Subject: Invitation to bid under Swiss challenge on a receipt by ISA a request for endorsing NTPC to ISA member countries for development of Solar PV projects including rooftop solar capacity under ISA initiative-regarding.

International Solar Alliance (ISA) is a treaty based inter-governmental organization, which specializes in implementing programmes in the field of Solar Energy. International Solar Alliance (ISA) is conceived as a coalition of 121 solar resource-rich countries to address their special energy needs and will provide a platform to collaborate on addressing the identified gaps through a common, agreed approach. The ISA’s major objectives include global deployment of over 1,000GW of solar generation capacity.

In this regard ISA sent earlier a Call for Expression of Interest to its member countries for their demand for aggregation of Solar capacities.

International Solar Alliance has received a proposal from NTPC Limited for endorsing NTPC to ISA member countries for development of Solar PV projects including rooftop solar capacity against ISA’s earlier Expression of interest request to its member countries for the aggregation of demand for Solar applications.

The Proposal received from NTPC is given at Annexure A. In regard to the ISA charges mentioned in the proposal of NTPC, the same may be ignored and ISA will charge 1% of the project cost, uniformly across all sizes of the Project, towards Capacity Building/ Promotion of Solar in the Country where the Project is to be set up.

NTPC is a Public Sector Undertaking under Government of India having Power Projects over 50,000 MW including Solar Projects. If any Government/Public Sector Companies in member countries with comparable credentials, experience, International consultancy or International Project execution experience and having Solar PV operating capacity under their ownership in excess of 250 MW has better proposal than that submitted by NTPC, then you are invited to submit detailed proposals mentioning the activities & services offered to ISA member countries at the below mentioned address within Twenty-eight days from 24.05.2019. Offer received after midnight 12 'o clock IST on 22.06.2019 will not be accepted.

Secretariat of International Solar Alliance,
3rd Floor, National Institute of Solar Energy Gwl Pahari,
Gurgaon-Faridabad Road,
Gurgaon – 122003 (Haryana), India.
Email: sudhakar@isolaralliance.org.

ISA Secretariat will have the final authority to accept or reject any proposal.

(Sudhakar Upadhyay)
Consultant
The Director General,
International Solar Alliance,
Surya Bhawan, NISE Campus,
Gwal Pahari, Gurugram,
Haryana- 122003, India

Excellency,

Sub: Request for endorsing NTPC to ISA member countries for development of Solar PV projects including rooftop solar capacity under ISA initiative

As you are kindly aware, NTPC is a Government of India owned largest power company in South Asia with installed generation capacity of over 55000 MW (~900 MW Solar PV and wind based generation). Ranked as No.1 IPP by Platts global rankings in 2018, it is the 12th largest Power generating company in the world. NTPC has initiated a quantum jump in the renewable energy generation program. From approx. 1800 MW operating RE capacity today, NTPC has set the target to achieve 30000 MW Solar PV generation capacity by 2030 and become a Global Power Major with 130,000 MW capacity. NTPC global footprint also includes developing 1320 MW power Project (ongoing) in Bangladesh and 500 MW power project in Sri Lanka (Letter of intent issued by Govt. of Sri Lanka).

1.0 With 43 years of versatile and successful experience as Project developer and Operator, NTPC provides consultancy services to its international clients, from “concept to commissioning and beyond” including pre-tender/ post-tender Engineering, Procurement complying with World Bank system, Project Management and O&M, to clienteles from various countries viz. Nigeria, Kenya, Tanzania Saudi Arabia, Kuwait, UAE, Bangladesh, Bhutan and Sri Lanka, etc. Our consultancy service capability encompasses the Solar PV / RE areas too. Further, NTPC has world-class Capability Building facilities that can be made available to customers / countries, suit to their requirements.

Sir, it is worth mentioning here that as part of its growth strategy, NTPC has focussed on ISA member countries for development of Solar / RE generation capacities, by way of investment as well as through Consultancy services.

2.0 Many of ISA member countries have already planned for Solar-Power / RE development in big way. We are aware that ISA had called for Expression of Interest from its member countries for Roof-top solar and the demand aggregation of 1000 MW rooftop capacity has been published on ISA webpage.

NTPC would like to be Retainer PMC consultant of ISA / Host Country, for utility scale ground-based and/or Roof-top mounted solar projects, on mutually agreed terms, and provide vital inputs to bring out enabling policies and framework, institutionalize commercial arrangements including Model PPA and bankable payment security mechanism, model transaction documents, introduce transparent international procurement process, modern project management practices etc. for successful and sustainable implementation of the solar power programme.
3.0 NTPC proposal, in brief, for Implementation of programme of the ISA aggregated roof top Solar project as well as for Ground-mounted / floating Solar projects for the participating Member countries is given below:

3.1 Upon endorsement by ISA, NTPC jointly with ISA, will approach Ambassadors/High Commissioners/NFPs of participating countries and can offer consultancy services for solar project of not less than 100 kWp capacity at single location on Government / Public Buildings (right of roof with either government or agencies under control of government), subject to a cluster capacity of minimum 1 MWp in one city, to be developed concurrently. ISA representative to associate in this process: RESCO model to be considered.

(a) Prepare draft PPA and draft Memorandum of Understanding (MoU), to be signed by the Government/ Authorised Government agencies with the RESCO for them to develop identified projects in RESCO model. Both PPA and MoU are to be prepared with inputs from the Government/ ISA and finalised for using with the bid for RESCO. Model lease agreement will be provided by Host country Government;

(b) Make presentation before the Hon’ble Minister of Energy/ other appropriate ministry & government officials of respective ISA Member countries to impress upon the benefits of appropriate regulations, signing long term PPA by the Government or its authorised agency/distribution company with the project developers, with bankable payment security mechanism. ISA to support and facilitate during this process;

(c) The country has to guarantee payment of tariff over a period of PPA (up to 20 or 25 Years) to the project developers, who as RESCO companies would be making investment. ISA shall ensure this guarantee from Government in the interest of implementation of the Solar Projects.

