



UKRI

Innovate UK

ENERGY CATALYST ROUND 8 BROKERAGE VISIT TO VIETNAM

Visit dates:

Sunday 10 May – Friday 15 May 2020

Closing date for applications:

Friday 21 February 2020

ENERGY CATALYST (Round 8)

1.1bn people globally have no access to modern energy provision and a further 1bn have only intermittent access. Innovate UK’s Energy Catalyst programme aims to support businesses to develop innovative, sustainable energy technologies and business models to accelerate clean energy transition in developing and emerging economies. A key focus is to address the clean energy access challenge in Sub-Saharan Africa and South/South East Asia.

Energy Catalyst Round 8 will launch in quarter 3 of 2020 and is likely to follow similar scope and eligibility to Round 7 which had an early, mid and late stream. These brokerage visits form part of the collaboration-building to enable businesses to develop equitable partnerships between the UK and overseas organisations.

Energy Catalyst is currently funded by the Global Challenges Research Fund (GCRF) and Department for International Development (DfID) as part of their Transforming Energy Access programme who have invested more than £60m.

AIM OF THIS VISIT

The key objectives of the international brokerage trips are to help organisations applying for the Energy Catalyst Round 8 to gain an understanding of the energy

access issues in Sub-Saharan Africa and South/South East Asia and find links to potential partners who would be interested in submitting an Energy Catalyst Application.

Indicative list of 2020 GCRF visits: Ghana, Malawi, Nepal, Nigeria, Rwanda, S. Africa, Senegal, Togo, Uganda, Vietnam, Zambia.

There are three key parts to the visit:

- **Getting Ready:** Pre-visit briefing to provide background information on the market and training on how to improve your business and technology pitch for in-country brokering. Hints and tips session on applying to Innovate UK.
- **The Visit:** Access to NGOs, local businesses, academics and governments who will be able to provide information about local opportunities. They may also become potential partners to apply into Energy Catalyst Round 8.
- **Helping you make the best of the opportunity:** Companies will work with a designated advisor throughout a structured programme encompassing three main phases.

WHY VIETNAM?

The country’s robust industrialization process has fuelled a surging demand for energy in general and electricity. The GVN expects electricity consumption to grow by 10-12 percent annually through 2020 while the Economic Intelligent Unit estimated that demand for electricity will expand by 4.2% a year between 2018 and 2022, exceeding 191,700 GWh.

This demand is attributed to increasing industrial and residential use. Power shortages are expected during this period if adequate measures are not taken to increase the supply accordingly. It is also estimated that an additional capacity of 4,000 MW will be required per year on average from now through 2020 to meet demand, requiring an estimated \$19.1 billion of investment for infrastructure by 2035. (Source: [export.gov](https://www.export.gov))

ENERGY SECTOR IN VIETNAM

Vietnam’s power grid system is quite complex and spreads across the country, with a 500kV transmission line acting as the backbone to circulate electricity between regions to ensure regional load balance. Under the provisions of the Electricity Law, all investment in the trans-mission grid belongs to the capital arrangement of the National Power Transmission Corporation (EVN-NPT). The three main power sources are Hydroelectric, Coal Thermal and Gas Thermal, which account for the majority of the total power capacity in the first 9 months of 2018.

The proportion of households using electricity is 99.47%, equivalent to 27.41 million house-holds (6-2019). In fact, in many remote, isolated and border areas, people live sparsely. There are projects facilitating tens of kilometres of electricity wire for only a few dozen households to use. Monthly electricity bill per household is sometimes less than 20,000 VND (£0.66), but to collect, electricity workers have to travel half a day. Balancing economic efficiency to the electricity industry is difficult.

