INCEPTION REPORT
PROJECT TITLE: “PROMOTION OF ENERGY EFFICIENCY IN SUPPORTING AND FOOD PROCESSING INDUSTRIES IN VIETNAM”
GRANT REF. NUMBER: ETP/VIE/EEIW-5/2023

DATE SUBMITTED: 25 MAY 2023
**PROJECT INFORMATION AND RESOURCES**

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<th><strong>Project title:</strong></th>
<th>Promotion of Energy Efficiency in Supporting and Food processing Industries in Vietnam</th>
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<tr>
<td><strong>Grantee Name:</strong></td>
<td>Vietnam Chamber of Commerce and Industry</td>
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<tr>
<td><strong>Responsible Person:</strong></td>
<td>Ms. Nguyen Thi Thanh Huyen</td>
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<td><strong>Telephone Number:</strong></td>
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<tr>
<td><strong>Project Starting date</strong></td>
<td>16 May, 2023</td>
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<td><strong>Project completion date</strong></td>
<td>30 April 2025</td>
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<td><strong>Approved Total Budget (US$)</strong></td>
<td>US$ 250,000</td>
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<td><strong>Latest Signed Amended Budget (US$)</strong></td>
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I. Executive summary

Vietnam continues to experience high economic growth compared to regional and global economies. Average gross domestic product (GDP) growth rate reached approximately 7% during 2001-2010\(^1\), dropped to 5.91% during 2011-2015\(^2\) and gradually recovered to 6.8% from 2016-2019\(^3\). This economic growth, in combination with urbanization and rapid population growth, has boosted demand for energy.

Despite the rapid industrialization and the large potential of energy saving and GHG emission reduction in food processing and supporting industries, the application of Energy Efficiency (EE) solutions is still very little due to different barriers. First, there is insufficient understanding of EE, sustainability, and green manufacturing. The manufacturers tend to ignore EE solutions and are not ready to learn and apply those solutions in their production processes because of low electricity price, limited financial and technical capacity in auditing energy consumption and accessing appropriate financing sources for investments. Second, the manufacturers in both industries have insufficient capacity to develop “bankable" EE projects (EEPs) due to limitation of qualified local experts for energy audit and EE project development. The manufacturers are also reluctant to employ qualified experts to support them due to their limited financial capacity and the uncertainty of the projects’ success. Finally, the ESCO business model has not earned remarkable credit from the manufacturers. The legal framework for ESCO business development has not been well established and the manufacturers’ understanding of the ESCO model is very limited. Besides, there is a lack of legal framework for ESCO business model to operate such as lack of a standardized measurement tool to certify the saved energy volume in an ESCO project; the lack of a standard ESCO contract template and the lack of financial incentives for EE projects.

The general objective of Project “Promotion of Energy Efficiency in Supporting and Food Processing Industries in Vietnam” is to enhance EE in supporting and food processing industries through increasing public and private-sector awareness of renewable energy (RE) & EE practices, supporting private sector to access financing for their EE investments, networking among manufacturers, financiers and Energy Service Companies (ESCOs), piloting an EE benchmark-marking for the two industries and developing a road-map for establishment of ESCO Association in Vietnam. This objective will be realized through a combination of technical support, capacity enhancement for EE and conservation, training/coaching on preparing proposals for bankable EE projects, working towards compliance of efficient energy to supply chain standards of global brands. This project will result in more efficient resource utilization, responsible production supply chains and practices, improved social and environmental conditions and reduced carbon emission in the two most energy-intensive industries of Vietnam.

The project will focus its activities in two key industrial regions: Industrial Zones in the Northeast Region (with the strength of supporting industries) and Industrial Zones in Mekong Delta (with the strength of being the largest food production area in Vietnam). In accordance with the proposal, project activities may start at 3 key provinces (Vinh Phuc, Ninh Binh, Can Tho) and continuously spread to surrounding provinces.

The main outputs of the project include the following:

a. 100 food processing and supporting manufactures have improved management practices to more efficient energy consumption in production and a better utilization of available energy resources

b. 10 factories will be supported in developing bankable energy efficiency projects

c. 3 industries enterprises adopting improved energy efficiency technologies.

d. A EE network (manufacturers, ESCOs, financiers and relevant stakeholders...) establishment

e. A road-map for an ESCO Association establishment

f. A scale-able EE bench-marking tool establishment

In the pre-project phase, Vietnam Chamber of Commerce and Industry, as the project leader and coordinator, connected and built a network of technical experts, consultants, government authorities, business associations, industry associations, financial institutions, international organizations and other stakeholders in the value chain of food processing industries and supporting industries.

In the inception period, VCCI and the consultant team of Yuko Vietnam organized a kick-off meeting with ETP on 25 May 2023. This meeting provided the general essential information, requirements and instructions on ETP and its working mechanism; the detailed scope of project and work plan to implement all the project activities as well as the relevant information exchange and discussion, which would be a good foundation to proceed with the next activities of the Assignment and facilitate for a strong collaboration with relevant stakeholders to support the implementation of the project.

1. Introduction

1.1. The Assignment

Under the scope of 2021 United Nations Climate Change Conference (COP26), Prime Minister Pham Minh Chinh affirmed that although Vietnam is a developing country and has only begun to industrialize over the past three decades,\(^1\)


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Vietnam Chamber of Commerce and Industry - Progress/Milestone Report – 2023 - 2025
Vietnam has a huge potential for energy transition and greenhouse gas emission reduction. In terms of renewable energy, Vietnam will develop and implement strong greenhouse gas emission reduction measures with its own resources, with the cooperation and support of finance and technology transfer from the international community, especially developed countries, including implementing mechanisms under the Paris Agreement, to achieve “net-zero” emission by 2050. Accordingly, Mr. Nguyen Hong Dien - the Minister of Industry and Trade - also spoke at a roundtable on the sidelines of COP26, affirming that Vietnam will embark on cutting coal-fired power output, aiming to double its wind and solar power generation capacity to 31-38 gigawatts by 2030.

According to the report of the General Statistics Office of Vietnam, in the period of 2010 - 2019, energy consumption in Vietnam increased rapidly by an average of 4.3% p.a. According to statistics of the Vietnam Electricity (EVN), Vietnam has 2,961 key energy users (which has the energy consumption of or over 1,000 TOE, equivalent to 6 million kWh/year), accounting for 33% of the total electricity consumption of the country. Most of Vietnam’s key energy users are industrial production enterprises (more than 2,400 enterprises, including food processing and supporting manufacturers), accounting for over 47% of the total national energy consumption.

The number of enterprises operating in the food production and processing industry is not much (accounting for nearly 1% of the total number of enterprises in the country), but this is one of the spearhead industries with great potential for development in Vietnam, accounting for more than 20% of the annual net sales of manufacturing and trading in the processing and manufacturing industries. The number of enterprises operating in the field of fruit and vegetable processing and production accounts for the highest proportion in the enterprise structure of the food processing industry, while the frozen seafood processing industry is the most labor-attractive one. The average growth rate of the industrial production index of the food production and processing industry in the 2016-2020 period is 7%/year, of which in 2016 it increased by 8.2%; in 2017 increased by 6%; in 2018 increased by 8.2%; in 2019 decreased by 7.9%; In 2020, due to the impact of the Covid-19 pandemic, it only increase by 4.5%. In the first months of 2021, the food production industry showed a clear recovery when the Covid-19 pandemic was strictly controlled, production and business sectors of the economy returned to work in a new normal state. Production index of the food processing industry in the first 4 months of 2021 increased by 7.1% over the same period last year; a number of products increased quite well such as: aquatic products, processed seafood increased by 3.3%; fresh milk increased by 5.6%; powdered milk increased by 18.1%; animal feed increased by 9.2%; fish feed increased by 3.2%. Although food processing are major export industries of Vietnam but also the leading energy consuming industries. By 2020, the whole country had over 7,500 industrial-scale agricultural product processing enterprises associated with export, with a total capacity of about 120 million tons of raw materials per year. Under the report of the National Target Program on Energy Saving, the food processing industry consumes about 3.986 KTOE, accounting for 19.2% of the total energy consumption in Vietnam's industries. Currently, most food processing factories still utilize the old equipment and energy-consuming techniques, which account for about 20-30% of this sector's energy consumption, in other words, the sector’s potential energy saving can reach 20% if applying new technologies and solutions on EE.

On the other hand, Vietnam currently has about 5,000 enterprises in supporting industry but only about 300 enterprises participate in the multinational supply chain and create jobs for more than 600,000 employees. The number of enterprises operating in the field of supporting industry currently accounts for nearly 4.5% of the total number of enterprises in the processing and manufacturing industry. The current net revenue of companies in supporting industries in Vietnam reaches 900 trillion VND, which is equivalent to 11% of the whole sector. As recent changes in global value chains Vietnam’s supporting industry has significant growth potential if the country adopts consistent, timely, and appropriate policies. By 2030, supporting industry products are expected to meet 70% of demand and are expected to account for about 14% of industrial production value.

However, the overall problem of two sectors on implementing EE is the small scale and modest production capacity of most companies. The majority of technology level production lines of enterprises are still backward, the technologically efficient use of energy is not equal to other countries’ human resources for investment and the implementation of solutions has not been much. Most of them lack awareness of resources and technologies to implement EE. Besides, although Vietnam currently has about 100 units operating in the field of energy-saving consulting services, the number of units registered for ESCO operation and operating under the ESCO model is still limited and the number of successful units in this field is also low which leading to difficulties for ESCOs and enterprises of the two industries in cooperation to promote the development and application of EE models and solutions. Besides, as of June 2021, with the participation of BIDV and Vietcombank, in cooperation with the World Bank, have provided technical support to 101 potential EEPs of which only 16% (16 projects) resulted in bankable EEPs and only 8 projects

were granted loans for such items as: technology upgrading, waste heat recovery, rooftop solar system and other clean energy projects.

Vietnam’s food processing industry and supporting industry are in need of supporting actions in energy transition and EE.

1.2. The Objective
The overall objective of Project “Promotion of Energy Efficiency in Supporting and Food Processing Industries in Vietnam” is to scale up the Energy Efficiency in supporting and food processing industries, which was expressed through four Specific Objectives (SO) as below:

+ **Specific objective 1:** Increasing awareness of supporting producers and food manufacturers on EE and available technical and financial solutions. Through a system of intensive dialogue programs, seminars, training, coaching, communication and consulting, technical support throughout the project (based on actual survey of the current situation and needs of enterprises), VCCI will build, strengthen and raise awareness for supporting and food processing manufacturers on EE and available technical and financial solutions.

+ **Specific objective 2:** Vietnam’s food processing and support product factories have access to adequate finance for EE projects and improve production efficiency. On the basement of the actual survey of the current situation, capacity and needs of Vietnam’s food processing and support product factories, the consultant’s broad level of experience, the current requirements of financial institutions as well as the best practices on financing for EE projects, VCCI will coordinate with related parties to support, guide factories to develop adequate proposals to effectively and sufficiently access green financial resources, EE support sources and improve production efficiency in line with the national orientation on green growth.

