



**ESWATINI ENERGY REGULATORY AUTHORITY  
(ESERA)**



**REQUEST FOR EXPRESSION OF INTEREST  
DEVELOPMENT OF WIND POWER PROJECTS IN ESWATINI**

**REFERENCE NUMBER: ESERA/EOI/01/2022-2023**

**2 DECEMBER 2022**





- a) This Request for Expression of Interest (“REOI”) constitutes the formal invitation to Respondents to submit their detailed Expression of Interest, duly filled and signed as a formal response to provide information in relation to wind power project development in Eswatini and to further identify Respondents interested in participating in Independent Power Producer Program for wind power projects in Eswatini.
- b) The REOI has been published on the 1 December 2022. Interested Respondents may submit responses no later than 4:00pm on 12 January 2023. All documents that compile the response to this REOI must be delivered to the Eswatini Energy Regulatory Authority and marked for the attention of the Capacity Procurement Manager either as a sealed hard or soft copy. The delivery address is as follows:

**Capacity Procurement Manager**  
**Eswatini Energy Regulatory Authority**  
**First Floor, RHUS Office Park**  
**Karl Grant Street, MBABANE**  
**Email: [dlaminins@esera.org.sz](mailto:dlaminins@esera.org.sz)**

- c) Submitted responses to this REOI will be assessed for completeness through the criteria specified in Section 3.
- d) The received Expressions of Interest will be used to evaluate the markets appetite and readiness to develop IPP projects based in wind technology in Eswatini and will further inform decisions with regards to wind power procurement.





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## 1. Introduction

### 1.1 Background

The Kingdom of Eswatini is a landlocked country located in Southern Africa with a population of around 1.2 million. Eswatini currently imports the bulk of its electricity supply from neighbouring Eskom, Electricidade de Moçambique and the South African Power Pool to meet its electricity demand. Due to increased uncertainty in the security of supply and increasing tariffs in the Southern African region, the Government through the Energy Regulator has initiated a procurement programme to reduce the country's reliance on imported electricity by encouraging the development of local power generation capacity for national grid purposes.

The Ministry of Natural Resources and Energy (MNRE) is tasked with increasing the country's energy resilience by reducing the country's reliance on imported electricity and, in particular, by the development of local renewable energy projects to meet the country's electricity demand while achieving environmental objectives and further help underpin economic growth. Furthermore, the MNRE is committed to encouraging private sector participation in the energy sector. Over the past few years, the country has seen significant interest from Independent Power Producers keen to exploit the opportunities for the development of new generation capacity in the country.

On 25 July 2018, the Honourable Minister of the MNRE announced a new energy policy which introduced the private sector procurement of new generation capacity to be developed by IPPs. This policy was launched with the full support of Eswatini Cabinet with the intention of fostering a partnership with the private sector and of ensuring the orderly development of the new electricity generation capacity necessary to help achieve the MNRE's strategic objectives.

In addition, and in support of the new energy policy, on 25 October 2018, the MNRE launched its Energy Master Plan, including the Short-term Generation Expansion Plan ("SGEP") for the energy sector. The Energy Master Plan and SGEP have been developed by the MNRE, in consultation with key stakeholders, to provide a roadmap for the development of the new generation capacity in the country. The Energy Master Plan and the SGEP have also been





approved by Cabinet and were issued to inform the market of the MNRE's plans for the future development of the Eswatini energy sector.

Copies of the Energy Master Plan and the SGEP are available on the ESERA website for reference. While the Energy Master Plan 2034 provides a long-term roadmap for the country's energy needs with a planning horizon of 20 years, the SGEP focusses on projects that can be delivered in the short-term. The new generation capacity identified for development under the SGEP comprises:

- Solar photovoltaic ("PV") (circa 40 MW) – to be developed via the First Tranche Procurement Programme; and
- Biomass (circa 40 MW) – currently being developed via the Second Tranche Procurement Programme.

The above procurements are being undertaken in line with Section 25 of the Electricity Act, 2007 which mandates the Energy Regulator to procure generation capacity in close cooperation with the Minister responsible for Energy Affairs.

