



GOLOMOTI SOLAR PV - EXPRESSION OF INTEREST

JCM Power Golomoti Solar PV Project
18 June 2020 Revision 0

GOLPV-GEN-SP-0010

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1. INTRODUCTION

1.1 INVITATION

Golomoti JCM Solar Corporation Limited ("Employer") hereby request interested companies, with the relevant competencies, capacity and experience ("Respondent") to submit responses to this request for Expression of Interest (EOI) to be selected as pre-qualified candidates for a number of defined works packages relating to equipment supply and construction works for the 20 MW_{AC} Golomoti Solar PV Plant (the "Project") in Malawi.

This EOI process constitutes the first formal step in the procurement process for the Project. The outcome of this first formal step will be the selection of a shortlist of pre-qualified candidates, who will be given the opportunity to respond to the Request for Tender (RFT) to be issued in due course.

Successful participation in the EOI process is, therefore, compulsory should the Respondent wish to participate in the EOI process.

1.2 PROJECT CONTEXT

Golomoti JCM Solar Corporation Limited, a special purpose vehicle owned by JCM Power and with InfraCo Africa, is an independent power producer (IPP) involved in the development, construction and operation of renewable energy projects in Malawi. Both JCM and InfraCo are part of a similar entity who owns the 60MW_{AC} Salima Solar PV Plant, currently under construction, in the central region of Malawi which is expected to enter operations in Q4 2020 or Q1 2021 and is in late stages of development of the Golomoti Project.

The Project is a 20 MW_{AC} solar PV plant located in the central region of Malawi, near the settlement of Golomoti (34° 36' 02" E, 14°26'32" S). The site is located approximately 100 km south east of Lilongwe as show in the Figure 1 below.