+ **Specific objective 3:** Pilot a bench-marking tool for committed support product and food manufacturers of the project, which can be scaled up for the entire industries or to national level. On the basis of in-depth research on energy consumption and available EE verification tools of supporting and food processing manufacturers, VCCI cooperated with Yuko Vietnam to develop EE benchmarking tools and other relevant supporting frameworks/ indexes. All results during the stage of building benchmarking tools, conducting large-scale testing, consulting, improving benchmarking tools and large-scale piloting will be synthesized into experimental model documents for practical learning and reference purposes.

+ **Specific objective 4:** Analyze current policy and create a road-map for the establishment of an ESCO Association. The road-map shall be used as a policy recommendation for the government to favor the legal framework for ESCO business model development. The current regulations of Vietnam are not consistent on the financial mechanism for the operation of ESCOs, making banks also afraid to create favorable conditions for ESCO and manufacturing enterprises to access green credit sources in an effective way to develop EE projects. The development of a roadmap for the establishment of the ESCO Association will contribute to policy recommendations for the government to develop regulations to encourage the development of ESCOs, thereby contributing to the development of EE models and solutions in Vietnam.

2. Organization structure
As the leading and coordinating organization of this Project, VCCI quickly connected and built a network of prestigious and potential partners from both public and private sectors, specifically:

2.1. Project team

**Project Sponsor - The Energy Transition Partnership (ETP)** was established at the ASEAN Energy Business Forum with the aim of accelerating the energy transition in Southeast Asia, in line with the Paris Agreement, through funding technical assistance. The ETP entered the first phase of implementation with a 5-year term under the supervision of the United Nations Office of Project Services (UNOPS), which is in charge of capital management and secretarial roles to ensure the implementation of the ETP to achieve the goals of this Union. On 16 May 2023, ETP And VCCI was signed the grant support agreement number: ETP/VIE/EEIW-5/2023 with the sponsorship value of 250,000 USD to provide support for the activity of Project “Promotion of Energy Efficiency in Supporting and Food Processing Industries in Vietnam” in the period of 2023-2025.

**Project management - Vietnam Chamber of Commerce and Industry (VCCI)** established in 1963 as a non-governmental, non-profit organization with the mission of gathering and representing the business community, entrepreneurs, employers and business associations in Vietnam with the goal of develop, protect and support businesses, contribute to socio-economic development, develop the country, promote economic, trade and scientific and technological cooperation relations between Vietnam and foreign countries on the basis of equality, mutual benefit, according to the provisions of law. With the rapid growth in the number of businesses nationwide, VCCI has focused on developing supporting organizations that act as intermediaries such as associations and clubs to enhance representation and expand activities that maximize support for the business community. VCCI also has close cooperation relationships with local business associations. Under this project, VCCI will take over the project management role which organizes and coordinates the seminars, trainings, and technical consultations on efficient and economical use of energy for businesses; gathers all the stakeholders in food processing and supporting value chains; cooperates with consultants/experts to support enterprises; builds effective EE communication strategies by establishing and strengthening skills for communication networks, media teams on EE solutions as well as organizes the cross-cutting communication campaigns, etc.
Project co-sponsor and strategy technical partner - Yuko-keiso Joint Stock Company, headquartered in Tokyo, Japan, is a leading company in the field of providing automation and energy-saving solutions for smart buildings. With more than 50 years of development, Yuko-keiso has achieved many achievements in the field of optimal control for constructions. In 2012, Yuko Vietnam Co., Ltd. (Yuko Vietnam) was established under the permission of Yukokeiso company from Japan. Yuko Vietnam has experienced in developing 7 major EE projects in Vietnam since 2014 using the Japanese Common Signaling Mechanism (JCM) which be implemented by The Ministry of the Environment, Japan (MOEJ) in order to promote the implementation of projects which reduce GHG emissions through diffusion of leading low carbon technologies etc. in developing countries on the premises of delivering the issued JCM credits to the Government of Japan. They have the advantage in reaching potential customers and providing EE solutions at no cost thanks to JCM's financial support. VCCI selected Yuko Vietnam as the first partner and co-sponsor of the proposed projects based on their expertise and experience with JCM, which will increase the success rate of pilot investment projects. In this project, Yuko Vietnam will take on the task of testing energy for participating enterprises and factories; develop solutions for 10 businesses and recommend financial mechanisms for their investments and support at least 3 projects to apply for JCM funding and provide service for successful applications.

**Figure 1: JCM Financing programme by MOEJ (FY2013~2022) as of April 6, 2023**

7 See JCM Financing programme by MOEJ (FY2013~2022) – World map (as of April 6, 2023) in the website of JCM: [http://gec.jp/jcm/about/](http://gec.jp/jcm/about/).
### 2.2. Key Stakeholders

