Appendix C Product Package D

## Ownership Acquisition

For

# 2011 Western Region Request For Proposals For Long-Term Supply-Side Resources 

## DRAFT

Entergy Services, Inc. September 30, 2011

# Preliminary Bid Submission Term Sheet for Proposals in response to the ESI 2011 Western Region Request for Proposals for Long-Term Supply-Side Resources <br> SEPTEMBER 30, 2011 DRAFT DOCUMENT <br> Preliminary Bid Submission Term Sheet for Product D <br> "Ownership Acquisition Product" <br> for \{Company offering proposal - Bidder Proposal \#\} 

The following preliminary bid submission term sheet (this "Term Sheet") is being provided to prospective bidders ("Bidders") in order to orient them with the Products and possible terms of the Definitive Agreement in connection with the 2011 Western Region Request for Proposals for Long-Term Supply-Side Resources. ESI welcomes written suggestions regarding this Term Sheet, including changes that ESI should consider to improve clarity and information or terms that ESI should consider in the development of the final Term Sheet. ESI is under and assumes no obligation to change the Term Sheet in response to any suggestion received by any prospective Bidder. Bidders are advised that this Term Sheet remains under internal review, modifications to this Term Sheet (including, without limitation, modifications arising out of the proposed move of the Entergy Operating Companies to MISO) may result from such review and the final Term Sheet, if and when issued, may differ materially from this draft Term Sheet.

# Preliminary Bid Submission Term Sheet for Proposals in response to the ESI 2011 Western Region Request for Proposals for Long-Term Supply-Side Resources <br> SEPTEMBER 30, 2011 DRAFT DOCUMENT <br> Preliminary Bid Submission Term Sheet for Product D <br> "Ownership Acquisition Product" <br> for \{Company offering proposal - Bidder Proposal \#\} 

This Term Sheet describes the primary terms and conditions of a potential agreement between Entergy Texas, Inc. ("Entergy Texas" or "Buyer") and the seller of the generating unit(s) proposed by Bidder in its proposal ("Seller" and, together with Buyer, the "Parties" and each individually a "Party") for the acquisition by Buyer of existing or proposed combined-cycle gas turbine ("CCGT") generating units to provide incremental supply resources for the Western Region. This Term Sheet also includes certain terms applicable exclusively to the purchase of a solid fuel resource or interest therein. (Such terms are noted in this Term Sheet.) The terms and conditions set forth in this Term Sheet will be binding on Bidder (but not Buyer) and establish the basis for the negotiation and execution of an agreement between Buyer and each Seller whose proposal is selected by Buyer (the "Definitive Agreement"), with necessary changes to accurately reflect any exceptions set forth in Bidder's proposal that are accepted by Buyer. If Bidder is not able to accept any of the terms and conditions set forth in this Term Sheet, Bidder should so indicate in the "Special Exceptions" section of this Term Sheet and describe with specificity any terms and conditions that Bidder is able to offer in place of the terms and conditions to which Bidder takes exception.

| ID | Proposal Term | Description of Proposal Term |
| :--- | :--- | :--- | :--- |
| $\mathbf{1}$ | Product <br> Description: | The Product described in this Term Sheet is designated as "Ownership <br> Acquisition." This Product provides for the asset acquisition of a <br> Baseload or Load-following electric generating facility capable of <br> meeting the requirements of this Product set forth in this RFP (the <br> "Facility"). ${ }^{1}$ For purposes of this Term Sheet: |
| - "Baseload" means the Facility is suited to provide Capacity and |  |  |
| deliver energy on a 7x 24, around-the-clock basis, subject to |  |  |
| generating unit availability and applicable balancing area authority or |  |  |
| regional transmission organization policies in effect |  |  |
| "Load-following" means the Facility: |  |  |

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|  |  | i) has scheduling or operational flexibility to respond to changing load requirements; <br> ii) is capable of cycling (i.e., start-up and shut-down) on a day-ahead and intra-day basis; <br> iii) is able to operate across a range of utilization and output levels; <br> iv) may be dispatched between the unit minimum and unit maximum in a timely manner on short notice (with the notice period to be specified in the Definitive Agreement), including hourly swings, start-ups and shutdowns; and <br> v) generally has the characteristics provided in the list of Plant \& Equipment and Fuel Supply preferences for Load-Following (also referred to as Flexible Capacity) resources set forth in the Main Body. <br> Buyer will consider proposals for the acquisition of one or more generating units comprising part of the Facility, provided the generating units are capable of meeting the requirements of this product, and the purchase of undivided ownership interests in solid fuel resources. |
| :---: | :---: | :---: |
| 2 | Buyer: | Entergy Texas, Inc. ("Entergy Texas" or "Buyer") or its designee(s) in connection with any financing of the Transaction by Entergy Texas. ${ }^{2}$ For purposes of this RFP and the Definitive Agreement, Buyer will be considered an entity entirely separate and distinct from the Entergy transmission organization. |
| 3 | Seller: | The "Seller" will be as specified by Bidder in the applicable proposal. |
| 4 | Facility: | The Facility will be as specified by Bidder in the applicable proposal. |
| 5 | Capacity: | Subject to the other terms of this Term Sheet and the Definitive Agreement, the capacity of the Facility to be purchased by Buyer (expressed in MW and based on a summer reference conditions $\left(97^{\circ} \mathrm{F}\right.$, |

