

GREEN HYBRID POWER 1,000 MW FLOATING SOLAR PV PROJECT

CONSOLIDATED REOI CLARIFICATION RESPONSES - LOT B

REOI Reference: GHP/FPV/REOI/001/2026 | final version September 25th 2026

No.	REOI reference	Clarification question	Project Company response
1	Table 1 - Validity of submissions; Annexure B(A)	Clarify whether the 120-calendar-day submission validity period commences on the Submission Deadline date and includes weekends and public holidays. Can a Respondent withdraw or amend its submission during the validity period, and if so, what are the consequences?	The 120-day validity period runs in calendar days from the Submission Deadline and therefore includes weekends and public holidays. A Respondent may withdraw, replace or amend its EOI only by written notice or replacement submission received through the dedicated procurement mailbox before the Submission Deadline. After the Submission Deadline, the substance of an EOI may not be amended. Any clarification requested by the Project Company under Clauses 9.2 and 9.4 may explain or substantiate the response but may not alter its substance.
2	Clause 2.2 - Floating-structure design envelope	Clarify the structural loading and design conditions applicable to the HDPE pipe.	The REOI establishes a reference design envelope rather than a final technical specification. The Project is a large tropical freshwater-reservoir FPV installation with substantial seasonal and inter-annual water-level variation and water depths expected to reach approximately 30-40 m during high-water conditions. The final structural load cases, pipe classes/SDR, connection details and design loads will be defined through the Lot A OEM's detailed design in accordance with the applicable DNV standards or demonstrable equivalent and the final Project design basis. For EOI purposes, Lot B Respondents should demonstrate capability to manufacture HDPE PE100 pipe in the indicative diameter range identified in the REOI and to meet the Lot A OEM's subsequently approved drawings, material specifications, quality-control requirements and conformity-testing regime. Respondents should identify any assumptions they require concerning pressure class/SDR, tolerances or production limitations.
3	Clause 3.1.6 - International OEM Supplier oversight and supervision	What does oversight and supervision of the local manufacturer by the Lot A supplier entail?	The intended arrangement is a single, unbroken chain of technical responsibility across Lot A and Lot B. Lot A oversight is therefore expected to include, as applicable: approval of materials and manufacturing specifications; review/approval of tooling and production methods; qualification of the Lot B facility; training of relevant personnel; approval of QA/QC and inspection/test plans; prototype or first-article review; production audits and surveillance; review of non-conformities and corrective actions; and formal sign-off of locally manufactured components that satisfy the approved requirements. Lot B remains responsible for manufacturing deviations, defects and non-compliance attributable to its own manufacturing activities. The detailed interface and responsibility matrix will be agreed in the Definitive Agreements under Clauses 3.3-3.5. The required support is principally technical, manufacturing, quality and documentation support; it does not require Lot A to manage the Lot B supplier's general corporate or administrative functions.
4	Clauses 3.2.1 and 13.4-13.5 - Extrusion/ancillary plant and Early Works	Can factory preparation, extrusion equipment, tooling, prototypes and OEM qualification commence as Early Works before financial close, and how will the expenditure be protected?	Such activities may commence before Financial Close only where the Project Company issues a written Early Works Authorisation in accordance with Clauses 13.4 and 13.5. Any Early Works Authorisation will define the authorised scope, deliverables, programme, maximum authorised amount or applicable cost basis, payment milestones, IP arrangements and termination provisions. Only expenditure expressly authorised in that written instrument will be protected or reimbursable in accordance with its terms. Activities undertaken without a written Early Works Authorisation remain at the Respondent's own cost and risk. An Early Works Authorisation does not confer any preference, evaluation credit, right to match or entitlement to a subsequent Lot or Definitive Agreement.
5	Clause 3.2.2 - Additional manufacturing base in the Kariba area	Define what constitutes the 'Kariba area' and quantitatively define what 'majority' of HDPE production means.	For purposes of the REOI, 'Kariba area' means Kariba and its surrounding Zimbabwean industrial/logistics catchment sufficiently proximate to the Project to support practical manufacture, storage and delivery to the Lake Kariba Project. The exact proposed site may be identified by the Respondent and will remain subject to technical, environmental, land, permitting, logistics and Project Company approval. For purposes of Clause 3.2.2, 'majority' means more than 50% by tonnage of the Phase 1 HDPE PE100 pipe requirement that forms part of the local-manufacturing scope. Respondents may propose a higher local share and should explain their assumptions and ramp-up plan.