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<tr>
<td>1</td>
<td><strong>Government authorities</strong></td>
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</table>
| 1.1 | Ministry of Natural Resources and Environment (MONRE)  
Address: 10 Ton That Thuyet, Nam Tu Liem, Ha Noi | Department of Climate Change (DCC)  
Address: 10 Ton That Thuyet, Nam Tu Liem, Ha Noi  
Phone: 024 37759430 - 024 37759431  
Email: info@dcc.gov.vn  
Mr. Tang The Cuong  
Director  
Email: ttcuong@monre.gov.vn | DCC has the function of advising and assisting MONRE in state management of climate change and protection of the ozone layer; perform public services on climate change, protect the ozone layer in accordance with the law. |
| 1.2 | Ministry of Industry and Trade (MOIT)  
Address: 54 Hai Ba Trung Str, Tran Hung Dao, Hoan Kiem, Hanoi | Electricity & Renewable Energy Authority (EREA)  
Address: No. 23 Ngo Quyen - Hoan Kiem District - Ha noi  
Phone: 04. 62786184 | EREA is a government agency directly under MOIT, established under Decision 3816/QD-BCT dated October 2, 2017 to perform the function of advising and assisting MOIT in state management; perform state management tasks in the field of electricity, new energy and renewable energy (including thermal power, hydroelectricity, nuclear power, power transmission, electricity distribution, rural electricity, new energy, renewable energy) as well as manage and perform public service activities under the management of EREA. EREA will be involved in this Project to support policy recommendations and technical advice. |
| 1  | Viet Nam Energy Partnership Group (VEPG)  
Address: No. 23 Ngo Quyen - Hoan Kiem District - Ha noi  
Phone: +84 353 082 565  
Email: secretariat@vepg.org.vn | | VEPG was formally established in 2017 by the Government of Viet Nam and its International Development Partners to strengthen cooperation, dialogue and exchange of experiences and knowledge in the country’s Energy Sector. The overall objective VEPG is to work towards effective and efficient international support to the government of Viet Nam and engage stakeholders to deliver a sustainable energy transition in Viet Nam, in line with national law and international agreements of which Viet Nam is a member. VEPG will be one of the bridges among businesses, state agencies, ESCOs; actively participate in activities to improve knowledge and capacity for businesses and support the establishment of a road-map for an ESCO Association in Vietnam |
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<td>1.3</td>
<td>Ministry of Science and Technology (MOST)</td>
<td><strong>Vietnam Standards and Quality Institute - Directorate for Standards, Metrology and Quality (VSQI)</strong>&lt;br&gt;Address: No 08, Hoang Quoc Viet Str, Cau Giay Dist, Ha Noi&lt;br&gt;Phone: 024.37911641 - 024.37911606&lt;br&gt;Email: <a href="mailto:vqtdc@tcvn.gov.vn">vqtdc@tcvn.gov.vn</a>&lt;br&gt;Mr. Trieu Viet Phuong&lt;br&gt;Vice Director&lt;br&gt;Email: <a href="mailto:phuongtv@tcvn.gov.vn">phuongtv@tcvn.gov.vn</a></td>
<td>VSQI is a public science and technology organization under the Directorate for Standards, Metrology and Quality, MOST, will be involved in project as a technical support.</td>
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<td>2</td>
<td>Other technical support and consultant</td>
<td><strong>Department of Climate Change (DCC)</strong>&lt;br&gt;Address: 10 Ton That Thuyet, Nam Tu Liem, Ha Noi&lt;br&gt;Phone: 024 37759430 - 024 37759431&lt;br&gt;Email: <a href="mailto:info@dcc.gov.vn">info@dcc.gov.vn</a>&lt;br&gt;Mr. Tang The Cuong&lt;br&gt;Director&lt;br&gt;Email: <a href="mailto:ttcuong@monre.gov.vn">ttcuong@monre.gov.vn</a></td>
<td>Under the scope of this Project, DCC will supporting consulting, recommending policies to promote EE models and solutions towards the goal of reducing greenhouse gas emissions, combating climate change in parallel with economic development.</td>
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<td><strong>Department of Energy Efficiency and Sustainable Development (EESD)</strong>&lt;br&gt;Address: Room 305, MoIT Building B, 54 Hai Ba Trung, Ha Noi&lt;br&gt;Email: <a href="mailto:eesdvietnam@moit.gov.vn">eesdvietnam@moit.gov.vn</a>&lt;br&gt;Phuong Hoang Kim&lt;br&gt;Director&lt;br&gt;Email: <a href="mailto:KimPH@moit.gov.vn">KimPH@moit.gov.vn</a></td>
<td>Within the framework of the Project, EESD will support consulting to promote EE-related solutions and policies, develop benchmarking tools and recommend policies to develop ESCO in Vietnam.</td>
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<td>2.3</td>
<td>Vietnam Energy and Environment Consultancy JSC. (VNEEC)</td>
<td><strong>Mr. Nguyen Tien Hai</strong>&lt;br&gt;Technical Specialist&lt;br&gt;Mobile: 0977434790&lt;br&gt;Email: <a href="mailto:tienhai@eec.vn">tienhai@eec.vn</a>&lt;br&gt;Ms. Dang Hong Hanh&lt;br&gt;Co-founder and CEO</td>
<td>VNEEC was established in September 2006 in Hanoi, Vietnam which provides a wide range of consulting services to support clients in several main sectors, including: carbon credit projects, policy advisory, ozone layer protection, corporate advisory, investment promotion. Under this Project, VNEEC oriented to act as an external consultant to provide full consultancy services on GHG inventories, carbon footprints and develop the GHG mitigation plans for enterprises and investment funds; provide comprehensive services to generate carbon credits &amp; renewable energy credits; provide advisory on development policies and strategies in: climate change &amp; GHG emission mitigation, ozone layer</td>
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| 2.4 | EDEEC COMPANY LIMITED (EDEEC) | Mobile: '0917291417  
Email: dhanh@eec.vn  
(Phone: 0965920753  
Email: info@edeec.com) | EDEEC is a company providing specialized technical services was founded on the basis of more than ten years of consulting on energy efficiency for international programs of IFC-World Bank, USAID, UNDP, and UNEP... via implementing digitalization, simulated all 11 demonstration projects of energy conservation (USAID, UNDP), and contributed to the compilation of national standards for energy-efficient buildings (IFC-World Bank) |
| 2.5 | VIET ENERGY COMPANY (Viet Energy) | Phone: 0987518818  
Email: Contact@vietenergy.com.vn  
(Mr. Nguyen Thanh Sang  
Phone: 0983316711) | Viet Energy was founded in 2017 as Tri Huynh Services Company. In May 2019, Tri Huynh Services Company changed to Viet Energy and focuses on asset management for wind and solar farms. Viet Energy will utilize its knowledge and actual working experiences to play the technical consulting role in this Project. |
| 2.6 | University of Transport and Communications (UTC) | Mr. Trinh Quoc Dung  
Phone: +84 2438682 623  
Email: dung.trinhquoc@hust.edu.vn; dungtq2412@gmail.com  
(Mr. Nguyen Thanh Sang  
Phone: 0983316711) | Experts from the schools at the school will advise the project based on their capacity and practical experience in the process of researching, surveying and participating in relevant programs and projects. |
| 2.7 | Hanoi University of Science and Technology (HUST) | Ms. Dang Thi Thanh Huyen  
Phone number: 0948989939  
Email: dangthithanhhuyen658@gmail.com  
(Mr. Trinh Quoc Dung  
Phone: +84 2438682 623  
Email: dung.trinhquoc@hust.edu.vn; dungtq2412@gmail.com) | IELRD is a research organization on Education Leadership, ERLD aimed at contributing to the high-quality human resources development in Vietnam in the context of the globalization and Global Integration. ERLD develops the EduligtenUp – an Educational Leadership Network, to connect with individuals and organizations in the country and overseas to research and apply advanced education and training models, link universities with enterprises and schools and society. In particular, ERLD has cooperated with a number of universities such as Phenika University, Hanoi National University and Companies such as Phenika Group, Panasonic, Qualcomm, Vingroup, Bluesky Education, Equest, Times, MCBooks, Onefind,… to successfully implement a project “The Career Triangle”, which cooperation by 3 forces: Universities - Enterprises- Schools, to increasing awareness on their role in the right career orientation for students in the context of international integration, especially in the fields of Energy transfer, Green technology, Environmental protection, etc in Vietnam. |
<p>| 3 | Media | | |</p>
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<th>ST</th>
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<td>3.1</td>
<td>VIETNAM LAW COMMUNICATION JOINT STOCK COMPANY (LUATVIETNAM , JSC)</td>
<td>Mr. Kieu Phuong Khoan Business Development Director Mobile: 0966 51 5555 Email: <a href="mailto:khoan@luatvietnam.vn">khoan@luatvietnam.vn</a></td>
<td>LUATVIETNAM , JSC is the first website in Vietnam working deeply into the field of construction, gathering the system of legal documents issued by the Socialist Republic of Vietnam from the day of its founding (1945) to present. Operating since October 2000, website LuatVietnam.vn is the first database of Vietnamese legal documents on the Internet, a system of a huge number of documents, diverse and rich, meeting the search needs, and quickly and accurately update information on documents and State policies of a large number of researchers, managers, businesses and individuals at home and abroad. In addition to providing legal documents with convenient search tools, the Vietnam Law website also provides users with many convenient supports with the following categories: English text translation; Look up Text Effect; Look up Time to apply the document, Breaking news summarizing new text content, Weekly text newsletter sent by email free of charge... In the framework of the Project, LuatVietnam.vn will provide technical support to the business community through their legal searching accounts; provide legal consulting service and public promotional articles for the project on its channels.</td>
</tr>
<tr>
<td>3.2</td>
<td>Vietnam News Agency</td>
<td>Ms. Nguyen Thi Bich Hong <a href="mailto:bichhong114@gmail.com">bichhong114@gmail.com</a></td>
<td>These media units have a history of working closely with VCCI and will participate in communication and coverage campaigns for project activities</td>
</tr>
<tr>
<td>3.3</td>
<td>Vietnamnet</td>
<td>Ms.Pham Huyen Mobile: 0912097227 Email: <a href="mailto:phamhuyen3h@gmail.com">phamhuyen3h@gmail.com</a></td>
<td></td>
</tr>
<tr>
<td>3.4</td>
<td>Vnexpress</td>
<td>Ms. Nguyen Khanh Ly Mobile: 0904990920 Email: <a href="mailto:lynk4@fpt.com.vn">lynk4@fpt.com.vn</a></td>
<td></td>
</tr>
<tr>
<td>3.5</td>
<td>Vietnam Business Forum (VBF)</td>
<td>Ms. Ha Mobile: 01663745209 Email: <a href="mailto:vbfhanoi@gmail.com">vbfhanoi@gmail.com</a></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Business and Industry Associations</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4.1</td>
<td>Vietnam Association of Seafood Exporters and Producers (VASEP)</td>
<td>Ms. Le Hang Director of Communications Mobile: 0982.195.872 Email: <a href="mailto:lehang@vasep.com.vn">lehang@vasep.com.vn</a></td>
<td>These associations will play an important role in connecting, mobilizing, representing and exchanging information among its local enterprises and members to other stakeholders in food processing and support industries.</td>
</tr>
<tr>
<td>STT</td>
<td>Organization</td>
<td>Contact</td>
<td>Description</td>
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</tr>
</tbody>
</table>
| 4.2 | Vietnam Association for Supporting Industries (VASI)  
Address: Room 704, 23 Ngo Quyen, Hoan Kiem, Hanoi | Phone: (+84) 43936 9593  
Email: info@vasi.org.vn | |
| 4.3 | Vietnam Food Association (Vietfood – VFA)  
Address: 62 Nguyen Thi Thap Street, Him Lam Area, Tan Hung Ward, District 7, HCMC, Vietnam | Tel: +8428 62983497/98  
Email: info@vietfood.org.vn | |
| 4.4 | Vietnam Society of Refrigeration and Air-Conditioning Engineers (VISRAE)  
Address: Room 302, A3, No. 10 Nguyen Cong Hoan, Ba Dinh, Hanoi | Mr. Nguyen Xuan Tien  
Vice President – Secretary  
Phone: 0913212345  
Email: lanhdhkk@yahoo.com | |
| 4.5 | Bac Ninh Industrial Zones Authority (Bac Ninh IZA)  
Address: Plot 10, TS27 road, Tien Son Industrial Zone, Tan Hong Ward, Tu Son Town, Bac Ninh province | Phone: 02223 825 232  
Email: bqclckcn@bacnhin.gov.vn | |
| 4.6 | Vinh Phuc Industrial Parks  
Address: No. 38 Nguyen Trai Street, Dong Da Ward, Vinh Yen City, Vinh Phuc Province | Mr. Vu Kim Thanh –  
Vice Manager  
0211.3843403  
Email: banqclckcn@vinhphuc.gov.vn | |
| 4.7 | Vietnam Singapore Industrial Park (VSIP)  
Address: No. 8 Dai loi Huu Nghi, VSIP, Thuan An City, Binh Duong Province | Phone: (84.274) 3743 898  
Email: marketing@vsip.com.vn | |

Table 1: Table of key Stakeholders
### 2.3. Key relevant donors

<table>
<thead>
<tr>
<th>ST T</th>
<th>Organization</th>
<th>Contact</th>
<th>Description</th>
</tr>
</thead>
</table>
| 1    | Southeast Asia Energy Transition Partnership (ETP) | Mr. Do Manh Toan  
National Coordinator  
Email: toand@unops.org | ETP will provide financial support to the Project through a Grant Support Agreement of USD 250,000 in EE in supporting and food processing industries in Vietnam. At the same time, ETP will support the Project to access similar programs, participate in communication campaigns, exchange activities, discuss and share information to disseminate the impact and results of the project to the stakeholders |
| 2    | World bank (WB)  
Address: Floor 8, 63 Ly Thai To street, Hoan Kiem district, Hanoi | Ms. Le Thi Quynh Anh  
(+84-24) 3937-8362  
Email: ale5@worldbank.org | The World Bank, on behalf of the Green Climate Fund (GCF), signed a US$11.3 million grant agreement with the State Bank of Vietnam to support the development of the trade finance market for investment in energy saving in industry |
| 3    | United Nations Development Programme (UNDP)  
Address: Green One UN House, 304 Kim Ma street, Ba Dinh district, Hanoi | Mr. Bui Van Minh  
Phone: 0914590320  
Email: Bui.van.minh@undp.org | UNDP is ready to assist the Government of Vietnam in mobilizing both financial and technical resources for an equitable energy transition under strategic cooperation agreements (such as Just Energy Transition Partnership (JETP)) |
| 4    | Asia Development Bank (ADB)  
Address: Floor 3, 16 Phan Chu Trinh, Hoan Kiem district, Hanoi | Mr. Virender Kumar Duggal  
Principal Climate Change Specialist  
Email: vkduggal@adb.org  
Mr. Mr. Pham Quang Phuc  
Senior Environment Officer/Team Leader  
Email: pqp@adb.org | The development objective of Vietnam Scaling Up Energy Efficiency Project is to improve energy efficiency in Vietnam’s industrial sector. This project has two components. 1) The first component, Risk Sharing Facility (RSF), supports the establishment of the RSF, which will provide partial credit guarantees (RSF Guarantees) to participating financial institutions (PFIs) to cover potential defaults on loans (PFI Loans) provided by PFIs to industrial enterprises (IEs) and energy service companies (ESCOs) to finance eligible energy efficiency sub-projects (Sub-Projects). This component consists of two sub-parts. 2) The second component, Technical Assistance, will leverage the results of CPEE project on developing energy efficiency policies and industry voluntary agreements. |
| 5    | Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH | Mr. Sascha Oppowa  
Email: sascha.oppowa@giz.de  
Ms. Vu Chi Mai  
Email: mai.vu@giz.de | The GIZ Energy Support Programme (ESP) is supporting Vietnam in developing renewable energy and energy efficiency markets |
| 6    | Japan International Cooperation Agency (JICA) | Koji Fukuda  
Chief Advisor  
Email: fukuda.advisor@gmail.com |  |
| 7    | Vietnam International Commercial Joint Stock Bank (VIB) | Mr. Truong  
Specialist  
Phone: 0986880859 | These local banks will be potential sponsors for the project's activities with finance from the bank itself or funding from investment funds, international funding funds. VCCI |
<table>
<thead>
<tr>
<th>STT</th>
<th>Organization</th>
<th>Contact</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>8</td>
<td><strong>Saigon-Hanoi Commercial Joint Stock Bank (SHB)</strong> &lt;br&gt;Address: No. 77 Tran Hung Dao - Hoan Kiem - Hanoi</td>
<td>Phone: 0246 276 0068 &lt;br&gt;Email: <a href="mailto:info@shb.com.vn">info@shb.com.vn</a> &lt;br&gt;Address: No. 77 Tran Hung Dao - Hoan Kiem - Hanoi</td>
<td>selected these banks as target project donors based on the history of funding cooperation or cooperation with international investment funds in the energy sector in Vietnam.</td>
</tr>
<tr>
<td>9</td>
<td><strong>Joint Stock Commercial Bank For Foreign Trade Of Vietnam (Vietcombank)</strong> &lt;br&gt;Address: 198 Tran Quang Khai, Hoan Kiem, Hanoi</td>
<td>Phone: 0246 276 0068 &lt;br&gt;Email: <a href="mailto:webmaster@vietcombank.com.vn">webmaster@vietcombank.com.vn</a> &lt;br&gt;Phone: 0246 276 0068 &lt;br&gt;Email: <a href="mailto:webmaster@vietcombank.com.vn">webmaster@vietcombank.com.vn</a></td>
<td></td>
</tr>
<tr>
<td>10</td>
<td><strong>Joint Stock Commercial Bank for Investment and Development of Vietnam (BIDV)</strong> &lt;br&gt;Address: BIDV Tower 35 Hang Voi, Hoan Kiem, Hanoi</td>
<td>Phone: 0246 276 0068 &lt;br&gt;Email: <a href="mailto:bidv247@bidv.com.vn">bidv247@bidv.com.vn</a> &lt;br&gt;Phone: 0246 276 0068 &lt;br&gt;Email: <a href="mailto:bidv247@bidv.com.vn">bidv247@bidv.com.vn</a></td>
<td></td>
</tr>
<tr>
<td>11</td>
<td><strong>Vietnam Technological and Commercial Joint – Stock Bank (Techcombank)</strong> &lt;br&gt;Address: No. 191, Ba Trieu Street, Le Dai Hanh Ward, Hai Ba Trung District, Hanoi City</td>
<td>Nguyen Tien Cuong &lt;br&gt;Director of Business Development Center North and Central Region &lt;br&gt;Email: <a href="mailto:cuongmt@techcombank.com.vn">cuongmt@techcombank.com.vn</a> &lt;br&gt;Phan Trong Khanh &lt;br&gt;Director of Southern Regional Business Development Center &lt;br&gt;Email: <a href="mailto:khanhpt@techcombank.com.vn">khanhpt@techcombank.com.vn</a></td>
<td>IFC, a member of the World Bank Group, is the largest global development organization focused on supporting the private sector in developing countries through financing directly or through local banks. In Vietnam, IFC cooperated and funded for SHB, Techcombank, VIB, Techcombank etc. in energy sector.</td>
</tr>
<tr>
<td>12</td>
<td><strong>International Finance Corporation (IFC)</strong></td>
<td>Ms. Nguyen Thuc Quyen &lt;br&gt;Project Team Leader &lt;br&gt;Email: <a href="mailto:NQuyen@ifc.org">NQuyen@ifc.org</a></td>
<td>Through the DEPP3 program for the period 2020-2025, the Government of Denmark has provided Vietnam with 60.29 million Danish Krone ($8.96 million), with the goal of supporting Vietnam to build a low-carbon development roadmap for the industry.</td>
</tr>
<tr>
<td>13</td>
<td><strong>Danish Embassy in Vietnam</strong> &lt;br&gt;Address: 7th Floor, BIDV Tower 194 Tran Quang Khai Street, Ly Thai To, Hoan Kiem, Ha Noi, Vietnam</td>
<td>Phone: 024 3823 1888 &lt;br&gt;Email: <a href="mailto:hanamb@um.dk">hanamb@um.dk</a>.</td>
<td></td>
</tr>
</tbody>
</table>