El Nino phenomenon and low precipitation brings difficulties to hydro-power production In the first half of 2019, Solar energy has made a great leap forward with a total installed capacity of 4,464 MW by the end of June 2019 and is expected to increase to 5,100 MW by the end of 2019. Goal for 2030: Hydro (17%), Thermal (57%), Renewable (21%), total of 129,500 MW (tripling 2018's figure). According to World Bank, the expected electricity consumption in 2018 - 2022 will gradually increase by 11% - 13% while that in 2023 - 2030 will be 9% - 10%, corresponding to the GDP growth rate of about 6.5%. Power shortage, especially in the South, is predicted to be very likely from 2021. Vietnam is considered to have the best wind resources in Southeast Asia, especially in the nearshore/offshore and onshore coastal regions in the south of Vietnam.

ELIGIBILITY

To qualify, organisations must be interested in applying for Energy Catalyst Round 8. They must also be working within technology that addresses all three areas of the energy trilemma and aiming to increase energy access in Sub-Saharan Africa or South Asia. They must also fall into one of the categories below.

- UK-based micro or SME business (given priority)
- Research technology organisation (RTO)
- Public sector organisation
- Academic organisation
- Charity

This programme employs the **De Minimis exemption regulation** (public support with a limit of €200,000 or £172,000). Eligibility is also subject to financial checks.

Companies that have joined previous GCRF visits may only apply if they can demonstrate:

- A positive impact of their previous participation in applying for the Energy Catalyst Round 7
- Clear additional benefit and impact through the application process

The maximum number of GCRF visits an organisation can attend is two.

BENEFITS OF THE VISIT

- Pitching to Vietnamese companies and organisations to find potential partners
- Group meetings with key industry players to help understand the energy landscape and energy access issues
- Group site visits and potential links to local companies, renewable energy plants and villages that use outstanding renewable energy technologies
- Pre-visit workshop in London, Tuesday 5 May 2020, providing market information and pitching training
- Your organisation's profile in the visit brochure
- In-market help and advice

DRAFT PROGRAMME

DATE	ACTIVITY
Saturday 9 May 2020 Sunday 10 May 2020	Depart London Heathrow Arrive Ho Chi Minh City
Monday 11 - Friday 15 May 2020	Cities visited: Ho Chi Minh City, An Giang and Hanoi Activities to include: Briefings, B2B meetings, networking reception, pitching sessions, meetings with key industry players, NGOs and academia, site and rural visits.
Saturday 16 May 2020	Arrive London Heathrow

A more detailed programme will be provided if your application is successful.

COSTS

On acceptance to the visit, a commitment fee of £500 will be taken from you. This will be returned on completion of the visit and feedback form. Non-attendance after formal acceptance will result in forfeit of the commitment fee.

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TRAVEL

This visit is part of GCRF. For approved organisations, Innovate UK will fund flights, visas, accommodation, in-country transport and group meals. GCRF does not cover travel and health insurance for the visit. **This must be obtained individually.**

Recommended vaccinations for Vietnam: hepatitis A, tetanus, typhoid. For some travellers: cholera, hepatitis B, Japanese encephalitis, rabies, tuberculosis. You will need to contact your GP or travel nurse to find out whether your existing vaccinations are up-to-date and whether you require additional ones.

HOW TO APPLY

To express an interest in participating, click here <https://www.eventbrite.co.uk/e/90956628725>

It is a competitive process. Places are limited and applications will be evaluated by a panel of experts from the organisers.

ADDITIONAL INFORMATION

For more information on the Energy Catalyst Round 8, please contact:

Alice Goodbrook, Innovation Lead – Energy, Innovate UK, T: +44 (0)782 6513 670, E: Alice.Goodbrook@innovateuk.ukri.org or Dr Nicola Lazenby, Innovation Lead – Energy, Innovate UK, T: +44 (0) 7342 088736, E: nicola.lazenby@innovateuk.ukri.org.

For any additional information related to the visit, please contact: Vanessa Vlotides, Head of International Business team, London Chamber of Commerce and Industry, T: +44 (0)20 7203 1838, E: GCRFVietnam@londonchamber.co.uk.