(d) Going forward and once a RESCO entity would be identified for award, ISA shall provide support to the RESCO, in association with the PMC consultant (i.e. NTPC) for financing of the projects through MDBs/ Grant available from various governments etc.

3.2 NTPC can extend its services to the host country and can be a PMC consultant, with the following Scope of work in general:

(a) Asses the list of Project(s) and data thereof to be provided by the host government;

(b) Prepare Pre-feasibility report and identify projects falling within the framework of this proposal;

(c) Undertake site visit jointly with ISA and/or host government representatives to assess the Project(s) and prepare basic feasibility report required for bidding process under RESCO model.

(d) Pre-award engineering, prepare Tender /bidding documents;

(e) Run the bidding process, select the Project developers and award the selected RESCO / Developer, on behalf of the Government / Discom;

(f) Oversee successful implementation using modern Project Management tools;

(g) Assessment of Test results at the time of commissioning to give clearance for COD;

Member countries would provide legal inputs and legal vetting, as required, on legal aspects pertaining to PPA, Lease Agreement, other relevant documentation including the bid document without any cost implication to NTPC.
3.2.1 However, if detailed project report (DPR) is required to be prepared for the purpose of LOC/funding or as per requirement of the host Government, then the expenditure towards the DPR (such as NTPC man-day charges for preparation for the project DPR and finalization of the PPA/MoU/Lease agreements, travel, logistics and out of pocket expenses of NTPC team as well as any 3rd party expenses, as will be required, on actual basis/ on certification by NTPC based on its norm) shall be borne by host Government and facilitated by ISA.

In such case where DPR is thus prepared for a Project(s) and fees paid to NTPC for such DPR, NTPC may provide a discount of 2.5% (for 1 MWp cluster) and upto 1% (for larger projects above 50 MWp) in a graded manner, from the fees indicated at table under Para 3.1.3 below. This can be decided in further detail with the host Government/ ISA at appropriate time.

3.3 NTPC will charge upfront Consultancy service fees from the RESCO developers, at the time of award. Fees will depend upon project constraints & size and would be subject to cluster capacity of minimum 1 MWp to be developed concurrently.

The indicative fees (as % age of project cost) may be as below:

<table>
<thead>
<tr>
<th>Sl No.</th>
<th>Project Capacity</th>
<th>NTPC Fees</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>For a cluster of 1 MWp project and upto 1.5 MWp</td>
<td>10%</td>
</tr>
<tr>
<td>2.</td>
<td>Above 1.5 MWp and upto 5 MWp</td>
<td>9%</td>
</tr>
<tr>
<td>3.</td>
<td>Above 5 MWp and upto 50 MWp</td>
<td>7.5%</td>
</tr>
<tr>
<td>4.</td>
<td>More than 50 MWp</td>
<td>6%</td>
</tr>
</tbody>
</table>

3.3.1 In consideration of the administrative and other incidental expenditure as might be incurred by ISA towards facilitation to NTPC and the host country/ Govt. for successful implementation of the rooftop Project(s) and other solar PV projects, a provision for fees payable to ISA shall be made. This fees payable to ISA would be in addition to the charges of NTPC and will be appropriately charged from the RESCO developers at the time of award, as per the following proposed fees (as %age of project cost) schedule:

<table>
<thead>
<tr>
<th>Sl No.</th>
<th>Project Capacity</th>
<th>ISA Fees</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>For a cluster of 1 MWp project and upto 1.5 MWp</td>
<td>1.5%</td>
</tr>
<tr>
<td>2.</td>
<td>Above 1.5 MWp and upto 5 MWp</td>
<td>1.4%</td>
</tr>
<tr>
<td>3.</td>
<td>Above 5 MWp and upto 50 MWp</td>
<td>1.25%</td>
</tr>
<tr>
<td>4.</td>
<td>More than 50 MWp</td>
<td>1%</td>
</tr>
</tbody>
</table>

The amount will be payable to ISA only upon realization from the Successful bidder/ Awardee for the Project(s).
4.0 Besides providing services to ISA / participating Member countries to accomplish the rooftop and ground mounted solar capacity development project, NTPC would be happy to also offer services as Solar Project developer on BOO/ BOOT model, for feasible ground mounted/ floating solar PV generation project(s), of utility scale connected to Grid, subject to approvals. NTPC can implement the project(s) on a mutually agreed tariff or based on the extant Feed-in Tariff policy, through a long term bankable PPA.

5.0 Excellency, we request you to consider NTPC's strength as development partner and extend the opportunity to NTPC to be associated with ISA on preferred partner basis. The implementation shall be done by NTPC either departmentally or through its wholly owned subsidiary NVVN Ltd. You may be kindly aware that NVVN has requisite experience in similar services for Solar PV Rooftop/Ground mounted projects through National Solar Mission Scheme of Government of India.

6.0 We would make best endeavor to implement the project(s) as per our proposal, for the next one year from the date of endorsement of NTPC proposal by ISA. After this initial one year the matter may be reviewed jointly with ISA, based on the progress achieved and constraint faced and a revised proposal may be submitted accordingly.

With Best Regards

Yours Sincerely,

(U K Bhattacharya)

General Manager and Head (International Business)
NTPC Limited,
Room No. 204, EOC Annexe Building, A-8A,
Sector-24, Noida -201301, India.
Tel: +91 120 2410277;
Mobile: +91 9850986208