## **1.2 Purpose**

This Expression of Interest has been issued in an effort to assist ESERA to gain a better understanding of the wind resource availability as well as to assess the market's readiness to develop Independent Power Producer (IPP) projects for wind energy in Eswatini. Information on wind resource availability in Eswatini is limited to non-bankable studies conducted in times past including some information in the Energy Master Plan 2034.

Information availed through this REOI may be used by the Regulator to refine elements of the Request for Qualifications in relation to wind power procurement wherein an international open tendering competitive bidding process will be used to mobilize private sector developers to design, engineer, construct, commission, finance, own, operate and maintain Wind Power Plants as IPP under a BOO (Build, Own, Operate) scheme including options for power export.

This REOI is not a Request for Qualifications, Request for Proposals or call for tenders. This REOI merely seeks to identify those who may have an interest in participating in a future wind power procurement tranche.





## **2. Requirements of Expressions of Interest**

Respondents should provide full, complete and correct information as requested in Sections 2.1 to Section 2.10 through the attached Request for Expression of Interest Form (Appendix 2). Responses to this REOI will be subjected to the completeness check specified in Section 3. Respondents are further expected to complete and return a signed copy of the letter specified in Appendix 3. This Expression of Interest including information submitted by Respondents shall not be binding to both the Energy Regulator and the Respondents.

### **2.1 Respondents Organizational Information**

Respondents shall provide their company profile including their ownership structure. In the case of a joint venture or consortium such information is required from each member including the role of each member in relation to the REOI.

Respondents are expected to demonstrate their ability and experience in successfully developing Build Own Operate (BOO) power projects within the last 10 years. Respondents are to specify capacity (MW) of renewable energy projects (Wind or Solar PV) that have reached financial close at utility scale through Appendix 1. Respondents are expected to have a team with the required combination on expertise and experience including Engineering Procurement and Construction (EPC); Financial Expertise and Environmental Specialist.

Respondents are also to indicate their interest as High, Medium or Low.

### **2.2 Access to wind data**

A few desktop studies including raw data providing none-bankable information on indicative wind potential in several areas in the country are available and will be shared to Respondents on request. Respondents are welcome to make use of such data with the understating that neither ESERA nor the Government are liable for the accuracy of information and conclusions to be made from same. Respondents may provide an indication on the availability of wind data in their possession for locations where wind power generation facilities can be developed. Respondents are further requested to provide typical plans for securing bankable wind data including related timelines.





### **2.3 Project (s) Capacity and Energy Production**

Respondents are requested to provide the expected minimum capacity (in Mega-Watts) for a project(s) and related energy production from project per year that would enable them to participate in a wind power procurement programme in Eswatini. Options for power export must also be proposed, subject to capability of power system to evacuate power. Respondents are also requested to provide related information such as type of turbines used number of turbines and indicative nameplate rating of each turbine.

### **2.4 Indicative Project Site(s)**

Respondents are to provide details on indicative project(s) location(s), including sizes of project(s) area in hectares if any. Respondents should indicate typical steps and timeframes required to secure necessary land rights including access roads, easement needed to construct, interconnect and operate a wind project. Information relevant to the dispersion of wind projects such as distance between sites should also be provided if available.

### **2.5 Proposed Interconnection Points and Related Costs**

Respondents are requested to provide indicative interconnection points to the grid including any associated upgrades that would be necessary to connect any proposed wind project. This should also provide an indication of the associated costs including cost of typical connection equipment. Related information on substation capability to absorb intermittent power will be shared with Respondents on request.

### **2.6 Ability to Finance Project(s)**

Respondents should provide a demonstration of the financial capability of the project developers/owners/operators to develop and operate the wind power project.

If funding is not in place, Respondents should provide reasonable evidence of raising necessary funds, including the typical timeframe for specific actions and a description of direct past experience in undertaking similar for large, capital-intensive projects (preferably power generation projects).





## **2.7 Estimated Price Range**

The estimated price range required to finance the wind project(s), expressed in 2023 USD (\$/MWh) should be provided. This price range is not binding on the Respondent.

