Terms of Reference

Energy Finance Advisory expertise for Climate Solutions Partnership (CSP) for select companies in Vietnam and Indonesia

**Name of Programme Team: Climate Solutions Partnership Energy Transition (CSP-ET)**

**Overarching purpose:** To facilitate 5 companies from a sector (textiles and energy efficiency (EE)/ textiles and renewable energy (RE)) in Vietnam and 3 companies (textiles/hotels/supermarkets) in Indonesia  to raise finance for their clean energy projects.

**Background:**

WWF is one of the world’s largest independent conservation organisations, active in nearly 100 countries. Our supporters – more than five million of them – are helping us to restore nature and to tackle the main causes of nature’s decline, particularly the food system and climate change. We’re fighting to ensure a world with thriving habitats and species, and to change hearts and minds so it becomes unacceptable to overuse our planet’s resources.

[Climate Solutions Partnership](https://www.wwf.org.uk/who-we-are/who-we-work-with/hsbc) (CSP) is a five-year philanthropic collaboration between HSBC, WWF and WRI which aims to scale-up climate innovation ventures and nature-based solutions, remove deforestation from palm oil supply chains and increase sustainable production and consumption, and help transition the energy sector towards renewables in Asia, by combining our resources, knowledge and insight.

[The Energy Transition pillar](https://www.wwf.org.uk/what-we-do/projects/energy-transition-asia) of the Climate Solutions Partnership aims toacceleratea fairand affordabletransition to a resilient, net zero economy in China, India, Indonesia and Vietnam by removing barriers and incentivising renewables and energy efficiency technologies.

The Energy Transition Pillar of the Climate Solutions Partnership focusses on:

Raising corporate and Government ambition: Working with fast-growing sectors such as textile and technology, as well as industrial parks pilot, implement and scale clean energy solutions.

Growing low carbon and financing opportunities: Advocating on clean energy transition solutions, national and subnational policy and regulations needed to remove barriers to commercialise renewable energy at scale and mobilise finance to accelerate deployment of clean energy solutions.

Demonstrating efficient and renewable energy solutions: Providing technical assistance to local companies, electric utilities to help evolve their business, service models and commercial offerings to be driven by efficient and renewable energy solutions.

Sharing knowledge and building capacity: Facilitating regional and bi-lateral sharing of best practices to help economies learn from each other and push the pace of Energy Transition.

**Project scope and objectives:**

Many companies interested to decarbonise face challenges to raise finance to implement renewable energy projects due to substantial upfront investment, limited financial products, uncertain regulatory environments. This exercise aims to facilitate access to finance to select companies working with WWF Vietnam and Indonesia as part of the Climate Solutions Partnership Energy Transition work.

WWF Vietnam (VT): Works with 20 companies in textiles, food and other sectors in 3 industrial parks on adopting EE/RE solutions based on the GHG/EE audit reports.

WWF Indonesia (INDS): Supports suppliers of global brands such as Adidas, Artotel hotels and SuperIndo to set decarbonisation plans and raise finance for clean energy projects as well as supporting the banks to create bespoke financial products suited to the projects and the know-how to identify clean energy demand.

**Roles and responsibilities [*if applicable*]**

WWF-UK is leading this piece of work, with close participation of WWF offices in Indonesia and Vietnam delivering the CSP-Energy Transition work.