6	Clause 3.2.3 - Final pipe design / certification	Does each pipe size/class require individual certification/accreditation, or is manufacturing-system/material certification with product conformity testing sufficient?	The REOI does not require a separate third-party accreditation certificate for every individual diameter and class merely because it is a different size. The manufacturing system, PE100 material/resin, applicable product family and production process must comply with the specified standards (including ISO 4427, EN 12201, ISO 12162 and ISO 9080 or equivalent, as applicable), and each produced size/class must satisfy the applicable dimensional, mechanical, hydrostatic and routine/batch conformity tests required by those standards and by the Lot A OEM's approved quality plan. Additional type testing, first-article qualification or third-party certification may be required where mandated by the applicable standard, the Lot A OEM, the Project Company's technical adviser, insurers or Financiers. The final qualification regime will be documented in the interface/QA requirements.
7	Clause 3.2.5 - Production volumes	Please provide the total Phase 1 HDPE requirement, quantities by diameter and expected monthly/peak production profile.	The final Phase 1 bill of quantities and monthly/peak production profile are not yet fixed because the Project remains at bankable-feasibility-study stage and the final Lot A detailed design has not been selected. The current reference design anticipates approximately 500 MWac (approximately 620-650 MWdc) for Phase 1 and principal HDPE pipe diameters of approximately 235 mm and 160 mm, subject to detailed design. Respondents should therefore state their available extrusion capacity by diameter/wall-thickness range, normal and peak monthly throughput, mobilisation/ramp-up period and any assumptions used for indicative planning. Final quantities, production slots and delivery profile will be issued or agreed during the subsequent RFP / detailed-design and contracting process.
8	Clause 3.2.6 - Insurance cover for local manufacturing	Clarify the insurer rating, coverage types, policy limits and compliance standards required so locally manufactured components can be covered under the Project's A-rated insurance programme.	The Project requires an insurance structure acceptable to the Project Company and its Financiers and capable of integrating locally manufactured components into the overall Project programme. The ultimate risk carrier/reinsurer for the relevant international Project cover is expected to be rated not lower than A- (or equivalent) by a recognised international rating agency. A locally admitted insurer may participate or front cover where acceptable to the Project's insurance advisers and Financiers. Expected cover will include, as applicable to the final contracting structure, property/material damage for the manufacturing operation, machinery/equipment risks, public and product liability, employer's liability/workers compensation, transit/cargo risks and any other cover required by law or the Definitive Agreements. Professional/design liability will apply only to the extent Lot B assumes a design responsibility. Specific policy limits, deductibles and endorsements are not fixed at REOI stage and will be determined during the RFP/contracting process with the Project's insurance advisers, taking account of the final scope and risk allocation. Respondents should disclose their existing insurance arrangements, insurers/reinsurers, limits and any material exclusions.

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9	Clause 3.2.7 - Local recruitment	Does local recruitment relate to the Kariba area or Zimbabwe generally?	Local recruitment refers to Zimbabwe generally. However, because the additional manufacturing base is intended to be established in the Kariba area, Respondents should also indicate the extent to which Kariba-area recruitment will form part of the proposed workforce plan. Responses should address skill categories, training and skills development, and commitments relating to employment and advancement of women in accordance with Clause 8.2.3.
10	Clause 3.3 - Lot interface and warranty wrap	Define the interface between the Lot A OEM/design authority and Lot B manufacturer, including design responsibility, manufacturing defects and system performance. Is support technical only or administrative? May Lot B communicate with Lot A before submission?	Lot A will remain the floating-system design authority and will be responsible for the integrated design and for the representations/warranties allocated to it under the Definitive Agreements. Lot B will manufacture in accordance with the Lot A-approved design, materials, processes and QA/QC requirements and remains responsible for manufacturing deviations, defects and non-compliance attributable to its own activities. Components manufactured in accordance with Lot A's approved requirements and successfully qualified are intended to be incorporated into the integrated warranty chain described in Clauses 3.3-3.5, with the detailed allocation documented in an interface and responsibility matrix and appropriate back-to-back warranties/indemnities. Lot A support is principally technical, manufacturing, QA/QC, qualification, supervision and documentation support, not general corporate administration of Lot B. Prospective Lot A and Lot B Respondents may communicate before submission regarding technical compatibility, localisation interfaces, qualification requirements and potential commercial arrangements, provided such discussions comply with the REOI's integrity and anti-collusion requirements. Communications with the Project Company concerning the REOI must continue exclusively through the procurement channel under Clause 10.1. Separate and complete responses remain required for each Lot unless a compliant consortium/JV arrangement is used.