**Table 2: Table of Key relevant donors**
### Relevance & Significance

The project aims to support capacity and policy building to effectively implement Vietnam's national green growth strategy to achieve the sustainable development goals.

### Contact Details

- **UNDP’s Communications Officer.**
  - Phone: +84 4 3822 4383
  - Email: phan.huong.giang@undp.org

### Description

The project on promoting energy efficiency investment market in the industrial sector and supporting the national green growth action plan of Vietnam will be conducted in the 2021-2025 period with 6.4 million USD funded by the RoK Government through the Korea International Cooperation Agency (KOICA) to assist Vietnam in saving energy in the industrial sector and implementing its green growth plan.

### Program Details

VNEEP 1&2 assessed the status and potential of EE as well as raised awareness about EE in Vietnam. VNEEP 3 implemented into 2 phases from 2019 - 2025 and 2026 - 2030 with the following main tasks: Reviewing, developing and perfecting mechanisms and policies on economical and energy efficiency (ENERGY & ECO); Technical and financial support to promote investment, production and business projects on EE for activities such as production, manufacturing, renovation and market transformation of vehicles, equipment, machinery, production lines…; Building Vietnam energy data center, databases, information technology application on energy and EE; Capacity building on EE; Strengthen inspection, supervision, urge, guide the implementation and evaluate the results of implementation of the provisions of the law on EE.

Besides, the Program also focuses on communication to raise public awareness about EE; Strengthening international relations.
<table>
<thead>
<tr>
<th>No.</th>
<th>Project/Partnership</th>
<th>Organization(s)</th>
<th>Duration</th>
<th>Lead Contact(s)</th>
<th>Partnership Highlights</th>
</tr>
</thead>
<tbody>
<tr>
<td>4</td>
<td>Climate Finance Network (CFN)</td>
<td>UNDP</td>
<td>2022-2028</td>
<td>Mr. Dao Xuan Lai (Head of Climate Change and Environment, UNDP Vietnam)</td>
<td>UNDP established the CFN as an information management and technical assistance fund to identify and support climate finance innovations in the country, and to facilitate, accelerate and replicate these innovations.</td>
</tr>
<tr>
<td>5</td>
<td>Danish - Vietnamese Energy Partnership Programme (DEPP)</td>
<td>The Danish Government</td>
<td>Phase 2 (2017-2020)</td>
<td>Board of Project management</td>
<td>The DEPP2 Program are evaluated as very valuable, providing policy recommendations to strongly promote the economical and efficient use of energy (Economic and Economical Use), increasing the proportion of renewable energy sources (RE) integrated into the power system, capacity building training and tools for Vietnamese authorities and stakeholders to implement synchronously from planning to operation real-time power system with a high percentage of renewable energy sources and strengthen the enforcement of regulations of the Law on Economical and Efficient Use of Energy.</td>
</tr>
<tr>
<td>6</td>
<td>4E Project</td>
<td>Federal Ministry of Economic Cooperation and Development (BMZ)</td>
<td>Phase 1 (2015-2018)</td>
<td>GIZ energy support programme</td>
<td>The main objective of Phase I (2015 - 2018) is to develop the legal, regulatory and institutional conditions as well as capacity, to promote investment in renewable energy and energy development.</td>
</tr>
</tbody>
</table>
efficiency. In addition, phase I includes a Component on Climate Financial Preparedness (CF Ready) co-funded by USAID and the Czech Government.

Objectives of Phase II and Phase III (2018 - 2023): Improve prerequisites for renewable energy development and increase energy efficiency for key public and energy sector partners.

Supporting the Government of Vietnam in implementing the Smart Grid Roadmap, towards promoting modernization and automation of the national electricity transmission and distribution system.

Table 3: Table of relevant donor-funded programs for Vietnam

<table>
<thead>
<tr>
<th>ACTIVITY</th>
<th>SPECIFIC ACTIVITY</th>
<th>METHODOLOGY</th>
<th>DELIVERABLE</th>
<th>DUE DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>7</td>
<td>SGREEE Project</td>
<td>Federal Ministry of Economic Cooperation and Development (BMZ); German Climate Technology Initiative (DKTI)</td>
<td>07/2017 - 12/2021</td>
<td></td>
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</tbody>
</table>

II. Methodology and work plan

<table>
<thead>
<tr>
<th>ACTIVITY</th>
<th>SPECIFIC ACTIVITY</th>
<th>METHODOLOGY</th>
<th>DELIVERABLE</th>
<th>DUE DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Result 1 Supporting and food manufacturers are aware of the energy efficiency solutions and how to improve energy consumption in their manufacturing facilities (through investment or cooperation with ESCOs)</td>
<td>1.1. A deep-dive study (with baseline data collection) conducted by the VCCI and its consultant team on energy efficiency impediments/challenges</td>
<td>Consult experts (from both public and private sectors)</td>
<td>2 reports</td>
<td>10-11/2023</td>
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<tr>
<td></td>
<td></td>
<td>Collect data from local stakeholders including statistics from MOIT, banks, factories and other relevant organizations</td>
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<td>Participatory approach, field visits, desk review questionnaires with random cluster sampling and key informant interviews will be applied</td>
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<td></td>
<td></td>
<td>Establishing a media network, building capacity for media and journalists on EE/EE solutions</td>
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<td></td>
<td></td>
<td>9/2023 - 4/2025</td>
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<tr>
<td></td>
<td>1.2. Develop and implement a comprehensive communication strategy to raise awareness of EE and EE solutions</td>
<td>Identify and establish a media network</td>
<td>Establishing a media network, building capacity for media and journalists on EE/EE solutions</td>
<td>9/2023-4/2025</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Build capacity for media and journalists on EE/EE solutions</td>
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<tr>
<td></td>
<td></td>
<td>Collaborate with public/private media agencies to develop effective communication programs for the project, such as running periodic campaigns on various communication channels, organising contests for EE/EE solutions,…</td>
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<td></td>
<td>1.3. Prepare guidelines on compliance to audit procedures and criteria of different certifications and standards.</td>
<td>Cooperate with ESCOs to develop guidelines on compliance with ISO 5001 and its experiences</td>
<td>2 guidelines</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Cooperate with VCCI/MOIT specialists and develop guidelines on their knowledge as well as other domestic &amp; international regulations</td>
<td></td>
<td></td>
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</tbody>
</table>
| 1.4.1 Training workshop courses for 50 factories (30 persons/course *9 course) on EE standards/solutions | Organizing seminars for 100 factories and other stakeholder to disseminate and exchange information about EE standards/solutions  
Do survey on enterprises about their needs and inquiries on EE standards/solutions | 9 training workshop courses, participation from 100 manufactures | 9-11/2023; 3-5/2024; 8-10/2024 |
| 1.4.2. + 1.4.3 Coaching bankable EE project for 10 processors and select 10 companies to develop EE bankable project | Consult experts (Yuko Vietnam, ESCOs, government authorities’s specialist…) to build the content of 9 training workshop courses based on their experience and previous business surveys  
Consult experts (Yuko Vietnam and other external experts) to select 10 entities to develop bankable EE projects | 9 coaching courses |
| 1.5. Identify and explore existing/innovative ideas/best practices on EE solution | Collaborate with different stakeholders (MOIT, MARD, SMEs, commercial banks etc.)  
Interview and consult experts  
Research and analyze domestic and international reports  
Desk review questionnaires, key informant interviews  
Organize competition to explore new and innovative ideas on EE solution | 2 reports | 4-6/2024 |
| 1.6. Document and promote good practices/initiatives of EE solution through learning/sharing/promotion events | Collaborate with a design and printing organization to design, proofread, apply for Registration of Publication for 2 reports under activity 1.5  
Organize learning/sharing/promotion/workshops/dialogues/meetings… | 2 reports | 9/2024, 3/2025 |