## **2.8 Operating Capabilities**

Demonstration of sufficient experience in successfully planning, developing, constructing, operating and maintaining power generation facilities should be provided.

If direct experience is not available, Respondents should identify plans including partnerships for ensuring an appropriately experienced project team is in place.

## **2.9 Proposed Local Content**

Respondents are expected to give an indication of the level of local content participation for Equity, Debt, Engineering Procurement and Construction (EPC), Operations and Maintenance (O& M) to be considered for a project in Eswatini. Any detailed plans for creating training programs and long-term employment related to the construction, operation and maintenance of wind projects are also desirable.

## **2.10 Timeframe for development**

The Respondent should provide a schedule outlining when they would be prepared to commence construction and deliver power. The amount and timing of development should be clearly specified.

## **2.11 Documents to be submitted with REOI**

The following documents shall be submitted in for this REOI

- a) Details of Previous Build Own Operate Projects (Appendix # 1)
- b) Populated and duly signed Expression of Interest Form (Appendix #2)
- c) Letter confirming Company's Interest (Appendix #3)
- d) Company Registration Documents
- e) Copy of a Valid Trading Licence







- f) A copy of Company VAT Registration
- g) Certified Copy of Valid Tax Compliance Certificate
- h) A fully signed document providing Power of Attorney (Appendix #4)
- i) A fully signed Declaration of Eligibility (Appendix # 5)

### 3.0 Completeness Check for Wind Power Expression of Interest

| Aspect to be reviewed  | (Y/N) |
|--|-------|
| 1. Information on Respondent and or Joint Venture Partners   |       |
| 2. Indicate level of interest in developing wind power projects in Eswatini  |       |
| 3. Indication of access to wind data   |       |
| 4. Project Capacity and Energy Production  |       |
| 5. Proposed interconnection, related costs and indicative project site(s) if any   |       |
| 6. Ability to finance projects   |       |
| a) Ability to Finance Project(s)   |       |
| b) Estimated Price Range (USD \$/ kWh)   |       |
| c) Operating Capabilities including annual operation and maintenance costs and related escalations over a 25-year Power Purchase Agreement |       |
| d) Proposed Local Content  |       |
| e) Timeframe for development of wind power plant / MW  |       |

## 4.0 Respondent Instructions and Conditions

### 4.1 Inquiries

All questions concerning this Invitation must be directed via email prior to the





response date to:

Mr. Ntokozo S. Dlamini  
Capacity Procurement Manager  
Eswatini Energy Regulatory Authority  
Email: [dlaminins@esera.org.sz](mailto:dlaminins@esera.org.sz)

Respondents agree not to rely upon any written or verbal statements or representations of any other representative of the Energy Regulator other than written responses from Mr.N.S Dlamini who has sole responsibility for all inquiries under this Invitation.

#### **4.2 Response to Expression of Interest**

Respondents interested in pursuing development of Wind Power Projects in Eswatini are invited to Express their Interest in writing by submitting either hard copies or soft copied in response to Section 2 above and to further populate and submit signed copies of the Expression of Interest Form attached as Appendix 1 and 2 on or before 13 January 2023.

(“Response Deadline”) to:

Mr. Ntokozo S. Dlamini  
Capacity Procurement Manager  
Eswatini Energy Regulatory Authority  
First Floor, RHUS Office Park  
Karl Grant Street, MBABANE  
Email: [dlaminins@esera.org.sz](mailto:dlaminins@esera.org.sz)

**Any Response received after the Response Deadline may not be reviewed.**

#### **4.3 No Obligation and Right of Rejection**

This Invitation is not a legal offer but only an invitation to provide information in relation to wind power development in Eswatini. Nothing in this Invitation creates a legal obligation the part of the Eswatini Energy Regulatory Authority (ESERA).

The ESERA may amend or modify and/or defer or discontinue this Invitation at its discretion. Respondents that have submitted an Expression of Interest will be notified in writing of the Regulator’s actions in this regard.





