



VIETNAM CHAMBER OF COMMERCE AND INDUSTRY



PROMOTION OF ENERGY EFFICIENCY IN SUPPORTING AND FOOD

PROCESSING INDUSTRIES IN VIETNAM

GRANT REF. NUMBER: ETP/VIE/EEIW-5/2023

NARRATIVE PROGRESS REPORT

REPORTING PERIOD

FROM 1 OCTOBER – TO 31 DECEMBER 2023

DATE SUBMITTED

15 APRIL 2024



PROJECT INFORMATION AND RESOURCES
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Project title:	Promotion of Energy Efficiency in Supporting and Food processing Industries in Vietnam
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Project Starting date	Project completion date	
	Originally planned	Current estimate
16 May 2023	30 April 2025	31 July 2025

Approved Total Budget (US\$)	Latest Signed Amended Budget (US\$)
199,570	199,570

Approval Date of Amendment	Nature of the Amendment

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LIST OF ABBREVIATION

Abbreviation	Definition
VCCI	Vietnam Chamber of Commerce and Industry
VCCI-ITB	Institute of Information Technology for Business, under Vietnam Chamber of Commerce and Industry
UNOPS	United Nations Office for Project Services
Yuko Vietnam	Yuko Vietnam Company Limited
EE	Energy Efficiency
ESCO	Energy Service Company
EEPs	Energy Efficiency projects
RE	Renewable energy
SO	Specific Objectives
PAR3E	Project “Public awareness raising in Renewable Energy and Energy Efficiency in Vietnam”
NGOs	Non-governmental organizations
EU	European Union
VASI	Vietnam Association for Supporting Industries
Quacert	Viet Nam Certification Centre
EDEEC	EDEEC COMPANY LIMITED
VIB	Vietnam International Commercial Joint Stock Bank
IFC	International Finance Corporation
CCS	Center for Creative Research and Sustainable Development
GTFP	Global Trade Finance program
GHG	Greenhouse gas

I. EXECUTIVE SUMMARY

1. Introduction

Background

During the 2021 United Nations Climate Change Conference (COP26), Prime Minister Pham Minh Chinh stated that despite being a developing country that has only begun industrializing in the past 30 years, Vietnam has significant potential for transitioning to clean energy and reducing greenhouse gas emissions. Vietnam plans to develop and implement strong measures to cut greenhouse gas emissions using its own resources, alongside financial and technological support from the international community, especially developed countries. This includes implementing mechanisms under the Paris Agreement to achieve net-zero emissions by 2050. Minister of Industry and Trade Nguyen Hong Dien also spoke at a COP26 roundtable, confirming that Vietnam will reduce coal-fired power and aims to double its wind and solar power capacity to 31-38 gigawatts by 2030.

According to the General Statistics Office of Vietnam, energy consumption in Vietnam increased rapidly by an average of 4.3% per year between 2010 and 2019. Vietnam Electricity (EVN) reports that the country has 2,961 key energy users, each consuming over 1,000 TOE (equivalent to 6 million kWh per year). These users account for 33% of the nation's total electricity consumption. Most of these key energy users are industrial production enterprises, including more than 2,400 food processing and supporting manufacturers, which together account for over 47% of the total national energy consumption.¹

The number of enterprises in the food production and processing industry is relatively small, accounting for nearly 1% of all enterprises in the country. However, this industry has great potential for development and is a key sector in Vietnam, contributing over 20% of the annual net sales in the manufacturing and trading industries. Within the food processing industry, the highest number of enterprises are involved in fruit and vegetable processing, while the frozen seafood processing sector attracts the most labor. The average annual growth rate of the industrial production index for the food production and processing industry was 7% from 2016 to 2020. Specifically, it increased by 8.2% in 2016, 6% in 2017, 8.2% in 2018, 7.9% in 2019, and, due to the impact of the COVID-19 pandemic, only 4.5% in 2020..² In the first months of 2021, the food production industry

¹ Vietnam Electricity, "Energy saving in key energy-using industrial enterprises", <https://en.evn.com.vn/d6/news/Energy-saving-in-key-energy-using-industrial-enterprises-66-163-3080.aspx>, accessed on 22 May 2023.