**Result 2**  
An EE network of supporting and food processing manufacturers, ESCOs, financiers and relevant stakeholders in EE is in place.

| 2.1. Conduct a mapping/stakeholder analysis in EE with 2 sectors | Consult experts and analyze a stakeholder analysis or a mapping of relevant stakeholders in EE (manufacturer, ESCOS, commercial banks, potential investors etc.) | 2 reports | 10-12/2023 |
| 2.2. Organize face-to-face dialogues and routable discussions with various actors (commercial banks, manufactures, ESCOS, other financial institutions etc.) to promote EE | Organize dialogue among ESCO, technology suppliers and other relevant EE agencies and identify the most potential factories to support and develop as the models manufacturers of this Project  
Organize dialogue among the Banks, VCC and manufacturers | 2 reports on 2 dialogues | 9/2023 & 3/2024 |
| 2.3. Facilitate and set up network/platform of EE | Connect with various actors (commercial banks, manufactures, ESCOS, other financial institutions etc.)  
Set up the forum for actors to discuss, negotiate about a joint MoU (zalo or Facebook group) | a joint MOU signed by all stakeholders. | 9/2023-5/2024 |
<p>| 2.4. Provide technical support to strengthen operations of the EE network | VCCI and technical consultants will provide technical support to strengthen operations of the EE network (through developing a joint operational strategy, action plan, training and coaching activities,…) | Technical support for EE network | 9/2023-5/2024 |</p>
<table>
<thead>
<tr>
<th>Result 3</th>
<th>A scalable EE benchmarking tool for supporting and food processing manufacturers is in place.</th>
</tr>
</thead>
<tbody>
<tr>
<td>3.1.</td>
<td>Conduct an in-depth research of EE, energy consumption/available EE verification tools among supporting and food processing manufacturers</td>
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<tr>
<td></td>
<td>Consult experts and analyze the status of energy consumption, existing EE verification tools in supporting and food processing manufacturers</td>
</tr>
<tr>
<td></td>
<td>2 reports</td>
</tr>
<tr>
<td>3.2.</td>
<td>Develop EE benchmarking tools</td>
</tr>
<tr>
<td></td>
<td>VCCI will cooperate with Yuko Vietnam to develop EE benchmarking tools</td>
</tr>
<tr>
<td></td>
<td>EE benchmarking tools and other relevant supporting frameworks/indexes</td>
</tr>
<tr>
<td>3.3.</td>
<td>Test EE benchmarking tools at selected manufacturers</td>
</tr>
<tr>
<td></td>
<td>Consult experts, evaluate and choose 2-4 factories to do the test</td>
</tr>
<tr>
<td></td>
<td>a report on the result of testing EE benchmarking tools in 2-4 factories</td>
</tr>
<tr>
<td>3.4.</td>
<td>Upgrade and finalize EE benchmarking tools with additional justification/additional consultation process</td>
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<tr>
<td></td>
<td>Organize a consultation workshop to upgrade and finalize the benchmarking tools</td>
</tr>
<tr>
<td></td>
<td>a report on consultation workshop</td>
</tr>
<tr>
<td>3.5.</td>
<td>Pilot the benchmarking tools with a larger number of manufacturers</td>
</tr>
<tr>
<td></td>
<td>Evaluate and choose 5-10 manufacturers to pilot the upgraded EE benchmarking tools</td>
</tr>
<tr>
<td></td>
<td>a report on the result of piloting final EE benchmarking tools at 5-10 manufacturers</td>
</tr>
<tr>
<td>3.6.</td>
<td>Evaluate, document piloting phase and sharing, learning events to scale up the tools in 2 sectors</td>
</tr>
<tr>
<td></td>
<td>Document all piloting results (as reports/guidelines…) and organize 2 sharing, learning events to scale up the tools in 2 sectors</td>
</tr>
<tr>
<td></td>
<td>2 document of piloting EE benchmarking tools + 2 sharing, learning events</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Result 4</th>
<th>A road-map for an ESCO Association establishment is in place.</th>
</tr>
</thead>
<tbody>
<tr>
<td>4.1.</td>
<td>Conduct a stakeholder mapping and ESCO business assessment in supporting and food sectors</td>
</tr>
<tr>
<td></td>
<td>Conduct a stakeholder mapping to identify different ESCO actors and its ecosystem</td>
</tr>
<tr>
<td></td>
<td>2 reports</td>
</tr>
<tr>
<td>4.2.</td>
<td>Workshop with related stakeholders on the idea of establishing ESCO Association</td>
</tr>
<tr>
<td></td>
<td>Organize and facilitate various discussions, dialogues and consultation with key actors identified in the mapping, such as commercial banks, governmental ministries and agencies, supporting, and food processing manufacturers etc.</td>
</tr>
<tr>
<td></td>
<td>Collect initial feedback and inputs to develop a roadmap to establish the ESCO Association.</td>
</tr>
<tr>
<td></td>
<td>2 reports on 2 workshops</td>
</tr>
<tr>
<td>4.3. Set up a working group/task force team to develop the road-map for an ESCO Association establishment</td>
<td>Organize and facilitate various discussions, dialogues and consultation with key related stakeholders and assemble them into a working group. This group will continuously develop the idea and initiative to develop a roadmap to establish the ESCO Association</td>
</tr>
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<tr>
<td>4.4. Consultation seminars with wider target groups to share, verify and finalize the road map</td>
<td>Organize a workshop to establish an ESCO Network with ESCO Companies, Enterprises participating in the project and financing institutions subsequent to the development of a road-map.</td>
</tr>
</tbody>
</table>

### Result 5
**Policy recommendations to the Government of Vietnam on financing EE projects and ESCO business development are disseminated**

<table>
<thead>
<tr>
<th>5.1. Conduct a scoping study, policy review and policy gap analysis on financing EE projects, ESCO business development</th>
<th>VCCI will take the lead in conducting this study with the participation and consultation of all related stakeholders VCCI will formally submit the roadmap to the: (i) Department of Energy Efficiency and Sustainable Development, Ministry of Industry and Trade, (ii) Department of Climate Change, Ministry of Natural Resources and Environment, and (iii) Department of Industry, Ministry of Planning and Investment.</th>
<th>2 reports</th>
<th>9-12/2024</th>
</tr>
</thead>
<tbody>
<tr>
<td>5.2. Conduct research and document best practices, models and mechanism relating to financing EE projects, ESCO business development</td>
<td></td>
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<td></td>
</tr>
<tr>
<td>5.3. Organize national workshop/policy dialogues on financing EE/ESCO business development to disseminate policy recommendations</td>
<td>Organize a national workshop on financing EE/ESCO business development</td>
<td>A report on a national workshop</td>
<td>11-12/2024</td>
</tr>
<tr>
<td>5.4. Dialogue meetings with key policy makers, about policy requirement for scaling</td>
<td>Organize 2 meeting with key policy makers, about policy requirement for scaling</td>
<td>2 reports on 2 dialogues</td>
<td>11/2024 - 3/2025</td>
</tr>
</tbody>
</table>

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**Table 4: Table of The methodology and deliverables of the Project activities**

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Vietnam Chamber of Commerce and Industry - Progress/Milestone Report – 2023 - 2025
In order to realize the 4 goals of the Project, VCCI will coordinate the project based on the following principles:

- **Effectiveness** - right audience, right level, actions and products must ensure compatibility with market needs, capacity and size of partners;
- **Focus** - follow the priority industry and value chain (food processing and supporting industry);
- **Transparency** – systematic monitoring and periodical reporting, sharing and updating information about partners, activities and project products;
- **Cooperation** - consultation to agree on the content of activities, coordinate and act synchronously

According to the proposal, Project will be implemented through 5 specific activities with different characteristics and goals, therefore, it is necessary to have a separate implementation methodology for each activity. Specifically, each activity will be implemented as below.

1. **Activity 1:** Raising and enhancing the awareness of supporting and food processing manufacturers about the energy efficiency solutions and how to improve energy consumption in their manufacturing facilities

   **1.1. A deep-dive study (with baseline data collection) on energy efficiency impediments/challenges**

   **Deliverable(s):** 2 reports on energy efficiency impediments/challenges for 2 sectors

   **Methodology:** This project only makes a deep-dive study on EE challenges focusing on 2 selected sectors. Consultant teams will be hired to support the project team in this activity. The study will be scheduled in a period of 2 months. A Participatory approach, field visits, desk review questionnaires with random cluster sampling and key informant interviews will be applied. The teams will collect secondary data from local stakeholders including statistics from...
MOIT, banks, factories and other relevant organizations. The ETP’s report on “Diagnostic Review and Analysis of Energy Efficiency Development in Vietnam” is a reference.

Time of action:
- Recruit the consultant team: 5-6/2023
- Collect, analyze and synthesize data for 2 reports: 7-9/2023
- Finalize and document 2 reports: 10-11/2023

Place of action: Northeast Region’s IZs, Mekong Delta’s IZs, Can Tho, Hanoi

Implementing body: VCCI & external consultant(s)

1.2. Develop and implement a comprehensive communication strategy to raise awareness of EE and EE solutions

Deliverable(s): A comprehensive communication strategy

Methodology: The project will develop a comprehensive communication strategy with the content focusing on EE awareness raising for supporting and food processing manufacturers. The strategy would include the following activities: identifying and establishing a media network, building capacity for media and journalists on EE/EE solutions, running periodic campaigns on various communication channels, organizing contests for EE/EE solutions etc. The project will collaborate with public/private media agencies to deliver some activities under the strategy.

Time of action:
- Identify and establish a media network: 5-8/2023
- Build capacity for media and journalists on EE/EE solutions; run periodic campaigns; EE solutions contest;….: 9/2023-4/2025

Place of action: Northeast Region’s IZs, Mekong Delta’s IZs, Can Tho, Hanoi

Implementing body: VCCI, media agencies and others

1.3. Prepare guidelines on compliance to audit procedures and criteria of different certifications and standards

Deliverable(s): 2 guidelines on compliance to audit procedures and criteria of different certifications and standards

Methodology: A group of 2 external consultants (including ESCOs) will be hired to develop guidelines on compliance with ISO 5001 together with VCCI/MOIT specialists. ESCO are organizations that are authorized to audit the compliance to the ISO 5001 standards. Involving ESCOs in the activity design will have the advantage that they can share their experience in areas where challenges often arise. The guidelines will be used in the training to factories and other stakeholders. In addition, guidelines to reach ISO 5001 will be developed. The estimated time for this consultancy will be 30 days, which will be implemented over a period of 3 months. After the guidelines are developed, the Project will request feedback from multi-stakeholders through consultations and project websites.

