



TATA POWER TRADING COMPANY LIMITED

Invites

**Expression of Interest
(EOI)**

From

**Distribution Utilities, Commercial and Industrial Clients
(Procurer)**

For

**Procurement of upto 200 MW Solar Power Energy/Green
Attributes from TPTCL on Long Term basis**

EOI dated: 04.11.2022

DISCLAIMER

1. This Expression of Interest (EOI) document is not an agreement or offer by the issuer to the prospective Participants or any other party. The purpose of the EOI is to receive definitive proposals basis which the solar plant with the intended capacity of 200MW will be setup.
2. While this EOI document has been prepared in good faith, neither the issuer nor its employees make any representation or warranty, express or implied as to the accuracy, reliability or completeness of the information contained in this EOI document.
3. Neither TPTCL nor any of its employees, consultants or agents will have any liability to any Participant or any other person under the law of contract, tort, the principles of restitution or unjust enrichment, or otherwise for any loss, expense, or damage which may arise from or be incurred or suffered in connection with anything contained in this EOI document, any matter deemed to form part of this EOI document, the process, the information supplied by or on behalf of TPCTL or its employees, or otherwise arising in any way from the selection process for the said supply of power.
4. TPTCL reserves the right to accept or reject any or all applications and cancel/withdraw the EOI process without assigning any reason or incurring any liabilities whatsoever and in such case, Participant shall not have any claim arising out of such action.

NOTICE INVITING EXPRESSION OF INTEREST (EOI)

Procurement of upto 200 MW Solar Power Energy/Green Attributes from TPTCL on Long Term basis.

1. Introduction

Tata Power Trading Company Ltd. ("TPTCL"), a wholly owned subsidiary of "The Tata Power Company Ltd." has been established and operational since December'2003 with the objective of enabling power trading and help in development and strengthening of power markets in India. TPTCL is the proud owner of the first trading license, Category I, issued by CERC in June'2004. TPTCL is a member of two power exchanges, i.e. Indian Energy Exchange (IEX) & Power Exchange of India Limited (PXIL) for trading power on behalf of its clients with data-driven analysis for optimal sale/purchase. TPTCL has traded more than 19000MUs in the Financial Year 2021-2022 and has been amongst the top 3 power traders in India. TPTCL enables energy sale and purchase to Generators, Distribution Companies, and C&I consumers. TPTCL also offers a bouquet of consultancy services including facilitating gas trading, Energy services solutions, captive/group captive solutions, Energy certificates trade (RECS/ESCerts/IRECs) with a continuous focus on advancements in power markets and tapping the new business areas and future areas for growth. For further details may please visit our website (<http://tatapowertrading.com>).

2. Background and Objective of the EOI

Solar Power Energy on Long term basis:

India is witnessing a huge economic growth with a major thrust to shift from conventional sources of power generation to renewable power. The demand drivers which are promoting the shift is on account of increasing awareness of the commercial & Industrial consumers along with enhanced targets of renewable power purchase obligations of the DISCOMs.

Recently, to promote this transition, the Ministry of power, Govt. of India has published the Electricity (Promoting Renewable Energy Through Green Energy Open Access) Rules, 2022 on 6 June 2022, which proposes many changes to ease the transition smoothly. The rules after adoption by the states shall promote renewable adoption by the consumers who have a connected load more than 100 kW too. Also, as environmental sustainability is picking up, the Utilities/C&I clients are voluntarily or in view of statutory /regulatory requirements responsible to source/ transit from conventional source of power to renewable source of power.

The grid tariffs too have steadily increased on account of increasing power purchase costs on

account of gas price and coal price increase. These costs get passed on to the consumers by way of annual tariff increase or quarterly / monthly Power Purchase Adjustment charges (PPAC). Solar power tariff structure is single part (as there is no fuel cost involved) when compared to conventional sources where it is a two-part structure i.e. fixed cost + Fuel cost, hence the variability of the renewable tariff is lower than conventional sources.

Thus, looking at the opportunity of providing Solar power to Open access consumers (C&I) and Discoms for their Renewable obligations / energy requirements, TPTCL is willing to enter into a PPA of/upto 25 years with leading Developers and underwrite the entire energy cost till the end of useful life of the plant and enter into a Physical/Virtual Power Purchase agreement.

Physical PPA

Within a physical PPA contract, the buyer acquires the risk and title to the physical energy produced by the renewable energy project. This transaction places responsibility on the buyer to offtake the energy which gets generated from the Power plant. Depending on the contract structure, the buyer could also pay for transmission charges.

Virtual PPA

Within a VPPA contract, the buyer does not own and is not responsible to off take the physical energy generated by the project. The VPPA is purely a financial transaction, exchanging a fixed-price cash flow for a variable-priced cash flow and renewable energy certificates (RECs). The buyer still needs to meet its electricity load through traditional channels—therefore, the buyer's relationship with its utility at the retail level remains unchanged, while the buyer can meet out his RE Obligations.

The benefits which TPTCL is foreseeing for the DISCOMS/C&I Clients by entering in such arrangement are as follows:

- TPTCL will be able to secure a better rate from the developers due to economies of scale.
- Utilities / C&I Clients can meet their RPO/RE 100/NET '0' obligations in a cost effective manner.
- RPO compliance for the buyers

3. Participant's Eligibility Condition

Physical PPA

- The Participant may be a Utility, single Company or a group of Companies putting up its intent for procurement of power. A company registered in India, having CIN, GSTIN, and PAN shall be eligible to participate in the EOI.

