

Expression of Interest (Extension of Date)



**MAHARASHTRA STATE POWER GENERATION
COMPANY LIMITED**
Solar Power Generation Department, “HDIL Bldg “,
4th Floor, Bandra (East), Mumbai – 400 051
(Tel: 022-26582424/1905 Extn. 351/338)
email: dycespgd@mahagenco.in/cesolarproj@gmail.com

Expression of Interest

EOI for setting up of solar manufacturing plant in Maharashtra.

| | | |
|----|--------------------------------|-------------------------------|
| 1. | Start date of issue of EOI | 27.08.2018, at 10.00 Hrs. IST |
| 2. | Last date of Submission of EOI | 05.12.2018, at 15.00 Hrs IST |

Chief Engineer(SPGD- P)

Mahagenco intends to invite offers from interested bidders/companies for setting up of solar manufacturing plant in Maharashtra.

The interested bidders/companies can download the EOI document from Mahagenco’s website <http://www.mahagenco.in> from 27.08.2018 free of cost.

Chief Engineer (SPGD-P) reserves the rights to accept/reject any EOI without assigning any reason thereof.

Chief Engineer (SPGD-P)

Expression of Interest

Subject: EOI for setting up of solar manufacturing plant in Maharashtra.

Mahagenco intends to invite offers from interested bidders/companies for setting up of solar manufacturing plant in Maharashtra.

The bidders/companies shall install the solar manufacturing plant in land provided by Mahagenco.

The scope of work of Mahagenco & Bidder/Developer is as below:

➤ **Objective of EOI:**

- Mahagenco intends to invite Expression of Interest from the prospective manufacturers to set up integrated solar manufacturing facility in Maharashtra.
- Solar Plant are manufactured locally so that both the purpose of “Make in India” and energy Security are to be ensured as per the guidelines.
- By setting up the manufacturing unit in Maharashtra, employment on large scale will be made available.
- Mahagenco intends that the manufacturers are invited and selected in a transparent manner to set up integrated Solar PV manufacturing facilities so that at least 50 % to 60 % of the solar PV requirement for the 2500 MW can from local manufacturing facility

➤ **About Mahagenco:**

- MAHAGENCO is engaged in the business of generation and supply of Electricity and has been vested with generation assets, interest in property, rights and liabilities of MSEB as per Gazette Notification dated 4th June 2005 issued by Industry, Energy and Labour Department of Government of Maharashtra pursuant to section 131 of Electricity Act 2003.
- Mahagenco has the highest overall generation capacity and the highest thermal installed capacity amongst all the state power generation utilities in India. In terms of installed capacity, it is the second highest generation company after NTPC.
- Mahagenco having generation capacity of 13602 MW comprising 10170 MW thermal, 2580 MW hydel, 672 MW gas turbine and 180 MWp solar was established by government of Maharashtra under the central electricity act-2003 with the principal objective of engaging in the business of generation of electricity, & Mahagenco produces cheapest power for consumers in state.
- Mahagenco is committed to expanding the generation capacity to meet the ever-growing power supply need of Maharashtra. The company is implementing a huge capacity addition programme.

➤ **Salient features of EOI:**

- Mahagenco shall invite bids from prospective solar manufacturers who are willing to set up solar PV module manufacturing facility in Maharashtra.
- The selected manufacturer shall be required to set up manufacturing facilities within the specified period.
- The prospective manufacturers will be allowed to form Joint Ventures/Consortiums with Mahagenco. Existing manufacturers of Solar cells and modules, who intend to

set up integrated facilities and are planning to expand their capacity, will also be eligible to bid under this scheme.

➤ **Mahagenco scope of work;**

- Mahagenco will provide the land (near NTPS ash bund area of approx. 5.02 H), electricity and water supply.

➤ **Bidders scope of work:**

- It will be the bidder's total responsibility of setting up of the Solar Cell and PV module manufacturing unit.
- The sales and marketing and after sales services is the sole responsibility of the Bidder.
- The bidders are free to manufacture any type of Solar Cells and PV Modules.
- The Bidder shall submit their offers along with financial model, type of module manufacturing technology, structure of joint venture/ partnership
- The Bidder shall give the Mahagenco's share in a sealed envelope.

