



PROCEDURE FOR THE RFI

(REQUEST FOR INFORMATION)

Stage for Production, Transportation, Storage,
and Consumption Projects on Green Hydrogen
and its Derivatives in Chile

PROCEDURE FOR THE RFI (REQUEST FOR INFORMATION) STAGE FOR PRODUCTION, TRANSPORTATION, STORAGE, AND CONSUMPTION PROJECTS ON GREEN HYDROGEN AND ITS DERIVATIVES IN CHILE, WITH THE FOLLOWING CONTENT:

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1. Background information

Context

Hydrogen is the most abundant element in the universe, and it is considered to be the missing link that will allow renewable energy to help decarbonize the transportation (on and off-road) and industrial sectors. The International Energy Agency (IEA) estimates that green hydrogen will be produced in Chile at costs lower than 1.5 USD/kg. The impacts of climate change require that we reach that goal proposed by the IEA, and we will be able to do so with a firm footing thanks to existing and future solar and wind systems.

The Chilean Economic Development Agency (Corfo) seeks to accelerate the implementation of initiatives that facilitate the energy transition to carbon neutrality by fostering Chile's sustainable productive development. According to the estimates of the Ministry of Energy, contained in the Nationally Determined Contribution (NDC) document, green hydrogen would contribute around 21% to carbon neutrality by 2050. For this purpose, Corfo is especially promoting the green hydrogen and its derivatives industry, i.e., hydrogen obtained from renewable energy sources.

Considering the above, the attributes of different sites have been analyzed in the north and south of Chile. The aim of this is to promote public land provision for the development and implementation of sustainable energy projects with green hydrogen production as a relevant component of their processes, that can be scaled up to an industrial level.

On the other hand, in order to stimulate the development of renewable energy and sustainable development in Chile, the Ministry of National Assets, through concessions, have been offering public land that currently accounts for approximately 40% of the country's installed capacity.

In turn, the Ministry of Energy is working on a National Green Hydrogen Strategy, which should be launched in 2020.

In line with the above, Corfo, the Ministry of Energy, and the Ministry of National Assets are facilitating an open, participatory and transparent process to obtain information from, and make land of adequate dimensions available, to companies and consortia interested in presenting sustainable productive development proposals based on the production, transportation, storage and use of green hydrogen and/or its derivatives.

The first stage of this participatory process is focused on gathering expressions of interest from the market and the industry through this request for information process (RFI).

2. Objectives, contents, application, and deadlines

2.1 Objectives of the RFI

Overall objective:

This call for expressions of interest (RFI) seeks to **contribute to sustainable productive development and the creation of a green hydrogen industry**, thus accelerating the implementation of initiatives that facilitate the energy transition and move towards carbon neutrality via large-scale industrial projects capable of meeting the demand of Chilean mining and other industries, and eventually exporting green hydrogen, industrial inputs and/or competitive synthetic fuels to international markets.

Specific objectives:

- a) Accelerate the implementation of initiatives that contribute to the energy transition.
- b) Facilitate the creation of industrial and business partnerships throughout the green hydrogen value chain, while connecting supply and demand.
- c) Contribute to economic recovery and job creation.
- d) Learn about projects in different development stages in order to consider their social and environmental impacts and advance the enactment of necessary policies and regulations.
- e) Identify needs in R&D and labor skills.
- f) Identify zones of interest related to the necessary size, location and proximity to the demand or logistic areas.

The RFI will allow to know the market interest in relation to the willingness to invest in sustainable energy initiatives, related to green hydrogen production, transportation, storage and consumption,

Once the RFI stage is finished, and depending on its results, Corfo might call for a request for proposals (RFP) process, in which the projects proposed during the RFI stage could be described in greater detail. Consequently, it should be noted that:

- i. The RFI stage is not binding.
- ii. Proposals could be submitted in the RFP stage without prior participation in the RFI stage.
- iii. During the RFP stage, the following will be indicated:
 - The specific aspects of the projects that must be detailed in the proposals.
 - The potential incentives and/or benefits to be tendered.
 - The corresponding eligibility and awarding criteria.
- iv. The RFP stage will be binding for the proposal(s) awarded by Corfo.

Similarly, depending on the results of this call, the Ministry of National Assets may call for specific tenders for the concession of plots of land required to develop green hydrogen projects.

