

**SECI/SD/EoI/20000 MW Mfg./I/2017**

**18.12.2017**

## **Expression of Interest for Setting up of Solar PV Manufacturing Capacities in India**

### **1. Objective of EOI:**

SECI intends to invite Expression of Interest from the prospective manufacturers to set up integrated solar manufacturing facility in the country in a span of 3 years. The selected manufacturers will be given an assured solar power project capacities to be set up by them in a phased manner. The allocation of solar power capacity will be done through an open tender to be floated by SECI. The tender document will be finalized based on the inputs received from this EOI.

### **2. About SECI:**

SECI, under the administrative control of Ministry of New and Renewable Energy (MNRE) is working with a mission to build a 'Green India' through harnessing abundant solar radiation and wind resource to achieve energy security for the country. SECI is the implementing agency for the various batches under NSM Phase II. Under NSM Phase II, SECI has successfully implemented 750 MW through VGF Support from GOI. SECI is also implementing 2000 MW and 5000 MW under NSM Phase II through VGF Support from Government of India (GOI). SECI has also been designated as the implementing agency / scheme manager for other different central scheme viz. Rooftop Solar PV Program, Program for the Warehousing, Solar Parks, Ultra Mega Solar Power Projects, Solarisation of Indo-Pak Border and Wind Power Projects etc. SECI having technical expertise is also providing consultancy services to various government and non-government organizations for setting up of Solar Power Projects.

### **3. Background:**

The Ministry of New and Renewable Energy (MNRE) has recently unveiled a clean energy rollout trajectory that will require setting up of solar power plants of 77 GW capacity by 2020 with an approximate investment of Rs. 3, 50,000/- crores. The Ministry desires that a significant part of the raw materials and equipment to be used in the above mentioned 77 GW capacity

& solar plant are manufactured locally so that both “Make in India” and energy security are ensured, within the framework of WTO agreement and guidelines. The Ministry recognizes that existing manufacturing facility is limited to cells and Modules & is not sufficient. Accordingly, the Ministry intends that the manufacturers are invited and selected in a transparent manner to set up integrated solar PV manufacturing facilities on greenfield basis or, in JV with existing manufacturers so that at least 60% of the solar PV requirements for the above 77 GW come from local manufacturing facilities. Therefore, MNRE intends to launch a scheme where PPAs for 20 GW of solar PV capacities will be allocated on open tender basis to the prospective manufacturers who undertake to setup integrated manufacturing facilities for solar PV modules in this country, which includes manufacturing of solar modules, cells, wafers, ingots and polysilicon as the case may be and who will setup the solar PV power projects thus allocated by utilizing solar PV modules manufactured in the plants set up by them.

Ministry currently proposes to allocate 20 GW of capacity for this purpose and in case the scheme is successful, more capacity may be allocated for the same.

#### **4. Salient Features of the scheme:**

##### **Selection of Manufacturers:**

- (i) SECI shall invite bids for allocation of project capacities, from prospective solar manufacturers who are willing to set up vertically integrated solar PV module manufacturing facility in India including ingots, wafers, cells and Modules.
- (ii) After allocation of project capacity, such selected manufacturer shall be required to set up manufacturing facilities within the specified period and also to set up solar power allocated to him as per the predetermined schedule.
- (iii) The prospective manufacturers will be allowed to form Joint Ventures/Consortiums with other entities. 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.

**Scheme capacity:** The Scheme envisages allocation of a total capacity of 20000 MW in a single stage with project implementation schedule in a phased manner in 4 years.

**PPA:** The PPA will be signed by SECI with the selected manufacturers at the tariff arrived through competitive bidding process for a period of 25 years, subject to the milestones to be achieved in setting up of integrated manufacturing facility of ingots, wafers, cells and modules.

**Project allocation:** The 20,000 MW capacity will be allocated to the selected manufacturers within the minimum and maximum capacity ceiling limits to be decided on the inputs provided by the prospective manufacturers. The phasing of manufacturing capacity to be set up is tentatively 12 months for modules and cells and 18 months for wafers and ingots from the date of issue of LOI. These are subject to change based on inputs to be received.

**Development of projects:** The projects can be developed anywhere in the country and shall be connected to CTU or otherwise as directed by SECI in line with PSA arrangements with states. The land for the projects will have to be arranged by the selected manufacturers.

Projects can also be set up in solar parks if capacity is available.

The allocation of capacity will be cancelled after giving 15 days' notice if the successful bidder is not able to achieve the milestones committed by him for setting up integrated manufacturing facility however extension of timeline for valid reasons can be permitted by the competent authority.

