



Introduction to BECIS

2024

Our Shareholders

Aligned shareholders with a commitment to sustainability

SIEMENS

Siemens Financial Services

Siemens Financial Services (SFS) – the financing arm of Siemens – provides business-to-business financial solutions. A unique combination of financial expertise, risk management and industry know-how enable SFS to create tailored innovative financial solutions. SFS had assets of 28.9 billion Euro as of end of 2020.



FMO is a public-private development bank with investment in 85 countries. FMO offers companies and institutions financial products, expertise, and access to its network. FMO has a committed portfolio of €9.2 billion and is one of the larger bilateral private sector development banks globally.



Norfund is the Norwegian Investment Fund for developing countries. Norfund is owned and funded by the Norwegian Government. By year end 2019, Norfund had committed investments totaling 24,923 million NOK in 163 projects.

Kommunal Landspensjonskasse (KLP) is Norway's largest life-insurance company. KLP provides pensions, finance and insurance in the public and private sector. The KLP Group has total assets of NOK 765 billion.



Berkeley Energy, founded in 2007, has deep renewable energy and power engineering, construction, and investment experience in developing markets, where it is a focused investor, developer, and delivers renewable energy assets. Berkeley Energy has four funds under management with >\$600 million USD.



PORTFOLIO

We are active in China, Cambodia, India, Indonesia, Malaysia, Philippines, Vietnam and Thailand and continually expanding our global footprint.

Capacity

239.65

MWp Solar PV

40.47

tons/hour Steam

CO2 Reduction YTD

169K

Tonnes (until the end of Sep)

