

To: Respondents

Date: January 5, 2021 (Revised, with the email change from VanAnh_Do@dai.com to VuAnh_Pham@dai.com)

From: USAID Vietnam Urban Energy Security Activity Fund; Implemented by DAI Global, LLC

Subject: Expression of Interest USAID Vietnam Urban Energy Security: Investor Roadshow for Clean Energy Developers in Vietnam

Due: **6:00 PM (GMT+7) on 19 February, 2021**

Dear Prospective Partner:

Through this Expression of Interest (EOI), USAID Vietnam Urban Energy Security is offering support for project developers and enterprises providing advanced, distributed energy solutions in Ho Chi Minh City and/or Danang, via participation in an Investor Roadshow. This activity is based on the premise that if clean energy developers and enterprises are better prepared for engagement with investors, and have better access to appropriate capital through USAID support, then renewable energy and energy efficiency project developers will be more likely to raise the capital necessary to help Vietnam meet its energy needs via sustainable sources.

Participating firms should have a current interest in raising capital for an advanced, distributed energy project or activities and be ready to engage with investors regarding the investment opportunity. Firms that don't have a specified investment opportunity will not be considered.

Those selected to participate will receive guidance and advisory support aimed to prepare them to meet with investors and will be introduced to relevant investors through facilitated meetings.

In order to be considered for participation in the Investor Roadshow, firms should submit an EOI that outlines their interest in participating in the Investor Roadshow including their current capital needs, their engagement with investors to date (if applicable), and the potential impact they seek from participating in this activity.

Once participants are selected through the EOI process, USAID Vietnam Urban Energy Security will procure the professional services directly to organize the Investor Roadshow that meets the specific need of the project developers.

Potential and interested partners are requested to submit an Expression of Interest following the instructions below.

Expression of Interest Summary

For more details on the Expression of Interest process, submission requirements, and evaluation details, please see corresponding sections in the document below.

Submission Requirements	I. Company profile: <ul style="list-style-type: none">• Years of operation, ownership structure, location, business model;• Products and services offered, focus on advanced, distributed energy solutions;
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	<ul style="list-style-type: none"> • Current state: market share, revenues, investment received; • Current pipeline of projects in Ho Chi Minh city and/ or Danang, Vietnam. <p style="text-align: center;">2. Project information:</p> <ul style="list-style-type: none"> • Advanced distributed energy solutions type/technology; if innovative or new to Vietnam, please elaborate, including risks and opportunities; • Location of the projects; • What stage the projects are in (pre-feasibility, feasibility, early implementation, late implementation, etc.), and the projected timeline to completion; • Estimated mW of renewable energy that would be generated or MWh of energy savings from energy efficiency projects. <p style="text-align: center;">3. Investment need:</p> <ul style="list-style-type: none"> • Anticipated total investment of the project, type of investment sought (debt, equity, grants) and timeline plan; • Prior and current experience in investment raising in Vietnam for these projects and any investors have been engaged to date; • Explanation of how this Investor Roadshow will help accelerate the projects and why USAID support is beneficial, timely, and/or opportune for moving the project forward. <p style="text-align: center;">4. Additional information on the applicant’s company, including any innovation aspect of the technology, gender inclusion strategies (if applicable).</p>
Written Q&A	<p>USAID Vietnam Urban Energy Security will provide clarification on written questions. Questions must be submitted electronically no later than 6:00 PM (GMT+7) on 15 January, 2021 via email to VUESActivityFund@dai.com with copy to VuAnh_Pham@dai.com. No questions will be answered by phone and questions will not be considered if received after the deadline. Answers to these questions will be sent to bidders before the virtual Q&A session. Questions may be submitted in English or Vietnamese.</p>
Virtual Questions and Answers (Q&A)	<p>USAID Vietnam Urban Energy Security will host a virtual Q&A session, simultaneously translated in English and Vietnamese on 20 January, 2021 at 10:00 AM (GMT+7). Summarized responses to the written Q&A session will be shared during this meeting and will also provide offerors an opportunity to ask further questions. The session will be recorded and available online after the session.</p> <p>If you would like to join the Q&A session, please send your contact information to VUESActivityFund@dai.com with copy to VuAnh_Pham@dai.com.</p>
Deadline for EOI Submissions	<p>EOIs are due 6:00 PM (GMT+7) on 19 February, 2021.</p> <ul style="list-style-type: none"> • Sent to VUESActivityFund@dai.com with copy to VuAnh_Pham@dai.com. • The email subject line should read: [Firm Name], Submission under EOI VUES – Investor Roadshow”. <p>Proposals must be in English. Please limit file submissions to 10 megabytes or less.</p>

EXPRESSION OF INTEREST - USAID Vietnam Urban Energy Security

Investor Roadshow for Clean Energy Developers in Vietnam

Introduction

As Vietnam experiences steep increases in energy demand and rising air pollution challenges, there is growing recognition that cleaner, more reliable sources of energy are needed and greater capital investment is necessary. USAID Vietnam Urban Energy Security works closely with the Government of Vietnam at multiple levels to improve enabling frameworks, mobilize investment, and increase the adoption of innovative solutions for advanced, distributed energy.