Time of action:
- Recruit 2 external consultants (ESCOs & VCCI/MOIT specialists): 5-6/2023
- Consultancy time: 30 days (in the period of July-September 2023)
- Finalize and public 2 guidelines on project websites: 10-12/2023

Place of action: Northeast Region’s IZs, Mekong Delta’s IZs, Can Tho, Hanoi

Implementing body: VCCI, Yuko Vietnam & external consultants

1.4. Training courses for 100 factories (30 persons/course *9 course) on EE standards/solutions

Deliverable(s): 100 food processing and supporting manufactures raised awareness and promote the compliance with EE standards/solutions; 50 factories trained about EE standards/solutions; 10 factories supported in developing bankable energy efficiency projects; 10 Investment Grade Energy Audits

Methodology:
- First, the project will hold introduction workshops on the EE standards and government policies. The workshop aims to introduce SCP and the applicable EE standards for the 2 industrial sectors. The focus will be on the ISO 50001 standard. In addition, attention will be given to the state management in this area. The seminars to empower the food and supporting industries with awareness on EE solutions and energy consumption improvements will be organized in 3 sessions in 3 different geographical locations, totalling 9 sessions. The seminars will be attended by at least 100 food and supporting manufacturers (50 from food and 50 from supporting manufacturers).
- Secondly, with developed guidelines in activity 1.3, trainings on EE standard compliance will be organized for food processing and supporting factories. These trainings will be conducted for each of the target groups separately. Training courses will be organized for the 50 factories. At the end of the training the external consultants will select 10 processors that will be further supported in developing bankable EE projects. The survey on 10 of the 100 manufacturers with EE improvement recommendations will be conducted as an Investment Grade Energy Audit in which the results will be made public in order to encourage cooperation and potential business opportunities among ESCO companies, enterprises and financing institutions.

Time of action:
- Recruit external consultants: 5-6/2023
- Organize introduction workshop: 9/2023
- Prepare for the training courses: 2 months/3 courses *9 courses (for the first 3 courses: 7-8/2023; for the next 3 courses: 1-2/2024; for the last 3 courses: 6-7/2024)
- Implement 9 training workshop courses: 2 days/course (each course is estimated to implement in the period of 1 month: for the first 3 courses: 9-11/2023; for the next 3 courses: 3-5/2024; for the last 3 courses: 8-10/2024

Place of action: Northeast Region’s IZs, Mekong Delta’s IZs, Can Tho, Hanoi
Implementing body: VCCI, Yuko Vietnam & external consultants

1.5. Identify and explore existing/innovative ideas/best practices on EE solution

Deliverable(s): 2 reports on existing/innovative ideas/best practices on EE solutions
Methodology: The project will conduct research to identify existing and best practices/models on EE solution and the ability for scaling up. Besides, the project will collaborate with different stakeholders (MOIT, MARD, SMEs, commercial banks etc.) and other related agencies to organize competition to explore new and innovative ideas on EE solutions with high applicability to supporting and food sectors.

Time of action:
- Prepare for the competition, contest, research: 5-6/2023
- Identify and explore existing/innovative ideas/best practices on EE solution: 7-12/2023
- Update, analyze the collected EE solutions: 2-3/2024
- Finalize and public 2 reports on project websites: 4-6/2024

Place of action: Northeast Region’s IZs, Mekong Delta’s IZs, Can Tho, Hanoi
Implementing body: VCCI, Yuko Vietnam & external consultants

1.6. Document and promote good practices/initiatives of EE solution through learning/sharing/promotion events

Deliverable(s): 2 documented reports on existing/innovative ideas/best practices on EE solutions; learning/sharing/promotion events
Methodology: The project will well document good practices and initiatives of EE solution through various forms such as success stories/case studies, photo and video clips and high quality reports. These products will be shared and widely disseminated through various learning seminars, workshops as well as commercial promotion events.

Time of action:
- Consul experts: 5 days (in July 2024)
- Finalize and print 2 reports: 7-8/2024
- Organize learning/sharing/promotion workshops/dialogues/meetings: 9/2024, 3/2025

Place of action: Northeast Region’s IZs, Mekong Delta’s IZs, Can Tho, Hanoi
Implementing body: VCCI, Yuko Vietnam & external consultants

2. Activity 2: Developing an EE network of supporting and food processing manufacturers, ESCOs, financiers and relevant stakeholders in project areas

2.1. Conduct a mapping/stakeholder analysis in EE with 2 sectors

Deliverable(s): 2 reports on a mapping/stakeholder analysis in EE with 2 sectors
Methodology: The project will conduct a stakeholder analysis or a mapping of relevant stakeholders in EE, such as manufacturer, ESCOS, commercial banks, potential investors etc. The analysis will identify and provide information of current strategy of each actor on EE, their common interest, their long-term objectives and motives towards EE, who is doing what in each sector, the needs and their vision

Time of action:
- Recruit the external consultant(s): 5-6/2023
- Conduct a stakeholder analysis or a mapping: 7-9/2023
- Finalize and public 2 reports on project websites: 10-12/2023

Place of action: Northeast Region’s IZs, Mekong Delta’s IZs, Can Tho, Hanoi
Implementing body: VCCI, Yuko Vietnam & external consultants

2.2. Organize face-to-face dialogues and routable discussions with various actors (commercial banks, manufactures, ESCOS, other financial institutions etc.) to promote EE

Deliverable(s): 2 reports on 2 dialogues to promote EE
Methodology: These events will create opportunities for key actors in each sector to get to know each other, to explore new cooperation opportunities especially in terms of EE solution.
- Firstly: Broker and support factories in cooperation with Energy Service Companies (ESCO) that offers EE services with a financing solution arrangement. Through working with technologies suppliers and other relevant EE agencies, the Project will identify the most potential factories who could benefit the most from ESCO model and act as role models. ESCOs can offer technical solutions that can directly reduce the use of resources under a financing arrangement. This can be useful for actors that are dealing with large resource inefficiency but lack the financial means to invest in more efficient solutions.
- Secondly: Dialogue with the Banks. The project team will organize and facilitate bilateral dialogues with banks for factories. The aim of these bilateral dialogues is to consult with and get the buy-in of financial institutions...
on the EE approach in food processing and supporting and key influencing messages on credit policies. The feedback of these banks will help the project team articulate better influencing messages in briefing papers. The ultimate goal is to make them become our allies in the advocacy process.

**Time of action:**
- Recruit the external consultant(s): 5-6/2023
- Prepare for the dialogue among ESCO, technology suppliers and other relevant EE agencies: 7-8/2023
- Implement face-to-face dialogue among ESCO, technology suppliers and other relevant EE agencies: 9/2023
- Prepare for the dialogue with the Banks: 1-2/2024
- Implement face-to-face dialogue with the Banks: 3/2024

**Place of action:** Northeast Region’s IZs, Mekong Delta’s IZs, Can Tho, Hanoi

**Implementing body:** VCCI, Yuko Vietnam & external consultants

2.3. Facilitate and set up network/platform of EE

**Deliverable(s):** 1 joint MOU signed by all stakeholders

**Methodology:** VCCI will take the lead and facilitate the establishment of a network of EE with the participation of relevant stakeholders who are identified in Activity 2.1 and showed strong interest and commitment in Activity 2.2. The network could be started as a joint MOU signed by all stakeholders. In the meantime, a digital platform/network (informally) can be set up, such a zalo or Facebook group. The project will take the lead in working with those stakeholders to support the development of internal operational guidelines which regulate the participation, behaviors and operation of the network.

**Time of action:**
- Connect and set up the forum for actors to discuss, negotiate about a joint MOU: 5-8/2023
- Discuss and sign a joint MOU among all stakeholders: 9/2023-5/2024

**Place of action:** Hanoi

**Implementing body:** VCCI

2.4. Provide technical support to strengthen operations of the EE network

**Deliverable(s):** Technical support for EE network

**Methodology:** The project can provide initial technical assistance to the network through developing a joint operational strategy, action plan and ensure all key priorities of EE consumption are well reflected in those strategies and plans. The project also facilitates internal learning, information sharing within the network. This activity can be implemented through training and coaching factories in developing bankable EE projects. From the 50 factories that are members of the food processing and supporting sectors will be supported to develop EE projects that are well designed and can target loans from commercial banks, government and other sources. This activity includes training for factories on how to interpret the loan policy and banks’ loan requirements as well as how to develop a well-designed EE projects to meet all requirements. There will also be direct coaching for each factory to complete the projects. The bankable EE project will be jointly developed with support of project officers and external consultants.

**Time of action:** 9/2023-5/2024

**Place of action:** Northeast Region’s IZs, Mekong Delta’s IZs, Can Tho, Hanoi

**Implementing body:** VCCI, Yuko Vietnam & external consultant(s)

2.5. Documentation and establish communication channels to exchange lessons learnt

**Deliverable(s):** Newsletters, E-mails to listed group members, Annual Project Magazine, Website, Zalo group.

**Methodology:** Mutual learning and sharing of experiences is an important contributor to reach Result 2. Experiences show the importance of factories sharing experiences and expectations with each other. Information will be shared in a number of ways, this includes: Newsletters, E-mails to listed group members, Annual Project Magazine, Website of relevant partnerships, meetings between producer groups and processor networks.

**Time of action:** 9/2023-4/2025

**Place of action:** Hanoi

**Implementing body:** VCCI

3. Activity 3: Developing a scale-able EE bench-marking tool for supporting and food processing manufacturers in project areas

3.1. Conduct an in-depth research of EE, energy consumption/available EE verification tools among supporting and food processing manufacturers

**Deliverable(s):** 2 reports on EE, energy consumption/available EE verification tools among supporting and food processing manufacturers

**Methodology:** The project will conduct an in-depth research and assessment of EE including status of energy consumption, existing EE verification tools among industrial supporting products and food processing manufacturers. The research will provide an overview pictures on how manufactures are consuming energy, what kind of tools and methods they use to measure, what standards and systems are used to manage, the database and level of EE etc.