2.2 Contents of the expressions of interest

The basic information that interested parties must submit for the RFI includes:

1. Description of the domestic or international company or consortium that is submitting the proposal for the production of green hydrogen and/or its derivatives.
2. General description of the intended business model for the proposed project.
3. Scale or size of the project.
4. Surface required.
5. Project location or location requirements.
6. Processes and technologies considered for energy and water supply.
7. Type of products and by products originated with the project that are planned to be commercialized.
8. Target markets to be addressed.
9. Estimated project investment amounts.
10. Proposed phases for the development and implementation of the project, specifying the corresponding schedule until the start of the productive operations.
11. Participation of the local industry in the proposed project.
12. Other information that the proponent wishes to provide.

Appendix 3 includes the form that interested parties must fill out to provide the aforementioned background information. For this purpose, the form will be available at www.corfo.cl. If interested parties wish to propose alternative projects, they can submit more than one proposal. Each proposal must be contained in one form, i.e., if a consortium wishes to propose two alternative projects, each project must be presented in separate forms.

Interested parties must also complete the letter of expression of interest according to the format included in Appendix 4.

2.3 Application system

The proposal, as well as all requested technical, budgetary and legal information, must be uploaded to the electronic project system that Corfo will enable for this purpose on its website, if available. Otherwise, it can be sent on paper, including a USB drive or other digital storage medium with the label "**Procedure for RFI (Request for Information) stage for production, transportation, storage and consumption projects on green hydrogen and its derivatives in Chile,**" to Corfo's Mailing Office located at Moneda 921, 2nd floor, Santiago, Chile.

The documents uploaded to the electronic system or included in the USB drive or other digital storage medium, must use formats compatible with the system (such as doc, xls, jpg and pdf).

2.4 RFI stage deadlines

Activity program and milestones	Schedule and deadlines
(a) Launch and invitation to participate in the RFI	October 15 th , 2020
(b) Period for questions and clarifications	Until November 16 th , 2020
(c) Time to answer questions	Up to 10 business days
(d) Submission of expressions of interest	December 9 th , 2020
(e) Announcement of RFI results	January 6 th , 2021

(f) Issuing of RFP terms	To be confirmed
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The deadlines indicated in this procedure are finals. If they refer to a number of days, they will be understood as business days, unless otherwise indicated. Non-business days are Saturdays, Sundays, and holidays. For all purposes, the time zone will be Santiago Metropolitan Region.

- (a) Communications will be conducted via www.corfo.cl, where all details about the activity program and the instructions for taking part in the RFI will be reported, including an email for questions and clarifications.
- (b) Anyone interested in participating in this call can make inquiries regarding participation conditions, in Spanish, to the email address that announces the launch and the invitation to the RFI. All inquiries must include a name and a contact email. Questions asked via channels other than the aforementioned will not be accepted nor answered, as well as any questions submitted after the deadline established for that purpose.
- (c) Inquiries will be answered within 10 business days from submission via email, to the email address they were sent from.
- (d) Every 15 days, Corfo will post a compilation of the answers to all the questions on its website, which will be available for consultation, and while protecting the identity of those who asked them.
- (e) Corfo can release clarifications to the rules of this call at its own discretion, to specify the scope or interpret any element that, in its opinion, was not sufficiently clear and might hinder the application.
- (f) Corfo can modify the provisions of this document and its appendixes, either on its own discretion or in response to a clarification requested by any of the potential applicants before the deadline for submitting proposals.
- (g) All changes will be reported on www.corfo.cl. These changes will become an integral part of this document. All changes will be effective after fully processing the administrative document that approves them.

Along with publishing the modification, a new reasonable deadline for the presentation of proposals might be set, so potential bidders can adapt their offers or exercise their right to desist from continuing the process without any penalty.

- In all cases, it will be the applicants' responsibility to regularly review this process at Corfo's website and attend to any changes.
- Proposals must contain the information indicated under Section 2.2, for which the form included in Appendix 3 must be used. This form will be available at www.corfo.cl for interested parties to submit their proposals. In addition to this

form, interested parties can attach files (accepted formats: doc, xls, pdf, and jpg) up to 30 MB for each proposal. It should be noted that the RFI information contained in the aforementioned form constitutes the essential content (any other attached files are optional).

