

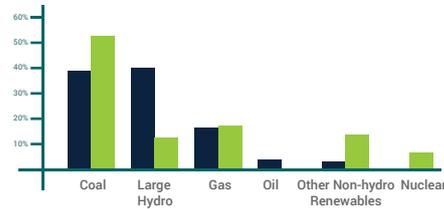
Ninh Thuan Solar Power Project

Context

Vietnam's energy demand is increasing at approximately **10% per annum** in line with the needs of its fast-growing economy. As hydropower is becoming more scarce, the government is committed to shifting the energy mix towards non-hydro renewables, with a target for solar power to represent **3.3% of national power output by 2030**.

Through a joint venture company, InfraCo Asia supported the development and implementation of Sunseap International Pte Ltd's (Sunseap) first solar project in Vietnam – one of the country's largest utility-scale solar farms.

Vietnam Electricity Generation by Source (2018 vs 2030)
Source: Ministry of Investment and Trade



Vietnam's Shifting Energy Mix

- 2018
- 2030



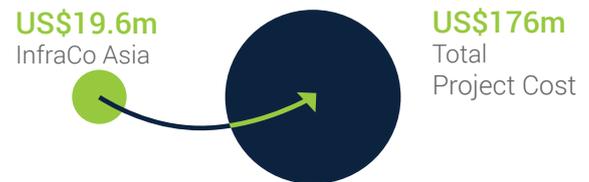
168MWp utility-scale solar farm located in Ninh Thuan Province, Vietnam

- Achieved commercial operation date (COD) on 15 June 2019
- Power generated is sold to national utility company Electricity Vietnam (EVN) at a feed-in tariff of USD 9.35 cents per kilowatt hour
- The project provides power to up to 192,000 people in the country

What InfraCo Asia Did

InfraCo Asia Development (IASD) provided **US\$10.6m** development equity, while InfraCo Asia Investments (IASI) provided a **US\$9m** loan facility to enable the financial closing of a **US\$176m** solar power project.

Previous efforts to secure financing for the Ninh Thuan Solar Power project were unsuccessful due to negative country risks assessments and concerns about the bankability of solar power purchase agreements (PPAs) in Vietnam.



InfraCo Asia shortlisted the project in 2017 with the intention to use its development expertise in Vietnam and funding to assist Sunseap in overcoming the difficulties faced with raising development capital from the market and sharing the development risk.



InfraCo Asia's participation facilitated the raising of limited recourse project financing from an offshore commercial bank. Along with InfraCo Asia's provision of development equity and a loan facility, this enabled the project to reach financial close in November 2018, entirely funded by foreign debt and equity.



Project construction was completed ahead of schedule and commenced commercial operations on 15 June 2019.



Developing the Ninh Thuan Solar Power project in partnership with Sunseap supports InfraCo Asia's aim to serve as a catalyst for future infrastructure development in the countries and sectors in which we work. We hope this project will serve as a benchmark for future investors, demonstrating the commercial viability, development impact, and environmental benefits that can be achieved." — Allard Nooy, CEO, InfraCo Asia

About PIDG

Since 2002, the Private Infrastructure Development Group (PIDG) has supported 183 infrastructure projects to financial close and provided 243 million people with access to new or improved infrastructure. PIDG is funded by six governments (the UK, the Netherlands, Switzerland, Australia, Sweden, Germany) and the IFC.

Development Impact



240,000
tonnes carbon emissions
reduced per annum



192,000
people will benefit from the power
generated by the solar farm



2000 short-term jobs
created in **Construction**

30 long-term jobs
created in **Operation**

Environment & Community

The Ninh Thuan Solar Power project has been developed to world-class environmental standards.

The Ninh Thuan Solar Power project company also invested in improving quality of life for the people living around the site. The project company funded construction of concrete roads surrounding the site along Phu Thuan Hamlet and Tan My Hamlet, My Son Commune, Ninh Son District. The roads, which are more than two kilometres long, help improve connectivity for the province, especially for the local farmers who rely on them to transport their agricultural produce.

About InfraCo Asia

InfraCo Asia Development Pte Ltd (InfraCo Asia) is a commercially managed infrastructure development and investment company of the Private Infrastructure Development Group (PIDG). InfraCo Asia receives funding from the governments of the United Kingdom, the Netherlands, Switzerland, and Australia.



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“ The Ninh Thuan Solar Power project is Sunseap’s first foray in Vietnam and affirms our mission to develop affordable and reliable solar energy solutions that benefit communities while saving the environment.

We are delighted to work with InfraCo Asia – the team’s professionalism, infrastructure development, project financing and in-country expertise have been instrumental to get to successful project implementation.

Frank Phuan and Lawrence Wu
Co-Founders, Sunseap Group