Virtual PPA

- A company registered OUTSIDE India, having valid business transactions shall be eligible to participate in the EOI.

Net Worth

- Net worth of the Participant shall be minimum INR 10 Crs. The Participant shall provide the documents along with the offer in support of the Net Worth. Further based on the power requirement the net-worth for the past 3 financial years should be as follows:

Quantity Required	Minimum Net Worth criteria (for Previous 3 financial years)
10 MW	10 Cr.
> 10 and \leq 50 MW	50 Cr.
> 50 and \leq 100 MW	100 Cr.
> 100 and upto 200 MW	200 Cr.

4. Brief Scope of the Power Procurement

Brief scope of power procurement by TPTCL under this EOI is as under:

	Scope	Details
1	Seller	TATA Power Trading Company Limited
2	Broad Scope	The procurer shall off-take power/green attributes generated from Solar Renewable Power Project for the term as specified in this EOI. The mode of procurement can be physical or Virtual.
3	Quantum	Upto 100 MW Capacity (Solar) Under Tranche -1 and another upto 100 MW in Tranche-2 Upto 200 MW Solar Power under merchant route (Translating to ~ 500 Mus on annual basis)
4	Expected Tariff	Above INR 3.45 per unit.
5	Contract Period	For /Upto 25 years
6	Delivery Point	The plant will be CTU connected.
7	Expected CUF	~ 29%
8	Minimum Offer Capacity	10 MW
9	Billing	Monthly basis
10	Due Date	30 days from the billing date
11	Rebate	2% for payment within 2 days from the date of billing
12	Late Payment Surcharge	18% Per Annum
13	Payment Security Mechanism	The Payment Security shall be in the form of a standby Revolving Letter of Credit with a value of estimated 2 months of average monthly billing valid for the term of the PPA.
14	Expected COD	Tranche-1 : 1 st Jan 2024 Tranche-2 : 1 st March 2024
15	Change-in-law	In case of any Change in Law event getting notified at a later date (post signing of PPA) which impacts the costing of the project, the same shall be a direct pass through to the buyer.

5. INSTRUCTIONS TO THE PARTICIPANTS

The Participants are required to submit the EOI application complete in all respects in soft copy to the following email address: vishal.vij@tatapower.com ; sunil.s@tatapower.com

- Date of EOI : 4th November 2022
- Last date of seeking clarifications : 20th November 2022
- EOI Validity : 31st March 2023

Nodal Person for Seeking Clarifications:

Mr. Vishal Vij
Head – Renewable Marketing & OA
vishal.vij@tatapower.com
+91-9910012902

Mr. Sunil Singh
Group Head – QCA Business
sunil.s@tatapower.com
+91-9644410332

TATA Power Trading Company Limited,
Shatabdi Bhawan, 2nd Floor, B-12 & 13,
Sector-4, Noida – 201301, Uttar Pradesh
Phone Number: 0120-6102000,

Annexures:

Following are the annexures required to be filled and submitted by the Participant.

Annexures- A: Application Form

Annexures- B: Participant's Profile

Annexures- C: Price offer

Annexures- D: Any other Information, if required

Annexure - A

(EXPRESSION OF INTEREST: APPLICATION FORM)

(To be submitted on Company's Letter Head)

Ref No.

Date:

**TATA Power Trading Company Limited,
Shatabdi Bhawan, 2nd Floor, B-12 & 13,
Sector-4, Noida – 201301, Uttar Pradesh**

Sub: EoI for purchase of Solar Power Energy/Green Attributes on Long Term basis from 200 MW Solar Merchant Power plant.

This has reference to your EOI document no. _____ dated _____ on the subject.

_____ (Name of the Participant), hereby submit its Expression of Interest (EOI) for procurement of _____ MW of solar power OR Green attributes corresponding to _____ MWh from the 200 MW merchant Solar power plant through TATA Power Trading Company Limited for a period of/upto 25 years from COD and in accordance with the conditions stipulated in the EOI document.

(Signature)

(Name and Designation of Authorized Person)

(COMPANY SEAL)

Annexure – B

PARTICIPANT PROFILE

S. No.	Particular	Details
1.	Name of the Participant Company	
2.	CIN of the Participant	
3.	Date of Registration in India / overseas	
4.	Address for Correspondence	
5.	Name of the Authorized Person	
6.	Designation	
7.	E-Mail Address	
8.	Telephone	Mobile No: Fax Number:
13.	Additional attachment	<ul style="list-style-type: none">● Last Published Audited Annual Report.● Document related to Net Worth.● Brief Corporate Profile along with Operational capacities (including financial details and shareholding pattern)

Signature of Authorized Person with company seal

Name:

Designation:

Annexure C

Quantum Off-take commitment

Total Quantum required	
Desired Delivery Point	
Connectivity details with CTU / Contract Demand/ Sanctioned load	

Company Seal & Signature of the Authorized Representative

Name:

Designation:

Annexure D

(ANY OTHER INFORMATION)