**Time of action:**
- Recruit the external consultant(s): 5-6/2023
- Analyze the status of energy consumption, existing EE verification tools: 7-10/2023
- Finalize and public 2 reports on project websites: 11-12/2023

**Place of action:** Northeast Region’s IZs, Mekong Delta’s IZs, Can Tho, Hanoi

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Implementing body: VCCI, Yuko Vietnam & external consultant(s)

3.2. Develop EE benchmarking tools
Deliverable(s): EE benchmarking tools and other relevant supporting frameworks/index
Methodology: Based on the assessment result from 3.1, the project will work with external consultants and experts to develop EE benchmarking tools and other relevant supporting frameworks/index. Some other supporting tools can be IT based apps or software etc.
Time of action:
- Recruit the external consultant(s): 5-8/2023
- Do research and develop EE benchmarking tools: 9-12/2023
Place of action: Northeast Region’s IZs, Mekong Delta’s IZs, Can Tho, Hanoi
Implementing body: VCCI, Yuko Vietnam

3.3. Test EE benchmarking tools at selected
Deliverable(s): a report on the result of testing EE benchmarking tools in 2-4 factories
Methodology: The first version of EE benchmarking tools will be tested at 2-4 supporting product and food processing manufacturers to get their feedbacks on the content, methodology and also the values that benchmarking tools can offer to each manufacturer. The Japanese system can be used as a reference.
Time of action:
- Select factories to do the tests: 1/2024
- Test EE benchmarking tools and do the summary report: 2-4/2024
Place of action: Northeast Region’s IZs, Mekong Delta’s IZs, Can Tho, Hanoi
Implementing body: VCCI, Yuko Vietnam

3.4. Upgrade and finalize EE benchmarking tools with additional justification/additional consultation process
Deliverable(s): a report on consultation workshop
Methodology: After testing activity, together with feedbacks and comments from testing manufactures, the project will also hold a consultation workshop with the participation of 30-40 stakeholders like scientist, investors, commercial banks etc. to upgrade and finalize the benchmarking tools. The Japanese system can be used as a reference.
Time of action:
- Prepare for the workshop: 2-3/2024
- Implement the consultation workshop: 4-5/2024
Place of action: Hanoi
Implementing body: VCCI, Yuko Vietnam

3.5. Piloting the benchmarking tools with larger number of manufacturers to exchange lessons learnt
Deliverable(s): a report on the result of piloting final EE benchmarking tools at 5-10 manufactures
Methodology: The final version of EE benchmarking tools will be again piloted at 5-10 manufactures in both supporting and food processing sectors. The project will also provide necessary technical assistance and capacity building to ensure all selected manufactures are able to use benchmarking tools properly. Besides this, the project will also support food processing factories and supporting factories to make annual energy consumption reports. These reports are in compliance with ISO 5001 standard. Project experts will have access to the factory’s database and data from relevant entities to make assessment of current status of energy consumption in supporting and food processing industry.
Time of action:
- Select 5-10 manufactures: 2-3/2023
- Piloting and make the report on the pilot: 4-12/2024
Place of action: Northeast Region’s IZs, Mekong Delta’s IZs, Can Tho, Hanoi
Implementing body: VCCI, Yuko Vietnam

3.6. Evaluate, document piloting phase and sharing, learning events to scale up the tools in 2 sectors
Deliverable(s): 2 document of piloting EE benchmarking tools + 2 sharing, learning events
Methodology: VCCI will evaluate the effectiveness of EE benchmarking tools and document all piloting results. These reports and documentation will be shared and disseminated through 02 learning national workshops in supporting and food sectors. The workshops will also discuss the strategies to scale up the tools.
Time of action:
- Document all piloting results: 4/2024 – 1/2025
- Organize 2 sharing, learning events: 2-3/2025 & 5/2025
Place of action: Ha Noi, Can Tho/ HCMC
Implementing body: VCCI

4. Activity 4: Establishing a road-map for an ESCO Association in project areas
4.1. Conduct a stakeholder mapping and ESCO business assessment in supporting and food sectors
Deliverable(s): 2 reports
Methodology: VCCI will conduct a stakeholder mapping to identify different ESCO actors and its ecosystem which include their interest, strategies, key priorities as well as their needs. The study also evaluates current legal framework of ESCO business in Vietnam, international experience which can fit in the Vietnamese conditions and design a road-
map for the establishment of an ESCO Association in the country. The study is expected to show and prove the need for an ESCO association in Vietnam and how an association will coordinate and promote the energy transition process in the country. The study also provides inputs and recommendations which shall be disseminated to the government agencies in the project’s workshops or in the VCCI’s recommendations to the governments.

**Time of action:** 8-12/2023 & 3-5/2024  
**Place of action:** Ha Noi  
**Implementing body:** VCCI

### 4.2. Workshop with related stakeholders on the idea of establishing ESCO Association

**Deliverables:** 2 report on 2 workshops  
**Methodology:** Based on the study report from 4.1, VCCI will organize and facilitate various discussions, dialogues and consultation with key actors identified in the mapping, such as commercial banks, governmental ministries and agencies, supporting, and food processing manufacturers etc. The content of those discussions will be focusing on the need of establishing ESCO Association, why and how the ESCO Association can contribute to the energy development of Vietnam and to promote a sustainable development of the ESCO business. These events will be expected to gain initial feedbacks and inputs to develop a roadmap to establish the ESCO Associationing manufacturers etc. to discuss, information exchange on the idea of establishing ESCO Association.

**Time of action:** 11-12/2023 & 4-5/2024  
**Place of action:** Ha Noi, Can Tho/ HCMC  
**Implementing body:** VCCI

### 4.3. Set up a working group/task force team to develop the road-map for an ESCO Association establishment

**Deliverables:** a working group and a road-map  
**Methodology:** VCCI will take the leading role to set up a working group with the main purpose is to develop a feasible road map for an ESCO Association. The working group may include committed and active actors who are working in the field of ESCO who would become key members of the Association in the future. External consultants and experts may be involved to provide technical support for this process. The road-map is expected to identify vision, goals and milestones, direction and strategy, key steps, activities and tactics needed to establish the association, timeline, resources, potential members, role/responsibility of important actors from beginning until the Association established and function well.

**Time of action:** 11/2023 - 12/2024  
**Place of action:** Northeast Region’s IZs, Mekong Delta’s IZs, Can Tho, Hanoi  
**Implementing body:** VCCI

### 4.4. Consultation seminars with wider target groups to share, verify and finalize the road map

**Deliverable(s):** 2 report on 2 seminars  
**Methodology:**  
- Once the draft Road-map has been completed, the project will hold 02 sharing and consultation seminars with the participation of wider target groups in supporting and food processing sectors. The seminars are expected to gain comments and feedbacks on the content of the roadmap as well as re-evaluate the feasibility of the document. Based on these feedbacks, the working group will continue to work to finalize the road map and make initial preparations for its implementation.  
- For this activity, an ESCO Network with ESCO Companies, Enterprises participating in the project and financing institutions will be established subsequent to the development of a roadmap. The ESCO network is an open-ended platform where membership is not limited, which represents the mutual interest of ESCO companies, encourages energy efficiency investments and serves as a preparation for the ESCO establishment.

**Time of action:** 4-6/2024 & 10-12/2024  
**Place of action:** Ha Noi, Can Tho/ HCMC  
**Implementing body:** VCCI

### 5. Activity 5: Policy recommendations to the Government of Vietnam on financing EE projects and ESCO business development

#### 5.1. Conduct a scoping study, policy review and policy gap analysis on financing EE projects, ESCO business development

**Deliverable(s):** 2 reports  
**Methodology:** VCCI will take lead in conducting this study with the participation and consultation of all related stakeholders. The study will also evaluate and review sub-law documents such as regulations, decisions from national to local level on financing EE projects and ESCO business. The study is expected to provide relevant policy recommendations to the government to address policy gaps and create an enabling environment for EE and ESCO in Vietnam. The policy recommendations including the roadmap will be formally submitted to the (i) Department of Energy Efficiency and Sustainable Development, Ministry of Industry and Trade, (ii) Department of Climate Change, Ministry of Natural Resources and Environment, and (iii) Department of Industry, Ministry of Planning and Investment.

**Time of action:** 9-12/2024
5.2. Conduct research and document best practices, models and mechanism relating to financing EE projects, ESCO business development

**Deliverable(s):** 2 reports

**Methodology:** The project will conduct research and document best practices and current mechanism relating to financing EE project, ESCO in Vietnam and possibility other relevant models in other countries with similar context.
- The external consultants and VCCI’s specialists will research on best practices, models and mechanism relating to financing EE projects, ESCO business development
- VCCI will document 2 reports as handbooks/instruction books...

**Time of action:**
- Research on best practices, models and mechanism: 7-8/2024
- Finalize and public 2 reports on project websites: 9-12/2024

**Place of action:** Northeast Region’s IZs, Mekong Delta’s IZs, Can Tho, Hanoi

Implementing body: VCCI and external consultants

5.3. Organize national workshop/policy dialogues on financing EE/ESCO business development to disseminate policy recommendations

**Deliverable(s):** a report on a national workshop

**Methodology:** VCCI will organize a workshop and policy dialogues to share the results achieved from Activity 5.1 and 5.2 and seek for additional comments, inputs and validation from the audience. The workshop will involve roughly at least 60 key stakeholders from related departments under Government’s ministries (MONRE, MOIT, DARD), CSO, media, research and scientist, representatives from private sector, manufactures, and financial institutions. After these workshop, final policy recommendations will be shared and widely disseminated through different communication channels (established in result 1)

**Time of action:**
- Prepare for the workshop: 7-10/2024
- Organize the workshop: 11-12/2024

**Place of action:** Hanoi

Implementing body: VCCI

5.4. Dialogue meetings with key policy makers, about policy requirement for scaling

**Deliverable(s):** 2 reports on 2 dialogues

**Methodology:** VCCI will collaborate with government, representatives from private sector, media agencies to provide additional support to ensure all key messages/recommendations are shared and properly followed up. Evidence based advocacy and policy influencing on EE/ESCO will be one of priorities in following years

**Time of action:**
- Prepare for 2 dialogues: 7-10/2024
- Organise 2 dialogues: 11/2024 - 3/2025

**Place of action:** Ha Noi, Can Tho/ HCMC

Implementing body: VCCI

III. Results-based monitoring framework (RBMF)

<table>
<thead>
<tr>
<th>Impact Level:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contribution to better social and environmental circumstances and lowering carbon emissions in Vietnam’s two most energy-intensive sectors.</td>
</tr>
<tr>
<td>Contribute to more effective resource usage, accountable manufacturing supply chains, and processes</td>
</tr>
</tbody>
</table>

| Long-Term Outcome: Public and private sectors enhance EE in supporting food processing and support industry enterprises |

<table>
<thead>
<tr>
<th>Intermediate Strategic Outcomes</th>
<th>Project Indicator</th>
<th>Baseline</th>
<th>Target</th>
<th>Actual/Accomplishment</th>
<th>Data Source and Means of Verification</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Strategic Outcome 1. Strengthened Enabling Policy Environment</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Select Outcomes applicable to your project and indicate your project-specific output.</td>
<td>Indicate the project-specific indicator for the selected outcome</td>
<td>Indicate the baseline for your specific output</td>
<td>Set target (quantitative preferably)</td>
<td>Provide the actual as part of the progress report</td>
<td>Specify means to verify the target</td>
</tr>
<tr>
<td>Short-Term Outcome 1.1 A benchmarking tool for committed support industry and food manufacturers is piloted</td>
<td>EE benchmarking tool is in place and it’s used by ESCO</td>
<td>There is no scalable EE benchmarking tool in place to assist food processing companies.</td>
<td>5 manufacturers in supporting and food processing sectors</td>
<td>Reports produced in Activity 3.6 for learning and sharing expertise on testing a benchmarking tool</td>
<td></td>
</tr>
</tbody>
</table>

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Table 5: Results-based monitoring framework (RBMF)

The project’s monitoring and evaluation system is designed for accountability and learning purposes and operates as follows: The result-based planning, as elaborated in the logical framework, in the activity planning and in the activity-based budget, is fully operationalized for the first year. Upon approval, this operational planning is further disaggregated to each sector where the project is operational.