## **5. Scheme Implementation**

SECI will be implementing agency of this scheme. It will issue the necessary bid documents, invite bids, finalize bids and sign PPA with selected bidders. It will be responsible for proper monitoring of the scheme and for ensuring that the milestones are met. SECI will also provide the necessary payment security mechanism to give comfort to the bidders. It will also provide facilitation services to the successful bidders in getting land, connectivity and other clearances.

## **6. Submission of EOI**

- Interested manufacturers are required to submit the response with the complete information in all respects as per enclosed format (Refer *Annexure-1*). The furnished information shall be supported with relevant documents if any.

**Solar Energy Corporation of India Limited**  
**New Delhi-110017**



- Prospective parties may submit their ‘Expression of Interest’ dully signed by the authorized signatory along with relevant details as sought in the data sheets latest by **11.01.2018 till 17:30 hrs** in a sealed cover super scribing “**Expression of Interest (EOI) for 20000 MW Solar PV manufacturing Scheme**”, to

**The General Manager (Solar)**

Solar Energy Corporation of India Limited,  
1<sup>st</sup> Floor, A-Wing, Prius Platinum  
D-3, District Centre,  
Saket, New Delhi-110017

For any clarification, you are requested to contact 011-71 989 230/239 or  
Email to [solarpv@seci.gov.in](mailto:solarpv@seci.gov.in), [nsm@seci.co.in](mailto:nsm@seci.co.in).

The date of any discussion meeting after receipt of EOIs`, will be informed to the respondents by e-mail / through SECI website.

**Disclaimer:**

**Prospective respondent to this EOI acknowledges and agrees that:**

- Solar Energy Corporation of India Limited (SECI) 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 SECI 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).

- SECI will have no obligation or liability to the respondent(s) in the event of cancellation of EOI.

**Note: Respondents are requested to keep themselves updated with the website [www.seci.co.in](http://www.seci.co.in) on regular basis for any addition / deletion / modification / clarification or notification in respect of this EOI. No separate notification will be issued in any other media.**

**Annexure - 1**

**Details of the Manufacturer** *(In case of Consortium the companies constituting the consortium and each member company to furnish separate information sheet)*

Sl No.	Parameters	Details				
i.	<b>Name of the Company</b>					
ii.	<b>Country where the company is registered</b>					
iii.	<b>Status of the Company:</b> a) Whether registered under the Companies Act 1956 / the Companies Act 2013 b) If not, Country of Incorporation					
iv.	<b>Net Worth of the Company (as on 31.03.2017 or closure of FY 17)</b>					
v.	<b>Annual Turnover of the Company as on 31.03.2017 or of FY 17)</b>					
vi.	<b>Past Experience in manufacturing:</b>	Modules	Cells	Wafers	Ingots	Poly-silicon
	(a) Total cumulative capacity of manufacturing (MW) per year					
	(b) Current capacity utilization in %					
	(c) % of output sold in India as an average of last 3 years					

vii.	<p><b>Probable size of investment (per GW) (in Rs. Cr.)</b></p> <p>a) Solar Modules</p> <p>b) Solar Cells</p> <p>c) Ingots and wafers</p> <p>d) Poly-Silicon</p>	
viii.	<p><b>Probable time needed to set up and operationalize the facilities (in months) from date of issue of LOI</b></p> <p>a) Solar Modules facility (per GW)</p> <p>b) Solar Cells facility (per GW)</p> <p>c) Ingots and wafers facility (per GW)</p> <p>d) Poly-Silicon facility (per GW)</p>	
ix.	<p><b>Indicative tariff (Rs /kWh), since this has to be finally discovered in the bidding, a tentative figures may be provided.</b></p> <p><b>Applicants may indicate that this information may be kept confidential, if they wish so.</b></p>	
x.	<p><b>(i) Minimum manufacturing capacity that you may like to bid.</b></p> <p><b>(ii) Minimum solar capacity you may like to be allotted per GW of integrated manufacturing capacity.</b></p>	

xi.	<b>Indicative phasing of the implementation of allocated solar capacity (in %)</b> a) 1 <sup>st</sup> year b) 2 <sup>nd</sup> year c) 3 <sup>rd</sup> year d) 4 <sup>th</sup> year	
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**Annexure 2:**

**Suggestions from the manufacturers**

Any suggestions regarding (May please enclose a separate sheet):

- a Justification on the Proposed Capacity in GW (Min. & Max.).
- b Indicative milestones of project development to be linked with manufacturing.
- c Estimated requirement of funds (INR / MW) for setting up manufacturing facilities.
- d Technologies planned to adopt for the manufacturing of solar modules, cells, Ingots/wafers, polysilicon.
- e Any other support required/suggestions.