

**CALL FOR EXPRESSION OF INTEREST (EOI):
Unsolicited Solar PV Projects**

Subject: Investment and Development of Distributed Solar PV Projects (Independent Power Producer Model)

Project: Mitigation Action Facility: Market-Driven Solar Power Solutions implemented by UNDP and UNCDF

Issuing Agency: Department of Energy (DoE), Ministry of Energy and Natural Resources

1. INTRODUCTION

The Department of Energy (DoE), in partnership with the Bhutan Trust Fund for Environmental Conservation (BTF), the United Nations Development Programme (UNDP), the United Nations Capital Development Fund (UNCDF) and supported by the Mitigation Action Facility (MAF), is designing the **Green Financing Facility (GFF)**. The facility aims to catalyze and enable private-sector investment in generation of solar PV across Bhutan to achieve the national targets of 1 GW of solar capacity by 2030 and 5 GW by 2040. The facility will also promote **gender equality and social inclusion (GESI)** by encouraging the participation of women and youth-led enterprises and fostering inclusive employment and business opportunities within the emerging solar PV market.

This EOI invites Bhutanese Renewable Energy Service Providers (RESPs) and potential investors to register their interest in developing these projects under a **Build-Own-Operate** framework.

2. EOI Overview

The key purpose of this EOI is to i) assess and demonstrate the strong market demand and investment potential for solar PV in Bhutan, ii) identify a pipeline of investment ready Solar PV projects in Bhutan, iii) ensure that the Financing Mechanism under the Green Financing Facility is fit-for-purpose.

This initial EOI is therefore not a **funding application**, but it is a crucial step in building a credible national pipeline that will allow us to identify the potential for investment in Solar PV and Battery Energy Storage System (BESS) in Bhutan and its scalability. **By participating, companies help to showcase the depth of private-sector interest, the commercial viability of proposed projects, and the readiness of the market to scale, which is a key requirement to attract funds from the Mitigation Action Facility.** Submissions will strengthen the case for concessional capital to be deployed in Bhutan, ultimately enabling affordable financing and de-risking instruments that will directly benefit participating developers in the subsequent


funding phase. We strongly encourage companies to respond and position themselves early within this emerging pipeline of priority Solar PV investments.

Unsolicited Projects: We welcome all actors interested in providing Solar PV on rooftop solar (on hotels, industry roof, etc) to ground mounted solar to apply to this EOI with the following responsibility.

- a. Private-sector actors are required to not only identify key locations but also identify government land if required for Solar PV (rooftop and/or ground-mounted) in Bhutan and prepare and submit an EOI.
- b. Private sector businesses are expected to conduct their own independent technical feasibility and financial due diligence prior to submission of an EOI.

Table 1: Information for EOI

In this call for Expression of Interest, capitalized terms and expressions shall have the below meaning attributed to them or as elsewhere defined in this document, unless the context requires otherwise.

Applicant	Means a registered formal entity or prospective proponent applying to this call for Expression of Interest.
Deadline	This is a rolling call for Expressions of Interest (EoI). The first deadline for this call is on 30 April 2026 at 11:59 PM (GMT+6) (Thimphu time). The frequency of future EoI calls will be determined at the discretion of UNDP, BTF, DoE and UNCDF. Please note that these parties are not obligated to issue subsequent calls for EoI.
AMA virtual session	AMA session is scheduled on 3rd April 2026 @3-5 pm Bhutan Time .  https://teams.microsoft.com/meet/38214208406973?p=eFpSwHZx4mNAQdSPxb
Eligibility criteria	Means the eligibility requirements with which the applicants must comply with as listed in Section 5 of this Document.
Expression of Interest/EoI	Means an application submitted to the call for Expression of Interest submitted within the Deadline. Please note that EoI does not imply awards of funding but rather identification of prospects.

3. FINANCING SUPPORT

BTF and UNCDF from this Financial Component, aim to set up a Green Financing Facility (GFF), to provide a flexible financial mechanism to Renewable Energy Service Providers (RESP). Eligible Solar PV business/start-ups/prospective proponent, interested to form a Special Purpose Company, will bid to provide solar PV solutions on a particular site using the identified technology solution through projects submitted by the private sector.

The concessional component (designed as concessional equity) under the GFF financing structure, provides 15-20% of total project capital as low-cost concessional equity, coordinated and disbursed through BTF. This tranche sits subordinated to senior commercial debt, reducing repayment risk for lenders and enabling commercial banks to lower their own interest rates. By blending this highly concessional capital with market-rate loans and private equity (a minimum of 15% is required), the facility significantly lowers the weighted cost of capital, making rooftop solar viable at affordable feed-in tariffs.