[^1]
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|  |  | 56\% relative humidity, 14.52 psia)) will be as specified by Bidder in the <br> applicable proposal. <br> Subject to the other terms of this Term Sheet and the Definitive <br> Agreement, the capacity of the Facility (expressed in MW) (i) for the <br> summer season (April - September) at 97F, $56 \%$ relative humidity will <br> be as specified by Bidder in the applicable proposal and (ii) for the winter <br> season (October - March) at 68F, 74\% relative humidity will be as <br> specified by Bidder in the applicable proposal. |
| :--- | :--- | :--- |
| $\mathbf{6}$ | Purchase Price: | The purchase price for the Transaction will be based on the purchase price <br> specified in the applicable proposal, subject to adjustment due to (i) <br> changes in inventory value from an agreed baseline value (including, <br> without limitation, balance of plant inventory and capital spares), (ii) the <br> proration of specified proratable items (e.g., property taxes, prepayments <br> under project contracts acquired by Buyer at the Closing), (iii) plant <br> performance test results for net electrical output, heat rate, emissions, and <br> any other plant performance metrics set forth in the Definitive <br> Agreement, (iv) casualty events and material environmental conditions <br> affecting the Facility or the Facility site, and (v) similar items (the <br> "Purchase Price"). The Purchase Price will be Seller's sole and exclusive <br> compensation for the Transaction, other than Buyer’s reimbursement of <br> Seller for certain costs associated with the Transaction (see, e.g., items 22 <br> and 27 below). |
| $\mathbf{7}$ | Electric <br> Interconnection <br> and <br> Transmission <br> Service: | The Electrical Interconnection Point will be as specified by Bidder in the <br> proposal. Seller will be responsible for the interconnection of the Facility <br> to the electrical transmission system of the host utility. Without limiting <br> the foregoing, all costs assigned to the interconnection customer under the <br> generation interconnection agreement for the Facility required for the <br> interconnection of the Facility (collectively, the "Interconnection Costs") <br> and, as between Buyer (in its capacity as such) and Seller, all risks arising <br> out of such interconnection will be borne by and remain with Seller. |

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|  |  | Seller will be responsible for the compliance of all generating unit(s) currently interconnected, or proposed to become interconnected, directly with the Entergy Transmission System and offered in Bidder's proposal with Entergy's OATT (administered pursuant to FERC Order No. 2003A’s Standard Large Generator Interconnection Agreement and Standard Large Generator Interconnection Procedures) or any successor requirements in effect. <br> If the Facility is an Off-System Resource, Seller will be responsible for the transmission of power to the Delivery Point specified by Bidder in the applicable proposal. In this regard, Seller will be responsible for the costs of transmission service and transmission system additions and/or modifications beyond the Electrical Interconnection Point to the Delivery Point that are required to obtain firm transmission or transfer of such power beyond the Electrical Interconnection Point to the Delivery Point. <br> Buyer will be responsible for the transmission of power from the Delivery Point. In this regard, upon the Closing, Buyer will be responsible for the costs of transmission service and transmission system additions and/or modifications beyond the Delivery Point that are required solely to obtain firm transmission or transfer of such power beyond the Delivery Point, subject to Buyer's conditions to Closing (set forth in item 19 below). |
| :---: | :---: | :---: |
| 8 | Fuel Supply: | Buyer may wish to assume fuel supply and transportation contracts or to pre-arrange with Seller the transfer at or shortly after the Closing of Seller's fuel arrangements with respect to the Facility. If Buyer does not agree to assume or to pre-arrange the transfer of Seller's fuel supply or transportation contracts as provided above, Seller may condition the Closing on the termination, cancellation, transfer or assignment of such contracts without a material termination, cancellation, or transfer fee, charge or similar payment. |
| 9 | Purchased | Buyer will acquire the Purchased Assets at the closing of the Transaction (the "Closing"). The "Purchased Assets" will include all right, title and |

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| Assets: | interest of Seller in the Facility (or, in the event Bidder proposes that Buyer purchase a portion of the Facility, the corresponding portion thereof) and all related real and personal property assets, properties and rights, of every kind and nature, whether real, personal, or mixed, whether tangible or intangible, primarily relating to, used at, or held for use at the Facility (or, in the event Bidder proposes that Buyer purchase a portion of the Facility, the corresponding portion thereof), including, without limitation, all inventory (including capital and non-capital spares and fuel inventory), permits, books, records, documents, drawings (including AutoCAD), reports, logs, operating data, operating safety and maintenance manuals, inspection reports, engineering design plans, blueprints, specifications and procedures and similar items, intellectual property rights, rights (if applicable) to off-system firm service to the Entergy Transmission System and the associated transmission-based financial rights (e.g., transmission rights or credits), generation interconnection-based financial rights (e.g., interconnection/transmission rights or credits), emissions allowances, environmental attributes, licenses and contracts (including the long-term services agreement for the generating units) and unexpired warranties, indemnities or guarantees related to the Facility (or, in the event Bidder proposes that Buyer purchase a portion of the Facility, the corresponding portion thereof) that Buyer chooses to have assigned to it. <br> Assuming occurrence of the Closing, Buyer will acquire the Purchased Assets free and clear of all encumbrances other than Permitted Encumbrances. "Permitted Encumbrances" means (i) liens for property taxes and other governmental charges and assessments ( x ) that are not yet due and payable or ( y ) to the extent applicable, the validity of which is being contested in good faith by appropriate proceedings as described in a schedule that will be attached to the Definitive Agreement, (ii) mechanics', materialmens', laborers', carriers', workers', repairers’ and other similar liens arising in the ordinary course of business by operation |
| :---: | :---: |

