



# REQUEST FOR EXPRESSION OF INTEREST

Golomoti Solar PV Project

Battery Energy Storage System EOI

24 July 2020    Revision 0

**GOLPV-BES-CN-0001**

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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 up to three defined Works Packages relating to equipment supply and construction works for a 5 MW / 5MWh Battery Energy Storage System (the “BESS”) which will be co-located with the ~20 MW<sub>AC</sub> Golomoti Solar PV Plant (the “PV Plant”), currently in late stage of development in Malawi. The BESS together with the PV Plant are collectively referred to as the “Project”.

This EOI process constitutes the first formal step in the procurement process for the BESS. 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 Proposal (RFP) to be issued in due course.

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

## 1.2 PROJECT CONTEXT

Golomoti JCM Solar Corporation Limited, a special purpose vehicle owned by JCM Power and 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<sub>AC</sub> 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.

The BESS part of the Project is a 5 MW / 5 MWh energy storage system additional to the ~20 MW<sub>AC</sub> solar PV plant, located in the central region of Malawi, near the settlement of Golomoti (34° 36” 02’ E, 14°26”32’ S), approximately 100 km south east of Lilongwe, as show in the [Figure 21](#) below.

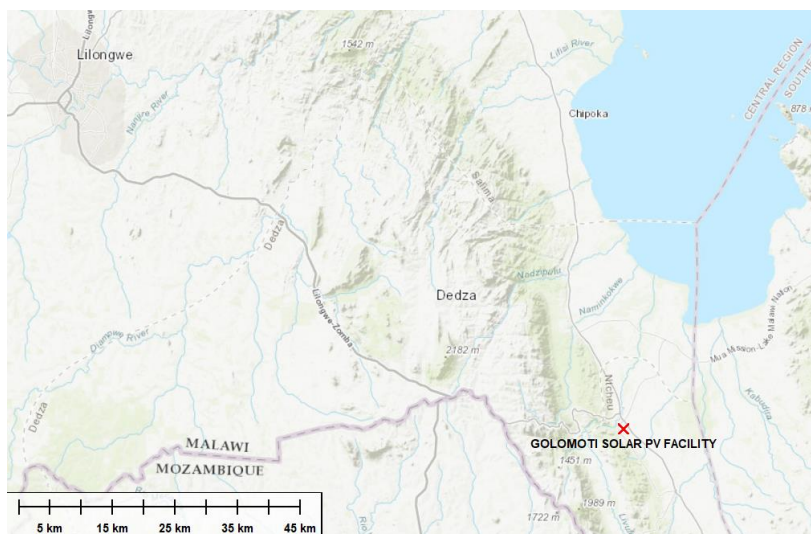


Figure 1: Golomoti Solar PV location

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 covering both the PV Plant and BESS;
- An Implementation Agreement has been executed with the Government of Malawi;
- The title of the land is secured and paid for and the local Project Affected Persons (PAPs) have been appropriately compensated.
- Preliminary design for the Project is currently being undertaken;
- 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, but 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.

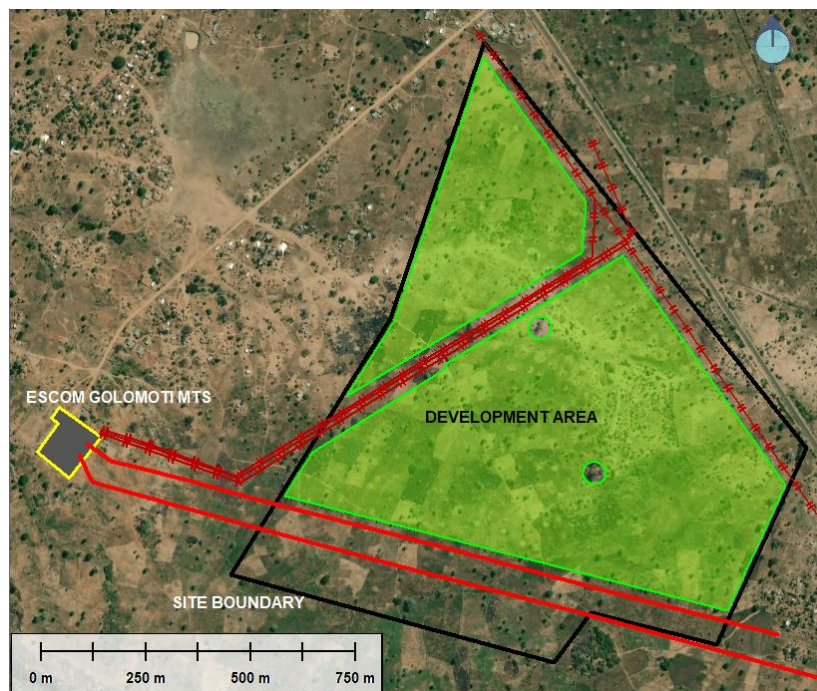


Figure 2: Golomoti PV Site Layout

The BESS is expected to utilise lithium-based battery technology. However, the Employer is open to consideration of other 'bankable' battery chemistries and technologies, which should be justified by the Respondent. The BESS is to be coupled to the PV Plant at a new 22kV bus which will be instated as part of the works relating to the PV Plant. The BESS is expected to be interfaced to the 22kV bus by means of one or more 22kV/LV transformers.