The facility provides a **blended finance package** to de-risk investments for local financiers and developers. Each project or **Special Purpose Company (SPC)** will follow this capital structure:

- **Commercial Debt (65–70%)**: Senior debt supported by first-loss guarantees to lower interest rates.
- **Concessional Equity (15–20%)**: Subordinated low-cost capital provided via BTFEC to improve project bankability.
- **Developer Equity (15%)**: Minimum equity contribution required from the RESP to ensure institutional commitment.

This framework targets a total capacity of **100 MW** across the **commercial, education, and other sectors**. Funding is disbursed in **milestone-based phases** upon the successful structuring of all financing layers.

4. THE BUSINESS MODEL

The GFF supports the solar developers and creation of long-term energy assets.

Independent Power Producer (IPP): Selected partners will not just build the plants but will own and operate them for a concession period of **25 years**.

Special Purpose Company (SPC): Successful applicants will be required to incorporate a Special Purpose Company (SPC) to sign the Power Purchase Agreement (PPA), access financing from GFF and service the debt.

5. ELIGIBILITY CRITERIA

Applicants must demonstrate the following capabilities:

- **Basic Eligibility:**
 - Applicant is a legally registered company or prospective proponent in Bhutan, proposed projects involve Solar PV (rooftop or ground-mounted).
 - Entities shall not have been the subject of bankruptcy, liquidation, judicial settlement, safeguarding, cessation of activity or any other similar situation resulting from a similar procedure.
 - Entities must have documents ready for confirmation that they meet the eligibility criteria including certificate of compliance with the tax authorities and any other documentary evidence that might be requested besides the EOI application form.
- **Financial Capacity:** Capacity to contribute a **minimum of 15% equity** (in cash or capitalized assets) towards the SPC structure.
- **Technical Experience:** Proven track record in the design, installation, and maintenance of solar PV or electrical infrastructure for the registered company.
- **GESI Priority:** A specific window is ring-fenced for **Women-Led Enterprises** (defined as having a female CEO with min 33% female work force or min 50% female in decision making with min 33% female work force) . These firms will receive priority access to the Business Incubator.

6. SUBMISSION REQUIREMENTS

Interested parties are requested to submit a proposal in English containing:

Category	Description & Required Details	Submission Format
1. Applicant Profile	Registered Company: Legal name, License Class, and Beneficial Ownership details. Prospective proponent: Individual's name	Corporate Profile/Valid Business Licenses/ Citizen ID copy
2. Investment Interest	Explicit confirmation of interest in the “Build-Own-Operate” (BOO) model.	Signed Letter of Interest on Company Letterhead or a letter of intent
3. Financial Readiness	Statement confirming the firm/individual ability to meet at least 15% Equity for a project proposed, Indicate the source of financing. <input type="checkbox"/> own cash, <input type="checkbox"/> remittances, <input type="checkbox"/> savings, <input type="checkbox"/> borrowing from family, <input type="checkbox"/> borrowing from neighbours, <input type="checkbox"/> commercial debt, <input type="checkbox"/> other, <i>please specify here:</i>	Commitment letter indicating the source of financing & Past 1-2 years income/revenue figure
4. Project Concept	A 5-page concept covering site location (Lat/Long, Elevation), capacity, desktop assessment, implementation plan, and technical design. Typology (roof top or ground-mount)	Concept Note with site layouts/photos
5. Technical Team bio	Key personnel and certifications, disaggregated by sex to demonstrate existing human resource capacity. *Applicable only for registered companies.	Team Table & Bio, qualification, relevant experience and Gender

6. Good Standing	Confirmation of no debarment, pending litigation, or adverse findings. *Applicable only for registered companies.	Credit Information Bureau (CIB) Certificate (PDF)
7. Gender Equality and Social Inclusion (GESI) Compliance & Disclosure	Confirmation of " Women-Led " status (if applicable) AND commitment to policies for safe/inclusive workplaces (addressing Sexual Exploitation and Abuse (SEA)/Sexual Harassment and equal opportunity).	Signed Integrated GESI Declaration & Policy Commitment

The applicant must submit a complete application form online through the <https://form.jotform.com/261020967284054>

For additional information contact dechend@moenr.gov.bt and tashi.lham@undp.org.

8. DISCLAIMERS

Market Survey Only: This EOI is for market assessment and pre-qualification. It does not constitute a commitment to fund or an offer of a contract.