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|  |  | of law for sums not yet due and payable, so long as the amount of any <br> such sum in respect of which any such lien shall have arisen does not <br> exceed $\$ 100,000$, individually, and all such sums do not exceed $\$ 250,000$ <br> in the aggregate, provided that, with respect to Developmental Resources, <br> the foregoing dollar limitations shall not apply during the period prior to <br> Completion of the Facility (as defined in item 21 below), (iii) specific <br> encumbrances, if any, described in a schedule that will be attached to the <br> Definitive Agreement and will be and are discharged or released either <br> prior to, or simultaneously with, the Closing, (iv) all matters revealed on <br> the title commitment to which Buyer does not object in accordance with <br> the requirements of the Definitive Agreement, and (v) encumbrances with <br> respect to any of the Purchased Assets and created by or resulting from the <br> acts or omissions of Buyer or the Definitive Agreement. The assets that <br> Buyer does not agree in the Definitive Agreement to purchase at the <br> Closing are "Excluded Assets" and will be excluded from the Transaction. |
| :--- | :--- | :--- |
| $\mathbf{1 0}$ | Assumed <br> Liabilities: | Buyer will assume certain liabilities of Seller upon the Closing <br> ("Assumed Liabilities"). The Assumed Liabilities will include only <br> specified liabilities in respect of the Purchased Assets or the conduct of <br> the business that relate solely to the period after the Closing and are not <br> the result of any act or omission of Seller, any predecessor of Seller, or <br> any third party occurring or accruing at or prior to the Closing. Seller will <br> retain and have exclusive responsibility for all liabilities and obligations <br> relating to the Purchased Assets or the conduct of business other than the <br> Assumed Liabilities assumed by Buyer upon the Closing (such liabilities <br> and obligations, the "Excluded Liabilities"). |
| $\mathbf{1 1}$ | Closing Date: | [For existing resources] The Closing will occur on the last Business Day <br> of the month in which the conditions to the Closing (see items 19 and 20 <br> below), other than those conditions that by their nature are to be satisfied <br> at the Closing, have been either satisfied or waived by the Party for whose <br> benefit such conditions exist; provided, however, that if notice that the <br> last outstanding condition to the Closing, other than those conditions that |

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|  |  | by their nature are to be satisfied at the Closing, has been either satisfied <br> or waived as provided above is given on or before seven (7) Business <br> Days prior to the end of such month, the Parties will use commercially <br> reasonable efforts to cause the Closing to occur on the last Business Day <br> of the following month (the "Closing Date"). <br> [For Developmental Resources] The Closing will occur ten (10) days <br> after the date on which notice that the last outstanding condition to the <br> Closing (see items 19 and 20 below), other than those conditions that by <br> their nature are to be satisfied at the Closing, have been either satisfied or <br> waived by the Party for whose benefit such conditions exist is delivered <br> (the "Closing Date"). <br> The Closing will be deemed to occur at 11:59:59 p.m. Central Prevailing <br> Time on the Closing Date. |
| :--- | :--- | :--- | :--- |
| $\mathbf{1 2}$ | Efforts to <br> Close: | Each Party generally will cooperate with the other and use commercially <br> reasonable efforts to consummate the Transaction. The foregoing is not <br> intended to and will not vary the terms of any discretion or judgment <br> (however expressed) granted to a Party in the Definitive Agreement or <br> any related agreement ("Ancillary Agreement"). |
| Seller <br> Representations <br> and <br> Warranties: | Representations and warranties made by Seller in the Definitive <br> Agreement will be customary for asset acquisitions of this type by <br> Entergy Operating Companies, and will include, without limitation, <br> representations and warranties covering: |  |
| - Organization, existence and good standing of Seller |  |  |
| - Execution, delivery and enforceability of the Definitive Agreement |  |  |
| - No violation of law, Seller's organizational documents, or other |  |  |
| contracts |  |  |

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|  |  | including title; tax, employee and employee benefits matters; pipeline status, brokers, and, potentially, certain diligence-related matters (if any). Seller's fundamental representations and warranties will survive the Closing for the applicable statute of limitations plus thirty (30) days thereafter. Seller's environmental representations and warranties are those representations and warranties of Seller relating to the Facility, or real property interests relating to the Facility site, and the environment. Seller's environmental representations and warranties will survive the Closing for a period of thirty-six (36) months. |
| :---: | :---: | :---: |
| 14 | Buyer <br> Representations and Warranties: | Buyer's representations and warranties under the Definitive Agreement will be customary for asset acquisitions of this type by Entergy Operating Companies and limited to the following: <br> - Organization, existence and good standing of Buyer <br> - Execution, delivery and enforceability of the Definitive Agreement <br> - No violation of law, Buyer's organizational documents, or other contracts <br> - Litigation <br> - Buyer's regulatory approvals and consents <br> - Brokers. <br> Buyer's "fundamental" representations and warranties are those representations and warranties of Buyer relating to Buyer's organization and existence; execution, delivery and enforceability; certain "no violation" representations and warranties; and brokers. Buyer's fundamental representations and warranties will survive the Closing for the applicable statute of limitations plus thirty (30) days thereafter. Buyer's other representations and warranties will survive the Closing for a period of twenty-four (24) months. |
| 15 | Knowledge: | In the Definitive Agreement, "Knowledge" will mean the extent of the knowledge, as of the applicable time, of the individuals listed in separate schedules, one with respect to Seller, the other with respect to Buyer, after |

The statements contained in this Product Package are made subject to the Reservation of Rights set forth in Appendix D
of the RFP and the terms and acknowledgements set forth in the Proposal Submission Agreement.