The BESS will require functionality for various use-cases which will be detailed as part of the RFP process. The primary functionality is expected to be ramp-rate control of the PV Plant, absorption of generation from the PV Plant which would be otherwise curtailed and frequency regulation.

The wider Project will have an on-site 132/22kV substation 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 as part of the works relating to the PV Plant, and thus are outside the scope of this EOI.

## 1.4 PROJECT SCHEDULE

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

ACTION	INDICATIVE DATES
Preliminary specification of BESS and grid connection	May – August 2020
Tender for BESS Works Packages	August-September 2020
<b>Final Investment Decision</b>	<b>September/October 2020</b>
Notice to Proceed	November 2020
Site Establishment	February - March 2021
<b>Commercial Operation Date</b>	<b>October 2021</b>

## 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 the BESS 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

The required scope of works has been split into three BESS "Works Packages" denoted 'WUP1', 'WUP2' and 'WUP3' as detailed in the bullet points below:

- WUP1 – BESS Supply:
  - Detailed design, supply and commissioning of the BESS up to the AC terminals of the power conversion units
  - Specification and supply of battery containers (or equivalent, complete with racks, cells, HVAC, etc.), power conversion system (PCS) units and associated auxiliary and control systems
  - BESS commissioning and testing (of components supplied)
- WUP2 – Balance of Plant Supply:
  - Detailed design and supply of balance of plant ('BoP') equipment interface between PCS units and 22kV bus

- Supply of all balance of plant equipment not listed above, providing interface between the power conversion units and the 22kV bus, including cabling, connectors, protection/switchgear, SCADA, metering, transformers and all other required equipment
- Commissioning and testing (of components supplied)
- WP3 – Execution Works:
  - Construction and execution works associated with complete BESS (including BoP)
  - All civil and mechanical works related to BESS, including battery containers (or equivalent) and PCS units, transformers etc. and;
  - All electrical works related to BESS, including interconnection/interfaces between battery containers (or equivalent), PCS units and 22kV bus
  - BESS system-level testing
  - Other minor contracts related to BESS (logistics, site security, temporary camp, etc.)

Respondents must bid for any one of the following combinations of Works Packages:

- WP1 only
- WP1 and WP2
- WP2 and WP3
- WP1, WP2 and WP3
- WP3 only

Respondents shall indicate, through their response, which Works Packages they are interested in providing a tender for.

## 2.2 TENDER SCHEDULE

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

ACTION	DATE
Expression of Interest Released	Fri 24 July 2020
Deadline for Clarification Questions	Fri 31 July 2020
Clarifications Answered	Weds 5 August 2020
<b>Expression of Interest Submission Deadline</b>	<b>Weds 12 August 2020</b>

Estimated timelines for the RFP is as follows:

ACTION	DATE
Request for Proposal Released	Mid-August 2020
<b>Tender Submissions Deadline</b>	<b>Mid-September 2020</b>
Confirmation of Preferred Bidder (indicative)	Mid-October 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 Works Package(s) in which interest is expressed using Form T1 in Section 4.

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

- Respondents should provide details of recent project experience of a similar nature to the relevant Work Package scope of work;
- The project examples should preferably be for BESS projects or PV + BESS projects or other similar projects incorporating a BESS;
- For Wp3 (Execution Works), the project examples should preferably be:
  - BESS and/or Solar projects in Sub-Saharan Africa;
  - Non-solar and/or BESS projects, with works of a similar nature, in Malawi or Sub-Saharan 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 proposed 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)

## 2.4 CONTACT AND EOI SUBMISSION

All communications, clarifications and tender responses shall be emailed to the following addresses:

Shane Eglinton	<a href="mailto:seglinton@jcmpower.ca">seglinton@jcmpower.ca</a>
Trang Tran	<a href="mailto:ttran@jcmpower.ca">ttran@jcmpower.ca</a>
Jon Bahen	<a href="mailto:jbahen@jcmpower.ca">jbahen@jcmpower.ca</a>
William Cooper	<a href="mailto:William.Cooper@rina.org">William.Cooper@rina.org</a>
Richard Abrams	<a href="mailto:Richard.Abrams@rina.org">Richard.Abrams@rina.org</a>

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 **delivered electronically** in full by no later than **18:00 Central Africa Time** on **12<sup>th</sup> of August 2020** with the subject header: "(Company Name) - Golomoti BESS EOI", and addressed to:

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

## 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 interpretation 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 will be registered and answered to all Respondents. Questions shall be submitted no later than **31<sup>st</sup> July 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 Works Packages related to the BESS part of the Project and will only be provided at RFP stage. Contracts shall follow general FIDIC guidelines.



## 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 JCM 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 JCM will be treated as confidential, and only disclosed to direct Project stakeholders, external consultants advising JCM 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 JCM 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 JCM 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. JCM shall not be liable for any costs or expenses incurred by any Respondent.

### 3.5 EOI EVALUATION

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