Trees Planted

2.79M

India

Cambodia

Thailand

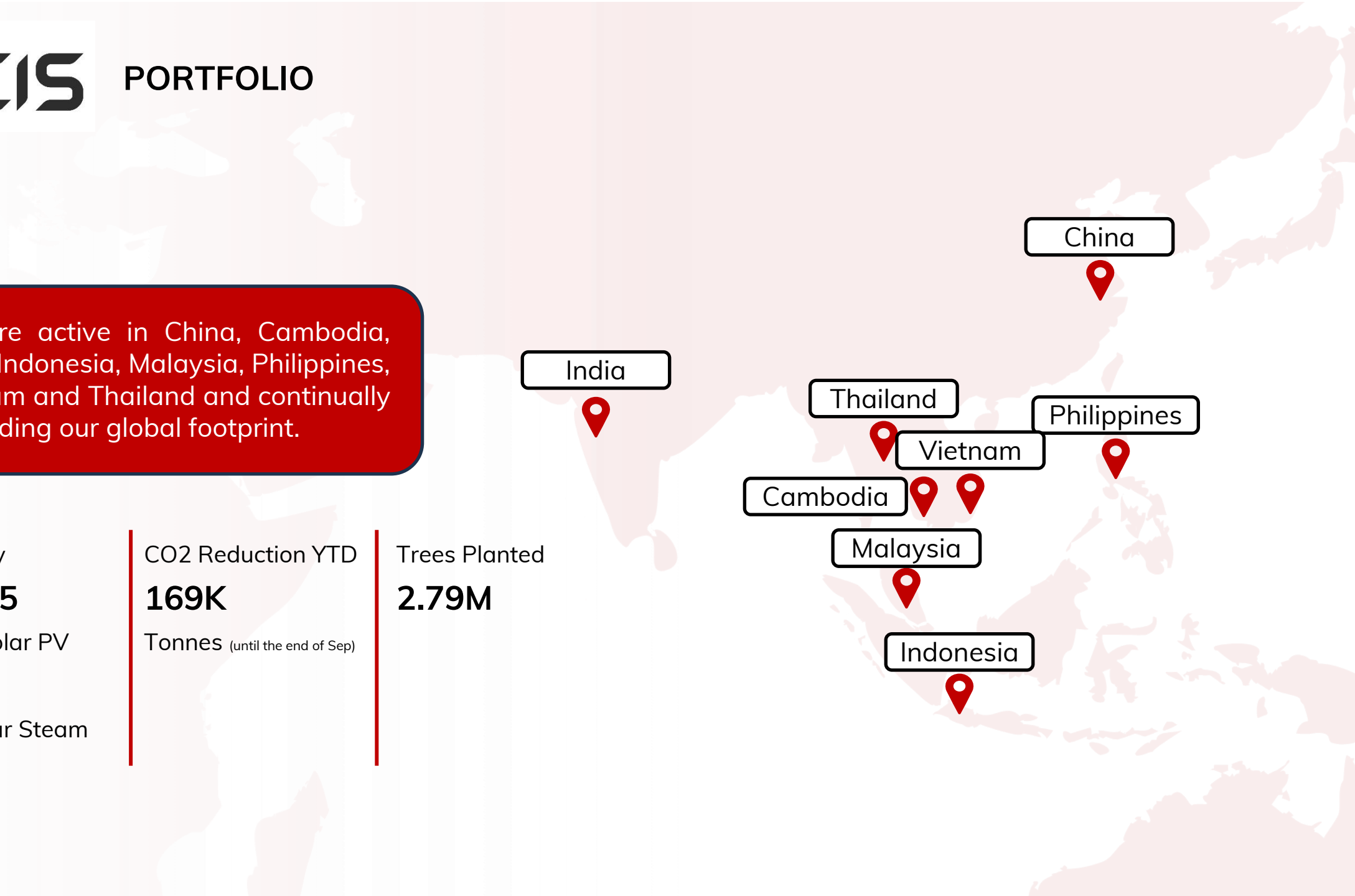
Vietnam

Malaysia

Indonesia

China

Philippines



Overview: a global leader and trusted partner providing energy solutions enabling our customers to achieve their sustainability goals

Markets

Established Strong Market Presence

India Thailand Indonesia China
Philippines Vietnam Cambodia Malaysia

Customers

Leading MNCs with a focus on sustainability

LG Nestlé Dole Tyson
reckitt Continental SIG
Heineken Kraft Heinz unicharm
Whirlpool MICHELIN DANONE

Sustainability

CO₂ >200,000 tCO₂e /year

ISO 9001
ISO 14001
RSB Roundtable on Sustainable Biomaterials Certified
SBA Sustainable Business Awards
ecovadis Business Sustainability Rating

ISO and Ecovadis certifications are planned and in progress.

Sectors

- 1 Pharma & Chemicals
- 2 Food & Beverage
- 3 Automotive Industry
- 4 FMCG & Durables
- 5 Commercial

Solutions

Electric Generation Thermal Generation Energy Efficiency

Key Numbers

- \$ 220 MUSD+ invested over 130 accounts
- 300MWp+ Solar PV Portfolio
- 80 tph Operating/Construction/Awarded Bioenergy
- 5 MWTh Heat Recovery

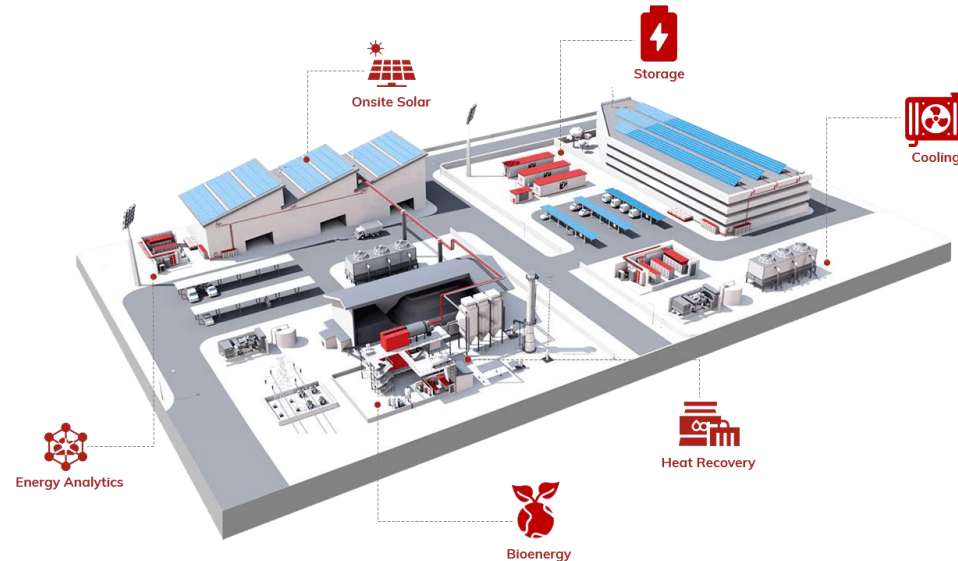
Energy as a Service (EaaS)

BECIS combines distributed energy solutions with in-depth expertise to bring our customers Energy as a Service.