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|  |  |  | the due inquiry by such individuals (or their replacements or successors) <br> or other individuals employed by the applicable Party or any of its <br> Affiliates who would reasonably be expected to have knowledge of the <br> applicable event, fact, circumstance, condition or other matter. |
| :--- | :--- | :--- | :--- |
| $\mathbf{1 6}$ | Material <br> Adverse Effect: | "Material Adverse Effect" means (a) with respect to a Party, any <br> condition materially impairing such Party's ability to perform its material <br> obligations under the Definitive Agreement or any related agreement to <br> which it is a party or to consummate the Transaction or (b) with respect to <br> Seller, any change (or changes taken together) in, or effect on, the <br> Purchased Assets that is materially adverse to the operations or physical <br> condition of the Purchased Assets taken as a whole, or the business, <br> assets, properties, financial condition, results of operations, or prospects <br> of the business taken as a whole. An adverse change or effect due to the <br> following will be excluded from clause (b): (i) a change in the economic <br> conditions of the national or regional electric industry generally affecting <br> such industry as a whole and not having a materially disproportionate <br> effect on the Purchased Assets relative to other, similar generation <br> facilities run on the same type of fuel and located in the same region as <br> the Facility; (ii) a change in the price of the fuel supply for the Purchased <br> Assets; (iii) a change in market prices for real estate; (iv) a change in <br> market prices for the sale and purchase of electric generating facilities or <br> Capacity, electric energy, or Other Electric Products therefrom; (v) <br> general United States or global economic conditions generally affecting <br> capital or financial markets; (vi) the ability to obtain credit or other <br> financing; (vii) the taking of routine planned maintenance at the Facility <br> (excluding any extension of a planned outage or additional work <br> performed as a result of a planned outage); and (viii) the Transaction and <br> actions taken pursuant to and in accordance with the Definitive <br> Agreement. |  |
| $\mathbf{1 7}$ | Covenants: | Covenants in the Definitive Agreement will be customary for acquisition <br> acquisitions of this type by Entergy Operating Companies, and will |  |

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|  |  | include, without limitation, covenants covering the following: <br> - Seller's conduct and actions taken by Seller with respect to the Purchased Assets pending the Closing <br> - Seller's compliance with contracts <br> - Transfers of permits, emission allowances and contracts <br> - Title to real and personal property <br> - Risk of loss, casualty events, and material environmental conditions <br> - Insurance <br> - Taxes <br> - Employees and benefits <br> - Seller's non-solicitation obligations <br> - Notice and reporting obligations <br> - Maintenance of books/records <br> - Confidentiality and public announcements <br> - Removal of Excluded Assets <br> - Removal of liens, if any <br> - Developmental obligations (for Developmental Resources) <br> - Buyer's access to Seller's books and records and periodic inspection rights <br> - Transmission to the Delivery Point <br> - Technical or diligence-related matters |
| :---: | :---: | :---: |
| 18 | Plant <br> Performance | The Definitive Agreement will provide that a test of the performance of the Facility (or, in the event Bidder proposes that Buyer purchase a portion of the Facility, the corresponding portion thereof) conducted in |

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| Testing: | accordance with good industry practices, certain defined protocols and procedures, and the requirements of the Definitive Agreement and based on American Society of Mechanical Engineers (ASME) standards be performed, at Seller's expense, by General Physics Corporation or, in the alternative, another independent, experienced and reputable contractor designated by Buyer and reasonably acceptable to Seller to determine, in connection with the Closing, (i) the Facility's Capacity (or, in the event Bidder proposes to sell to Buyer a portion of the Facility, the Capacity of such portion), (ii) the Facility's heat rate (HHV) (or, in the event Bidder proposes to sell to Buyer a portion of the Facility, the heat rate (HHV) of such portion), (iii) the amount of and rates of specified emissions from the Facility (or, in the event Bidder proposes to sell to Buyer a portion of the Facility, the emissions from such portion), and (iv) any other plant performance metrics set forth in the Definitive Agreement. The amounts in items (i) through (iv) will be as specified by Bidder in Bidder's proposal (and may not differ from the amounts proposed by Bidder for such criteria elsewhere in its proposal). The test generally will be required to be conducted within 120 days of the target Closing Date. Buyer may require that a subsequent test be performed if after the performance of the initial test the Closing is delayed by a period of three (3) or more months from the target Closing Date or if the emissions rate for a pollutant from the Facility determined in a performance test exceeds the maximum emissions rate for such pollutant as set forth in the Agreement. <br> If the final test results establish that the applicable Capacity of the Facility is below the contract capacity set forth in the Definitive Agreement, then for each kW of such deficit, the Purchase Price will be reduced by an amount equal to the unadjusted dollar per kW price of such contract capacity times such deficit. For example, if the contract capacity specified in the Definitive Agreement is 500 MW , the unadjusted Purchase Price is $\$ 200$ million, and the final tested capacity of the Facility |
| :---: | :---: |

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is 480 MW , the Purchase Price would be reduced by $\$ 8,000,000$ (20,000 $\mathrm{kW} \mathrm{x} \$ 400 / \mathrm{kW}$ [ $\$ 200$ million/500,000 kW]). Buyer will have the right to terminate the Definitive Agreement, without liability or obligation to Seller, in the event the Purchase Price reduction due to a contract capacity shortfall exceeds six and one-half percent (6.5\%) of the Purchase Price.

If the final test results establish that the applicable heat rate exceeds the contract heat rate set forth in the Definitive Agreement, the purchase price will be reduced by $[\$ 70,000]^{3}$ for each Btu/kWh by which the test heat rate exceeds the contract heat rate. Buyer will have the right to terminate the Definitive Agreement, without liability or obligation to Seller, in the event the purchase price reduction due to an increase in the contract heat rate exceeds six and one-half percent (6.5\%) of the Purchase Price.