#### 4.4 Cost

Any and all expenses incurred by Respondents in the preparation, presentation and submission of this Request for Expression of Interest shall be borne entirely by the Respondent. ESERA shall not in any circumstances, be responsible or provide compensation for the preparation of this Expression of Interest or for the information contained in the Expression of Interest or other related documents submitted to the Regulator.

#### 4.5 Confidentiality

Any and all Expressions of Interest will become the property of ESERA and will not be returned to Respondents. The ESERA will however take reasonable precautions and use reasonable efforts to protect any confidential information specifically defined as such in the Respondent's Expression of Interest subject to such disclosure that may be required by law.

#### 4.6 Expression of Interest Timeline

The tentative timeline for the REOI is presented below:

| Item | Description  | Date  |
|------|--|---|
| 1    | Release of REOI                                    | 1 December 2022                                 |
| 2    | Deadline for submission of clarification questions | 15 December 2022                                |
| 3    | Deadline for Submission of Expression of Interest  | 13 January 2023,<br>(12:00 pm)<br>Eswatini Time |





## 5.0 APPENDIX # 1 DETAILS OF BUILD OWN OPERATE PROJECTS

*[The following table shall be filled in for each reference project stated on a separate form]*

Name of Applicant to whom this form applies

| Experience No. ....: _____ Insert Project name]            |             |
|--|-------------|
|  | Information |
| Name of Project:   |             |
| Location of Project:                                       |             |
| Type of Plant:   |             |
| Owner of the Plant:  |             |
| Date of Financial Closing:                                 |             |
| Date of Project Commercial Operation Date:                 |             |
| Applicant's Role in the Project (pre and post completion): |             |
| Project Budget / Plant Cost (EURO):                        |             |
| Sources of Debt Funding:                                   |             |
| Lead Arranger for Debt Funding:                            |             |
| Sources of Equity Funding:                                 |             |
| Financing contributed by Applicant:                        |             |
| Signature:   |             |
| For (Name of Company)                                      |             |





## 5.1 APPENDIX # 2 EXPRESSION OF INTEREST FORM

Please complete and submit the EOI Form in response to Section 2.1 to Section 2.10 where available as provided in the Form below:

| Description  | Response |
|--|----------|
| <b>a. Respondents Organizational Information <sup>1</sup></b><br><b>- Company profiles to be attached</b>            |          |
| <b>b. Level of interest in developing wind power generation facility in Eswatini (High, Medium, Low)<sup>2</sup></b> |          |

<sup>1</sup> Give business details of all JV partners if applicable

<sup>2</sup> Indicate Level of Interest





|  |  |
|--|--|
| <p><b>c. Is there ready access to wind data?</b></p> <ul style="list-style-type: none"><li>- Timelines and typical costs to secure bankable data</li></ul>   |  |
| <p><b>d. Project (s) Capacity and Energy Production</b></p> <ul style="list-style-type: none"><li>- Capacity of Wind power generation facility (MW) for project viability (Capacity for local consumption and capacity for export)</li><li>- Energy production (MWh/year)</li><li>- Wind Turbine names and types including their nameplate ratings</li><li>- Capacity Factor</li></ul> |  |
| <p><b>e. Proposed interconnection points and Related Costs</b></p> <ul style="list-style-type: none"><li>- Any indicative project sites identified?</li></ul> <p>If so, please provide some details</p>  |  |





|  |  |
|--|--|
|  |  |
| <b>f. Ability to finance projects?</b>   |  |
| <b>g. Estimated Price Range (USD \$/MWh)<sup>3</sup></b>   |  |
| <b>h. Capability to operate and maintain wind power plant<sup>4</sup></b>  |  |
| <b>i. Proposed Local Content in (%)</b> <ul style="list-style-type: none"><li>- EPC</li><li>- O&amp;M</li><li>- Equity</li></ul> |  |

<sup>3</sup> Include related escalations

<sup>4</sup> Provide information on previous projects undertaken





|  |  |
|--|--|
| <b>- Debt</b>  |  |
| <b>j. Timeframe for development of wind power plant /MW</b>  |  |
| <b>Contact Person at Respondent:</b><br><br><b>Name:</b><br><br><b>Position:</b><br><br><b>Email:</b><br><br><b>Signature: .....</b> |  |