Distributed Energy Services

Delivered Services

- Renewable Electricity
- Renewable Steam
- Chilled Water
- Hot Water
- Energy Storage
- Supply & Demand Optimisation



EXTENDED SOLUTIONS

-  Biogas
-  Cold Storage
-  Combined Heat and Power

Expertise & Capabilities

Investment

Readily available capital to eliminate or minimize customer CAPEX spend.

Design & Engineering

Engineered solutions with a focus on safety, longevity, and reliability.

Construction

Expert project management – reduces complexity for our customers.

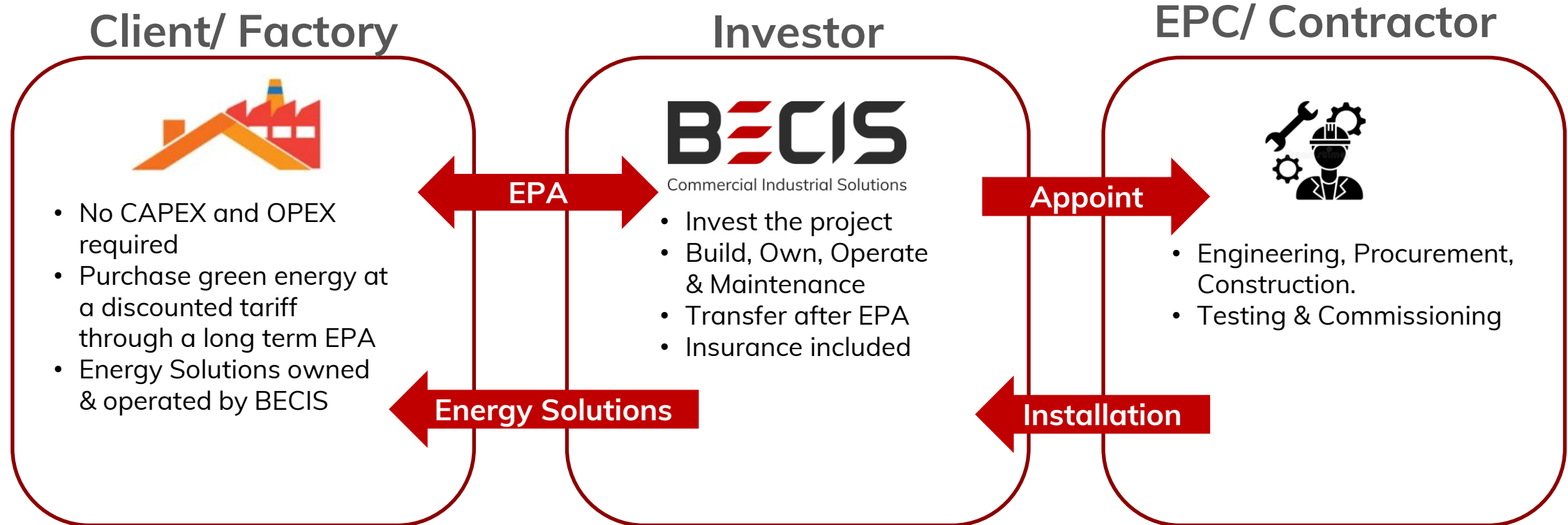
Asset Performance

On-going monitoring and maintenance ensuring reliable and safe delivery of energy & services.

Sustainability & Decarbonisation

Continuous expansion of solution offerings, allows customer to push further on sustainability objectives.

Business Model



Supporting our customers in their SBTi/Net-Zero sustainability journey

Customer Carbon Footprint



SCOPE 1

Direct emissions - Owned assets
 Stationary combustion (ex: gas boiler)
 Mobile combustion (ex: vehicles)
 Refrigerant leaks

SCOPE 2

Indirect emissions - Purchased energy
 Electricity
 Steam
 Heating / Cooling

SCOPE 3

Indirect emissions - Value / Supply chain
 Upstream & downstream activities
 Suppliers
 Distribution
 ...