If the final test results establish that an emission rate for a pollutant exceeds the applicable contract emission rate, Seller will, at its expense, use commercially reasonable efforts to correct such failure to achieve the contract emission rate as soon as reasonably possible, subject to the other terms of the Definitive Agreement.

Buyer will have the right to terminate the Definitive Agreement, without liability or obligation to Seller, in the event the aggregate Purchase Price reduction due to a combination of a contract capacity shortfall and an increase in the contract heat rate exceeds six and one-half percent (6.5\%) of the Purchase Price.

Seller will not be entitled to any increase in the purchase price or any other compensation from Buyer if the test results confirm that the (i) tested capacity equals or exceeds the contract capacity, (ii) a tested heat

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$\left.\begin{array}{|l|l|l|l|}\hline & & & \begin{array}{l}\text { rate equals or is less than the contract heat rate, (iii) a tested emission rate } \\ \text { equals or is less than the applicable contract emission rate, or (iv) any } \\ \text { other tested metric that is better than the applicable requirement as set } \\ \text { forth in the Definitive Agreement. }\end{array} \\ \hline \mathbf{1 9} & \begin{array}{l}\text { Buyer's Closing } \\ \text { Conditions: } \\ \text { specified in the Definitive Agreement. }\end{array} \\ \begin{array}{l}\text { Buyer's obligation to Close the Transaction will be subject to the } \\ \text { satisfaction or express waiver, by Buyer, of certain conditions to be } \\ \text { specified in the Definitive Agreement, including, among others: }\end{array} \\ \text { - The applicable waiting periods (including any extensions) for the } \\ \text { Transaction under the Hart-Scott-Rodino Antitrust Improvements Act } \\ \text { of 1976, as amended ("HSR Act"), have expired or terminated } \\ \text { - Buyer has obtained from FERC and/or each of the regulatory } \\ \text { authorities having jurisdiction over Buyer or Buyer's operations (i) } \\ \text { regulatory approval of the Definitive Agreement and the Transaction, } \\ \text { including, without limitation, approval of the full recovery of all } \\ \text { Buyer costs associated with the Definitive Agreement and the }\end{array}\right\}$

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|  | Companies (including any resource under contract), or (iii) that may, <br> if accepted or given effect, adversely affect reliability or operation of <br> the Entergy Transmission System or resources therein |
| :---: | :---: | :--- |
| -[if the Facility is an Off-System Resource] Seller has obtained for the <br> life of the Facility (or, in the event Bidder proposes to sell to Buyer a <br> portion of the Facility, the portion to be sold) firm transmission <br> service from the Electrical Interconnection Point to the Delivery Point <br> for (i) at least the amount of the firm transmission service sought by <br> Buyer in its application for firm transmission service beyond the <br> Delivery Point plus (ii) the aggregate amount of line losses from the <br> Electrical Interconnection Point to the Delivery Point, on terms and <br> conditions acceptable to Buyer in its sole and absolute discretion |  |
| - none of the Purchased Assets (in whole or part) has become subject to |  |
| or threatened in writing with condemnation or eminent domain |  |

# Preliminary Bid Submission Term Sheet for Proposals in response to the ESI 2011 Western Region Request for Proposals for Long-Term Supply-Side Resources <br> SEPTEMBER 30, 2011 DRAFT DOCUMENT <br> Preliminary Bid Submission Term Sheet for Product D <br> "Ownership Acquisition Product" <br> for \{Company offering proposal - Bidder Proposal \#\} 

|  |  | - Seller has posted, or caused to be posted, or otherwise made available to Buyer credit support meeting the requirements of the Definitive Agreement and any Ancillary Agreement <br> - [if the Facility is a Developmental Resource] the Commercial Operation Date (as defined in item 21 below) has occurred and Seller has paid to Buyer any and all delay damages, buy-down amounts and other amounts due Buyer in connection with achievement of the Commercial Operation Date <br> - [if Seller or an Affiliate of Seller has an operation and maintenance agreement with respect to the Facility, subject to certain exceptions (e.g., when the Facility is a solid fuel resource, when Buyer agrees to assume the O\&M Agreement, etc.)] [Seller has terminated the operation and maintenance agreement with respect to the Facility (or, in the event Bidder proposes that Buyer purchase a portion of the Facility, the corresponding portion thereof, effective as of the Closing at no cost or expense to Buyer] <br> - such other conditions that Buyer may require as a result of due diligence with respect to the Facility or other events or circumstances with respect to the Facility, its own facilities, the Entergy Operating Companies' proposed move to MISO, or the electric industry. <br> For the avoidance of doubt, Buyer will have no obligation to Close the Transaction over any failure of a representation or warranty of Seller in the Definitive Agreement or any Ancillary Agreement to be true and correct (or any breach of a covenant, agreement or obligation in the Definitive Agreement or any Ancillary Agreement) even though such failure (or breach) would not reasonably be expected to result in, individually or in the aggregate, a Material Adverse Effect. |
| :---: | :---: | :---: |
| 20 | Seller's Closing Conditions: | Seller's obligation to Close the Transaction will be subject to the satisfaction or express waiver, by Seller, of certain conditions to be specified in the Definitive Agreement, including, among others: |