The overall goal of the project is “advanced, distributed energy solutions deployed to improve urban energy resilience and energy security” in Vietnam. At its completion, USAID Vietnam Urban Energy Security must achieve the following high-level expected results:

1. At least 400 megawatts (MW) of advanced, distributed energy systems deployed in the selected cities.
2. At least \$600 million in public and private investment mobilized for advanced, distributed urban energy systems.
3. At least 20 innovative solutions to address urban energy and environment issues demonstrated and/or commercialized.

Over the past few years, Vietnam has seen a sharp increase in investment in renewable energy solutions due to favorable government policies and incentives. However, when looking closer at the market, one sees that there are only a handful of financial institutions investing in a small pool of well-known firms. There is still a lot of uncertainty and perceived risk in this sector, and a number of barriers that inhibit the free flow of capital into the market. In order to truly achieve the clean energy potential and achieve the ambitious goals of Government of Vietnam and USAID Vietnam Urban Energy Security, Vietnam needs to broaden the pool of capital seekers and capital providers to meet the demand of the market and enable new, innovative actors to thrive.

Objectives

The objective of this activity is to bridge the gap between capital seekers and capital providers in the clean energy sector in Vietnam. Specifically, this activity aims to support enterprises and developers promoting advanced, distributed energy solutions, prepare for, and connect with, potential investors interested in supporting clean energy. These organizations might offer solutions such as goods or services that promote rooftop solar (RTS), waste to energy (WTE), or energy efficiency. By providing support to enterprises and developers, the Project hopes to strengthen their ability to attract investment, increase the investability of advanced, distributed energy solutions, and grow the pipeline of potential investments for financial institutions.

Benefits of Participants

In meeting with project developers and clean energy enterprises in Vietnam, USAID Vietnam Urban Energy Security has found many have some experience in engaging investors and raising capital, but most have noted challenges in accessing relevant financing and few have deep experience in engaging with more than a small handful of investors. The Investor Roadshow activity aims to support selected project developers and enterprises seeking capital better prepare pitch materials and financial information that will be more appropriate and attractive to investors, and to facilitating introductions and initial conversations with identified funders.

It is anticipated that this activity should be completed in a timeframe of 4 – 6 months once the professional services firm is identified and engaged. Anticipated activities may include one on one advisory sessions for each participating project developer or enterprise to work on their pitch deck, business plan, investment memorandum, or other materials; participation in general information sessions with a group of investors to expand their networks; and/or direct one on one meetings with relevant investors.. Specific activities can be identified based on specific need with the input from the selected developers and professional services firms.

Participating project developers and enterprises should be prepared to share all relevant information regarding the investment opportunity, current pitch materials including business plans, investment memoranda, financials, or other in order to provide the most appropriate and targeted assistance. Additionally, participating developers and enterprises should be prepared to put in the time required to prepare and engage with investors over the 4-6 months of the activity and will be expected to provide information to USAID Vietnam Urban Energy Security for project reporting purposes, including information about their engagement in the activity, the results of their participation, and the lessons learned from being a part of the Investor Roadshow

Purpose and Selection Process

The purpose of this call for Expressions of Interest concept notes is to:

- a) Validate the challenges that developers face in accessing appropriate capital;
- b) Identify specific project developers and enterprises that are ready to join the match-making activities with potential investors;
- c) Select projects that USAID Vietnam Urban Energy Security can support with the Investor Roadshow.

Following the selection process, USAID Vietnam Urban Energy Security will procure a professional services firm to implement the Investor Roadshow.

Please note that USAID Vietnam Urban Energy Security **cannot provide cash grants directly to a firm** but can provide in-kind support.

What energy types are eligible?

For purposes of this Call for Expression of Interest, we consider the following definitions:

Distributed energy is defined as energy generated at point of, or near to point of consumption, and encompasses a diverse array of distributed energy assets (i.e. generation, storage, etc.), digital services, electric vehicles (dynamic charging), management solutions and value-added services including financing. They reduce costs, improve reliability, and offer monetization of energy assets.

Advanced energy solutions are defined as solutions/systems encompassing technologies and services, both emerging and established that make the energy systems secure, high-performing, clean, and affordable. It is a dynamic and complex combination of resources, technologies, and services working together to collectively meet the evolving energy needs, including electricity generation, electricity delivery and management, energy efficiency, and transportation.

In looking at advanced, distributed energy solutions, we will consider developments in areas such as solar rooftop, energy efficiency, and waste to energy projects in Ho Chi Minh city and Danang.

Who May Respond?

Renewable energy developers and investors based in Vietnam, the United States or the Southeast Asian region working in Danang and/or Ho Chi Minh City. Respondents must be organizations, companies or firms, and not individuals or government entities. Investment sought must be for projects / activities in Ho Chi Minh city and/ or Danang, Vietnam.

