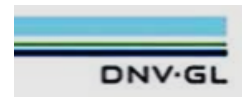




**11 SITES SOLAR
PV – DIESEL – STORAGE HYBRID PROJECT**

Project Announcement

8 August 2019



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1. INTRODUCTION

Tanweer, a Member of Nama Group, is wholly owned and funded by the government of Oman. The company is vertically integrated and licensed by the Authority for Electricity Regulation to undertake electricity generation, transmission, distribution and supply of electricity in its areas of concession. Tanweer currently operates 34 diesel power plants located in isolated rural areas of Oman, serving around 38,000 customers. Individual plant capacities range from less than 1 MW up to 80 MW.

An Expression of Interest (“EOI”) was released by Tanweer on the 13th June 2018 with the intention of seeking market interest. Due to changes in the project competition process and scope, Tanweer is issuing this document to communicate those changes which can be summarized as the following:

1. Results of Prequalification of EOI participants
2. Changes in Project definition and scope
3. Minimum Eligibility Requirements (MERs) and selection process
4. EOI Participants may revise their qualification application to include new entities
5. Tanweer will now accept new qualification applications from new prospective market participants.

Given the technical complexity of the project, wherein responsibilities of the hybrid system comprising solar PV, Diesel Generator (“DG”) and Battery Energy Storage System (“BESS”) are proposed to be passed on to the selected bidder including O&M and dispatch, Tanweer requires applicants, that are currently deemed not Independently Qualified Applicants (See Annexure A), to demonstrate at least the following:

- a. Financial strength
- b. Project development experience
- c. Experience in the Middle East
- d. Technical Experience - EPC and O&M experience of hybrid system comprising solar PV and DG

Suitable MERs have been defined on the basis of above, to ensure only capable and experienced applicants get pre – qualified for further participation in the RFP process. In order to assess experience of applicant, financial and technical MERs have been identified and detailed in this document.

2. PROJECT DEFINITION AND SCOPE

2.1 Project Scope

The project entails the successful applicant to undertake the following responsibilities:

- Development of hybrid power plants through **Build Own Operate Transfer framework (BOOT)**:
 - Development of two greenfield Diesel Generation powerplants at Madha and Mittan.
 - Replacement and addition of new DG set capacity.
 - Development of PV power plants and Battery Energy Storage System (BESS) at all sites.
- Operation, maintenance and dispatch of the complete hybrid system with Tanweer as the offtake counterparty.
- Initial PPA term of 15 years.

- All 11 sites are tendered to a single applicant, and prequalified applicants must submit a bid for all sites.
 - Note that RfP bidders will not be allowed to select individual sites and opt out for others. All sites listed by TANWEER in the final RfP must be included in the bidders proposals.