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|  |  | regulatory approvals obtained by Buyer) <br> - [if the Facility is a Developmental Resource] the Commercial Operation Date (as defined in item 21 below) has occurred. <br> Buyer will reject as non-conforming any proposal(s) submitted and conditioned on a change in or transition of the Entergy Operating Companies’ transmission systems to an alternative arrangement for central planning and coordinated dispatch, including, without limitation, a Regional Transmission Organization. |
| :---: | :---: | :---: |
| 21 | Completion: | \{This item 21 applies only to Developmental Resources.\} The "Guaranteed Commercial Operation Date" will be as specified by Bidder in the applicable proposal. <br> The "Commercial Operation Date" will be the date all of the following conditions have been satisfied or expressly waived by Buyer: <br> (a) the Facility has achieved "Substantial Completion" (or equivalent term meaning completion in all material respects, except punch list items that do not materially adversely affect the ability of the Facility to operate as intended) under its engineering, procurement and construction contract (or, if the Facility does not have a single engineering, procurement and construction contract, under each of the subcontracts that together aggregate the scope of an engineering, procurement and construction contract) at the full nameplate capacity specified by Bidder in the applicable proposal and any testing of the Facility required pursuant to its interconnection agreement(s), financing documents or permits and other authorizations for the commencement of commercial operation will have been successfully completed; <br> (b) the Facility (i) has successfully completed its initial capacity demonstration test at a capacity equal to at least $95 \%$ of the full nameplate capacity of the Facility specified by Bidder in the applicable proposal, (ii) has successfully completed its initial heat |

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|  | Agreement, as applicable; <br> (e)Seller is in compliance in all material respects with the Definitive <br> Agreement and Ancillary Agreements, and there are no defaults (or <br> events or circumstances that with the passage of time or the giving <br> of notice or both would constitute a default) of Seller thereunder that <br> have occurred and are continuing; <br> (f)Seller has obtained all material permits and other authorizations, <br> entered into all agreements and made all other arrangements and <br> acquired all other tangible and intangible rights required to construct <br> the Facility and produce the energy and other products to be <br> provided to Buyer, deliver such products to the point of <br> interconnection between the Facility and the host utility and <br> otherwise perform its obligations according to the Definitive <br> Agreement; such permits and authorizations, agreements, <br> arrangement and other rights are in full force and effect and not <br> subject to conditions precedent; and no party thereto is in default <br> thereunder, and no event or circumstance will have occurred and be <br> continuing that with the passage of time or the giving of notice or <br> both would constitute a default by a party thereunder; <br> (g) the Facility is qualified for, and has all necessary accounts to obtain <br> and transfer to Buyer, any environmental attributes for which the <br> Facility becomes eligible prior to the Commercial Operation Date; |
| :--- | :--- | :--- | :--- |
| (h) any additional credit support required at the Commercial Operation |  |
| Date pursuant to the Definitive Agreement or any Ancillary |  |
| Agreement has been posted by Seller in accordance with the |  |

[^3]
# Preliminary Bid Submission Term Sheet for Proposals in response to the ESI 2011 Western Region Request for Proposals for Long-Term Supply-Side Resources <br> SEPTEMBER 30, 2011 DRAFT DOCUMENT <br> Preliminary Bid Submission Term Sheet for Product D <br> "Ownership Acquisition Product" <br> for \{Company offering proposal - Bidder Proposal \#\} 

|  | (i)certificates of insurance evidencing the coverages required by the <br> Definitive Agreement or any Ancillary Agreement at the <br> Commercial Operation Date have been obtained and submitted to <br> Buyer; <br> (j)without limiting clause (f) above, all arrangements for the supply of <br> required electric services to the Facility, including the supply of <br> turbine unit start-up and shutdown power, house power and <br> maintenance power, have been completed by Seller separately from <br> the Definitive Agreement, are in effect, and are available for the <br> supply of such electric services to the Facility; and <br> (k) staffing and required training of Seller's personnel for the operation, <br> maintenance and asset management of the Facility has been <br> completed. <br> Seller will be required to notify Buyer immediately when the Commercial <br> Operation Date has occurred, which notice will include reasonable <br> evidence of the satisfaction of all of the conditions set forth above and a <br> certification to that effect by an officer of Seller familiar with the Facility <br> after due inquiry of Seller. In addition, the Definitive Agreement will <br> require Seller to provide periodic progress reports and grant to Buyer <br> inspection and other rights during development of the Developmental <br> Resource. |
| :---: | :---: | :---: | :---: |
| If the Commercial Operation Date does not occur on or before the |  |
| Guaranteed Commercial Operation Date specified by Bidder (as such date |  |

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|  |  | (B) $\$[\quad] / M W$. Seller’s aggregate liability for liquidated damages pursuant to this paragraph will be limited to (1) the number of MW equal to the full capacity allocated to Buyer multiplied by (2) \$[ ]/MW. <br> If the Commercial Operation Date does not occur on or before six (6) months after the Guaranteed Commercial Operation Date, then: <br> (i) Buyer will have the right, at any time thereafter until the Commercial Operation Date occurs, to (a) terminate the Definitive Agreement upon notice to Seller (and to receive termination damages arising out of any such termination) or (b) if Seller has satisfied all of the conditions to the Commercial Operation Date other than condition (b)(i), require Seller to (1) re-size the capacity to the then-tested capacity allocated to Buyer and/or (2) revise the Guaranteed Test Heat Rate for each generating unit or mode of operation to the then-tested heat rate for such generating unit or mode of operation specified by Bidder in the applicable proposal, as applicable; and <br> (ii) If (a) Buyer's right to terminate set forth in clause (i) above applies and Buyer has not elected to terminate within seven (7) months after the Guaranteed Commercial Operation Date, (b) Seller has satisfied all of the conditions to the Commercial Operation Date other than condition (b)(i) and (c) Seller demonstrates to Buyer's reasonable satisfaction that it is not possible to (1) achieve a tested capacity equal to at least $95 \%$ of the full nameplate capacity specified by Bidder in the applicable proposal or (2) achieve a tested heat rate for each generating unit or mode of operation equal to no more than $103 \%$ of the Guaranteed Test Heat Rate for such generating unit or mode of operation specified by Bidder in the applicable proposal, as applicable, Seller will have the right, at any time thereafter, with respect to clause 1 , to re-size the capacity to the then-tested capacity allocated to Buyer and, with respect to clause 2, to revise the Guaranteed Test Heat Rate for each generating unit or mode of |
| :---: | :---: | :---: |