- Subsequently the monitoring database is set up, on the basis of the result and output indicators in the logical framework and in the description of the action. Then, the ToR for the baseline is designed, based on the indicators of the overall and specific objectives and results in the logical framework. In the quarter, a baseline study is undertaken, by an external party.

- Half yearly collected monitoring data are consolidated and analysed, to visualize progress and discuss this in the steering committee for adjustment of plan and strategies if needed. The half yearly report together with an overview of expenditures is sent to the donor, for endorsement.

- Annually, VCCI and main stakeholders in each sector come together, and reviews progress of the project as a whole, based on consolidated and analysed monitoring data. In the same meeting the planning for the next year is operationalized – with justified adjustments when needed. The consolidated report and operational plan is submitted to the donor for endorsement. This annual review and re-planning and half-yearly reporting routine continues throughout the action.

<table>
<thead>
<tr>
<th>Short-Term Outcome 1.2</th>
<th>Tool</th>
<th>(Documentary review)</th>
</tr>
</thead>
<tbody>
<tr>
<td>A road map for an ESCO Association is developed</td>
<td>A road map is created</td>
<td>Regulations on ESCO business have not been established in Vietnam and the ESCO service business is still at the initial stage with very few ESCO companies.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Creation of one road map for an ESCO Association establishment</td>
</tr>
<tr>
<td></td>
<td></td>
<td>A report on the roadmap’s consultation workshops (Documentary Review)</td>
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</table>

<table>
<thead>
<tr>
<th>Short-Term Outcome 1.3</th>
<th>Tool</th>
<th>(Documentary review)</th>
</tr>
</thead>
<tbody>
<tr>
<td>An ESCO Network including ESCO Companies, enterprises participating, financing institutions, and relevant stakeholders is organized</td>
<td>A platform of the ESCO Network in Vietnam is established</td>
<td>An ESCO Network platform has yet to be built.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Creation of one ESCO Network platform</td>
</tr>
<tr>
<td></td>
<td></td>
<td>A report produced in Activity 2.5 for learning and sharing experiences (Documentary review).</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Short-Term Outcome 1.4</th>
<th>Tool</th>
<th>(Documentary review)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Policy recommendations to the Government of Vietnam on financing EE projects and ESCO business development are distributed</td>
<td>The number of policy recommendations for EE and ESCO made in this project to relevant ministries and stakeholders.</td>
<td>The ESCO policy recommendations have yet to be developed.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Key elements for ESCO policy are identified and recommended to the government of Vietnam based on an analysis of the needs and evidence.</td>
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<td>The policy recommendations were submitted to the (i) Department of Energy Efficiency and Sustainable Development, Ministry of Industry and Trade, (ii) Department of Climate Change, Ministry of Natural Resources and Environment, and (iii) Department of Industry, Ministry of Planning and Investment. (Documentary Review)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Strategic Outcome 4: Knowledge and Awareness Building</th>
<th>Tool</th>
<th>(Documentary review)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Short-Term Outcome 4.1</td>
<td>Tool</td>
<td>(Documentary review)</td>
</tr>
<tr>
<td>Awareness of committed support industry and food manufacturers on EE is increased</td>
<td>The number of committed support industry and food manufacturers are taking part in capacity building and technical assistance training.</td>
<td>Committed support industry and food manufacturers lack awareness of resources and technologies to implement EE</td>
</tr>
<tr>
<td></td>
<td></td>
<td>100 committed support industry and food manufacturers (50 from food and 50 from supporting manufacturers)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>A report on EE solution good practices/initiative in 1.6 (Documentary review)</td>
</tr>
</tbody>
</table>
- Annually also an audit is commissioned, to verify compliance in the expenditures and in the administrative and accounting systems. The audit report is also sent to the donor for endorsement.
- Half-way the action a mid-line and a mid-term evaluation are commissioned. The mid-line follows exactly the same design and methodology as the baseline. The mid term evaluation assesses the effectiveness, efficiency, relevance, sustainability and impact of the project, and proposes recommendations for strategy changes where needed. The midterm evaluation report is discussed in the VCCI steering committee and subsequently submitted to the donor for endorsement.
- An end-line and final evaluation are commissioned, with the same ToR as the mid-line and the mid-term evaluation. The end line draws conclusions on the degree to which the action achieved its intended results, outcomes and impacts and draws lessons for follow-up actions and the sustainability and institutionalization of the action. They are sent to the donor for endorsement.
- At the end of project, also a final audit and a final report are produced and submitted to the donor.

The main goal of this approach is to ensure that:
- The results of the project all meet the requirements of ETP, sponsors and other companion programs
- All project deliverables are reviewed and reported by an appropriately qualified technician prior to submission.
- Good practice and application of innovative methods used in the implementation of project activities
- Have a monitoring, evaluation and feedback framework to optimize the results from project activities.

IV. Gender mainstreaming and inclusion

Gender issues are well embedded in the project activities to ensure that women are empowered and gender equality is taken into account. Following is the project’s approach to engage women in its activities:

- Gender-sensitive awareness raising: the project’s training and events are tailored to specifically target both male and female supporting producers and food manufacturers. Include gender-sensitive messaging and examples that highlight the importance of gender equality in energy efficiency. Emphasize the benefits of women's participation and leadership in the sector, and ensure that women's perspectives and experiences are adequately represented and valued.
- Gender-responsive financing: When supporting factories in accessing green financial resources for energy efficiency projects, ensure a gender-responsive approach. Consider the specific needs and challenges faced by women-owned or women-led businesses in accessing finance. Advocate for financial institutions to adopt gender-responsive financing mechanisms that promote equal opportunities for men and women entrepreneurs. Provide targeted support and guidance to women entrepreneurs in developing adequate proposals and accessing finance effectively.
- Gender-inclusive policy analysis: Conduct a gender analysis of current policies and regulations related to energy efficiency in the supporting and food processing industries. Assess the gender implications of these policies and their impact on women's participation and access to green credit sources. Make policy recommendations that are gender-responsive and promote women's inclusion and participation in the ESCO sector. Advocate for the development of regulations that encourage gender equality and support women's empowerment in energy efficiency initiatives.
- Women's participation and representation: Ensure the active participation and representation of women in decision-making processes, consultations, and stakeholder engagements throughout the project. Promote gender balance and diversity in project committees, working groups, and consultations. Ensure that women's voices, needs, and perspectives are included in the project's planning, implementation, and monitoring activities.
- Gender mainstreaming in project implementation: Integrate gender mainstreaming throughout the project cycle. Set specific targets and indicators to monitor and evaluate gender-specific outcomes and impacts. Regularly assess and report on progress made towards gender equality goals. Address any identified gaps or challenges through targeted interventions and adjustments to project activities. It is planned that at least 30% of the participants in the workshops and training sessions are women.
IV. RISKS, CHALLENGES AND MITIGATION STRATEGY

During the proposal phase, VCCI have identified possible risks and how to minimize or treat them as necessary as provided in the table below. Regular project meetings allow early identification of issues and VCCI will participate in finding the best solution, in consultation with the stakeholders if necessary.

<table>
<thead>
<tr>
<th>Risk</th>
<th>Explanation</th>
<th>Mitigation strategy</th>
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| Interest, level of companies and financial banks’ acceptance relating to new technology, energy transition | After Covid 19, SMEs have more concerns about production, expanding the market to restore. Factories do not have time to engage in energy-related activity. Besides, Financial institutions can be unaware of investment in new technology | - VCCI will closely monitor the situation, update policies, connect many parties to understand the needs of the parties, maintain communication channels to promote the concerns of groups.  
- VCCI will prioritize resources to work closely with businesses, helping them build a risk management plan for businesses to prevent and better manage  
- Throughout the seminars, dialogues, meetings and communication channels, VCCI will provide the update information for the financial institutions about the new technology and the best practice(s) on financing to it (if available) to raise their awareness of investment in new technology |
| Data from factories                                                  | SMEs do not have a good energy data management system or provide inaccurate data (such as the outdated or deficient data)                                                                                     | VCCI and ESCO will work directly at the factories to get accurate data and access the data through service providers such as power companies, local authorities |
| Changes of government’s policies relating to energy sector           | The right of issuing regulation prescribing different energy sector are assigned to various government authorities, which leading to the challenge in updating the changes of policies relating to energy sector | VCCI works closely with agencies and departments such as the government, Ministry of Industry and Trade, Ministry of Natural Resources and Environment, actively consults and reviews policies to promptly update new regulations, and at the same time advocates for policies according to direction to EE promotion. |
| Willingness to change and participate of media                      | Stakeholders are often unwilling to participate in communication activities due to their reluctance to share internal issues                                                                                  | VCCI ensures that the information shared must have the consent of the parties involved and the accuracy of the information. |

Table 6: Table Of Risks, Challenges And Mitigation Strategy
OVERALL GOAL

Enhance EE in supporting and food processing industries through increasing public and private-sector awareness of Renewable Energy & EE practices, supporting private sector to access financing for their EE investments, networking among manufacturers, financiers and Energy Service Companies (ESCOs), piloting an EE bench-marking for the two industries and developing a road-map for establishment of ESCO Association in Vietnam.

PROJECT RESULTS

01 Supporting and food manufacturers are aware of the EE solutions and how to improve energy consumption in their manufacturing facilities (through investment or cooperation with ESCOs).

02 An EE network of supporting and food processing manufacturers, ESCOs, financiers and relevant stakeholders in EE is in place.

03 A scale-able EE bench-marking tool for supporting and food processing manufacturers is in place.

04 A road-map for an ESCO Association establishment is in place.

05 Policy recommendations to the Government of Vietnam on financing EE projects and ESCO business development are disseminated.
OUTPUT

Contribute to the National Energy Efficiency Program 2019-2030 and to the establishment of ESCO business in Vietnam

Output 1:
100 food processing and supporting manufactures have improved management practices to more efficient energy consumption in production and a better utilisation of available energy resources

Output 2:
10 factories supported in developing bankable energy efficiency projects

Output 3:
03 industries enterprises adopting improved energy efficiency technologies

Output 4:
01 EE network (manufacturers, ESCOs, financiers and relevant stakeholders...)

Output 5:
A road-map for an ESCO Association establishment

OUR PARTNERS/ COLLABORATORS

Yuko Vietnam

DCC

REA

BIDV

Vietcombank

SHB

VNEEC

Viet Energy
List of Reference:


