

RTS Market Outlook

Dec 11, 2017: QD-TTg
Cir 16/2017/TT-BCT

Dec 02, 2019: QD-TTg
Net Billing = Bill (Energy consumed) – Sale (Energy injected to grid)
Cir 05/2019/TT-BCT to revise and amend 16/2017/TT-BCT

Sep -17	Dec - 18	Mar - 19	May - 19	
No of consumers 61	No of consumers 1,510	No of consumers 1,800	No of consumers 3,158 (C&I = 27%)	No of consumers 8,600
Installed Capacity 0.8 MWp	Installed Capacity 17.5 MWp	Installed Capacity 30.12 MWp	Installed Capacity 42 MWp	Installed Capacity 189 MWp

FIT for excess power: 9.35 US cents / kWh

Contract model: CAPEX (EPC turnkey) or OPEX (BOO or BOOT)

Asia EDGE Initiative



- A U.S. whole-of-government initiative to grow sustainable and secure energy markets across the Indo-Pacific region and level the playing field for private sector firms, in line with the goals of the U.S. Indo-Pacific Strategy.
- USAID will support partner countries to mobilize private investment, modernize technologies and practices, and expand market opportunities, in four key areas:
 - **Regional Energy Trade and Integration** will offer substantial economic benefits and unlock billions of dollars in the regional energy market through the development of power markets and regional exchanges.
 - **Increased Deployment of Advanced Energy Systems** will meet growing energy demand at lowest cost while maintaining reliability and minimizing environmental impact.
 - **Utility Modernization** will advance the financial viability and efficiency of local energy sectors through the improvement and expansion of transmission and distribution systems, cybersecurity measures, loss reduction and digitization efforts, and tariff reforms.
 - **Transparent, Best Value Procurement** practices will allow countries to reliably and affordably generate sufficient energy supplies through the promotion of competitive procurement mechanisms such as auctions, 'quality standards for best-value products' and demand aggregation.

3

RTS Report: From Review to Action Plan

Overall Objective: To contribute to the achievement of REDS, to add generation of clean power, and to enable additional investments for solar PV rooftop systems in Vietnam

- V-LEEP's Technical Report: Rooftop Solar PV Study

Chapter One	International Review
Chapter Two	Overview of solar rooftop sector in Vietnam
Chapter Three	Legal and Regulatory Framework
Chapter Four	Recommendations on the model

- V-LEEP is coordinating with other relevant donors including GIZ and the World Bank to implement an "Action Plan" enabling & promoting additional investment in rooftop solar PV projects.

- Financial support and incentives
- Technical assistance / support and standards
- Market support for stakeholders
- Train and certify RTS installers
- Improve the monitoring, recording and verification
- Accelerate public awareness and understanding

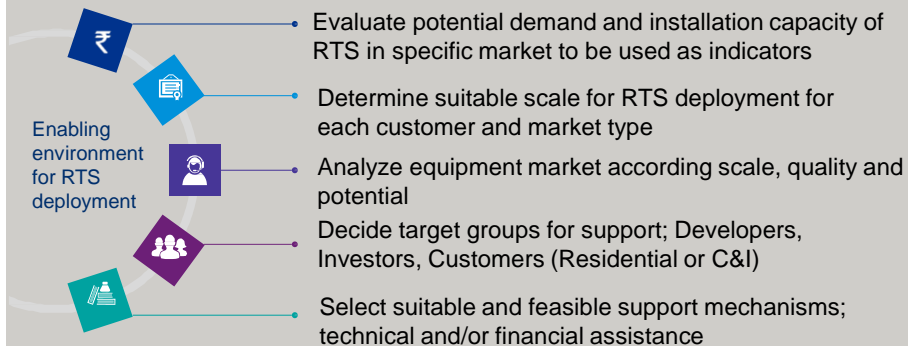


- Attract investors
- Increase distributed generation
- Residential, commercial and industrial

Major Initiatives

- 1 An initial assessment of Rooftop Solar Potential and Demand Aggregation for Implementation Plan
- 2 Development and adoption of common methodologies for enabling market
- 3 Development and dissemination of capacity building trainings
- 4 Facilitation of technical and financial assistance programs which will support the private sector in business development activities for RTS
- 5 Education and awareness-raising programs to promote RTS
- 6 Integration of Rooftop Solar with energy storage systems, supplemental applications for Smart City Programs can be considered as other applications to support RTS in Viet Nam

Strengthening Enabling Environment

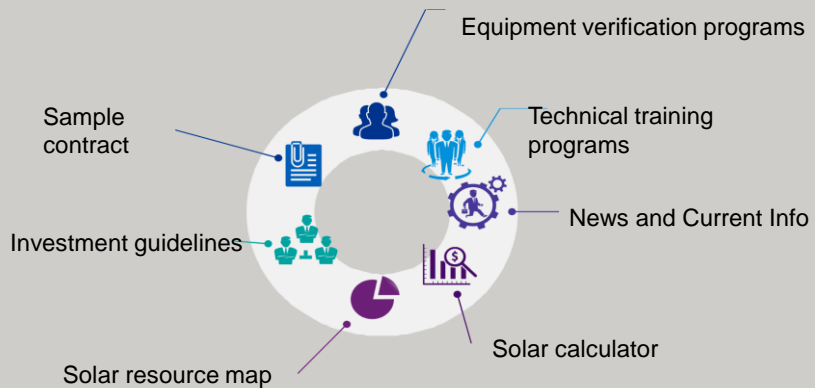


Education and Awareness Campaign

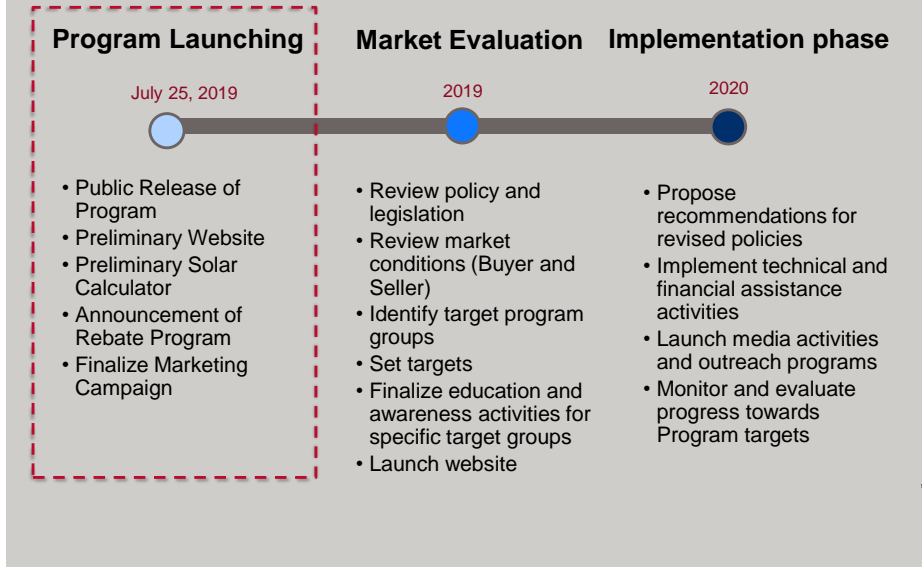


Website/Portal

www.rooftopsolar.com.vn



Next Steps



Thank you!

USAID Vietnam Low Emission Energy Program