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\(\left.$$
\begin{array}{|l|l|l}\hline & & \begin{array}{l}\text { operation to the then-tested heat rate for such generating unit or } \\
\text { mode of operation specified by Bidder in the applicable proposal. }\end{array}
$$ <br>
If Buyer requires Seller to, or Seller elects to, re-size the capacity <br>
according to clause (i) or (ii) above, Seller will pay to Buyer an amount <br>
equal to (i) \$[ ]/kW{ }^{5} multiplied by (ii) the number of MW by <br>
which (A) the then-tested capacity allocated to Buyer is below (B) the full <br>
expected capacity allocated to Buyer as specified by Bidder in item 10 <br>
above. If Buyer requires Seller to, or Seller elects to, revise the <br>
Guaranteed Test Heat Rate according to clause (i) or (ii) above, Seller <br>
will pay to Buyer an amount equal to (x) \$[70,000] Btu/kWh multiplied <br>
by (y) the number of Btu/kWh by which (1) the then-tested heat rate is <br>

above (2) the Guaranteed Test Heat Rate for such generating unit or mode\end{array}\right\}\)| of operation specified by Bidder in the applicable proposal. Upon such |
| :--- |
| payment, or, if both such payments are made, both such payments, |
| condition (b)(i) to the Commercial Operation Date will be deemed |
| achieved; provided, however, that thereafter, in no event will the capacity |
| allocated to Buyer be increased (by further capacity testing or otherwise) |
| above the then-tested Dependable Capacity allocated to Buyer referenced |
| in clause (ii)(A) above or the Guaranteed Test Heat Rate be decreased (by |
| further testing or otherwise) below the then-tested heat rate referenced in |
| clause (y)(1) above. |

[^4]Preliminary Bid Submission Term Sheet for Proposals in response to the ESI 2011 Western Region Request for Proposals for Long-Term Supply-Side Resources<br>SEPTEMBER 30, 2011 DRAFT DOCUMENT<br>Preliminary Bid Submission Term Sheet for Product D<br>"Ownership Acquisition Product"<br>for \{Company offering proposal - Bidder Proposal \#\}

|  |  | described in items 13 and 14 above) of twenty percent (20\%) of the <br> Purchase Price, (ii) a requirement that the aggregate losses with respect to <br> all indemnity claims of a Party as a result of the inaccuracy or breach of <br> any representation or warranty of the other Party must equal or exceed <br> one-half of one percent (0.5\%) of the Purchase Price before the <br> indemnified Party will be entitled to recover, commencing with the first <br> dollar thereof, any losses under the indemnity as a result of such <br> inaccuracies or breaches, (iii) full indemnity protection (i.e., the threshold <br> and cap do not apply) for any and all liabilities and obligations retained <br> by Seller or for covenant, agreement or obligations breaches by either <br> Party, (iv) a provision to the effect of (a) a Party's indemnification rights <br> (and any other remedy available to such Party) that are based upon the <br> representations, warranties, covenants, obligations and/or agreements in <br> the Definitive Agreement (or any ancillary agreement) will not be <br> affected by any information made available or furnished to, or any <br> investigation or audit conducted (or that could have been conducted) by <br> or for the other Party, or any knowledge of any Party acquired at any time <br> with respect to the Transaction or the accuracy or inaccuracy of, or <br> compliance or non-compliance with, any such representation, warranty, <br> covenant, obligation or agreement, and (b) each Party will be entitled to <br> rely upon the representations, warranties, covenants, obligations and <br> agreements of the other Party notwithstanding any investigation or audit <br> conducted (or that could have been conducted) or any information <br> received or the decision of any Party to complete the Closing, and (v) any <br> qualification or limitation set forth in a representation, warranty, covenant <br> or agreement as to materiality or Material Adverse Effect (or words of <br> similar effect) contained therein will be disregarded for purposes of the <br> indemnity. |
| :--- | :--- | :--- |
| $\mathbf{2 3}$ Termination |  |  |
| Rights: |  |  |

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$\left.\begin{array}{|l|l|l}\hline & & \begin{array}{l}\text { Definitive Agreement invalid or unenforceable, restraining or } \\ \text { otherwise prohibiting the consummation of the Transaction, denying a } \\ \text { required regulatory approval of Buyer or Seller or (ii) takes any } \\ \text { action, or enacts any law that prohibits the consummation of the } \\ \text { Transaction, provided that a Party will not have the termination right } \\ \text { under clause (i) if it or any of its Affiliates has sought, or has failed to } \\ \text { use commercially reasonable efforts to oppose, such order } \\ \text { by a Party, if there has been a breach by the other Party of any } \\ \text { representation, warranty, covenant, agreement or obligation in the }\end{array} \\ \text { Definitive Agreement that (i) would result in a failure of a condition } \\ \text { to the Closing and (ii) in such Party’s reasonable judgment, cannot be } \\ \text { cured by the expiration date of the } \\ \text { by one Party, upon written notice to the other Party, if such other } \\ \text { Party is or becomes bankrupt } \\ \text { termination by Buyer with respect to certain results of a plant } \\ \text { performance test } \\ \text { termination by Buyer if certain events relating to damage or } \\ \text { destruction of the Purchased Assets or environmental matters occur. }\end{array}\right\}$