Customer Sustainability Targets



RE100



SBTi and RE100 Scope 1&2 example targets

- 50% reduction Scope 1&2 by 2030
- 100% renewable electricity sourcing (RE100)
- Zero on site emissions (=Scope 1&2)

SBTi Scope 3 example targets

- 30% reduction Scope 3 by 2030
- 40% reduction in product footprint by 2030
- SBTi targets setting from suppliers/partner

- Energy Efficiency
- Cooling, Heating, Air Compressor
- Electrification of thermal processes











- PPA (Power Purchase Agreement)
- SPA (Steam Purchase Agreement)
- iRECs (Renewable Energy Certificates)
- Energy Efficiency

BECIS could propose customized solutions to the customer's partners to tackle Scope 3 emissions

SOLUTIONS SUMMARY

Services	BECIS Solutions								
	Solar PV	Biomass / Biogas	Heat Pump	Chiller / Refrigeration	Air Compressors	E-Boiler	Energy Analytics	Storage	Absorption chiller
Electricity	✓	✓ (CHP)						✓	
Steam		✓				✓			
Hot Water		✓	✓			✓		✓	
Cooled air / chilled Water		✓ (CCHP)		✓					✓
Heat Recovery			✓					✓	
Compressed Air					✓				
Energy Efficiency							✓		

KEY BENEFITS AT A GLANCE

Solutions	Solar	Battery & Solar	Bioenergy	Cooling	Heat Pump & Heat recovery	Energy Analytics
GHG Savings	20-40%	0-10%	60-90%	10-30%	30-50%	20-40%
Financial Savings	10-50%	10-20%	10-40%	10-30%	30-50%	20-40%
References at a glance	     		 DANONE		Electronic MNC in China	

Our Customers

HANSOLL
textile
UNISOLL VINA CO., LTD.

Vietnam



EAST-WEST SEED

Vietnam



Vietnam



Vietnam



Vietnam



Vietnam



Vietnam



Vietnam



Vietnam



Vietnam



Indonesia



Indonesia

Gemtek

Vietnam

Haier

Vietnam



Thailand

TATA MOTORS

India



Philippines & Thailand



Thailand



China



China



China

SIEMENS

China



Philippines

SHOWA DENKO

Vietnam



Thailand



Thailand



Thailand

JABIL

Malaysia



Thailand

MICHELIN

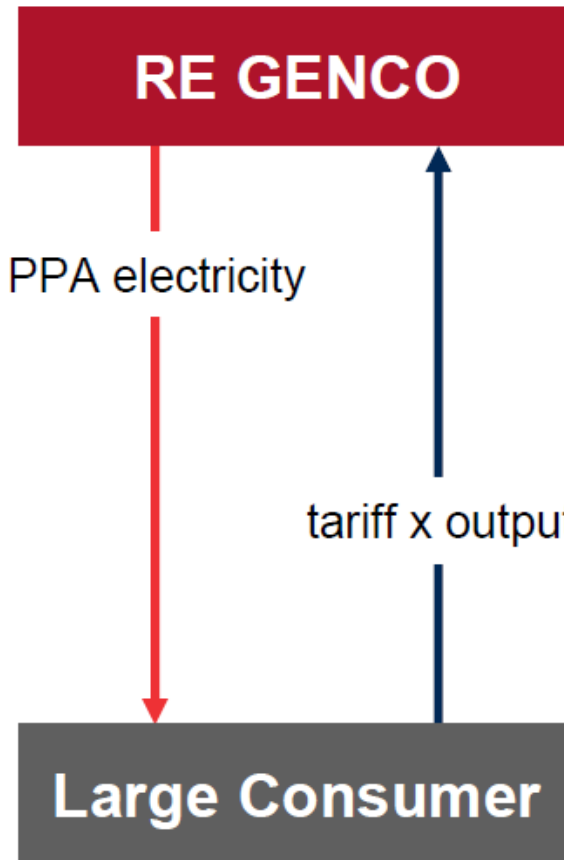
Thailand

DPPA Regulation Updated



Module 1: Physical corporate DPPA mechanism (Private grid)

