

# CEIA VIETNAM: SCALING CLEAN ENERGY DEPLOYMENT ACROSS COMMERCIAL AND INDUSTRIAL SECTORS

The Clean Energy Investment Accelerator (CEIA) is a public-private partnership initiative supported by the U.S. and German governments, P4G, and other donors to drive deployment of renewable energy (RE) solutions for large electricity consumers in key markets. In Vietnam, CEIA convenes business and government stakeholders to overcome market barriers, prove aggregated RE procurement models, and scale renewable deployment. CEIA is co-led by Allotrope Partners, World Resources Institute, and the U.S. National Renewable Energy Laboratory.



## ONGOING ENGAGEMENT:

- **Key CEIA Vietnam activities include:**
  - Leading quarterly Renewable Energy Buyers Working Group dialogues
  - Amplifying RE policy and regulatory insights and private sector inputs
  - Offering aggregated RE pilot project support for large buyers across multiple sites
  - Sharing CEIA templates, tools, and guidebooks for corporate RE buyers
- Through its Renewable Energy Buyers Working Group, CEIA is bringing together corporate energy users, project developers, investors, and government officials in a series of public-private dialogues to help companies identify market barriers and solutions, encourage industry collaboration, build technical capacity, and showcase innovative clean energy procurement models.
- CEIA is amplifying private sector voices and sharing insights with government decision-makers on how to attract investment for clean energy development. This includes cooperating with USAID's Vietnam Low Emission Energy Program (V-LEEP) to advance conversations with the Electricity Regulatory Authority of Vietnam, Ministry of Industry and Trade, and Ministry of Planning and Investment on business-to-business off-site RE transactions through the new Direct Power Purchase Agreement pilot program for industrial energy users.
- CEIA is working to pilot aggregated solar procurement models across multiple corporate energy users and multiple sites. These aggregated purchasing models help reach economies of scale, mitigate risks, reduce costs, attract high-quality developers, and improve access to financing.

## ACCOMPLISHMENTS:

- Since its launch in 2017, CEIA has grown our RE Buyers Working Group into a coalition of 100+ corporate buyers, developers, investors, and government officials. In 2019, Vietnam's installed rooftop solar capacity increased more than tenfold, with Working Group members participating in over 20 megawatts of new projects.
- CEIA and V-LEEP worked alongside a dozen major companies to inform a new national solar regulation and secure government support for the Direct Power Purchase Agreement pilot program, which will enable off-site renewable purchases for the first time.
- CEIA forged partnerships with large corporate energy users to identify, evaluate, and implement innovative RE purchasing options, including pilot project support for two major industrial park operators, a multinational textile manufacturer, and a prominent retail chain with more than 20 sites across Vietnam.

## FORGING AHEAD:

- CEIA continues to help companies and public sector stakeholders address market challenges and navigate evolving purchasing options through regular RE Buyers Working Group dialogues.
- To advance innovative RE pilot projects, CEIA will expand efforts with a select group of corporate energy users to conduct feasibility studies, draft Requests for Proposals, launch competitive bidding processes, evaluate submissions, and ultimately move forward with the best clean energy solutions to fit their needs.
- CEIA is partnering with the Global Green Growth Institute (GGGI) to design a financing facility with local banks that will improve lending options for corporate RE projects in Vietnam.
- CEIA guidebooks, tools, templates, and procurement models that have been tested and proven will be shared broadly to spur replication across Vietnam and other Southeast Asian markets.