- The evaluation of the proposals will not follow eligibility or awarding criteria, since the main goal of the RFI is to know about the type of project models proposed in the context of green hydrogen and/or its derivatives. This information is essential to designing and planning the later RFP stage, which will consider eligibility and awarding criteria for the proposals.
- The results of the RFI will be announced at www.corfo.cl. These results will mainly focus on the interest in the process and the type of project models proposed. No data regarding the organizations or consortia that took part in the RFI stage will be released, unless they state in writing by filling out Appendix 5 that they have no issue with such data being released.
- The terms of the RFP, as well as its release date, will depend on the results of the RFI.

3. Participants

Chilean and international entities may take part in this RFI by submitting the background information requested in Appendix 3, including the following information:

- a) A copy of the legal instrument stating the name of the legal representative(s) and their authority to sign a potential agreement with Corfo.

In the case of Chilean legal entities (based in Chile) covered by the system stipulated by the Law N° 20,659 that simplifies the regime for the creation, modification, and termination of companies, and their regulation, the legal document indicated above is not necessary if it can be obtained from the “Registry of Businesses and Companies” referred to under Title IV of said Law.

- b) In the case of international or legal entities, they must submit an affidavit written in Spanish or English, signed by the legal representative before a Chilean diplomat or consular agent accredited in the country of origin or a local certifying officer, who confirms that the entity was created in accordance with the applicable laws or practice of each country, and that it is currently valid, identifying, in addition, the document that provides power of attorney to the signatory.

4. General aspects

Corfo, through its Legal Department, reserves the authority to resolve any dispute or question regarding the correct meaning and scope, form and timing of this instrument, and any other conflict of interpretation that may arise from its application, notwithstanding the resources set by the Law.

4.1 Responsibilities of the parties involved during the RFI

When taking part in the RFI process, interested parties should consider the following:

- The fact that interested parties fill out the form in Appendix 3 does not obligate Corfo in any way.
- By filling out and submitting the form, the interested parties do not assume any commitment to Corfo.
- Corfo will safeguard all information provided by the interested parties that is not of a public nature or common knowledge.

4.2 Responsibilities of Corfo and applicants, and application expenses

It will be the responsibility of the applicants to verify their ability to prepare and submit the proposals for this call to express interest.

All expenses and costs of any kind incurred by the applicants for the purposes stated in the preceding paragraph will be their sole responsibility, without any right to demand reimbursement or compensation from Corfo for said expenses or any other that may arise from this process.

4.3 Confidentiality

Corfo will take all necessary steps to protect the confidentiality of the information submitted by the interested parties during the RFI process that is of a confidential nature or that could affect their business or economic rights if disclosed.

The foregoing does not include any information that Corfo must provide to its oversight bodies or in compliance with orders or decisions from other public agencies with authority to order its disclosure, either under Law N° 20,285 or other special regulations, or in compliance with resolutions issued by the Ordinary Courts of Justice.

Notwithstanding the above, Corfo may freely and without limitations disclose all non-confidential information about the companies or projects submitted. Similarly, it can release statistical data related to expressions of interest, without mentioning or identifying a specific applicant or project.

4.4 Reservation of rights

Corfo reserves the right to reject one or more expressions of interest for not complying with the terms and purpose of the call, as well as to change the deadlines or certain aspects of the selection procedure until the end of the application phase, and also to suspend or terminate the procedure at any stage, for well-founded reasons.

4.5 Integrity pact

By the mere fact of submitting an expression of interest, the proponent agrees to provide Corfo with all the information and documentation deemed necessary and that is required according to this call, expressly assuming the obligation to review and verify all the information and documentation submitted, as well as taking all necessary actions to ensure their veracity, integrity, legality, consistency, precision and validity.