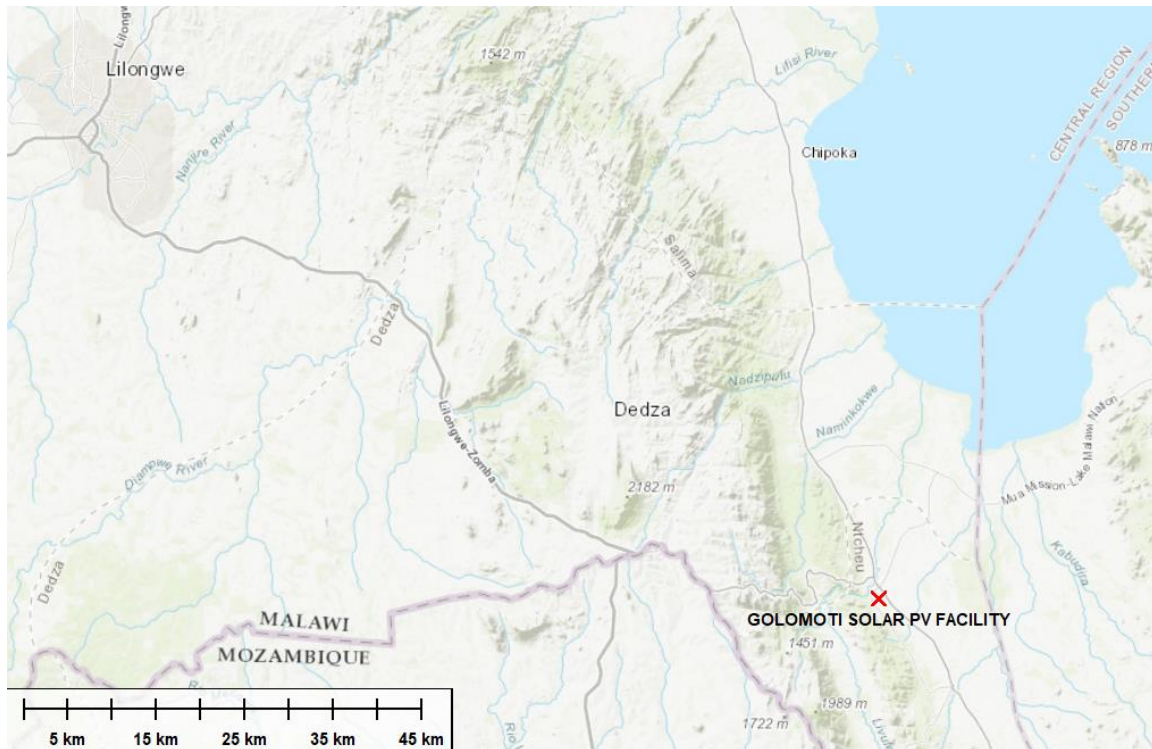


Figure 1: Golomoti Solar PV location

The Project is in advanced stages of development, with:

- A Power Purchase Agreement has been executed between Employer and the Electricity Supply Company of Malawi (ESCOM) and a Connection Agreement is being finalised;
- An Implementation Agreement is in place with the Government of Malawi;
- The title of the land is secured and paid for;
- Preliminary design for the Project is currently being undertaken by Aurecon and RINA for the BESS;
- Environmental Assessments have been undertaken to international standards, and environmental and social authorisations are in place;
- Funding for project execution has been secured, with a final investment decision being expected in Q3 2020.

1.3 PROJECT DESCRIPTION

The site encompasses a generous 110 ha however is constrained by several overhead lines which pass through the site, three notable baobab trees and some residences along the northwest border. Figure 2 below provides an indication of the site area and surrounds.

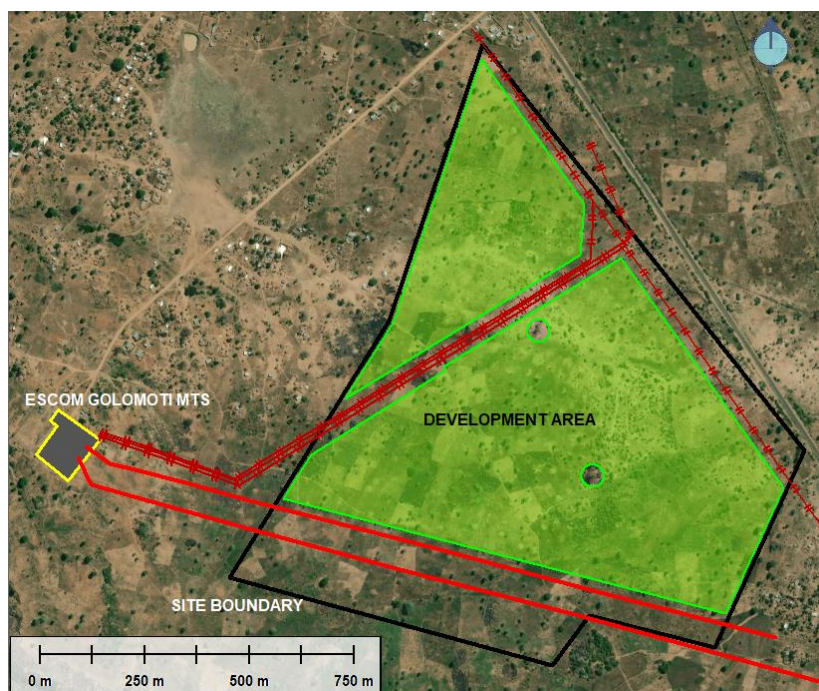


Figure 2: Golomoti PV Site Layout

The project is expected to utilise bifacial crystalline module technology and single-axis trackers with string and central inverter options also being explored. A total rated DC power (sum of solar module nameplate) of 26–30MW_{DC} is expected to be confirmed in the preliminary design.

The Project will have an on-site 132/22kV substation, to be constructed as part of the Electrical Works Package, and will interconnect to ESCOM's existing network at a new 132kV line bay at the Golomoti MTS. The interconnection works, including line bay at the Project on-site substation, 132kV overhead line and line bay at the existing Golomoti substation shall be completed in accordance with ESCOM's requirements and handed over to ESCOM on completion of the works. As such prospective, Respondents for the Electrical Works Package shall be qualified to undertake such work.

