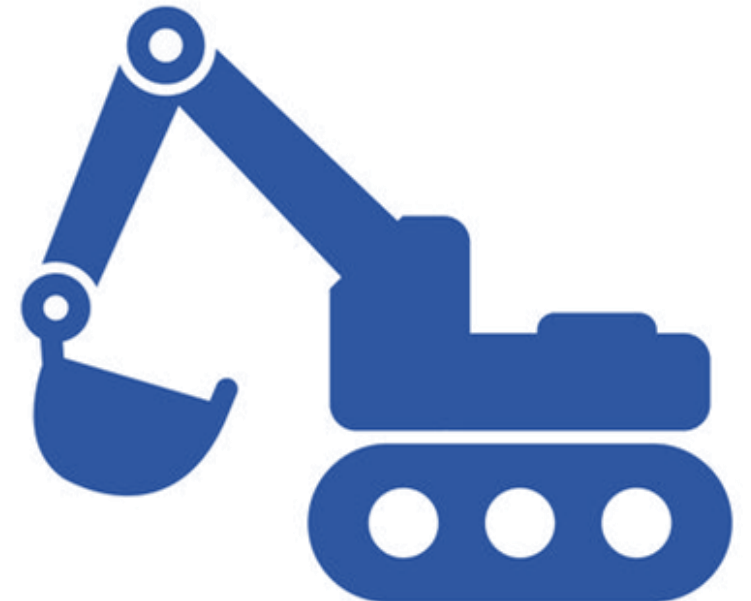
- Construct Gull Island, second powerhouse at Churchill Falls & Quebec transmission
- Purchase power under 50-year contract
- Covers all costs, any overruns
- Maintains 1/3 ownership

Where we are

- Finalizing detailed agreements – before April 2026
- Environmental Assessment release and Impacts and Benefits Agreement with Labrador Innu, for Gull Island
- Independent Negotiation Oversight Panel in place
- Technical teams established from both utilities
- Planning, engineering assessments and studies for new developments
- Some activity in Labrador summer 2025 to inform detailed planning

Business Benefits

- Access to 4x more power in Labrador
- Economic growth and opportunities
- \$33B in planned construction spending
- Thousands of jobs – construction and new industries
- Range of opportunities will be available – primary contractor or direct supplier, subcontractor or supplier to primary contractors, etc.

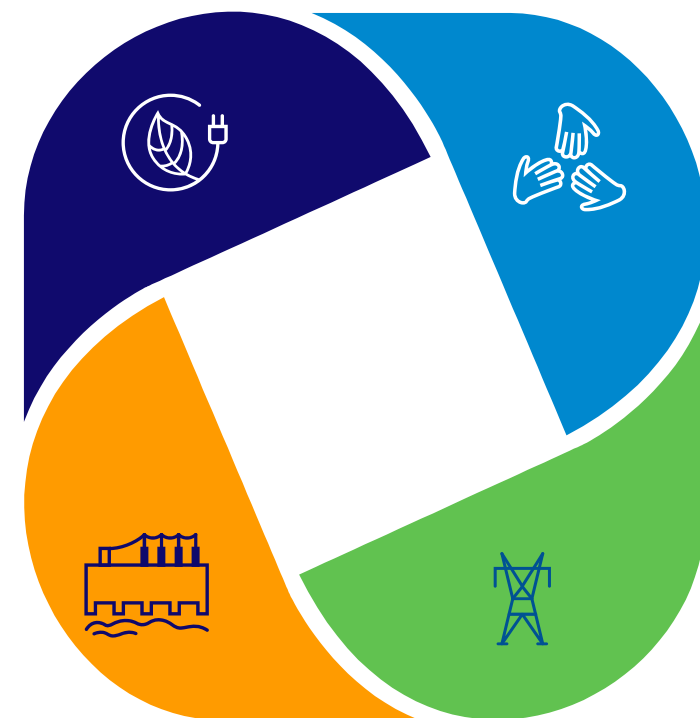


Our Commitment

- **Full and fair opportunity** to NL suppliers and contractors
- 100% commitment by all partners to incorporate underlying principles of existing agreements and commitments
 - Optimize benefits for local communities
 - Share information in a respectful, open and timely manner
 - Listen and respond to issues important to residents and communities
 - Respectfully engage with Indigenous Governments and Communities
 - Highest standards of environmental protection and stewardship of the land
- Planning underway to incorporate these principles in work execution

From a historic new deal to an extraordinary opportunity

- The new energy deal between Newfoundland & Labrador Hydro and Hydro-Québec is based on a common goal for **prosperity** through **jobs, economic growth** and **access to new, clean energy**.
- The making of the MOU has forged a **strong relationship** between Newfoundland & Labrador Hydro and Hydro-Québec.
- This is a promising time. Together, we will build **clean power infrastructure** that will benefit the people of both provinces for generations.