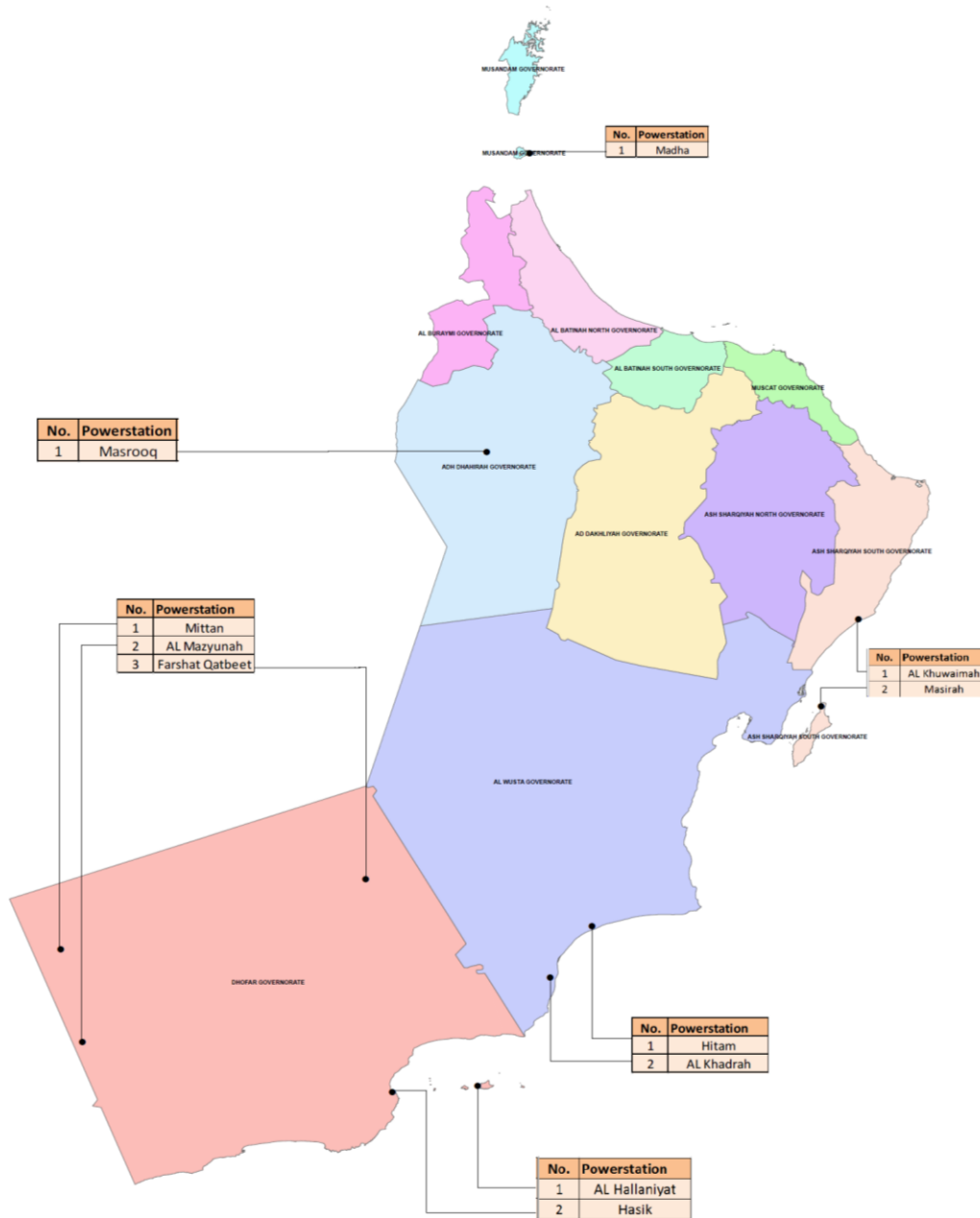
2.2 Summary of Responsibilities:

| SI No. | Responsibility | Party |
|--------|---|-----------|
| 1. | DG Fuel Supply and Risk | TANWEER |
| 2. | Land Permit Secured | TANWEER |
| 3. | Investments in new DG capacity | Developer |
| 4. | DG set O&M of new and existing | Developer |
| 5. | Hybrid plant dispatch | Developer |
| 6. | PV + BESS plant ownership, construction & financing | Developer |
| 7. | PV + BESS plant O&M and dispatch | Developer |

2.3 Project Capacities for PV, DG and Storage:

| Category | Total Anticipated for all Sites |
|-------------------------------|---------------------------------|
| PV Plant | 48 MWp |
| Diesel Generator Set | 70 MW |
| Battery Energy Storage System | 28 MW _{ac} /14 MWh |

2.5 Project Sites Location



3. ELIGIBILITY REQUIREMENT FOR FINANCIAL STRENGTH, MIDDLE EAST AND PROJECT DEVELOPMENT EXPERIENCE:

3.1 Minimum Eligibility Requirements 1 (“MER 1”)

- Minimum tangible net worth of US\$ 30 million (or currency equivalent) in each of the three (3) most recently completed fiscal years as evidenced by audited accounts;
- Strong track record of successfully developing large scale solar PV project, at a minimum a single project with capacity in excess of 16.5 MW;
- Demonstrate experience in undertaking IPP projects with aggregate capacity in excess of 120 MW; and
- Demonstrate experience in undertaking the equivalent of 10 MW power projects in the Middle East region.

Above requirements together have been referred to as “**MER 1**” or also called “**Financial MER**”, for the purpose of pre- qualification.

3.2 Minimum Eligibility Requirement 2 (“MER 2”)

Minimum Eligibility Requirements 2A (“MER 2A”) - Track record of successfully undertaking hybrid systems comprising solar PV and DG sets either through IPP, EPC or O&M basis for an aggregate capacity in excess of 5 MW, for each of EPC and O&M experience.

Minimum Eligibility Requirements B (“MER 2B”) - Track record of successfully undertaking solar PV power plants either through IPP, EPC or O&M basis for an aggregate capacity in excess of 60 MW, for each of EPC and O&M experience.

Minimum Eligibility Requirements 2C (“MER 2C”) - Track record of successfully undertaking DG plants either through IPP, EPC or O&M basis for an aggregate capacity in excess of 10 MW, for each of EPC and O&M experience.