1.4 PROJECT SCHEDULE

While a detailed project schedule is being developed, the anticipated timeline is as follows:

ACTION	INDICATIVE DATES
Preliminary design of solar farm, BESS and grid connection	May – July 2020
Tender for works	June – August 2020
Final Investment Decision	August/September 2020
Limited Notice to Proceed	September 2020
Full Notice to Proceed	November 2020
Site Establishment	February 2021
Commercial Operation Date	November 2021

2. EXPRESSION OF INTEREST

This request for expression of interest (EOI) serves as a request for interested companies to confirm their interest in participating in the tender process for at least one of the works packages identified below. This is an open EOI, which will be conducted in accordance with the Private Infrastructure Development Group (PIDG) guidelines.

2.1 SCOPE OF WORKS PACKAGES

It is expected that the procurement and execution of the Project will be split into the following “Works Packages” which form the basis for this EOI:

- **Supply of Key Equipment Works Packages**
 - Modules, and/or
 - Inverters, and/or
 - Single-axis Trackers
- **Execution Works Packages**
 - Civil, piling and mechanical installation works, and/or
 - Full electrical works from module connection to interconnection to Golomoti Substation, including supply of all equipment not listed above
 - Other minor contracts (logistics, site security, temporary camp, etc.)
- **Battery Energy Storage System** – Respondents may indicate their interest to participate in an EOI which will be released in the near future.

Respondents shall indicate, through their response, which Works Packages (supply and execution) they are interested in providing a tender for.

2.2 TENDER SCHEDULE

The table below highlights the main EOI milestones to be adhered to during the EOI process.

ACTION	DATE
Expression of Interest Released	18-19 June 2020
Deadline for Clarification Questions	26 June 2020
Expression of Interest Submission Date	3 July 2020

Estimated timelines for the Request for Tender of **Key Equipment Works Packages** are as follows:

ACTION	DATE
Request for Tender Released	10 July 2020
Deadline for Clarification Questions	21 July 2020
Key Equipment EOI Submissions Due	1 August 2020
Q&A	15-28 August 2020

Estimated timelines for the Request for Tender for **Construction Works Packages** are as follows:

ACTION	DATE
Request for Tender Released	10 July 2020
Site Visit (Pending Covid travel restrictions)	27 July 2020
Clarification Window Closes	3 August 2020
Final Clarifications Answered	7 August 2020
Construction Works EOI Submissions Due	14 August 2020
Respondent Q&A and Short Listing	15-28 August 2020
Confirmation of Preferred Bidder	4-11 September 2020

2.3 EOI REQUIREMENTS

To participate in this request for EOI, the Respondent is requested to submit the below stated information via the returnable forms provided in Section 4. The information required includes the Respondent's relevant technical expertise, financial standing, capability to deliver the works and demonstrate local and/or regional experience.

2.3.1 TECHNICAL EXPERIENCE AND EXPERTISE

Respondents are requested to provide evidence of significant knowledge and experience relevant to the respective Works Package(s) using Form T1 in Section 4.

The following key points serve as a **guideline**:

- Respondents should provide recent projects of a similar nature to the Project scope of work;
- The project examples should preferably be for utility scale solar PV projects;
- For Construction Works Packages, the project examples should preferably be:
 - Solar projects in Southern Africa;
 - Non-solar projects, with works of a similar nature, in Malawi or Southern Africa;
- The project examples should preferably be of a similar size and scale;
- It is preferable that the project examples have been executed, or are progressed far through execution such that progress and quality could be demonstrated;
- The project examples should be of projects where either the Respondent or at least one member of the proposed Respondent Joint Venture (JV) or consortium were directly involved in the project (either in an ownership role, direct contractor role (EPC or O&M), or project developer role);

Respondent may provide additional technical details for each example project. Respondent is advised to keep these details concise.

