

Competitive Tender for the Development of Tasersiaq and Tarsartuup Tasersua Hydropower Potentials and Connected Offtake Industry in Greenland

Request for Information



NAALAKKERSUISUT
GOVERNMENT OF GREENLAND





Contents

1.	INTRODUCTION.....	3
1.1	Background.....	3
1.2	Hydropower Potentials	3
1.3	Objective for the request for information (Rfi)	4
2.	INFORMATION REQUESTED	6
2.1	Project information.....	6
2.2	Request for qualifications (RfQ) - preliminary process description and selection of Applicants	7
2.3	Request for proposals (RfP) - preliminary working draft of evaluation criteria	8
2.4	Hydropower License	8
2.5	Other potential factors	9
3.	RESPONSE EXPECTATIONS	9
3.1	Format	9
3.2	Submission Deadline	9
4.	DEFINITIONS	10



Request for Information

for the Development of Tasersiaq and Tarsartuup Tasersua Hydropower Potentials and Connected Offtake Industry in Greenland

1. INTRODUCTION

1.1 Background

A country of sea and ice, Greenland is home to vast hydropower resources, which have yet to be exploited. Summer melt-off from the ice cap feeds into large lakes that run off into fiords and the ocean. As a result of global warming, this has increased substantially in both speed and quantity. The Government of Greenland is determined to turn the consequences of climate change into a climate solution.

Greenland is moving towards zero-emission production of electricity. However, Greenland's enormous untapped hydropower resources exceed the domestic demands many times over, and Greenland has the potential to become a net energy exporter.

In this regard, the Government of Greenland invites interested parties to submit project proposals and participate in an open, transparent, and competitive tender process for the development of hydropower resources in West Greenland.

By providing access to abundant renewable energy, the Government of Greenland seeks to attract power intensive industries with the potential to generate economic growth, employment and technological advancement. Due to the limited current electricity demand in Greenland, developing an offtake industry must be done as an integrated part of the Project.

Bids will be accepted from both companies that are capable of delivering the total value chain from energy production through to the offtake product, as well as from consortia of companies that in combination provide the same capability.

1.2 Hydropower Potentials

The two hydropower potentials – Tasersiaq (07.e) and Tarsartuup Tasersua (06.g) (hereinafter "Hydropower Potentials") – are located on the southwest coast between Kangerlussuaq and Nuuk. Together, they represent the largest and most thoroughly researched hydropower potentials in Greenland, with a combined capacity of approximately 1,100 MW and a firm energy output of around 9,600 GWh per year.

Estimates based upon hydrological time series show that Tasersiaq (07.e) has a potential of approximately 820 MW installed capacity, and the Tarsartuup Tasersua (06.g) potential is estimated to sustain a capacity of approximately 280 MW.

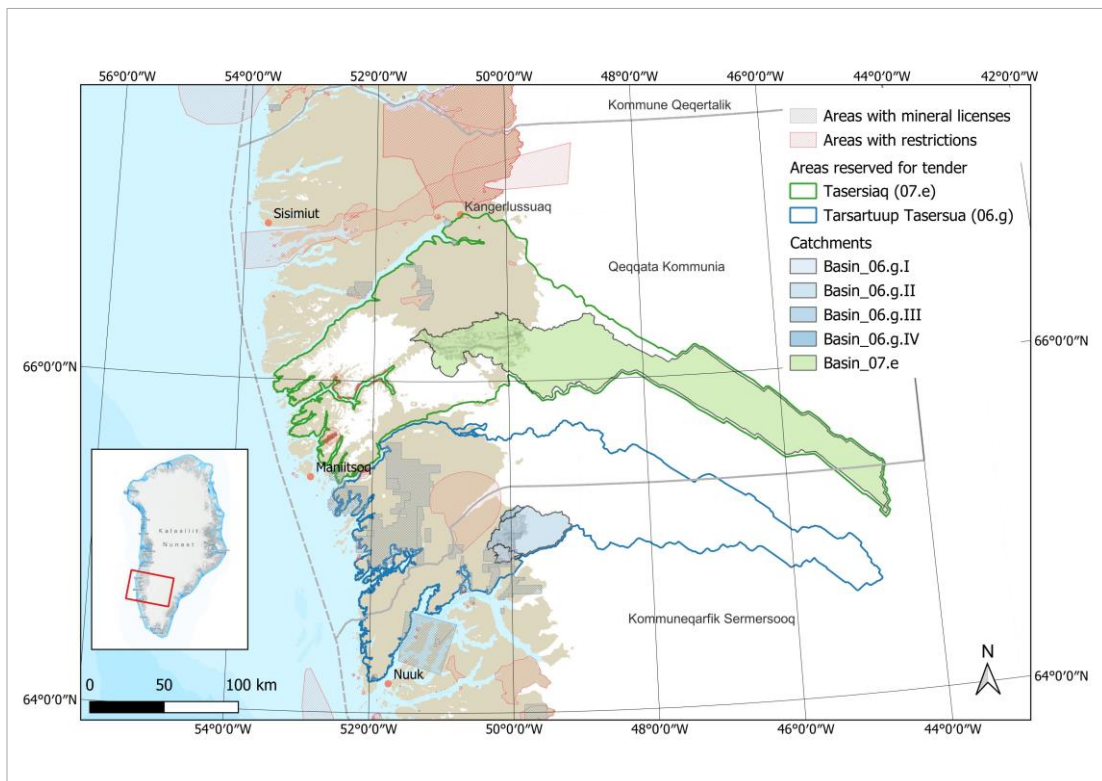
Due to the topography of the land and seasonal inflow variations, the Hydropower Potentials can primarily be exploited using reservoirs and not as run-off-the-river hydropower plants. The Hydropower Potentials can be developed by damming up existing high-lying lakes, leveraging natural reservoirs located 650-700 meters above sea level. The catchment areas are