➤ **Highlights of EoI:**

- The bidders will be asked to submit their feasibility report and concept note of module to be manufactured.
- The bidders with best concept will be shortlisted by Mahagenco based on :
 - a) Technical and financial Feasibility of the solar plant.
 - b) Bidder's technical and financial capability
 - c) The Bidders offered rate of percentage in share to Mahagenco.

➤ **Submission of EOI**

- Interested manufacturers are required to submit the response with the complete information in all respect as per the enclosed format. The furnished information shall be supported with relevant documents if any.

➤ **Disclaimer:**

Prospective respondent to this EOI acknowledges and agrees that:

- Mahagenco has issued this Expression of Interest with the best intention to explore the market for eligible and interested bidders and has no compulsions to enter into definitive contractual agreements. This EOI does not guarantee conversion of this EOI into any definitive contractual agreements.
- It is also agreed that Mahagenco in its sole discretion, may reject any and all proposals made by respondent(s), may change the conditions relating to the EOI or cancel this EOI at any time without assigning any reason.
- Prospective respondent(s) acknowledge and agree that response to the EOI is purely voluntary action on their part and for any expenditure on this account shall be borne by the respondent(s).

➤ **Who can apply?**

Any firm/ company engaged in manufacturing of solar modules.

Format for EoI

| | | | | |
|-----------|--|--------------------|---------|-------|
| 1 | Name of the Company | | | |
| 2 | Country where the Company is registered | | | |
| 3 | Status of the Company a) Whether registered under the Companies act 1956 the Companies Act 2013 b) If not, Country of Incorporation | | | |
| 4 | Net Worth of the Company (as on 31/03/2017 or closure of FY 17) | | | |
| 5 | Annual turnover of the Company as on 31/03/2017 or FY 17) | | | |
| 6 | Past Experience in manufacturing | Type of Technology | Modules | Cells |
| | a) Total Cumulative capacity of manufacturing (MW) per year | | | |
| | b) Current capacity utilization in % | | | |
| | c) % of output sold in India as on average of last 3 years | | | |
| 8 | Portable size of investment (in Rs.cr) a) Solar Modules b) Solar Cells | | | |
| 9 | Probable time needed to set up and operationalize the facilities (in months) from the date of issue of LOI a) Solar modules facility b) Solar cells facility | | | |
| 10 | Minimum manufacturing capacity that you may like to Bid | | | |
| 11 | The Bidder shall give the % of share ready to give to Mahagenco's | | | |

Terms and Conditions:

1. Mahagenco has sole right to accept or reject any or all proposals/ concepts.
2. The last Date for the submission of Hard Copy of the EoI is on or before 05.12.2018.
3. The Bidders /Companies who are interested are requested to submit their offer along with financial model, type of module technology, structure of joint venture/ partnership, Mahagenco's share in sealed envelope on or before 05.12.2018 at the office of Chief Engineer (SPGD-P)
4. The hard copy of complete EoI to be submitted to Mahagenco on following address:
Chief Engineer, (SPGD-Projects)
Maharashtra State Power Generation Co. Ltd.,
HDIL Bldg , Fourth Floor,
Bandra (E), Mumbai-400051
Phone: 022-26582424/1905 Extn. 351/338
Mobile No: 8879580692/9881493655
Email: dycespzd@mahagenco.in/cesolarproj@gmail.com