11	Clause 3.4 - Technical compatibility and localisation-interface assessment	Please clarify the assessment methodology/scoring framework, technical standards, design basis, required data, local-content expectations, treatment of existing/planned localisation, meaning of the assessment, assessors, timing and participation costs.	The compatibility/localisation-interface assessment is intended to test whether the proposed Lot A and Lot B arrangements can operate within the single chain of technical responsibility required by Clauses 3.3-3.5. It is not a separate undisclosed price-scoring exercise and will not create a preference for any Respondent. If the Project Company requires a formal assessment during the procurement, the applicable protocol and information request will be issued on an equal basis to the affected Respondents. The assessment will be based on the REOI requirements, the applicable DNV/ISO/EN standards, the Project's then-current design basis and the relevant Lot A proposed/final design requirements. Matters may include: allocation of design/manufacturing responsibility; approved materials/resin; equipment/tooling; manufacturing process; QA/QC and inspection/test plans; prototype/first-article qualification; facility and personnel qualification; production capacity and ramp-up; non-conformity/corrective-action procedures; document control and traceability; warranty and liability allocation; and localisation programme/interfaces. Respondents may be required to provide drawings/specifications, material and certification data, manufacturing-process information, QA/QC documentation, capacity/programme data, proposed interface matrices and other information reasonably required to verify compatibility. No fixed percentage of local value addition is prescribed beyond the requirements expressly stated in the REOI, including the requirement that the majority of the Phase 1 HDPE pipe requirement within the local-manufacturing scope be produced from the Kariba-area base. Respondents should provide the localisation information requested under Clause 8.2. Both existing capabilities and credible, adequately evidenced planned future initiatives may be considered, but planned capabilities do not substitute for any existing pass/fail eligibility requirement in Clause 5. The assessment will be conducted by the Project Company/evaluation team and its technical/professional advisers; the Financiers and/or their independent technical adviser may review or participate where appropriate. It may occur during evaluation, clarification, the subsequent RFP process and/or before final contract award/financial close, depending on the procurement stage. Ordinary participation costs remain for the Respondent's account unless specific work is separately authorised under a written Early Works Authorisation.
12	Clause 4.3.6 - Commercial feasibility of the Project	How will commercial feasibility be assessed? Is this related to our financial proposal/project pricing?	Commercial feasibility refers to the overall ability of the Project and the proposed contracting/supply structure to remain technically deliverable, financeable and economically viable. It may take account of indicative pricing, raw-material/indexation exposure, delivery programme, financing/security requirements, insurance, lifecycle/warranty obligations, localisation costs and other commercial assumptions. At REOI stage, indicative commercial information is requested for benchmarking and financial modelling only and is not scored as price under Clause 9.3. No Respondent will be preferred or prejudiced solely by reason of its indicative price. Competitive pricing will be addressed in the subsequent procurement stage.
13	Clause 5.4.2 - Lot B minimum 10,000 tonnes per annum extrusion capacity	May planned capacity expansion be used to satisfy the 10,000 tonnes-per-annum requirement?	No. Clause 5.4.2 is a Stage 2 pass/fail eligibility requirement and requires a demonstrated existing HDPE extrusion capacity of at least 10,000 tonnes per annum at the Submission Deadline. Planned expansion may be presented and will be relevant to capability, localisation, programme and future production capacity, but it does not substitute for the existing demonstrated capacity required by Clause 5.4.2. However, if only a limited number of Respondents would qualify for such capacity, the Project Company may lower such requirement and may allow for capacity additions instead.
