



AFRICA & ASIA

ACCESS
CO-DEVELOPMENT
FACILITY

2018

Application Guidelines

ABOUT ACCESS POWER

Access Power 'Access' is a developer, owner and operator of power assets in emerging markets. Access is headquartered in Dubai with regional offices in Egypt, Mali, Nigeria, Zambia and Uganda.

Access is today one of the fastest growing independent power producers in emerging markets, and is currently developing renewable energy projects worth more than US\$1 billion in 23 countries across Africa and Asia.

Access has assembled a development team with a track record of financially closing ~30 GW of power projects across the globe.

Our core expertise:

- Development of early stage projects; taking them from concept to commercial operations
- Rigorously applying well developed processes and procedures to ensure the bankability of development assets
- Innovative debt and equity structures ensuring the fastest route to financial close and long term sustainability of the asset
- Long term owners and operators of power plants in emerging markets.

Total Eren are strategic shareholders of Access Power and remain as key partners of ACF.



For more information on Access Power please visit www.access-power.com

OVERVIEW OF THE ACF

The Access Co-Development Facility (ACF) is a financial and technical support programme designed to provide local project developers and originators in Africa with the technical expertise and funding required to bring their renewable energy projects to life. This year, the platform has been expanded to cater for markets across CIS and Asia.

- The ACF is at the forefront of an exciting new concept as the first private sector driven crowdsourcing origination platform for power projects in Africa, and Asia.
- Access Power works closely with international partners that participate in the selection process in the past years those partners included: African Development Bank, FMO, IFC, Proparco, OPIC, USAID's Power Africa and InfraCo Africa.

This year marks the fourth deployment of the ACF, building on the success of previous rounds in 2015, 2016 and 2017 which saw a total of five projects being awarded and three Joint Development Agreements signed.

THE OPPORTUNITY

The selected project developers/originators will benefit from:

- The necessary technical, legal and financial expertise required to bring a project to financial close
- Funding of all third party development costs related to the project (such as feasibility studies, grid studies, environmental and social impact assessments, due diligence fees, statutory payments, etc)
- A clear route to exit the project (if desired) at financial close

Projects owners applying for the Access Co-Development Facility should meet the following minimum requirements.

Projects must be:

- I. Located in Africa, a CIS country or Asia
- II. Utilizing a commercially-proven power generation technology
- III. Based on renewable energy (including hydro) or hybrid power generation technologies

ELIGIBILITY

Maintaining the momentum from previous years' success, 7 million US dollars have been set aside to be deployed for the 2018 edition to co-develop up to 3 power projects. The projects will be selected following the selection process outlined in this document.

ACF STRUCTURE

The funding and technical assistance will be made available pursuant to a Joint Development Agreement (JDA) to be negotiated and executed with the applicant.

The key terms of the Joint Development Agreement are as follows:

- ACF shall fund all third party development costs to bring the project to financial close. The development budget shall be presented by the applicant in the application form.
- ACF provides technical, financial and legal resources towards the project in accordance with the following table:

Responsibilities of ACF	Responsibilities of the Applicant
Manage the development process in accordance of industry best practices	Manage the interface between the project and local authorities
Provide in house technical, financial and legal support throughout the development process	Lead the process for the acquisition of required local permits and licenses
Secure project financing for the project	On the ground management of the various project consultants including environmental and technical consultants
At financial close inject or arrange to inject this required equity	Secure the land rights and associated easements

- At financial close the applicant will receive a development success fee depending on the business case for each project.
- The applicant shall have the right to convert all or part of the development success fee into equity in the project, as pre-agreed with the Applicant in the JDA

OVERVIEW – CONTRACTUAL TERMS

The terms of the JDA are fully subject to negotiations between Access and each of the selected winners. In general, the contract terms are expected to include but not limited to:

- I. **Contract Value:** US\$7 million pot of fund is set aside to be utilized by the winning projects
- II. **Contract Term:** shall be from effective date till Financial Close, unless otherwise agreed
- III. **Roles:** Access shall lead the development of the project in partnership with the applicant. Access shall be responsible for sourcing agreed equity portion as well as debt financing for the project at Investment stage
- IV. **Cost Allocation:** Access shall fund all third party development costs
- V. **Key Personnel:** Access shall maintain relevant personnel to undertake technical, legal, financial, and managerial personnel requirements for the project
- VI. **Remuneration:** Applicant shall be entitled to Success Fee, equity participation, and other benefits as would be agreed in the JDA.

STAGE 1 – APPLICANT SHORTLISTING

- The Applicant shall fill in the Project Proposal Form (the “Form”) in accordance with the requirements of the Form. The Form is free of charge and available online for download at the Access Power website (www.access-power.com) from **March 19th to May 8th 2018**.
- The Form (along with supporting documents) shall be submitted in accordance with the Submission section of this document.
 - Section A covers basic information about the applicant
 - Section B covers the Technical, Commercial and Socio-economic & Environmental aspects of the project
- The information is collected to assess and score each application based on Evaluation Criteria specified below.
- ACF will shortlist upto 5 applicants for Stage 2.

STAGE 2 – LIVE PANEL EVALUATION

- Shortlisted applicants will be invited to present the projects to an independent panel of experts during the Africa Energy Forum on the 20th of June 2018 in Mauritius. The judging panel will be comprised of senior representatives from Access Power, and DFIs such as InfraCo Africa, Proparco, FMO, Power Africa, and OPIC, AfDB, IFC, etc.
- Access will provide guidance notes and presentation format to shortlisted applicants to enable them prepare for the panel session
- During the panel evaluation each applicant will present their project and take questions from members of the judging panel. The judges will independently score each presentation, and the top 3 projects whose total score is above the 70% pass mark will be announced as winners.
- Results will be announced directly at the end of the panel session.
- Access shall engage the selected winners in negotiation of a Joint Development Agreement shortly after. Following the execution of the JDA, winners will have access to the \$7 million funding as well as the development expertise of Access in taking the projects forward.

EVALUATION CRITERIA

The applications submitted as part of Stage 1 and 2 shall be evaluated based on the following criteria:

- Experience of the Originator 10%
- Enabling Regulatory Framework 20%
- Technical Aspects: 20%
- Commercial Aspects: 20%
- Environmental & Social Aspects: 20%
- Motivation: 10%

For the purpose of Stage 2 panel selection, the top 5 highest scoring applications from stage 1 will be invited to **Africa Energy Forum 2018 (19th – 23rd June 2018)** in **Mauritius**.

SUBMISSION

Application Forms along with any supporting attachments shall be submitted in electronic format to the following e-mail address: **ACF@access-power.com**

Applicants are encouraged to submit as many supporting documents as they see necessary to strengthen their position and validate the information contained in their Application Form.

All applications shall be submitted on or before **8th of May 2018 at 11:00 AM UAE Time**.

Questions and clarifications can be directed to **ACF@access-power.com**

Deadline for submitting requests for clarification is **20th April, 2018**.