connected to the inland ice, and most of the water resource comes from the ablation of the inland ice cap. The Hydropower Potentials are located close to seaways, and relevant seaways are, in general, accessible all year round.

The following map illustrates the area reserved for the tender where the two Hydropower Potentials are located (Figure 1).

Figure 1: Map of areas reserved for tender.



1.3 Objective for the request for information (Rfi)

The Government of Greenland welcomes engagement with potential investors within the framework of the competitive tender process. The Government of Greenland expresses its appreciation for the previous dialogue processes, all of which have contributed meaningfully to the development of the tender process and material. Through this Request for Information (hereinafter "Rfi"), the Ministry of Business, Mineral Resources, Energy, Justice and Gender Equality (hereinafter "the Ministry") aims to gather preliminary insights from potential companies/entities (hereinafter "Applicants") interested in participating in the planned competitive tender process for these hydropower potentials.

As part of this Rfi, the Ministry requests interested parties to submit a high-level project description summarizing the key elements of their proposed hydropower project and associated offtake industry. The purpose of this request is to gain a deeper understanding of such potential projects under consideration and to ensure that the Ministry can prepare a well-structured, marketbased and transparent framework for the upcoming competitive tender process that is attractive for potential Applicants.



Through the submission of preliminary project descriptions, the Ministry seeks to gain insights into aspects such as:

- The Hydropower Potentials (Tasersiaq (07.e) and/or Tarsartuup Tasersua (06.g), as well as the associated offtake industries under consideration, including the expected value they may generate for Greenland.
- Whether the Applicants consider such developments to be economically viable and attractive under current and foreseeable conditions.
- How Applicants intend to or potentially already can address key aspects such as environmental impacts, engagement with local communities, and other environmental and social considerations .
- The overall technical and economic structures of the proposed projects, which will support the design of a fair and transparent evaluation process.
- Relevant regulatory matters related to the underlying licenses (however still being compliant with Greenlandic Law).

By contributing this information, applicants assist the Ministry in:

- Identifying potential offtake industries and their relevance to Greenland's development.
- Developing objective evaluation criteria that account for both technical and socio-economic factors including matters related to the Hydropower License.
- Ensuring that the competitive tender process reflects the unique characteristics and models to be relevant from a market perspective.

The Ministry recognizes that such details are typically associated with later stages of a competitive tender process. However, by sharing an overarching vision and key elements at this early stage, Applicants can help shape and create a process that is both fair and tailored to the realities of projects of this scale and the complexities in the present market and market situation, which has changed since a market dialogue was completed in 2022.

As such, one of the purposes of this RfI is to provide the Ministry with an overview of the high-level visions and location of the proposed hydropower plant and potential offtake industries, including which hydropower potentials will be exploited: Exclusively Tasersiaq (07.e) and/or Tarsartuup Tasersua (06.g). The information should also help create an overview of potential offtake industries proposed by different Applicants. This will enable the Ministry to get a better understanding of the different possible offtake industries and how to evaluate these different industries in the planned competitive tender process.