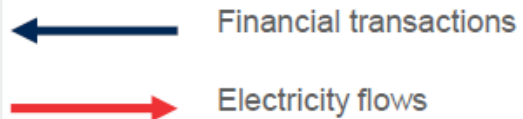
Private wire



Physical corporate DPPA

The power price is determined by mutual agreement by parties

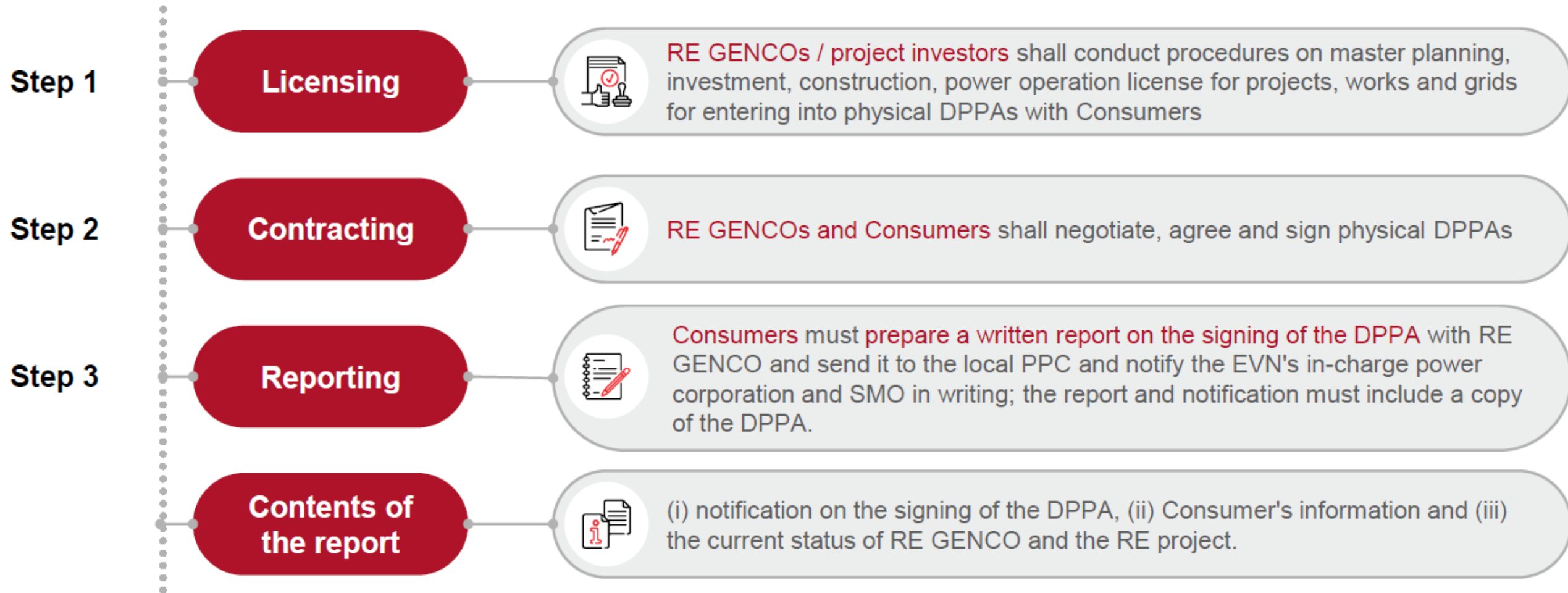
(Decree No. 80, Articles 6.1(b))



