

Berkeley Energy Commercial Industrial Solutions (BECIS) enters Vietnam to service our customers

Singapore, 28 July 2021

BECIS's entry into Vietnam supports the company's strategy of supporting our high quality commercial and industrial customers with distributed energy solutions in all key markets in South East Asia including already established presence in Thailand, Indonesia, the Philippines, Malaysia and Cambodia (as well as India and China).

Vietnam is a market with substantial opportunity driven by attractive economic growth, strong regulatory support and a sizeable commercial and industrial base for BECIS to provide our "Energy as a Service" model. BECIS utilises a range of distributed energy solutions including onsite solar, storage, bioenergy (steam and combined heat and power), biogas and demand side management. To enable BECIS's market entry and start with a substantive on-the-ground presence, BECIS is very pleased to announce the acquisition of Solar Power Utility Company (SPUC) which will become BECIS Vietnam.

Being one of the first companies offering onsite solar solutions to commercial and industrial customers in Vietnam, SPUC has a leading and established team with a long-term commitment to helping customers achieving their targets of sustainability, cost efficiency and energy resilience.

BECIS is also very pleased to partner with Dragon Capital, Vietnam's leading institutional asset manager, who are a founding shareholder of SPUC and will continue to be a co-shareholder with BECIS in Vietnam.

This will enable BECIS Vietnam to continue growing and offer their clients additional distributed energy solutions under the 'Energy-as-a-Service' operating model. BECIS solution offerings include renewable energy (solar PV and bioenergy), combined heat and power, storage systems, hybrid solutions and energy management solutions.

"Vietnam is a very important market for BECIS to complete our ability to serve our customers regionally in all major markets in Southeast Asia. We are very pleased to have the team from SPUC join BECIS as well as benefiting from partnering with Dragon Capital as we continue to build on the success already delivered by the team", said Kunal Mehta, CEO of BECIS.

"This further demonstrates our commitment to helping our customers achieve their sustainability targets and is an exciting new phase in our journey as BECIS Vietnam. We have built a reputation for quality and have become a name trusted by many customers to support them in their distributed energy solution plans as a long-term partner. This will enable us to expand both our team and services and as part of BECIS, be a leading service provider in Vietnam", said Rob Santler, Managing Director of BECIS Vietnam.

About Berkeley Energy Commercial Industrial Solutions (BECIS)

Berkeley Energy Commercial Industrial Solutions ("BECIS") is a leading Energy as a Service provider to high quality commercial & industrial ("C&I") customers. BECIS was established in 2019 and is headquartered in Singapore. BECIS benefits from an aligned and strategically beneficial shareholding group including Berkeley Energy, FMO, Siemens and Norfund-KLP.

We deliver, operate, and maintain distributed energy solutions adopting the 'Energy-as-a-Service' operating model currently in eight countries (Thailand, India, Indonesia, Malaysia, China, Philippines, Vietnam, Cambodia). For more information, please visit: www.be-cis.com

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