Responses to queries for EOI of Solar Manufacturing at Nasik Eklahare

| Sr. No. | Clause as per EOI | Query/clarification requested | Mahagenco's reply |
|---------|---|---|--|
| 1 | Mahagenco intends to invite offers from interested bidders/companies for setting up of solar manufacturing plant in Maharashtra. | We would like to set up the manufacturing capacity awarded (if any) through SECI 10 GW Manufacturing tender in the land provided by Mahagenco. Is this allowed? | This is Mahagenco's EOI |
| 2 | The selected manufacturer shall be required to set up manufacturing facilities within the specified period. | The successful bidder should be allowed to execute assured capacity PPAs with Mahagenco or Preference should be given in all the future tenders by Mahagenco | This is an EOI for only manufacturing of Solar cell/modules |
| 3 | Mahagenco will provide the land (near NTPS ash bund area of approx. 5.02 H), electricity and water supply | Land with all the facilities like power, water supply should be provided to the bidder for lease or for an upfront payment by Mahagenco | Mahagenco will provide the land electricity and water supply |
| 4 | The bidders/companies shall install the solar manufacturing plant in land provided by Mahagenco. | Please provide the details of the land to be provided by Mahagenco and share the provide Soil Investigation report and Contour for land undulation | Mahagenco will provide the land (near Nasik Thermal Power Station ash bund area of approx. 5.02 H),. |
| 5 | The bidders with best concept will be shortlisted by Mahagenco based on : a) Technical and financial Feasibility of the solar plant. b) Bidder's technical and financial capability c) The Bidders offered rate of percentage in share to Mahagenco. | Please confirm that there is no minimum requirement of percentage in share to be offered to Mahagenco by the bidder | Maximum Share is expected from the bidder. |
| 6 | This EOI does not guarantee conversion of this EOI into any definitive contractual agreements. | Please confirm that a separate tender shall be released and participating in this EoI | Yes Separate Tender will be floated and Participating in EOI is the re-requisite for |

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| | | is not pre-requisite for the bidder to take part in the tender | the bidder to take part in the tender . |
| 7 | Existing manufacturers of Solar cells and modules, who intend to set up integrated facilities and are planning to expand their capacity, will also be eligible to bid under this scheme | New companies exploring the opportunities to set up manufacturing facility should be allowed to participate as well. | Yes New Companies shall be allowed to participate . |
| 8 | Any firm/ company engaged in manufacturing of solar modules | Is forming a Joint venture/Consortium with existing manufacturer allowed? If yes, can we use the technical capabilities of our partner. | Joint Venture/Consortium can be formed. |
| 9 | Subsidies | Special concessional items with respect to the manufacturing industry being set up within their jurisdiction and any other incentives to attract the bidders should be provided | Not applicable as only Concept for manufacturing of Solar cell/modules is required |
| 10 | Electricity for manufacturing to be provided . | Contribution of power cost component shall have a significant impact on the price competitiveness of the Solar PV modules for domestic manufacturers. Therefore, provision of electricity to the manufacturing units should be provided at subsidised rate | Electricity for manufacturing to be provided . |
| 11 | | Request Mahagenco to facilitate faster process to obtain Environmental Clearance and to further advocate at the central level to provide Environmental Clearance without any delay. | All Statutory obligations are to be completed by the Bidder . |
| 12 | | Request Mahagenco to provide faster allocation of land for | All Statutory obligations are to be |

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| | | implementation of the project. Also, incentives such as, deemed conversion of land, concessional stamp duty with respect to transaction of land should be provided | completed by the Bidder. |
| 13 | | Please specify further steps after the submission of EoI and timelines for the same | Further steps and timelines will be updated after the submission of EOI |
| 14 | | Please specify if there is any min/max capacity of facility to be installed | No limit to maximum capacity and maximum capacity manufacturing plant to be installed |
| 15 | | Please specify the timelines (handover of land , time to set up the unit etc) | Timelines will be updated after the submission of EOI will be updated. |
| 16 | Mahagenco will provide the land (near NTPS ash bund area of approx. 5.02 H), electricity and water supply. | <p>Land - Free/Sale/Lease not indicated in EOI. Kindly clarify for us to include the land cost, if any, in our project estimation accordingly</p> <p>2. Electricity - Kindly clarify whether electricity will be provided free of cost or on chargeable basis? If the same is on chargeable basis, kindly inform the unit rate. Further, please clarify at what point and at what voltage level will the electricity connection be provided, in terms of distance from the proposed location.</p> <p>3. Water - Kindly clarify whether the supply of water for the project shall be free of cost or on chargeable basis. Further, please inform whether a water</p> | <p>Land- Mahagenco will provide the land (near Nasik Thermal Power Station ash bund area of approx. 5.02 H). EOI is published on %age share basis.</p> <p>2 & 3) Water & Electricity – EOI condition prevail.</p> |

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| | | pipeline already exists at the proposed location. | |
| 17 | % of share ready to give to MAHAGENCO | We understand that % share is "% share in profit". Please confirm. | Yes |