APPENDIX 1

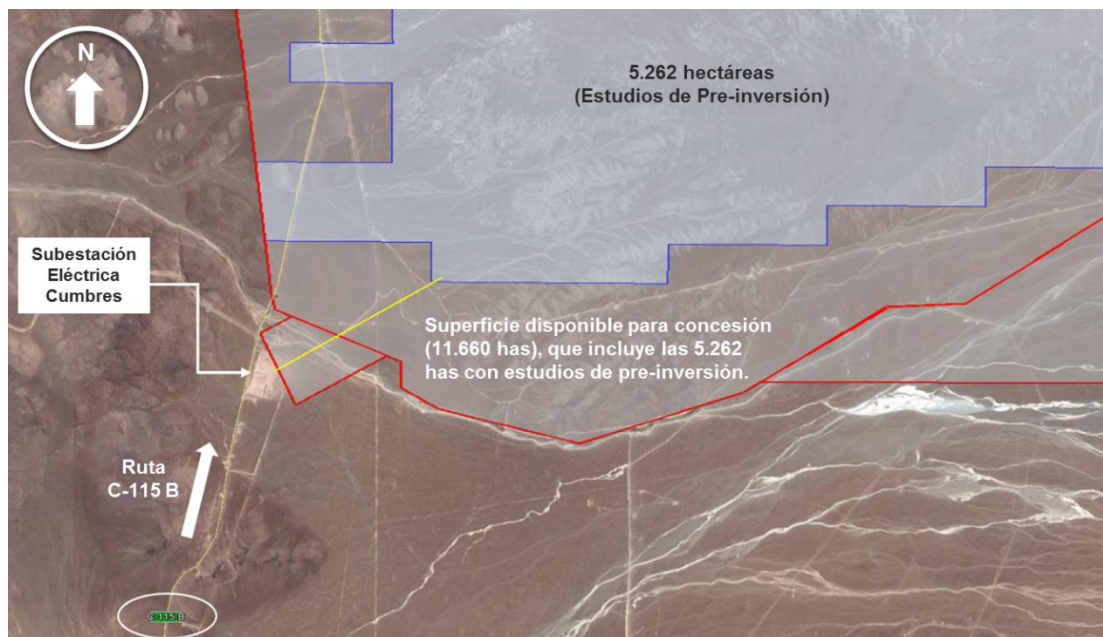
Diego de Almagro Site

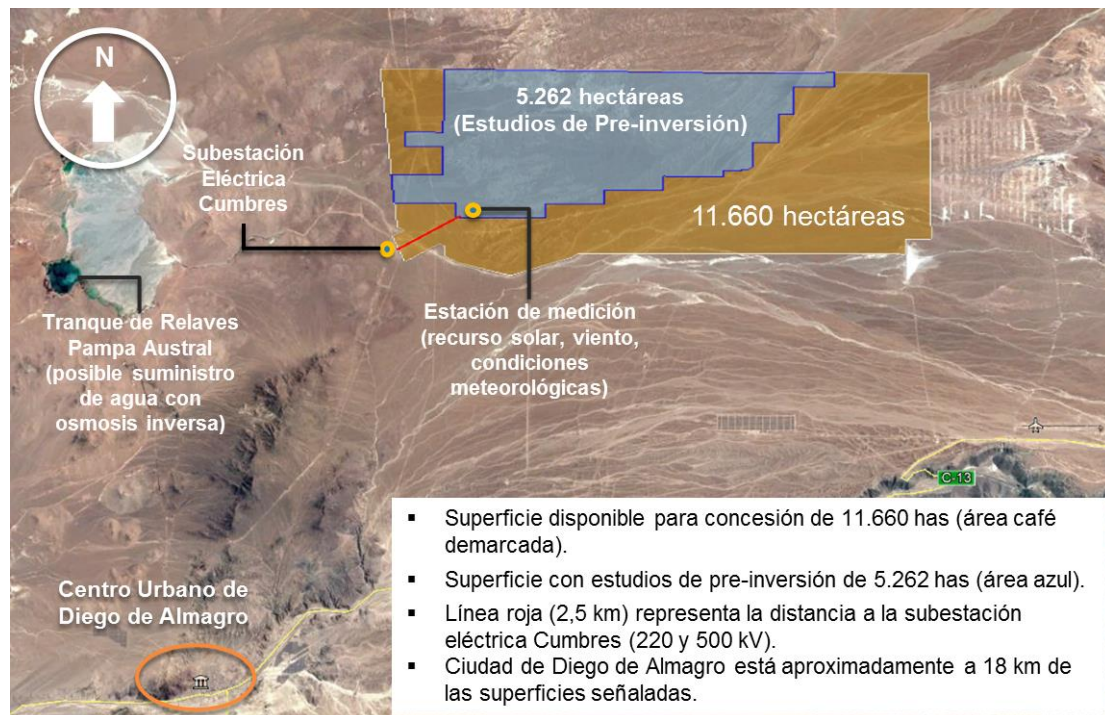
Since 2016, Corfo has been evaluating a site located approximately 18 km north of the urban center of Diego de Almagro, in the Atacama region (kmz files available at the Corfo website). This site was selected for various qualities mainly related to electrical connection and favorable logistical aspects such as access, solar resource, access to water supply, topographic and geotechnical features, proximity to port infrastructure and a large surface area. It should be noted that the aforementioned site is located at a moderate distance from main mining operations in the Atacama region, as explained in Appendix 2.