² <https://www.gso.gov.vn/du-lieu-va-so-lieu-thong-ke/2021/05/trien-vong-tuoi-sang-cua-nganh-cong-nghiep-san-xuat-che-bien-thuc->

showed a clear recovery as the COVID-19 pandemic was strictly controlled, and the production and business sectors of the economy returned to a new normal state. The production index of the food processing industry in the first four months of 2021 increased by 7.1% compared to the same period last year. The production of various products also increased significantly: aquatic products and processed seafood by 3.3%, fresh milk by 5.6%, powdered milk by 18.1%, animal feed by 9.2%, and aqua feed by 3.2%.³ Although food processing is a major export industry for Vietnam, it is also one of the leading energy-consuming industries. By 2020, the 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. According to 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 use old equipment and energy-intensive techniques, which account for about 20-30% of this sector's energy consumption. Therefore, the potential energy savings for this sector could reach 20% if new technologies and energy efficiency solutions are implemented.

Vietnam currently has about 5,000 enterprises in the supporting industry, but only about 300 of these participate in the multinational supply chain, creating jobs for more than 600,000 employees. Enterprises in the supporting industry account for nearly 4.5% of the total number of enterprises in the processing and manufacturing sectors. The net revenue of companies in the supporting industry in Vietnam reaches 900 trillion VND, which is equivalent to 11% of the entire sector. Given 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, products from the supporting industry are expected to meet 70% of domestic demand and account for about 14% of industrial production value.

However, the main challenge for both sectors in implementing energy efficiency (EE) is the small scale and modest production capacity of most companies. Many enterprises still use outdated technology and are not as energy-efficient as those in other countries. Human resources for investment and the implementation of EE solutions are limited, and there is a lack of awareness about the resources and technologies needed for EE.

Additionally, although Vietnam has about 100 units operating in energy-saving consulting services, the number of units registered for Energy Service Company (ESCO) operations

pham/#:~:text=Tốc%20độ%20tăng%20chỉ%20số%20sản%20xuất%20công%20nghiệp%20của, chỉ%20tăng%204%2C5%25.

³ General Statistics Office of Vietnam, "Brighter prospects of food production and processing industry", <https://www.gso.gov.vn/du-lieu-va-so-lieu-thong-ke/2021/05/trien-vong-tuoi-sang-cua-nganh-cong-nghiep-san-xuat-che-bien-thuc-pham/>, accessed on 22 May 2023.

is still limited. The number of successful ESCOs is also low, making it difficult for these companies to cooperate with enterprises in promoting the development and application of EE models and solutions.

As of June 2021, BIDV and Vietcombank, in cooperation with the World Bank, provided technical support to 101 potential energy efficiency projects (EEPs). However, only 16% (16 projects) became bankable, and only 8 projects received loans for initiatives such as technology upgrading, waste heat recovery, rooftop solar systems, and other clean energy projects.

The "Promotion of Energy Efficiency in Supporting and Food Processing Industries in Vietnam" project aims to address the critical need for enhanced energy efficiency in two pivotal sectors of the Vietnamese economy: supporting industries and food processing. These sectors are substantial contributors to the country's economic growth and are characterized by significant energy consumption. Improving energy efficiency in these industries is essential for reducing operational costs, enhancing competitiveness, and contributing to environmental sustainability.

Objectives

The primary objectives of the project are:

1. Increasing awareness among supporting producers and food manufacturers about energy efficiency and available technical and financial solutions to identify and implement energy-efficient technologies and practices in their industries.
2. Food processing and supporting product factories can access adequate finance for energy efficiency investment projects, thereby enhancing production efficiency.
3. Pilot a benchmarking tool for committed supporting products and food manufacturers within the project, with the potential for scalability to encompass entire industries or even national-level implementation.
4. Conduct a comprehensive analysis of existing policies and devise a strategic roadmap for the establishment of an ESCO Association.