2025 Studies in Labrador

Following the December 2024 announcement of the Memorandum of Understanding on the hydroelectric development of the Churchill River, Hydro-Québec will conduct studies of the development zones. These are planned for the summer and fall of 2025.

These technical and environmental studies will improve our knowledge of the sites and help us plan for the temporary infrastructure we'll need to build, such as camps and access roads.



2025 Field Surveys

Geological, geotechnical, and hydrogeological surveys and geomatic activities

Examples:

- Geotechnical/geological drilling
- Test pits with excavator (mechanical)
- Geological mapping
- Surveys (bathymetric, ground-based and water-based geophysical surveys, LIDAR, etc)
- Installation of hydrometric sampling probes
- Setting up temporary installations: construction site trailers, wells for drinking water, toilet blocks, fuel barrels
- Installation of warehouses for forage carrots
- Clearing for access path between main access, survey sites and helicopter landing site

Environmental surveys

Examples:

- Installation of measuring equipment: flow meters, temperature and turbidity probes
- Sampling, surveys and site characterization: fish and mussels, quality of water and sediments, substrates, tributaries, lakes and terrestrial and aquatic habitats
- Potential compensation projects: General site characterization, including bathymetry, substrate, fish communities and access
- Camp and bridge: Environmental assessment and archaeological potential study

Summer 2025 Surveys

Our approach

Local contracts and first access to jobs

- Direct benefits for Indigenous and Labradorian communities to support the local economy.
- Full and fair opportunity to local suppliers to participate in the supply of goods and services.

Sustainability and Transparency

- Strong environmental protection measures
- Accessibility and open communication in English

Next steps



Spring 2025

Permit applications filed with provincial authorities in Newfoundland and Labrador (by Newfoundland and Labrador Hydro)



Between mid-May and mid-June 2025

Bids for Summer 2025 sub-contracts will be made available



Summer and fall 2025

Technical and environmental studies in Labrador



Finalization of the Memorandum of Understanding with the signatories



2026 Work begins for temporary installations

2027 Construction of Gull Island facility

Information for suppliers

Société d'Énergie de la Baie-James (SEBJ), a Hydro-Québec subsidiary, will manage field surveys.



*Société d'énergie
de la Baie James*

How to get the information you need?

www.hydroquebec.com/infolabrador

Information, in English, on contracts and how to work with us.

Questions, comments or concerns? You can reach us at:

- info.labrador@hydroquebec.com
- **Info-project line: 1-833-352-3113**

We'll be back in May to provide more information on the project and its opportunities.

Questions?





HEALTH BREAK

Our presentation will resume in 15 minutes

Doing Business with Hydro

Upcoming projects, opportunities and an overview of the procurement process

Labrador West Expansion

An expansion of the electrical transmission system in Labrador West to support future industrial developments



Industrial Growth in Labrador West

- To support future industrial developments in the region, NL Hydro is currently undertaking a study to assess expansion of the electrical transmission system to Labrador West.
- Four (4) large mining customers have submitted requests for additional power to support existing operations and future critical mineral projects.
- The study will assess electrical power transfer limits associated with 230kV, 315kV and 735kV transmission infrastructure based on timing and availability of power as provided in the new deal MOU.
- Near Term Deliverables: Preliminary engineering, AACE Class 5 Estimates and high-level schedules for above transmission alternatives.
- Feasibility Completion: August 2025
- Hydro's team is working closely with the mining customers to ensure reliable, least-cost access to clean electricity. Following the study work, a preferred scenario will be jointly selected and advanced through Front End Engineering & Design (FEED).



CHURCHILL FALLS



TRANSMISSION EXPANSION

TO SERVE NEW INDUSTRIAL LOAD

2026

- FEED completion
- Detailed Engineering starts

2027

- Procurement begins
- On Site construction begins

2031

- Facilities completed
- Project commissioning
- Ready for operation

How to do business with Hydro

Overview of legislation, bidding process, and where to find opportunities



Legislation, Policy & Trade Agreements

- Public Procurement Agency (PPA)
 - www.gov.nl.ca/ppa/to-do-business-with-the-province/
 - Public Procurement Act, Regulations and Policy (Framework) (Feb 2018)
- Canadian Free Trade Agreement (CFTA) (July 2017 replaced Agreement on Internal Trade (AIT))
- Atlantic Trade and Procurement Partnership (ATPP) (May 15, 2000)