The Government of Greenland has made available two previous pre-feasibility studies on the Hydropower Potentials, which can be accessed free of charge at hydropower.gl - [Data and Reports](#). These studies were prepared by AECOM Tecslut in 2009 as part of an earlier assessment of the potential for establishing a hydropower plant to supply a planned aluminum smelter near the town of Maniitsoq. The Ministry therefore invites interested parties to present their reasoning for the proposed location of the hydropower plant, taking into account that several potential sites may be relevant.



Potential Applicants responding to this RfI are not obligated to participate in the upcoming RfQ. Submitted responses are thus non-binding and for the Ministry's further preparation only. Responding to the RfI does neither grant any rights or guarantees to potential Applicants regarding influence on the subsequent stages nor does it disqualify from participating in the upcoming competitive tender.

Applicants are required to handle any information received from the Government of Greenland with the utmost confidentiality. Confidential material must not be shared with third parties unless explicitly approved in advance by the Ministry. The Ministry will, however, treat all information received from the Applicants as confidential in accordance with Greenlandic Law.

The Ministry look forward to receiving your responses, which will contribute to a stronger and more well-considered competitive tender process.

2. INFORMATION REQUESTED

The Ministry seeks detailed responses to the following aspects of the project to guide the competitive tender process design and assess potential Applicants' and the general market's interest and capacity. However, the Ministry is also open for additional input that any Applicants might have.

2.1 Project information

a. Please provide a brief project description, summarizing the key elements of the proposed hydropower plant(s) and associated offtake industry. The description should include¹:

- High-level design of the proposed hydropower plant and offtake industry, including which hydropower potentials will be exploited (Tasersiaq (07.e) and/or Tarsartuup Tasersua (06.g)), location of assets, size, port access, connected infrastructure, capacities, storage volumes.
- Setup of supply chain for hydropower and offtake industry, including sourcing of main components of hydropower and industrial plant, potential feedstock for industry, logistics and end markets. Please include relevant considerations for you as a potential Applicant and provide any relevant background information for the Ministry to take into account when initiating the finalization of the material for the competitive tender process.
- Planned ownership and responsibility structure for the members of the Applicant, including any key partners. Specify the envisioned ownership and management structure for each component of the hydropower plant and the associated offtake industry.
- Visualization of project – 2D on map and/or 3D model.

¹ It is acknowledged that not all projects may be sufficiently mature to provide the suggested information at this stage. However, an overview or preliminary information of the project is sufficient.



b. Furthermore, please provide a brief high-level vision, summarizing other elements of the project than those described under point a. The description could include:

- High-level vision of the project, which can include descriptions of value to Greenland, environmental impact mitigation, cultural heritage preservation, human capital development, impact on local culture and communities, and use of local suppliers - but also value and drivers for the Applicant. Please include relevant considerations such as e.g. risks, cost drivers, governance perspectives, for you as a potential Applicant and provide any relevant background information for the Ministry to take into account when initiating the finalization of the material for the competitive tender process.
- Any other relevant information for the Ministry to finalize the competitive tender process.

Please submit the response to point b with a maximum length of ten pages. If additional documentation is necessary beyond this limit, the ten-page submission may serve as a summary, with the remaining documentation provided as appendices.

2.2 Request for qualifications (RfQ) - preliminary process description and selection of Applicants

The Ministry has developed a draft Request for Qualifications (hereinafter “RfQ”) (Appendix 1) for the upcoming competitive tender process and seeks feedback from potential Applicants to gain insight into their perspectives on e.g. the proposed qualification criteria and other elements of the competitive tender process design. The draft document is attached as Appendix 1.

c. Please provide feedback to the draft RfQ (Appendix 1), particularly in relation to the following focus areas:

- The proposed process, including the need for site visits before the release of the RfQ.
- The proposed fees.
- The proposed minimum and selection/qualification criteria.
- Relevant and/or necessary assumptions or facts to be fixed at that stage of the competitive tender process.

Please provide feedback to the draft RfQ (Appendix 1) in a document with a maximum length of four pages. If additional documentation is necessary beyond this limit, the four-page submission may serve as a summary, with the remaining documentation (or markup of the draft RfQ (Appendix 1)) provided as appendices. Please include relevant considerations such as e.g. risks, cost drivers, governance perspectives, for you as a potential Applicant and provide any relevant background information for the Ministry to take into account when initiating the finalization of the RfQ-material for the competitive tender process.



2.3 Request for proposals (RfP) - preliminary working draft of evaluation criteria

The Ministry has also developed an initial working draft of potential criteria for the Request for Proposals (hereinafter "RfP") (Appendix 2) and seeks feedback from potential Applicants to gain insight into their perspectives on these criteria. The draft document is attached as Appendix 2.

d. Please provide feedback particularly in relation to the following focus areas:

- The proposed competitive tender process plan.
- The proposed fees.
- The proposed evaluation criteria.
- Relevant and/or necessary assumptions or facts to be fixed at that stage of the competitive tender process.