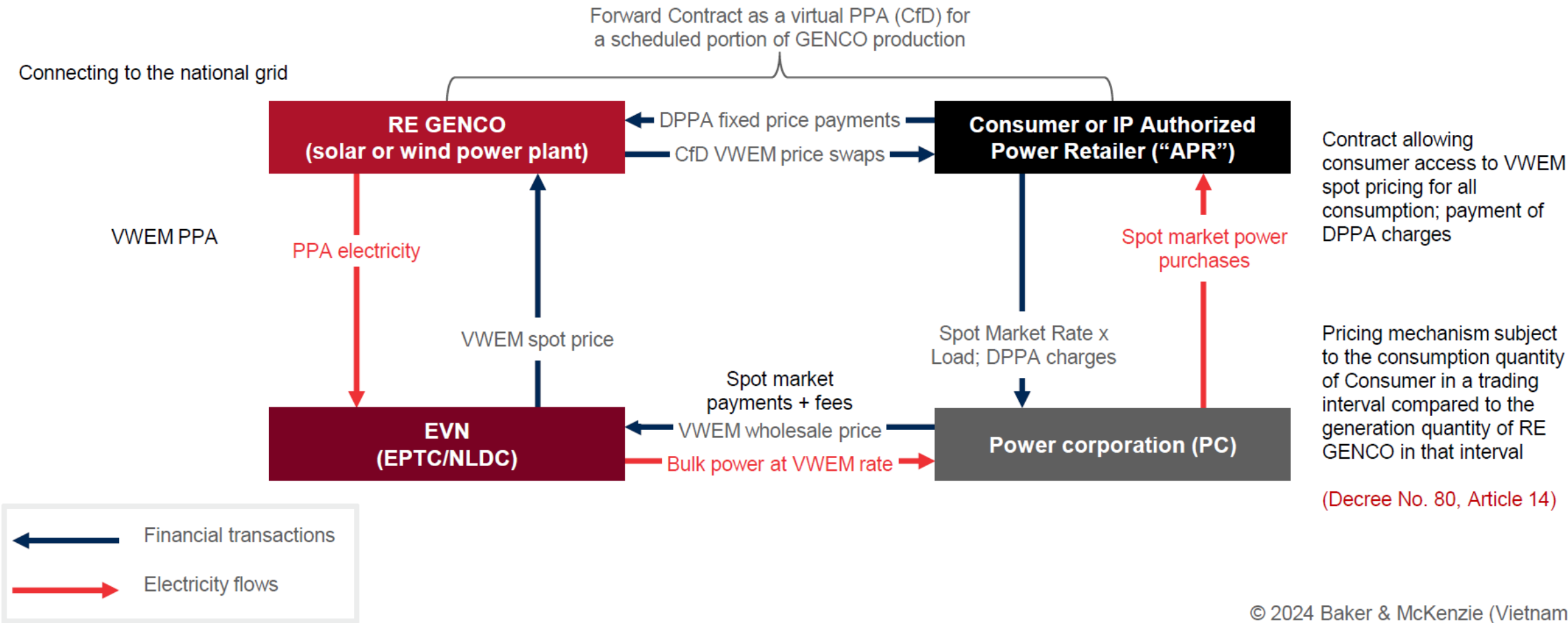
Module 1: Physical corporate DPPA mechanism

- The PPA between RE GENCO and Consumer must be in accordance with the Electricity Law and relevant laws
- Generally, the electricity price shall be determined by mutual agreement between contracting parties
- RE GENCO must negotiate, agree and sign PPA with EVN (or its authorized units) on capacity, output, and price for excess electricity output in accordance with regulations (Recommended from EVN, not higher 10% and selling price: 671 VND/ kWh)
- **Criteria required to qualify for DPPA mechanisms:**
 - Electricity entities owning solar, wind, small hydropower, biomass, geothermal energy, wave power, tidal, ocean current, other forms of renewable energy sources and rooftop solar systems and
 - Being granted or exempted from the electricity operation license according to the laws (3511 or 3512)
 - Consumer: Having an average consumption output of $\geq 200,000$ kWh (averaged over the most recent 12 months) and Registered output of $\geq 200,000$ kWh for new factory (< 12months bills)
 - No cap on the capacity of power plants (system size/ output)

Module 1: Physical corporate DPPA mechanism – Steps Required



Module 2: Synthetic corporate DPPA Mechanism VWEM (National Grid)



Module 2: Synthetic corporate DPPA Mechanism VWEM

- The PPA between RE GENCO and EVN with determined spot price. DPPA between RE GENCO and Off-taker (consumer) with CfD price. If spot price < CfD, Consumer will pay the balance to RE GENCO to match the CfD price, on other hand, If spot price > CfD, RE GENCO will pay the balance to Consumer to match the CfD price.
- **Criteria required to qualify for DPPA mechanisms:**
 - Being the power generation company owning a grid connected wind or solar power plant with an installed capacity of 10 MW.
 - Being granted or exempted from the electricity operation license according to the laws (3511 or 3512)
 - Synthetic DPPA only applies to grid connected wind or solar power plants with Capacity cap 10 MW (such plant must have sufficient infrastructure and facilities to operate in the mechanism, i e information system and SCADA system)
 - Being manufacturing consumers with Purchasing power at 22 kV of voltage level from EVN's Power Corporations or power retailers.
 - Having an average consumption output of $\geq 200,000$ kWh (averaged over the most recent 12 months) and Registered output of $\geq 200,000$ kWh for new factory (< 12months bills)



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