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| 26 |  <br> Maintenance <br> Preparedness: | If Buyer will be assuming or will have operational and maintenance <br> responsibility for the Facility (or, in the event Bidder proposes that Buyer <br> purchase a portion of the Facility, the corresponding portion thereof) at <br> the Closing, Seller shall cooperate, and shall cause its Affiliates and third <br> party operators, contractors and representatives to cooperate, with Buyer <br> in order to enable Buyer to become reasonably familiar with the Facility <br> (or, in the event Bidder proposes that Buyer purchase a portion of the <br> Facility, the corresponding portion thereof) as of the Closing and be in a <br> reasonable position to operate and maintain the Facility (or, in the event <br> Bidder proposes that Buyer purchase a portion of the Facility, the <br> corresponding portion thereof) immediately upon the Closing as a <br> reasonable prudent operator of the Facility (or, in the event Bidder <br> proposes that Buyer purchase a portion of the Facility, the corresponding <br> portion thereof). Seller's obligation of cooperation shall include, without <br> limitation, the obligation to permit operating and maintenance personnel <br> of Buyer or its Affiliates to "shadow" the operating and maintenance <br> personnel of Seller, its Affiliates or third party operators, contractors and <br> representatives at reasonable times and for reasonable periods, subject to <br> the applicable confidentiality agreement between Seller (or an Affiliate of <br> Seller) and Buyer (or an Affiliate thereof), in furtherance of the foregoing. |
| :--- | :--- | :--- | :--- |
| 27 Certain |  |  |
| Transaction |  |  |
| Expenses: |  | Except as otherwise provided in the Definitive Agreement or a related <br> agreement between the Parties, the Party incurring costs in connection <br> with the Definitive Agreement, any Ancillary Agreement or the <br> Transaction will be responsible for paying them. The Definitive <br> Agreement will allocate certain costs to a Party or the Parties. <br> Transaction costs expressly allocated to Seller will include, without <br> limitation, (i) transfer or similar taxes, (ii) contract (including license) or <br> document transfer, consent, or conveyance or assignment fees or similar <br> charges or costs, if any, including taxes, and (iii) filing and/or recording <br> costs, fees or similar charges with respect to the transfer of real property <br> from Seller to Buyer. Transaction costs expressly allocated to Buyer will <br> include, without limitation, (a) costs of preliminary title reports and/or |

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|  |  | commitments concerning the Purchased Assets, the title policy and <br> specified endorsements (except that if a supplemental survey of the <br> Facility site (or a portion or portions thereof) is performed on behalf of <br> Buyer in order to update any prior survey performed on behalf of Buyer <br> after the effective date of the Definitive Agreement, the costs of such <br> supplemental survey shall be borne one-half by Buyer and one-half by <br> Seller) and (b) permit transfer or assignment fees or similar Permit <br> conveyance charges or costs, if any, including taxes. Seller and Buyer <br> will each bear one-half of the amounts charged by the environmental <br> consultant retained at Buyer's direction in connection with the <br> environmental assessment of the real property interests to be conveyed to <br> Buyer at the Closing and the filing fee payable in connection with the <br> notifications required to be filed under the HSR Act with respect to the <br> Transactions. |
| :--- | :--- | :--- |
| $\mathbf{2 8}$ | Board and <br> Management <br> Approval: | The Definitive Agreement is subject to review and approval by the <br> Entergy Operating Committee, the Entergy Corporate Risk office, the <br> Board of Directors and other governing bodies. Buyer will not execute or <br> deliver the Definitive Agreement without such review and approval, and <br> such approval may be granted or denied in such bodies' sole and absolute <br> discretion. |
| $\mathbf{2 9}$ | Letter of <br> Intent: | The Definitive Agreement will be preceded by the LOI. The LOI will <br> terminate upon the execution of the Definitive Agreement. The letter of <br> credit posted for the LOI will be returned to the counterparty as provided <br> therein. |
| $\mathbf{3 0}$ | Confidentiality: | Each Party will be required to keep the terms and provisions of the <br> Definitive Agreement confidential and will be prohibited from disclosing <br> such terms to any third party, subject to certain limited exceptions <br> specified in the Definitive Agreement. |


[^0]:    ${ }^{1}$ This Term Sheet is generally based upon the acquisition of CCGT resource. If a resource selected for negotiation of a Definitive Agreement under Product Package D is based upon a technology other than a CCGT resource, the terms of this Term Sheet applicable to the selected proposal (and resulting Definitive Agreement) will be adjusted and revised as necessary to reflect, in a manner consistent with the approach taken in this Term Sheet when possible and appropriate, the differences attributable to or arising out of the selection of a technology other than CCGT.

[^1]:    ${ }^{2}$ See footnote 4 in the Main Body.

[^2]:    ${ }^{3}$ This figure is indicative only and subject to change. The footnote value expressed is based on recent transactions in the electric generation resource procurement, construction and acquisitions markets and includes variables that fluctuate over time and/or with contract term.

[^3]:    ${ }^{4}$ This condition will be deleted if Seller is not required to provide a step-up in credit support at Commercial Operation (i.e., Seller has the same level of credit support during the construction and operating phases or a greater level of credit support during the construction phase).

[^4]:    ${ }^{5}$ The capacity buy-down variable will be the $\$ / \mathrm{kW}$ value of the Facility (at the full nameplate capacity as proposed by Bidder) established by the Purchase Price, prior to any adjustments.
    ${ }^{6}$ This figure is indicative only and subject to change. The footnote value expressed is based on recent transactions in the electric generation resource procurement, construction and acquisitions markets and includes variables that fluctuate over time and/or with contract term.

