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

**SAPP MARKET ACCESS**

Invitation for Expression of Interest



**Disclaimer**

*The objective of this Expression of Interest is to facilitate engagement with Developers (generators) in the SADC region who wish to access the SAPP competitive Markets utilizing GreenCo’s regional trading capabilities under a Trading Services Agreement.*

*The information and ideas contained in this invitation or subsequently provided to the Developers, 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 Developers 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 Developers to contract with GreenCo, nor does it create any obligation, whether express or implied, to provide trading services to Developers. This invitation does not entail or imply any commitment, either financial or otherwise, on the part of GreenCo.*

# Acronyms

|  |  |
| --- | --- |
| EOI | Expression of Interest |
| ESI | Energy Supply Industry |
| IPP | Independent Power Producer |
| MW | Megawatt |
| NDA | Non-Disclosure Agreement |
| RE | Renewable Energy |
| SAPP | Southern African Power Pool |
| TSA | Trading Services Agreement |

# Introduction

The purpose of this Invitation for Expression of Interest is to facilitate engagement with Developers (Generators) interested in accessing the SAPP Competitive Markets. The service provided under its TSA is described here under and the information requested for in the TSA EOI template will enable GreenCo make its initial assessment of the developer’s requirement and propose next steps for further engagement.

# GreenCo Trading Services

On 8th October 2021, GreenCo became a member of the Southern African Power Pool (SAPP), the first member in the Market Participant category created by the SAPP for of non-utility/asset operating members of the ESI.

Developers and generators may wish to access the SAPP Market for a number of reasons, including:

* Selling excess power from their facilities as and when it becomes available and therefore maximizing revenue from their total generation output as opposed to curtailing or dumping such excess energy;
* As a standby route to alternative markets to mitigate the risk of default on a bilateral offtake agreement;
* Reserving a predetermined portion of available installed capacity for SAPP competitive market trading in order to take advantage of favourable market conditions.

With its reach across the region, GreenCo offers generators of renewable energy this access to market acting as agent that interfaces with SAPP to perform the end-to-end execution of trades. This is accomplished through GreenCo’s bespoke Energy Trading and Risk Management System (ETRM) operated by our team of SAPP certified energy traders. The ETRM provides traders with the tools and data to carry out market analysis and capture the full trade cycle in a fully integrated operation.

The variety of competitive markets on the SAPP provide optionality and flexibility that is highly valuable when trading renewable energy given its inherent variability. The presently operating competitive markets of the SAPP are the Intraday Market (IDM), Day Ahead Market (DAM), Forward Physical Market (FPM) Weekly and Forward Physical Market (FPM) Monthly.

GreenCo publishes a monthly newsletter on trading activity on the SAPP Competitive Market that provides an overview of price and volume trends. You may view historical newsletters and subscribe to receive latest monthly publications at <https://africagreenco.com/sapp-newsletters/>

# 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 potential Generator.

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 the following:

*Wezi Gondwe, Head of Business Development –;* [*Wezi.gondwe@africagreenco.com*](mailto:Wezi.gondwe@africagreenco.com)

*Jasper Banda Business Development Officer -;* [*Jasper.banda@africagreenco.com*](mailto:Jasper.banda@africagreenco.com)

**Template for Expression of Interest**

**SAPP Market Access for Generators**

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| **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* |
| Project/Plant Name | *Specify the official project/plant name* |
| Location of Project/Plant | *Full physical address of project operations. (Country/district /town), including GPS coordinates if available* |
| Specify the Project Phase | *Project status e.g., feasibility, development, funding, construction, commissioned.* |
| Sources of Funding | *If greenfield or brownfield, please provide details of funding (type, source, etc)* |
| Previously Envisaged off-taker | *Envisaged off-taker prior to engagement with GreenCo.*  *(If operational, please indicate current off-takers and capacity)* |
| Project Capacity (including any scale-up options) | *MWac and MWp.* |
| SAPP Market Access Requirement | *Please specify your need for SAPP market access:*   1. *Alternative market opportunity* 2. *Excess capacity to be traded on SAPP Market when available* 3. *Standby Market Access to mitigate bilateral offtake risk* |
| Capacity offered for SAPP Trading | *Please provide total capacity (MWac) to be offered for SAPP market trading* |
| Type and Technology | *Type (Solar PV, Wind, Hydro, etc.)* |
| Other | *Please fill in with any additional information you would like to add* |
| **Development and Construction** | |
| Grid connection | *Identify connection substation (name and voltage connection levels and other technical details)* |
| Engagement with System Operator and Network Provider | *Please advise on any agreements in place or being pursued in respect of grid connection and grid access* |
| Export license | *If applicable, please specify if you have already obtained an Export License* |
| Balancing Agreement | *If applicable, please provide details on Balancing Agreement/ framework with the System Operator* |
| Other | *Any other relevant information and /or document(s) you would like to provide at this stage.* |
| **Timeline** | |
| Construction Start Date | *Please estimate month and year, if possible, else quarter* |
| Construction End Date | *Please estimate month and year, if possible, else quarter* |
| Estimated Commercial Operation Date | *Please estimate month and year, if possible, else quarter* |
| Other | *Please fill in with any additional information you would like to add* |