Expected Outputs

- 100 food and supporting manufacturers receive capacity building and technical assistance aimed at raising awareness and promoting compliance with energy efficiency standards and solutions.
- 10 manufacturers with energy efficiency improvement recommendations will undergo an Investment Grade Energy Audit, supported in developing bankable energy efficiency projects if capable, and the results will be publicly disclosed to foster

collaboration and explore potential business opportunities among ESCO companies, enterprises, and financing institutions.

- 03 manufacturers successfully develop bankable energy efficiency projects incorporating improved energy efficiency technologies.
- 01 energy efficiency network is established encompassing manufacturers, ESCOs, financial institutions, and relevant stakeholders.
- A scalable energy efficiency benchmarking tool has been implemented for supporting and food processing manufacturers.
- A roadmap is developed for the establishment of an ESCO Association.

Under the sponsorship of the United Nations Office of Project Services (UNOPS) as part of the Southeast Asia Energy Transition Program (ETP), Project “Promotion of Energy Efficiency in Supporting and Food Processing Industries in Vietnam” is scheduled for implementation from May 16, 2023 to April 30, 2025, with the Vietnam Chamber of Commerce and Industry serving as the implementing agency. The upcoming sections will explore the strategies, accomplishments, and challenges faced during the project's implementation from May 16, 2023, to December 31, 2023.

2. Project Implementation

Since its inception in May 2023, the project has made significant strides in achieving its objectives. Key activities undertaken during this period include:

Research and Study: During this period, VCCI plans to undertake five survey activities:

- (i) Deep-Dive Study: Conduct a comprehensive study (including baseline data collection) to identify impediments and challenges related to energy efficiency.
- (ii) Identify and Explore EE Solutions: Identify and explore existing and innovative ideas and best practices for energy efficiency solutions.
- (iii) Mapping and Stakeholder Analysis: Conduct a mapping and stakeholder analysis of energy efficiency in the supporting and food processing sectors.
- (iv) In-Depth Research on EE: Conduct in-depth research on energy efficiency, energy consumption, and the availability of energy efficiency verification tools among supporting and food processing manufacturers.
- (v) Stakeholder Mapping and ESCO Business Assessment: Conduct a stakeholder mapping and assessment of the ESCO business in the supporting and food processing sectors.

With the support of UNOPS, VCCI has finalized the terms of reference for recruiting consultants to conduct research activities. These TORs have been posted on various

media channels and comply with VCCI's regulations for recruiting experts. The results of this research will help inform the design of appropriate activities for businesses in the next phase.

Stakeholder Engagement: Extensive consultations and engagement sessions were conducted with representatives from supporting and food processing industries to understand their energy consumption patterns, challenges, and opportunities. The Inception Meeting of the project held on 18 August 2023, is the most important event at this stage. It included 130 participants from two industrial sectors, financial institutions, ESCOs, and other stakeholders. This meeting provided a forum for launching the project. All project partners learned more about the project objectives and activities. There were successful discussions to enhance partnerships in developing solutions and platforms to support entrepreneurs in energy transition and energy efficiency (EE) in accordance with Vietnam's sustainable growth orientation and international commitments to reduce greenhouse gas (GHG) emissions.

In September 2023, VCCI partnered with the Vietnam Association of Supporting Industries (VASI) to host a workshop titled "Assisting Businesses in Meeting Requirements for Energy Efficiency Management through ISO 50001:2018 Standard Application."

The 2 above events attracted the following participants: 47 supporting and food processing companies; 14 Energy Service Companies (ESCOs); 03 banks and financial institutions; 41 relevant individuals and organizations; 25 press and media organizations.

Capacity Building: Due to some issues with the approval procedure, training workshops, and awareness programs were not organized during this period. However, to enhance the understanding of energy efficiency concepts and solutions among manufacturers, VCCI has cooperated with many experts from state management agencies, ESCOs, and other stakeholders to prepare training materials for upcoming project training courses. These materials focus on issues of high concern to manufacturers, such as effective energy management processes, current state regulations on reducing greenhouse gas emissions in production, steps to inventory greenhouse gases, and building energy projects.