## 5.2 APPENDIX # 3 LETTER CONFIRMING COMPANY'S INTEREST

Date: [•]

Chief Executive Officer

Eswatini Energy Regulatory Authority

First Floor, RHUS Office Park

Karl Grant Street, MBABANE

FOR: EXPRESSION OF INTEREST IN RELATION TO DEVELOPMENT OF WIND POWER PROJECTS  
IN THE KINGDOM OF ESWATINI

Dear Sir,

(1) Being duly authorized to represent and act on behalf of [insert name of Respondent] (“the Respondent”) and having reviewed and fully understood the Request for Expressions of Interest and all documentation pertaining to the development of wind power projects in Eswatini, the undersign hereby submit our response to the issued EOI.

(2) The ESERA and or its authorized representatives are hereby authorized to conduct any inquiries or investigations to verify the statements, documents, and information submitted in connection with this Expression of Interest and seek clarification from third parties (including banks) regarding any financial and technical aspects. This letter will also serve as authorization to any individual or authorized representative of any institution, to provide such information deemed necessary to verify statement and information provided in this application, or with regard to the resources, experience and competence of the Respondent.

(3) We accordingly acknowledge that this Request for Expression of Interest is not a Request for Qualification nor is it a Request For Proposals or a call for tender in relation to wind power procurement in Eswatini.



Yours Sincerely

Name: .....

Signature: .....



**5.3 APPENDIX # 4 POWER OF ATTORNEY**

Signatories for companies must establish their authority by attaching a copy of the relevant resolution of the board of directors, duly signed by the chairman of the board, and dated, to this form. An example is shown below:

“By resolution of the Board of Directors at a meeting held

at \_\_\_\_\_

on: \_\_\_\_\_ 2022,

Mr. /Mrs. /Ms.: \_\_\_\_\_

has been duly authorised to sign all documents in connection with this Expression of Interest contract ..... on behalf of:

(Name of tenderer):

\_\_\_\_\_  
(Block capitals)

Signed on behalf of Board of Directors (chairman):

\_\_\_\_\_

Date: \_\_\_\_\_

Signature of assignee: \_\_\_\_\_

Date: \_\_\_\_\_



## 5.4 APPENDIX #5 DECLARATION OF ELIGIBILITY

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*[All Tenderers must meet the following criteria, to be eligible to participate in public procurement. Tenderers must provide a signed declaration on their company letterhead in the following format. If the tender is being presented by a joint venture or consortium all members must sign the declaration]*

[>>> Name of Tenderer, Address, and Date>>>]

Dear Sirs

Re Tender Reference .....

In accordance with the eligibility requirements of the Invitation to Tender documents we hereby declare that: -

- (a) We, including any joint venture partners or consortium partners, are a legal entity and have the legal capacity to enter into the contract.
- (b) We are not insolvent, in receivership, bankrupt or being wound up, our affairs are not being administered by a court or a judicial officer, our business activities have not been suspended and we are not the subject of legal proceedings for any of the foregoing.
- (c) We have fulfilled our obligations to pay taxes and social security contributions.
- (d) We declare that we adhere to basic labour legislation.
- (e) We have not, and our directors or officers have not, been convicted of any criminal offence related to our/their professional conduct or the making of false statements or misrepresentations as to their qualifications to enter a contract within a period of five years preceding the commencement of the procurement proceedings; and
- (f) I/We declare that we are eligible to participate in the above-mentioned public procurement tender as per section 40 of the Public Procurement Act 2011.
- (g) We further declare that we are not Politicians and or Public Officers as described by the Public Procurement Act 2011
- (h) That we do not have a **conflict of interest** in relation to the procurement requirement as defined in the Instructions to Tenderers.
- (i) I/We are aware that, where it shall be found that any or all of the below mentioned of our Company have provided misleading information in preparing this REOI document, our EOI response will not be considered

Name \_\_\_\_\_ (In the capacity of) \_\_\_\_\_

Duly authorized to sign Tender \_\_\_\_\_ Date \_\_\_\_\_