For a consortium to showcase as technical experience either hybrid system experience (solar PV and DG) or individually combination of solar PV and DG experience, thus MER 2A or MER 2B and MER 2C together have been structured as the “**Technical MER**” for the purpose of pre- qualification.

3.3 Applicant Entries

It is decided that Tanweer will allow the applicant to comprise consortium members as well, such that, on an aggregate basis, the applicant successfully demonstrates Financial MER and Technical MER. How such entries are dealt with is described below:

Single Entity Applicant

If the applicant is a single entity, it must meet both the Financial MER and Technical MER in the manner as indicated below:

- MER 1 and MER 2A; or
- MER 1, MER 2B and MER 2C

Consortium Applicant

- In order to pre-qualify to bid for the project, an applicant in case of a consortium applicant shall need to satisfy both the Technical MER and Financial MER in the manner as indicated below:
 - MER 1 and MER 2A; or
 - MER 1, MER 2B and 2C
- An applicant that is a consortium must nominate a member who would primarily manage the bid and represent itself as Tanweer’s point of contact (“Managing Member”). The Managing Member must, as a minimum meet the Financial MER, i.e. MER 1.
- In case the Managing Member fails to meet the Technical MER, another member in the consortium applicant shall have to meet such Technical MER, such technical member to be recognized as the Qualifying Member in the consortium
- In case no individual member in the consortium applicant meets the Technical MER, separate members may be allowed to meet MER 2B and MER 2C individually, in which case both entities shall be recognized jointly as the Qualifying Members, such that the Managing Member and the Qualifying Members as a whole satisfy both requirements.

The single applicant will become the "Lead Founder" for the purposes of the Project Founders Agreement (“PFA”) and maintain the minimum equity commitment in the project SPV. In case of consortium applicants, Managing Member will become the “Lead Founder” for the purposes of the PFA and accordingly will be required to maintain the minimum equity commitment in the project SPV. The Qualifying Member(s) will become the “Qualifying Founder” for the purposes of the PFA and accordingly will be required to maintain the minimum equity commitment in the project SPV.

Minimum equity requirements for members of a consortium is mandated as at least 50.1% for the Lead Founder and 30% for the Qualifying Founder.

4. APPROPRIATE PERSON CRITERIA AND MILESTONES

The Sector Law requires the grant of a licence or exemption to be on the basis of a written application submitted to AER. Sector Law requires AER to ensure that licences or exemptions are only granted to “appropriate persons” as such term is defined in the Sector Law, and to this end AER will evaluate applicants' compliance with the Appropriate Person Criteria during the competition process. The Applicant should therefore liaise with AER and provide with its SOQ a letter from AER confirming that, on the basis of information provided by the Applicant to AER, AER expects the Applicant to satisfy the Appropriate Person Criteria, and include such letter in the Technical Qualification submission, as set out further in the RFP. Guidance issued by AER to Applicants for the Appropriate Person Criteria letter is available on the AER website (www.aer-oman.org).

5. PROJECT TIMELINE AND SCHEDULE

The overall competition process shall be structured in the following order:

| # | Milestone | Indicative Timeline |
|---|---|---------------------|
| 1 | Communication to all applicants the pre- qualification criteria along with list of <i>pre-qualified applicants (independently or partially)</i> | August 8, 2019 |
| 2 | PQ submission deadline | September 19, 2019 |
| 3 | Release of RFP [Tentative date] | To be announced |

| # | Milestone | Indicative Timeline |
|---|---|---------------------|
| 4 | RFP Submission - Technical Qualification 1, along with APC letter | To be announced |
| 5 | RFP Submission – Final Bid | To be announced |

6. RESULTS OF PRE- QUALIFICATION OF EOI PARTICIPANTS

Based on the MERs and pre-qualification methodology described in this document, EOI participants have been evaluated based on the information received and they are pre-qualified under following categories.

- Category I - Independently Qualified Applicant(s) (meeting both Financial MER and Technical MER)
- Category II - Applicant(s) meeting Financial MER only
- Category III - Applicant(s) meeting Technical MER only
- Category IV - Applicant(s) meeting only MER 2B (solar PV only)
- Category V - Applicant(s) meeting only MER 2C (DG only)

List of pre-qualified bidders under each of these categories are detailed in Annexure A. It is to be noted that Category I applicants are qualified to bid independently, while Category II to Category V applicants are required to meet the Financial MER and Technical MER in order to qualify and be eligible for bid submission. Date of submission of revised PQ is set at September 19, 2019.