Evaluation of Proposals

The following criteria will be applied to all Expressions of Interest. Submissions are not evaluated against other submissions, but solely against the following evaluation criteria:

1. The suitability of the projects and developers with the targeted technology categories of advanced distributed energy solutions and geographical areas of Ho Chi Minh city and Danang.
2. Potential contribution to at least one of USAID Vietnam Urban Energy Security indicators (400 MW of advanced, distributed energy systems deployed, \$600 million in public and private investment mobilized, 20 innovative solutions demonstrated and/or commercialized).
3. Readiness of investment opportunity and the potential for successfully engaging investors.
4. Demonstrated need for support from USAID Vietnam Urban Energy Security to catalyze and accelerate the desired investment.

Submission and Formatting Instructions

Expressions of Interest must be submitted no later than **6:00 PM (GMT+7) on 19 February, 2021**.

Submissions must:

- Be in English;
- Be submitted via email to VUESActivityFund@dai.com with copy to VuAnh_Pham@dai.com;
- Use 12 point font or larger, with legible graphics;
- Include two attachments in the submission email, one in .ppt and one in .pdf format; and
- Include a title slide (not counted against slide limit) with the following information: Respondent Organization Name; Contact Information; Partner Organization(s); Response Title; and Date of Submission.
- Be no longer than ten (10) PowerPoint slides in length and include the following (please note that the title slide does not count toward the slide limit):

Interested firms should submit a PowerPoint presentation, maximum 10 slides **in English**, that includes a description of

1. Company profile:

- Years of operation, ownership structure, location, business model;
- Products and services offered, focus on advanced, distributed energy solutions;
- Current state: market share, revenues, investment received;
- Current pipeline of projects in Ho Chi Minh city and/ or Danang, Vietnam.

2. Project information:

- Advanced distributed energy solutions type/technology; if innovative or new to Vietnam, please elaborate, including risks and opportunities;
- Location of the projects;
- What stage the projects are in (pre-feasibility, feasibility, early implementation, late implementation, etc.), and the projected timeline to completion;
- Estimated mW of renewable energy that would be generated or mWh of energy savings from energy efficiency projects.

3. Investment need:

- Anticipated total investment of the project, type of investment sought (debt, equity, grants) and timeline plan;
- Prior and current experience in investment raising in Vietnam for these projects and any investors have been engaged to date;
- Explanation of how this Investor Roadshow will help accelerate the projects and why USAID support is beneficial, timely, and/or opportune for moving the project forward.

4. Additional information on the applicant's company, including any innovation aspect of the technology, gender inclusion strategies (if applicable).

Broader Development Impacts

In addition to renewable energy objectives, USAID is also interested in advancing social economic, and gender inclusion. The applicant should describe the population that would benefit from increased access to energy, and include potential economic and local market development impacts the project would have. Additionally, include any information on how your company's practices demonstrate a commitment to social inclusion, for example recruiting and retaining women and other traditionally underrepresented groups, a focus on investing in underserved communities, or other relevant information about your firm.

Virtual Questions and Answers (Q&A) Session

To address applicant's questions and provide clarification on the EOI process, will offer a virtual Q&A session, with simultaneous translation in English and Vietnamese, **on 20 January, 2021 at 10:00 AM (GMT+7)**. During the Q&A, the USAID Vietnam Urban Energy Security team will give an overview of the

USAID Vietnam Urban Energy Security project and review the objectives of this EOI. Participants in the Q&A will be welcome to ask any questions regarding the EOI submission process.

The Q&A session will be recorded and be made available to all interested applicants after the virtual session.

If you would like to join the Q&A session, please send your contact information to VUESActivityFund@dai.com with copy to VuAnh_Pham@dai.com. Access and dial details for the Q&A will be shared with participants 24 hours before the event.

Selection Process

USAID Vietnam Urban Energy Security and USAID/Vietnam will review all Expressions of Interest received in accordance with the guidelines and criteria in this solicitation. USAID Vietnam Urban Energy Security reserves the right to exclude any EOIs that do not meet the guidelines. Please note that USAID Vietnam Urban Energy Security is unable to provide detailed feedback to those EOIs that are not selected.

Step 1: USAID Vietnam Urban Energy Security will review all submitted EOIs and will shortlist selected EOIs. Unsuccessful respondents will be notified. Selected applicants will be contacted by USAID Vietnam Urban Energy Security for further information or clarification, or for next steps on participation.

Step 2: USAID Vietnam Urban Energy Security will release a Request for Proposals (RFP) to select a professional services firm to implement the Investor Roadshow, and will select and subcontract a service provider to carry out the activity.

Step 3: USAID Vietnam Urban Energy Security will work with the selected applicants and the contracted professional services firm to design a detailed workplan, timeline, and specific activities for each participating developer or enterprise.

NOTE: While USAID Vietnam Urban Energy Security is looking for renewable energy projects to be fully realized, firms are under no obligation to move forward with their project if it is no longer viable.

Protection of Information

We request that Expressions of Interest responses be free of any intellectual property that the applicant wishes to protect. Should offerors wish to include proprietary intellectual property that they believe would be helpful for USAID Vietnam Urban Energy Security and USAID, please note the proprietary nature of such information. Costing information will be kept confidential and will not be shared beyond USAID Vietnam Urban Energy Security and USAID.

Issuance of this EOI does not constitute a commitment, award, or engagement on the part of DAI nor does it commit DAI to any future commitment, award, or engagement.