



Co-operative Republic of Guyana
Office of the Prime Minister

REQUEST FOR PROPOSALS (RFP)—AMAILA FALLS HYDRO PROJECT.

The Government of Guyana (GoG) is desirous of restarting the Amaila Falls Hydro Project, consistent with the Summary Scope of Work outlined below and project structure last defined in Q1 2015. The GoG desires start of construction by second half of 2022, with project completion and commissioning by end 2025.

GPL's current Development and Expansion (D&E) Plan for 2021 to 2025, projects total capacity required in 2025 as 465 MW and energy of 2,900 GWH. The GOG proposes an energy mix that will utilize both natural gas, Heavy Fuel Oil, and renewables (hydro, wind, solar). In 2026, the GoG expects demand to be met by dispatching from its lowest cost of supply, which is expected to be derived from gas (up to 300 MW), Amaila (165 MW), and other renewables and non-renewable capacity to make up any balance or serve as back-up.

Submissions must contain a response to each of the two below options, one of which will be chosen by Government:

1. Build-Own-Operate-Transfer (BOOT). State the cost/ kWh [and equivalent annual payment] for power delivered to Sophia, Georgetown, on the basis of a 20-year BOOT (period starting from Commercial Operations Date), with all of the costs of the project to commissioning date, being borne by the Developer, and the project reverting to the Government at the end of the BOOT period, at no cost. All appropriate assumptions including cost of capital, equity, debt, and operating costs should be stated.

2. Design-Build-Finance (D-B-F). State the cost/ kWh [and equivalent annual payment] for power delivered to Sophia, Georgetown, if the Developer executes a Design-Build-Finance contract, with all of the financing being funded by the Developer, on the condition that GOG will only take over the project and financing repayment obligations, on satisfactory completion of construction and commissioning. Financing Repayment will only start on successful takeover of the project in accordance with contract terms. The Developer should state the project cost, financing details, and all other assumptions including operating costs and debt service. Terms such as interest rate, loan tenure, loan conditions, capitalization of interest during construction, and a draft financing term sheet should be provided.

As part of the submission, proposals should contain the following:

- I. Developer's capability and credibility to execute such a project. Submissions should include (i) a detailed track record of similar projects completed (ii) evidence of financial ability, including last 3 years of audited Financial Statements.
- II. Project costs (lump sum) detailing all capital costs, financing costs, supervision costs, development costs, and all other costs to date of commissioning/commercial operations.
- III. Pricing details pursuant to the 2 options above, based on 165 MW installed and expected average delivery of energy of not less than 70% of installed capacity. Actual annual delivered energy should average no less than 1,050 GWH/annum.
- IV. Review and comment on all project documents and technical studies generally available at end of 2015 (and any other updated supporting project documents), including the draft Power Purchase Agreement (PPA) and Implementation Agreement (IA), with the clear understanding that there will be no financial commitments or security deposits, provided by GoG (or GPL), other than a commitment to pay for the power (and the GoG Performance Guarantee of GPL's obligations) delivered under an annual PPA payment (Option 1), or the O&M and Debt Service (Option 2).
- V. Present capital structure for financing including related details, such as weighted average cost of capital (WACC), debt/equity mix, cost of equity, cost of debt, and financial flows over the life of the project. Term Sheets should be provided for said financing, such that Financial Close and start of construction can start by second half of 2022.
- VI. Submit details of proposed local content, including sub-contractors, % of project costs that will be locally sourced, and supporting details of same.
- VII. Present project timetable with key milestones for (i) Financial Close and (ii) Commercial Operations and Commissioning.
- VIII. Under both options, Developers should assume that there shall be independent supervision of the design and construction, by a reputable international third-party firm, with agreed Terms of Reference (TOR) between the Parties, tendered for by the GoG, with the costs being part of the Project Costs borne by the Developer.
- IX. Under both options, there shall be provision for an international third-party operator, who will operate the facility, on behalf of the project company (Option 1) or the Government (Option 2), with said operator costs being factored into the O&M costs.
- X. The project will be executed via a new Special Purpose Company (SPC) and will be issued with all previous permits, licenses, and permissions, as previously existing in April 2015, provided the Developer shall have responsibility for any updates as required by law.

Summary of Scope of Work (to delivery point in Sophia):

- i. Capacity: 165 MW installed hydro dam, plant, and related works.
- ii. Transmission Line and Structures: 270 KM double-circuit 230 KV from Amaila to Sophia.
- iii. 230 KV Substations in Linden and Sophia.
- iv. Creation of a 23 square KM storage Reservoir consistent with the Environmental Reports and studies.
- v. Upgrades and completion of roads and bridges to the site (85 KM new; 122 KM existing)
- vi. Assumption of all geo-technical risks including guarantees relating to the structure of the reservoir, dam, and transmission towers.

The response to this RFP will be used to determine a capable partner that will be selected to work with the Government to complete the project based on (i) the timeframes stipulated and (ii) the lowest economic costs including life-cycle costs.

All pertinent information in possession of the Government will be made available via a secured website upon completion of a Confidentiality Undertaking/Non-Disclosure Agreement (NDA). Questions or clarifications should be received as early as possible but no later than ten (10) working days of the closing deadline. Responses to questions will be issued to all registered parties. A virtual workshop will be held no later than 3 weeks prior to the Closing Deadline. Interested parties should register via the Office of the Prime Minister. A registration fee of G\$50,000 will be charged. Additional details can be obtained from the email below.

Interested companies shall bear all costs associated with the preparation and submission of their response to this Request for Proposals (RFP).

Responses to this RFP must be received by **September 26th, 2021 (Closing Deadline)** and must be submitted to Office of the Prime Minister:

Attn: Permanent Secretary
Office of the Prime Minister
205 Camp Street, Georgetown, Guyana
Email: ps@opm.gov.gy
Tel: +1-592-225-2602

The GoG is not bound to accept any response to this RFP and reserves the right to select any Party(ies) for any specific element of the RFP and to annul the process at any time without further direction, without thereby incurring any liability to the affected interested parties.