International

- Canada-European Union Comprehensive Economic Trade Agreement (CETA) (Sept 2017)
- World Trade Organization Government Procurement Agreement (WTO-GPA) (originally 1979, expanded and revised Jan 1996)

Strategies & Guides

- **Newfoundland and Labrador First** (2020)
 - 10% discount local preference provision under trade agreement thresholds
 - supporting strategic provincial supplier development
- **Government of Newfoundland and Labrador Social Procurement Guide**
(Engage NL survey 2022)
 - Evaluation criteria – Buy Social Canada
 - Verifiable, measurable and reportable
- **Sustainable Procurement Strategy** (Feb 2024)
 - Social
 - Local economic
 - Environmental (Green Procurement Guide)

Open Call Opportunities

1. Set up an account in NL Hydro Bid Opportunities Website
 - Online e-procurement system (no cost)
2. Select **All Categories**
3. Check our Bids & Tenders website on a regular basis

Remember! Do not rely on email notifications only.

How to do business with Hydro

- **Open Calls**

- Includes Tenders, RFPs and Requests for Interest

- **Standing Offers** (Federal, Provincial and NL Hydro)

- Goods (fuel, oils, office supplies, building supplies, cleaning supplies, etc.)
- Services (marketing, snow clearing, lawn care, vegetation management, training etc.)

- **Limited Calls**

- Limited call threshold, invite bids (obtain atleast three)

Tips for Submitting Bids

- **Familiarize yourself with all deadlines** including question submission deadline, site visit, submission deadline (closing).
- Questions, issues, or problems with the procurement document or requirements?
 - Use the **Submit a Question** feature.
- **Pay close attention to the requirements** in the Open Call Solicitation document, especially mandatory requirements (submission and technical requirements).
- **Don't wait** until the last minute to submit a bid.

Evaluation of Bids

- Submissions are evaluated on terms and conditions.
- Contracts are awarded to the preferred supplier who:
 - **TENDER**
Submits the lowest-priced bid meeting all the terms, conditions and specifications.
 - **REQUEST FOR PROPOSALS**
Submits the highest-ranking proposal meeting all the criteria.
- How bids will be evaluated will be in the solicitation documents.

Supplier Debriefing

- An unsuccessful supplier may request a meeting concerning the reasons their bid was not successful.
- Debriefing request must be made within 10 business days of the posting of an award.
- We are committed to providing relevant feedback to suppliers on their bid submissions while also respecting confidentiality requirements of other suppliers.

Future Work and Major Projects

An overview of future work in Labrador, and potential procurement opportunities for Hydro's Major Projects



Upcoming Work

Location	Description	Anticipated Open Call Timing
Nain	Install intermediate fuel storage tanks	May 2025
L'Anse-au-Loup	Supply a new genset and associated mechanical components	Starting July 2025 <i>*Multiple Packages</i>
Hopedale, L'Anse-au-Loup, Nain, Makkovik	Supply protection and controls equipment for diesel genset replacement	Starting May 2025 <i>*Multiple Packages</i>
Muskrat Falls	Bottled water (18L jugs), septic waste removal, spill kit supplies, safety supplies – first aid	Various
Churchill Falls	270 person Staff House, design and build	October 2025
	Fencing repairs and grounding cables (various locations)	June 2025
	Upgrade theatre	April 2025
	Replace penstock access; Tunnel grating	May 2025
	Replace powerhouse lighting	September 2025
	Airport; Install leak detection	January 2026

Potential Opportunities – Major Projects

https://nlhydro.com/wp-content/uploads/2025/02/NLH-Public-Notice-to-Contractors-Jan2025_V4.pdf



Welcome to NL Hydro Bid Opportunities Website

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All posted Open Calls are available for preview by creating a free login account.

This application functions best in Google Chrome web browser. For direct inquiries or **technical assistance** with this application, please contact support@bidsandtenders.ca or refer to the [Bids and Tenders - Vendor Guide](#)

Supplier information and forms are now included in our Supply Chain Supplier Information Manual, within the manual you will also find links to policies and forms that you may require for things such as Supplier Information Forms for updating your banking information and your company contact information.

Please read and check back regularly for updates. [NL Hydro Supplier Information Manual](#)

New:

For more information on Amalgamation - Nalcor Energy / Newfoundland and Labrador Hydro please click [here](#).

For more information on Notice of Forecasted Contractor Engagement to Support Major Projects please click [here](#).



Bids & Tenders: A Closer Look

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ISNetwork Requirement

We are pleased to announce that Newfoundland and Labrador Hydro (Hydro) is now utilizing ISNetwork (ISN) for specific projects that are identified as high risk work. For more information please click [here](#).

Questions?



nlhydro.com