Further it is to clarify that applicants whose experience has been used to meet either the Financial MER or Technical MER as part of an applicant / consortium, will not be allowed to be a part of any other applicant / consortium.

7. INVITATION TO NEW INTERESTED ENTITIES

Tanweer takes note that the Project definition has been updated from the time of issue of the EoI, thus is agreeable to allow participation by applicants who did not respond to the EoI. Such interested applicants could partner with applicant(s) already qualified (independently or partially) or alternately could also look to participate on a stand-alone basis. They are required to share their qualifying credentials with Tanweer during revised PQ submission by September 19, 2019.

8. SUBMISSION OF QUALIFICATION APPLICATION

Due to the restricted project timeline, submissions not adhering to the guidelines and submission deadline highlighted in the document will not be processed. Applicants are required to download and fill the “Qualification Application Form”. For consortiums, please fill in the information for each consortium member separately using different tabs or multiple excel sheet files.

The submission of the application must be in Excel electronic format, duly completed with all details requested in English, and sent by email to the following addresses:

Jasim.aldairi@tanweer.nama.om

Shaima.alsalhi@tanweer.nama.om

Abdullah.albalushi@tanweer.nama.om

ANNEXURE A: RESULTS OF EOI PREQUALIFICATION

| # | Category I - Independently Qualified Applicant(s) (meeting both Financial and Technical MER) |
|---|--|
| 1 | Shell/Enertech/Enerwhere/HTC/Gransolar/Gensol Consortium |
| 2 | Engie |
| 3 | Global Chemical & Maintenance and ibgovt Consortium |
| 4 | Masdar |
| 5 | Mytilineos |
| 6 | Canadian Solar and Bahwan Renewable Energy Consortium |
| 7 | Phanes and Altaaqa Consortium |

| # | Category II - Applicant(s) meeting Financial MER only |
|---|---|
| 1 | GCL NE |
| 2 | TBEA Xinjiang Sunoasis + Hassan Allam Consortium |
| 3 | Mainstream Renewable Power + Tesla Consortium |
| 4 | NPTC Limited |
| 5 | PDO + Elecnor Consortium |
| 6 | Total |
| 7 | Belectric |

| # | Category III - Applicant(s) meeting Technical MER (Hybrid) |
|---|--|
| 1 | BEC + Cummins + Enerparc Consortium |
| 2 | Jakson + Bahwan Consortium |
| 3 | Nafath + OIC + Smart Age Consortium |
| 4 | Alfanar |
| 5 | Enviromaina Power System |
| 6 | Future First Group |
| 7 | Gopa/IBD Consortium |
| 8 | Amarenco/NEC Consortium |
| 9 | Enerwhere/NT and S Energy limited/Nour Consortium |

| # | Category III - Applicant(s) meeting Technical MER (Hybrid) |
|----|---|
| 10 | Enerwhere/MB Holding Consortium |
| 11 | Syntegra(qualified)/Oman solar system/AlBahja Consortium |
| 12 | Saker Energy Solution |
| 13 | Siraj Power |
| 14 | Amplus (Qualified)/Unicorn/Ramboll/NR electric consortium |
| 15 | Consolidated Contractors Group |
| 16 | Abengoa |
| 17 | Midware + Kaco + Get + ITG Consortium |
| 18 | Synergy + Sarooj + Electro Mechanics + Gam & Partners + others Consortium |

| # | Category IV - Applicant(s) meeting only MER 2B (Solar PV Only) |
|----|---|
| 1 | Zorlu + First Solar Consortium |
| 2 | AkuoEnergy Solutions |
| 3 | ET + GDS Consortium |
| 4 | AlMaden + Scan Consortium |
| 5 | Solar Philipinas + MHD Consortium |
| 6 | Al Nahdha + China National Complete engineering Consortium |
| 7 | Building Energy consortium |
| 8 | FB Group Consortium |
| 9 | Seven Seas Petroleum + ACME Solar Holdings Consortium |
| 10 | Longi |
| 11 | Jinko Solar |

| # | Category V - Applicant(s) meeting only MER 2C (DG only) |
|---|--|
| 1 | Korea East West Power (KEWP) + Shinsung Consortium |
| 2 | Sembcorp |
| 3 | ONEIC + ECOREN Energy Consortium |
| 4 | Middle East Power + Hydroenergy Company Consortium |
| 5 | IME + Stace Consortium |