2.3.2 ADMINISTRATIVE AND GENERAL INFORMATION

The Respondent is requested to submit **returnable forms A1 to A4 provided in Section 4**. The following information is required to complete the forms:

- **Credentials and contact details** for **up to** four people, with a note on their role in the Project (management, commercial, legal, technical, etc). These will be the people contacted in any future correspondence.
- **Signed covering letter**, printed on the Respondent or proposed lead JV /consortium member's letterhead, which confirms that the response to this EOI is complete and accurate. The covering letter should be signed by the Respondent or the party representing the proposed lead JV /consortium member.
- Last three years of **financial statements** (only for the majority / main equity holder proposed for this project)
- Details of current commitments/ work in progress

2.4 EOI SUBMISSION

The EOI shall be submitted electronically and shall include a signed copy of the covering letter (e.g. a scanned PDF) along with soft copies of appended information.

All completed EOIs shall be addressed to

Jon Bahen
Golomoti JCM Solar Corporation Ltd
7th Floor, West Wing, Kang'ombe House,
City Centre, Lilongwe
Malawi

Proposals shall be **delivered electronically** in full by no later than **18:00 Central Africa Time on 3rd of July 2020** to the following address:

Jon Bahen jbahen@jcmpower.ca

And in cc:

Patrick Godfrey pgodfrey@jcmpower.ca

Joe Richard jrichard@jcmpower.ca

Shane Eglinton shane.eglinton@aurecongroup.com

2.5 CLARIFICATION QUESTIONS

Each Respondent shall carefully review the EOI document, in particular the context and significance of experience requested. Respondents may request clarification in writing in respect of the meaning or intent of the EOI document. Upon receipt of such written request, written instructions to clarify the point in question will be issued to all Respondents.

All clarification questions shall be emailed simultaneously to all of the following:

Patrick Godfrey pgodfrey@jcmpower.ca

Joe Richard jrichard@jcmpower.ca

Shane Eglinton shane.eglinton@aurecongroup.com

All clarification questions will be registered and answered to all Respondents. Questions shall be submitted no later than **26th June 2020** to allow time for responses before parties finalise their offers.

2.6 FORM OF CONTRACT

The form of the contract will be specific to the various Works Packages and will only be provided at RFT stage.

3. TERMS AND CONDITIONS

3.1 NON-BINDING EOI

This request for EOI is an invitation for Respondent(s) to submit a response in order to be short-listed for the RFP stage of the Project. Accordingly, this EOI must not be construed, interpreted, or relied upon, whether expressly or implicitly, as an offer capable of acceptance by any person(s), or as creating any form of contractual, promissory or other rights.

No binding contract or other understanding for the supply of services will exist between the Employer and any Respondent as an outcome of this EOI.

3.2 CONFIDENTIALITY

This RFP and all information included with it is strictly confidential. The Bidders shall use the information provided through this RFP only for purposes related to preparing an EOI or subsequent RFT for this Project.

Likewise, all EOI's received by the Employer will be treated as confidential, and only disclosed to direct Project stakeholders, external consultants advising the Employer with evaluating the EOI's, or as may be required by law.

3.3 CONFLICT OF INTEREST

A Respondent must not, and must ensure that its officers, employees, agents and advisors do not place themselves in a position that may give rise to actual, potential or perceived conflict of interest between the interests of the Employer and the Respondent's interests during the EOI process.

The Respondent is required to provide details of any interests, relationships or clients or individuals which give rise to a conflict of interest which exists or becomes known to the Respondent in the future.

Failure to notify the Employer of a conflict of interest may lead to immediate disqualification of a Respondent.

3.4 COSTS

Effort pertaining to the Respondent's participation in this EOI, or any future stage of the tender process for the Project including RFT, are for the Respondent's sole risk, cost and expense. The Employer shall not be liable for any costs or expenses incurred by any Respondent.

3.5 EOI EVALUATION

The Employer shall evaluate all offers based on technical and commercial merit based on the sole discretion of the Employer and its advisors.