14	Clause 7.2.5 - Environmental characteristics of materials	Must Respondents submit their own PE100 test results, or may they rely on existing industry test results/reports?	For REOI purposes, Respondents may rely on recognised manufacturer, industry and independent third-party test reports/data where those reports are demonstrably applicable to the specific PE100 resin grade, additives/stabilisation package and proposed product/material system. The response should clearly identify the source, material/grade tested, test standard/method and relevance to the proposed supply. Generic literature that cannot be tied to the proposed material is insufficient on its own. Project-specific or additional testing may be required at the RFP, OEM qualification, lender/insurer due-diligence or production-qualification stage, particularly in relation to UV resistance, oxidation induction time, long-term performance, leaching, microplastic behaviour, potable-water/fisheries considerations and end-of-life/recycling.
15	Clause 8.2.3 - Localisation and development	Must the local workforce be entirely new hires, or may existing employees be transferred from outside Kariba?	Existing employees may be redeployed or transferred to support the proposed Kariba-area operation, subject to applicable law and the Respondent's employment arrangements. The REOI does not require the entire workforce to comprise new hires. Respondents must nevertheless explain how the Project's localisation objectives will be achieved, including proposed local employment, workforce development, training and skills transfer, skill categories and commitments relating to employment and advancement of women. Use of transferred personnel does not replace the requirement to develop a suitably trained local workforce for the required production output.
16	Annexure A.1(i)-(iii) - Corporate information and compliance	Will a Top-20 shareholder register covering approximately 90% of shareholding be adequate?	For the initial EOI submission, a current Top-20 shareholder register covering approximately 90% of the issued shareholding may be submitted as part of the corporate-information package, provided that the Respondent separately provides the beneficial-ownership information required by Clause 5.5.4 and Annexure A.1(iii), including disclosure to natural-person level or the applicable AML threshold. The Project Company, its advisers and Financiers reserve the right to request the complete shareholder register, ownership-chain evidence and any additional KYC/AML documentation. Failure to provide requested eligibility or KYC/AML information may result in the response being treated as incomplete or failing the eligibility review.

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17	Annexure A.6(ii) - PE100 resin grades/suppliers and price pass-through	Confirm acceptable PE100 resin grades and suppliers, qualification requirements, supply arrangements, and whether price escalation/pass-through mechanisms will be allowed.	No exclusive approved resin supplier or proprietary resin grade is prescribed at REOI stage. The resin must be virgin PE100 material suitable for the proposed application and capable of meeting the applicable standards and the Lot A OEM's final approved material specification, including ISO 12162 classification and the relevant ISO 4427 / EN 12201 requirements or demonstrable equivalent. The proposed resin supplier, grade, origin, traceability, security of supply and quality-control documentation will be subject to review/qualification by the Lot A OEM and the Project Company and, where applicable, the Project's technical adviser, insurers and Financiers. Respondents should identify their proposed supplier(s) and grade(s), together with relevant certification and test evidence. Raw-material price escalation/pass-through mechanisms are permitted to be proposed. Annexure A.6(ii) expressly requests the proposed basis and index. Respondents should propose a transparent, independently verifiable international resin-price index or open-book mechanism, including the base date, currency/FX treatment, adjustment frequency, conversion margin and any caps/floors they propose. The final mechanism will be negotiated in the Definitive Agreement.
18	Annexure D - Indicative timetable	Is Q3 2027 qualified serial local production a firm contractual milestone, and what happens if Financial Close, final design, OEM qualification or project volumes are delayed?	No. Annexure D expressly states that the timetable is indicative and may be varied by the Project Company. Q3 2027 is the current target for qualified serial local production at REOI stage; it is not yet a definitive contractual milestone. Respondents should nevertheless plan against the stated timetable and identify under Clause 8.3 all long-lead activities, latest decision/dependency dates and the programme impact of delay. The final contractual programme, conditions precedent, relief/extension mechanisms and consequences of delay will be established in the subsequent RFP and Definitive Agreements and will take account of the actual timing of Financial Close/NTP, final design, Lot A qualification, approvals and confirmed Project volumes. No Respondent should incur material expenditure in reliance on the indicative timetable unless such expenditure is undertaken at its own risk or is separately authorised under a written Early Works Authorisation.