



India opens bid for supply of green ammonia for domestic fertilizer production

Implementing Authority



Auction name

Mode-2A-
Tranche-I (SIGHT)

Volume under bid

539,000 tpa* green ammonia minimum

End use

Fertilizers

Bid deadline

July 31, 2024

Production location

India

Here are **3** main insights
from the tender conditions



**tonnes per annum*

(1) A 10-year offtake with SECI with incentives (only) over the first 3 years



1 Pay-as-bid auction, 1 bid per project (11 in total)

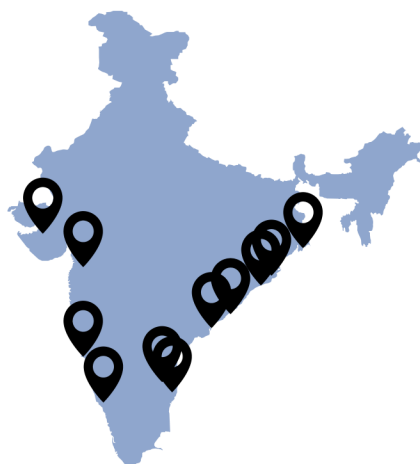
2 Green Ammonia Purchase Agreement

- 10 year
- Incentive by SECI during the first 3 years

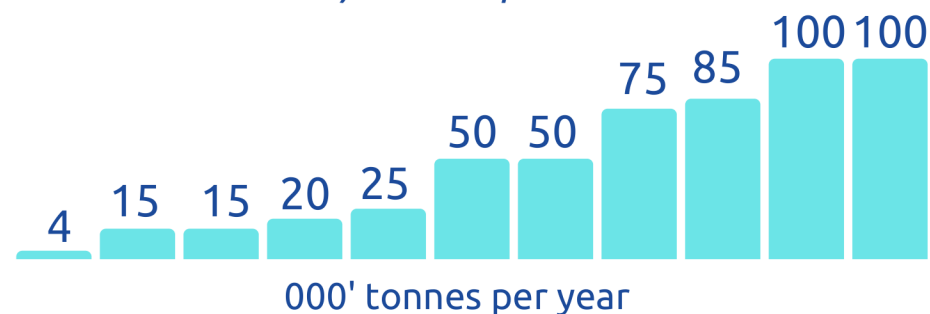


3 Green Ammonia Sale Agreement

4 11 identified fertilizer producers with green offtake committed



Annual green ammonia requirement from the 11 identified fertilizer producers



(2) Strict guarantee, timeline and payment obligations from bidders



Bid

Earnest Money Deposit (EMD)

- c. USD 60/ton
- ex: 100 ktpa project = USD 6mn
- Validity: 12 months post application
- To cover: material change in bid, withdrawal post award

Award

Performance Bank Guarantee

- c. USD 150/ton
- ex: 100 ktpa project = USD 15mn
- Validity: 15 months post scheduled COD
- To cover: major delays and defaults



Success fee to SECI

- c. USD 6/ton
- ex: 100 ktpa project = USD 600k
- 50% at award
- 50% at signing of offtake

FID

FID within 12 months post award

- Evidenced by certificate from financing agencies showing tie-up of 100% of the funds
- *(Of note, land securing under bidder responsibility)*

COD

COD within 36 months post signing of offtake (GAPA)

(3) Straightforward application requirements without any technical eligibility criteria



Main eligibility criteria: Consortium Net Worth

- > USD 600k / tpa awarded
- ex: 100 ktpa project = USD 60mn Net Worth
- As per Indian Companies Act (value of share capital and reserves)



Open to international bidders

- No requirement for Indian subsidiary at bid stage



Main submission documents: Preliminary technical concept

- Preliminary CAPEX breakdown
- Construction Plan (*no specific definition or requirement e.g. cost class, pre-FEED, etc*)
- Tentative project location(s)
- Timeline / PERT chart of major construction activities



Timeline

- Tender Publication: June 7, 2024
- Pre Bid Meeting: June 28, 2024 (*room for clarification and Q&A*)
- Bid Submission End Date: July 31, 2024



Yamna



Yamna

**Yamna, green molecules producer, is
developing several green hydrogen and
derivatives projects worldwide**

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