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**AFRICA GREENCO/GREENCO POWER SERVICES LTD.**

**SUPPLY OF RENEWABLE ENERGY**

Invitation for Expression of Interest

Marc2021



**Disclaimer**

*The objective of this invitation for Expression of Interest is to gather information on potential consumers of renewable power from GreenCo Power Services Limited (****GreenCo****).*

*This invitation is targeted at consumers and utilities (****Prospective Purchasers****) interested in procuring from GreenCo. The information and ideas contained in this invitation or subsequently provided to the Prospective Purchasers, whether orally or in documentary form by or on behalf of GreenCo, or any of their respective representatives, employees, consultants, agents or advisors (Representatives), are the intellectual property of GreenCo and are provided to Prospective Purchasers on the terms and conditions set out in this invitation and any other terms and conditions subject to which such information is provided.*

*This invitation is not an agreement, nor an offer by GreenCo or any of their Representatives for Prospective Purchasers to contract with GreenCo, nor does it create any obligation, whether express or implied, to supply power to the Prospective Purchasers. This invitation does not entail or imply any commitment, either financial or otherwise, on the part of GreenCo.*

# Acronyms

|  |  |
| --- | --- |
| EOI | Expression of Interest |
| MW | Mega Watt |
| NDA | Non-Disclosure Agreement |
| PPA | Power Purchase Agreement |
| PV | Photovoltaic |
| RE | Renewable Energy |
| SAPP | Southern African Power Pool |

# Introduction

The purpose of this invitation for EOI is to facilitate engagement with large consumers and utilities (“**Prospective Purchasers**”) interested in procuring renewable energy from GreenCo. Direct interaction with the market will assist us in understanding the nature and quantum of demand profiles and in devising models for the supply of renewable power.

Africa GreenCo (GreenCo) through its operating entities in sub-Saharan Africa acts as an intermediary offtaker and service provider, purchasing power from renewable Independent Power Producers (IPPs) and on-selling that electricity to utilities and private sector offtakers (i.e., commercial, and industrial users) and markets of the SAPP. GreenCo’s vision is to play a leading role in sustainably transforming renewable energy (RE) markets in Africa with its innovative approach to addressing offtaker creditworthiness, the single most important obstacle to unlocking private sector investment in new RE generation capacity on the continent.

# Data Confidentiality

Any data and documents submitted by the Developers will be treated as confidential by GreenCo and not be shared with any third party without the express written consent of the relevant prospective purchaser.

Any Participants requiring a Non-Disclosure & Confidentiality Agreement (NDA) before submission of the EOI can request GreenCo’s standard NDA by emailing us at: [procurement@africagreenco.com](mailto:procurement@africagreenco.com) with the subject line “EOI: Request for NDA”.

# Key Contacts

Any queries/ requests for information may be directed to consumers@africagreenco.com, or to either of the following:

*Jasper Banda, Business Development Officer –* [*jasper.banda@africagreenco.com*](mailto:jasper.banda@africagreenco.com)

*Wezi Gondwe, Business Development Manager –* [*wezi.gondwe@africagreenco.com*](mailto:wezi.gondwe@africagreenco.com)

**Expression of Interest Template for Prospective Consumers**

|  |  |  |
| --- | --- | --- |
| **Item** | | **Information** |
| **General** | | |
| Company Name and Company Registration Number | | *Full official company name and registered number* |
| Contact Details | | *Name, email, telephone, mobile of key contact at company* |
| Location of Business Operations | | *Full physical address of business operations* |
| Description of Business Activities | | *Industry sector and specific activity* |
| **Power Consumption & Connection** | | |
| Details of Grid Connection | | *Please specify the connection substation to your facility (Provide name, connection voltage and location of the substation).* |
| Connected Load | | *\_\_\_KVA and \_\_KW* |
| Standard Tariffs / Negotiated Tariff | | *Please confirm whether your current supply falls under a regulated tariff or a bilateral bulk supply agreement.*  *If under regulated tariff, please specify category* |
| Projected Annual Consumption (avg) for the next 3 Years | | *To aid discussion on future demand and plan for it adequately, please provide indicative annual energy consumption (\_\_\_\_MWh)* |
| Typical Annual Energy Consumption Profile | | *Please provide annual energy consumption per time of use as defined in your market* |
| Peak | | *\_\_\_\_MW (from \_\_\_ to \_\_\_\_)* |
| Off-Peak | | *\_\_\_\_MW (from \_\_\_\_ to \_\_\_\_)* |
| Standard | | *\_\_\_\_MW (from \_\_\_\_ to \_\_\_\_)* |
| Backup Power Supply | Arrangements in place / proposed | 1. *Diesel Gensets of \_\_\_ KVA* 2. *Battery of \_\_ MWh* 3. *Other Arrangements (Please specify)* |
| Usage of Backup supply | 1. *Estimated maximum continuous run-time hours of operation for backup supply\_\_\_* 2. *Total average number of hours of usage of backup supply per annum* |
| Operating hours | | *Please specify business operating hours per 24-hour cycle and any material seasonal fluctuations* |
| **Others** | | |
| Other | | *Any other relevant information and / or document(s) you would like to provide at this stage.* |