



WORLD TRADE CENTER[®]
DELAWARE

These pages contain brief information on opportunities that could offer exciting possibilities for U.S. companies in a variety of industry sectors.

Further information on these partnership opportunities can be obtained by contacting Carla Stone at (302) 656-7905, or by email at cstone@wtcde.com.

FEBRUARY 2019 Leads

Expression of Interest (EOI) for Design, Supply, Installation and Commissioning of 10MW Scalable Solar Photovoltaic Power, Auxiliary Equipment and Associated Works at Nanjoka in Salima, Malawi

Goal of the Project: The main goal of the project is to increase power supply in Malawi by designing, supplying, installing and commissioning a 10MW Solar PV Power Plant, Auxiliary Equipment and Associated Works at Nanjoka in Salima. EGENCO plans to install the solar PV plant close to a growing load center (Salima) to maximize benefits to the national grid and satisfy the afternoon peak demand. EGENCO has already secured enough land for future scaling up of the plant by another 10MW.

Background: The Electricity Generation Company (Malawi) Ltd (EGENCO) is a company wholly owned by the Government of Malawi. EGENCO was incorporated on September 9, 2016 as a public company under the Companies Act (Cap 46:03) and commenced its full operations on January 1, 2017. EGENCO is mandated to generate electricity.

The Integrated Resource Plan (IRP) for Malawi published in May 2017 shows the expected demand for 2020 exceeding 567 MW, while EGENCO's installed generation capacity is currently at 411.6 MW (including diesel generators). Although the liberalized electricity market allowed new power producers to enter the market, the grid still has a capacity deficit. The deficit has been compounded by a combination of climate change and environmental degradation, causing a substantial reduction in the water levels of Lake Malawi, reducing flows in the Shire River, and ultimately reducing EGENCO's hydro generation capacity for about four months during the dry seasons. This trend signals the urgent need to explore quick non-hydro energy supply options to bolster electricity supply in Malawi. Given these conditions, EGENCO plans to implement a 10 MW solar photovoltaic (PV) electricity generation at Nanjoka in Salima.

This EOI represents a potential opportunity for U.S. engineering firms with experience implementing utility scale solar projects in Sub-Saharan Africa.

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Link for more information: <http://www.egenco.mw/tender.php?slug=installation-and-commissioning-of-10mw-scalable-solar-photovoltaic>

Proposal Deadline: March 7, 2019

Point of Contact:

The Chief Executive Officer,
Electricity Generation Company (Malawi) Limited (EGENCO)
No. 7 Victoria Avenue
Chayamba Building
P.O. Box 1567
Blantyre, Malawi

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POLAND: LNG Terminal Expansion

On December 19, Polskie LNG officially announced the public tender for the Swinoujscie expansion of the terminal that will include the addition of a third tank, additional process systems increasing the regasification capacity and the railway loading. The procedure calls for a 'design and build' formula, in which the EPC contractor for the construction of the third tank, additional process systems for increasing the regasification capacity and railway siding, will be selected.

[More information.](#)

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PALAU: \$80 Million Solar Energy Project

The Palau Public Utilities Corporation (PPUC) requests competitive proposals from commercially-proven providers for the supply of electrical energy from utility-scale photovoltaic (PV) generation facilities, which should also include energy storage and provisions for grid stabilization.

Deadline for submission: March 15 | [More information](#)

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THAILAND: Rapid Tuberculosis breath test

JAPAN: Biotechnology open innovation research project covering multiple disciplines such as chronic pain, identification of novel drug indication, and more).

Contact [your local specialist](#) for more information.

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USTDA Announces Call for Energy Project Proposals in Latin America and the Caribbean

The U.S. Trade and Development Agency announced a call for initial proposals from project sponsors in Latin America and the Caribbean or U.S. companies working with project sponsors in the region to develop energy infrastructure. These entities are invited to submit an initial concept paper (not to exceed five pages) to USTDA for funding consideration of feasibility studies, and/or technical assistance activities in: 1) traditional and renewable energy; 2) electricity transmission and distribution; and 3) energy efficient technologies and solutions for various infrastructure applications, including airports, ports, and electric and/or water utilities.

The proposal should include a brief description of the project's size and status, including project location, economic fundamentals, equipment and technology requirements, legal and regulatory considerations, and the purpose and amount of USTDA funding requested. The proposal should also outline the sponsor's experience, potential options for financing the project, project implementation risks, and estimated potential for U.S. content in the project's implementation.

Prospective offerors may pose questions to USTDA at the following address: LACEnergy@ustda.gov

Deadline: Friday, April 26, 2019 at 12:00pm Eastern Time.

More info: <https://ustda.gov/news/press-releases/2019/ustda-announces-call-energy-project-proposals-latin-america-and-caribbean>