The site has a total area of 11,660 hectares, of which 5,262 have been assessed by various pre-investment studies, such as topography and geotechnics, hydrology and hydrogeology, industrial water supply alternatives, solar radiation measurements, meteorological variables, environmental baseline with on-site campaigns, among other studies (available at Corfo's website) and paperwork. Given the conducted characterization of the site, the land in Diego de Almagro has various advantages for the production of green hydrogen and/or its derivatives, such as green ammonia (produced from green hydrogen) and others.

Access to the Diego de Almagro site







APPENDIX 2

Main Mining Operations in the Atacama and Antofagasta Regions

Source: Chilean Mining Council (Consejo Minero)



APPENDIX 3

Proposal Content Form - RFI Stage

	Proposal Form - RFI	
ID	List of required content	
1	Description of the domestic or international company or consortium submitting the proposal.	
2	General description of the business model idea for the proposed project (including a general outline of the project).	
3	Scale or size of the project in green hydrogen production (stating its range).	
4	Required surface area.	
5	Project location or location requirements.	
6	Processes and technologies considered in the project for energy and water supply.	
7	Type of products and byproducts created by the project that are planned to be commercialized.	
8	Target markets to be addressed.	
9	Estimated project investment amounts.	
10	Proposed phases for the development and implementation of the project.	
11	Participation of local industry in the proposed project.	
12	Other information that the proponent wishes to provide.	

Notes ID

(1) The company or entities that make up the consortium must be specified. In addition, the name and email of the contact person must be provided.

(2) Description of the preliminary model for the project development (engineering, design), infrastructure to be built, potential funding sources, operation and maintenance, target markets, and marketing channels.

(3) It refers to the green hydrogen production capacity (tons per year) of the proposed project. For this purpose, the range of the project must be stated, according to the following chart:

Green hydrogen production capacity (ton/year)	
Range 1	Less than 1,000
Range 2	Between 1,000 and 20,000
Range 3	Between 20,001 and 50,000
Range 4	More than 50,001

- (4) Indicate the number of hectares required for the proposed project.
- (5) It refers to the location of the project (UTM coordinates and surface) or location requirements (minimum surface area, geographical area, geomorphological features, infrastructure, proximity to demand).
- (6) Indicate the energy supply sources for the project (PV, wind-power, CSP, power grid, others). Similarly, indicate the proposed sources for water supply and its corresponding purification treatment.
- (7) Indicate if it is green hydrogen, green ammonia, methanol, green oxygen, electrical power (capacity surplus), thermal energy, another product/by-product (specify).
- (8) It refers to the uses and applications planned for each of the products and derivatives of the project in order to identify the potential markets to be addressed.
- (9) Considering the total installed and commissioned infrastructure of the project (in millions of USD).
- (10) Indicate the development and implementation phases of the project, up until the start of productive operations. The estimated periods for each phase must be indicated.
- (11) Indicate the aspects in which the proposed project may promote the participation of local personnel and suppliers.
- (12) Include any additional information relevant to the project that you would like to provide.

APPENDIX 4

LETTER OF EXPRESSION OF INTEREST

Date:

Proposal Name:

Commune:

City:

To whom it may concern,

In my capacity as representative of (name of the participant), ID N° (number), I express the interest of the entity I represent to participate in the call for **"RFI for production, transportation, storage, and consumption projects o on green hydrogen and its derivatives in Chile"**, specifically with the application called (name of the application).

Furthermore, through this letter, I hereby declare that I am aware of the terms of this proposal and the role assigned to us in it.

Representative Name

Representative ID N°

Position

Principal entity name

(when applicable, with the corresponding approval and stamp of the principal entity)

APPENDIX 5

LETTER OF AUTHORIZATION FOR INFORMATION DISCLOSURE

Date:
Proposal Name:
Commune:
City:

To whom it may concern,

In my capacity as representative of (name of the participant), ID N° (number), I authorize to publish on the site www.corfo.cl, the participation of the company I represent in the **"RFI for production, transportation, storage and consumption projects on green hydrogen and its derivatives in Chile."**

Representative Name
Representative ID number
Position
Principal entity name

(when applicable, with the corresponding approval and stamp of principal entity)



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