Please submit the feedback to the draft RfP (Appendix 2) in a document with a maximum length of ten pages. If additional documentation is necessary beyond this limit, the ten-page submission may serve as a summary, with the remaining documentation (or markup of the draft RfP (Appendix 2)) provided as appendices. Please include relevant considerations such as e.g. risks, cost drivers, governance perspectives, for you as a potential Applicant and provide any relevant background information for the Ministry to take into account when initiating the finalization of the RfP-material for the competitive tender process.

2.4 Hydropower License

The Ministry has developed a draft Hydropower License (Appendix 3) and seeks feedback from potential Applicants regarding any specific preferences or concerns. The draft document is attached as Appendix 3.

e. Please provide feedback regarding any aspects of the Hydropower License that may support or challenge the ability to effectively plan, finance and execute the project, such as:

- The proposed license duration, options for extension and reversion right terms.
- Relevant and/or necessary assumptions or facts to be fixed either prior to the competitive tender process, prior to e.g. final investment date or prior to the execution.

Please provide feedback to the draft Hydropower License (Appendix 3) in a document with a maximum length of ten pages. If additional documentation is necessary beyond this limit, the ten-page submission may serve as a summary, with the remaining documentation (or markup of the draft Hydropower License) provided as appendices. Please include relevant considerations such as e.g. risks, cost drivers, governance perspectives, for you as a potential Applicant and provide any relevant background information for the Ministry to take into account when initiating the finalization of the license for the competitive tender process.



2.5 Other potential factors

The Ministry seeks to understand the potential Applicants' view on any and all other factors that could make potential Applicants refrain from - or further motivate - participating in the planned competitive tender process for these hydropower potentials.

Thus, the Ministry is seeking inputs from Applicants on how certain factors are viewed in terms of risk, level of attractiveness and incentives, and thus if there are any factors that are decisive for the implementation and realisation of the Project. These factors could include but are not limited to certain ownership models, options for extension, reversion right terms, certain financial requirements to the Applicant or certain funding opportunity for the Project among others.

3. RESPONSE EXPECTATIONS

3.1 Format

Please provide responses to the questions outlined in Section 2, ensuring that the answers are clear, detailed and well-structured. Responses should be submitted in e.g. Word or PDF format and should not exceed the specified page limit if any such limit is specified. If additional information is relevant, it should be submitted as one or more appendices.

Any relevant models or visualizations can also be included as appendices.

3.2 Submission Deadline

Please submit the completed response no later than by 22 August 2025. Responses should be submitted electronically to:

Abeline Bentzon-Tarp and Maja Heegaard

hydropower@nanoq.gl

For any questions or if you require additional information, please do not hesitate to contact the Ministry on the same e-mail. This RfI is prepared and carried out by

Energy Department

The Ministry of Business, Mineral Resources, Energy, Justice and Gender Equality.

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Telephone: +299 34 50 00

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4. DEFINITIONS

Applicant	A single legal entity acting individually (or potentially with support from other legal entities (External Support)) or a consortium of legal entities planning to act collectively when responding to the coming RfQ.
External Support	Support from a parent company or an external supplier in the context of fulfilling the minimum qualification criteria, as to be described in the RfQ.
Hydropower License	License to exploit one or both Hydropower Potentials under section 5 of the Hydropower Act subject to conditions (<i>License no. 20xx [...] for Exploration and Exploitation of Hydropower Resources for Production of Electricity</i>).
Hydropower Potentials	Tasersiaq (07.e) and Tarsartuup Tasersua (06.g).
Ministry	The Ministry of Business, Mineral Resources, Energy, Justice and Gender Equality.
Offtake Industry	Downstream offtake industry established by the Applicant and powered with energy from the Hydropower Potentials.
Project	The development, financing, permitting, design, engineering, procuring, construction, testing, commissioning, ownership, operation and maintenance, as well as the decommissioning and/or transfer (in whole or in part) of the facilities.
Qualified Bidder	An Applicant that meets the minimum qualification criteria as set forth in the RfQ and that is thereby eligible to participate in the competitive tender process for the award of the Hydropower License.
RfI	Request for Information.
RfP	Request for Proposals.
RfQ	Request for Qualifications.

Appendix 1: Request for Qualifications - Draft

Appendix 2: Request for Proposals - Draft

Appendix 3: Hydropower License - Draft