**The service provider to work with WWF CSP-ET teams to:**

1. Work with the WWF VT and INDS teams to understand their CSP-Energy Transition work on energy efficiency and decarbonisation recommendations for companies.
2. Map the green finance or sustainable finance solutions offered by the financial institutions (MDBs (Potential funders identified: International Finance Corporation), DFIs, PSPs, etc) locally and identify the challenges and gaps (fiscal frameworks needed) in scaling these green financial products for clean energy projects including  the barriers for companies to raise finance and for financial institutions to fund small scale clean energy projects in both countries.
3. Identify local banks in Vietnam and Indonesia with green/sustainable finance products interested to fund clean energy solutions or financial institutions with limited experience interested to finance clean energy projects.
4. Interact with the companies that WWF VT and INDS work with on energy and GHG audits and identify 5 companies in Vietnam and 3 companies in  Indonesia  that are keen to implement EE/RE practices but unable to raise finance due to lack of understanding of green financial solutions. (To note that some Indonesian banks, if not all, have no experience in developing such products and how to identify the needs hence need assistance.)
5. Evaluate and provide feedback/inputs on the financial needs of the companies to implement the clean energy projects based on the financing need assessment analysis conducted by the local consultant.
6. Facilitate discussions (FGD, meetings, etc) or meeting between the companies and/or the financial institutions (MDBs (Potential funders identified: International Finance Corporation), DFIs, PSPs, etc) potentially fund the identified clean energy projects.
7. Develop green/sustainable finance product structure strategy, based on common practices, collaborating with Local Consultant in provides the local context.
8. For Indonesia, evaluate existing transition plans and establish science-based milestones and key performance indicators (KPIs) in collaboration with companies, utilizing best practices frameworks.
9. For Vietnam, map the role and impact of the carbon market which is expected to be piloted in 2025 on driving the clean energy market. Compile information for companies on how they can participate in it.
10. Share lessons learned with companies, govt. stakeholders and financial institutions in Vietnam and Indonesia through events or workshops and relevant Asian energy events by December 2024.
11. Compile a report by December 2024 of the approach and recommendations to facilitate energy finance access for companies.
12. Language Required :Vietnamese, Bahasa and Summarised reports  for both countries in English

The service provider shall:

* be under the direction of the WWF staff managing this project;
* commit to regular check-ins with WWF (at least weekly/fortnightly/monthly) and inform WWF if and when issues arise between these check-ins;

WWF shall:

* Work closely with the selected supplier;
* Provide feedback on draft versions of the report;
* Provide a list of resources which can be used as a starting point for research (including prospective interviewee names and documents);
* Be on hand to answer queries;
* Provide final sign-off of report.

Third Party at WWF country offices shall:

* Assist in assessment of proposals and selection of service provider;
* Be informed of progress and consulted if issues arise;
* Provide feedback on any draft version of the research;
* Facilitate introductions with industry experts.

**Submission of Proposal:**

Proposals should include :

* Relevant background of the service provider involved, CVs of consultants   
  who will participate in the project.
* Please ensure that the fee proposal are fully broken down and itemised, with rate and quantity information included. If VAT registered, please ensure application of VAT is clear. Please include any NGO discounts you may wish to offer. If relevant, please list any anticipated travel expenses separately.
* Detailed timeline for delivery, final report expected by Dec 2024.
* Provide proof of legal status/appropriate authorizations to implement this task in Indonesia and Vietnam or presence of partners in these countries.
* Demonstrable experience and expertise in green/sustainable financing mechanisms especially for clean energy solutions such as renewable energy and energy efficiency. The consultant or team of consultants should have a degree in finance, economics, climate change, renewable energy, social sciences, or any other relevant degree.
* Demonstrable evidence of research and policy analysis skills and competencies with presence in Indonesia and Vietnam.
* Understanding of energy issues, national, regional, and global energy trends and experience of working on climate change and energy projects or clean energy investments.
* Evidence of previous experience in related tasks and expertise in conducting similar matches between financial institutions and companies.
* Experience in policy and advocacy targeted at the financial solutions for scaling clean energy solutions.
* A brief overview of your organisations environmental and social activities

The proposal should be no longer than 5 or 6 sides plus CVs of participating consultants/suppliers

Proposals will be assessed using a selection of criteria, likely including: fit to brief, previous experience of consultancy, how quickly the work can be completed, value for money, credible proposed methodology.

**Closing date to submit proposals:** 19th July 2024

**Delivery of final report**: December 2024

**Issue Date:** 25th June 2024

**Commissioned by:** WWF-UK, Living Planet Centre, Brewery Road, Woking, GU21 4LL

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**Contracting with WWF-UK:**

It is our requirement that an appointed external partner adopts our standard terms and conditions for engaging with us. These are included within the tender documents. *Please confirm you are willing to accept these terms. Should you have any amends you wish to make, these will need to be discussed with the WWF-UK legal team.*

WWF-UK asks all suppliers to comply with the Supplier Code of Conduct and WWF-UK 3rd Party Expenses Policy. Both documents are enclosed within the tender pack. *Please confirm your acceptance of both.*

All contracted suppliers are required to register on Panda Purchasing (WWF-UK’s PO and invoice system). *Should you be successful in your bid, please confirm you will be willing to register on the system.*