The project has established a network of experts ready to participate in capacity-building support programs for businesses. These experts come from the Ministry of Planning and Investment, the Ministry of Natural Resources and Environment, the Ministry of Industry and Trade, Hanoi University of Science and Technology, companies providing solar energy solutions, and financial and banking institutions such as BIDV, SeaBank, AFD, and JCM.

Technical support: The project commits to selecting 10 businesses to support energy audits and aims to build energy projects with access to capital. According to the plan, businesses will be selected through training programs, and the following criteria must be considered:

- Current Energy Consumption: Businesses should have high energy consumption, so that improving energy efficiency will have a significant impact.
- Energy Saving Potential: Businesses should have a high potential for energy savings through the application of energy-efficient technologies and solutions.
- Commitment from Business Leadership: Business leaders should demonstrate strong commitment to implementing energy-saving measures and be willing to invest in these projects.
- Financial Capability: Businesses should have the financial capability or the ability to raise funds to implement energy efficiency projects.
- State of Infrastructure and Equipment: Businesses using outdated technology and equipment can benefit significantly from upgrading to modern, energy-efficient technologies and equipment.
- Human Resources Capability: Businesses should have a team of skilled technical staff who are capable and willing to participate in training activities and implement energy-saving solutions.
- Sustainability and Environmental Impact: Businesses should be capable of implementing energy-saving solutions that help reduce environmental impact and contribute to sustainable development.
- Business History and Reputation: Businesses with a good track record, reputation, and commitment to adhering to environmental and energy regulations should be prioritized.
- Scalability and Experience Sharing: Businesses with the potential to serve as models and share their experiences and successes with other businesses in the industry should be considered.
- Support from Financial Institutions and Partners: Businesses that can collaborate effectively with financial institutions, ESCOs, and related partners to implement energy efficiency projects should be prioritized.

During the period from June to December 2023, following networking programs, a number of businesses proactively approached and asked to participate in the project, including:

1. Ha Long Seafoco: Seafood, meat, and some agricultural products.
2. GlobalFood., JSC: Crops, fruits (especially lychee), and some agricultural products.
3. Unilever Vietnam: Cooking spices (Knorr), tea bags (Lipton tea), instant tea, etc.

4. Thinh Vuong Production and Trading Co., Ltd: Shaped plastic trays, plastic films, and used tray cleaning services.
5. Hanotech VN., JSC: Distributing chemicals for the paint, plastic, textile, food, pharmaceutical, and cosmetic industries.

Given that the commitment of business leaders is a crucial criterion for the development of energy projects, when the leaders of the aforementioned five companies expressed their direct interest in participating, the Board of Project Management agreed to conduct a pre-feasibility survey. This survey aims to assess the suitability of each enterprise based on various criteria.

In October 2023, VCCI conducted a comprehensive survey at GLOBALFOOD., JSC. During this survey, GLOBALFOOD., JSC demonstrated a strong commitment to developing solutions for energy transition and energy efficiency (EE) in alignment with Vietnam's sustainable growth objectives and international commitments to reduce greenhouse gas emissions. They also expressed a keen interest in enhancing production capacity through technical training on refrigeration and air conditioning techniques, steam systems, heat networks, pump-fan systems, and compressed air systems. Additionally, they actively engaged in discussions regarding coaching content and identified specific company needs.

Establishing a media network: The project has compiled a list of media units tasked with promoting and reporting on project activities. The communication content will primarily aim to raise awareness of energy efficiency (EE) among food processors and supporting product manufacturers. The list of media units can be found in the appendix of the report.

Partnership Development: During this period, VCCI actively collaborates with various organizations to establish a network aimed at promoting project activities. UNOPS facilitates connections with relevant domestic and foreign entities, enabling VCCI to exchange information and explore suitable forms of collaboration. Some of the organizations VCCI has partnered with include:

Yuko Vietnam: A Japanese technology firm committed to providing technical support for business training and energy project development. They represent the Japanese government's Joint Credit Program (JCM) in Vietnam.

Vietnam International Commercial Joint Stock Bank (VIB): With IFC's support, VIB has increased its trade finance limit, disbursing over \$120 million in 2019. Collaborating with IFC's Global Trade Finance program, VIB enhances trade finance capabilities, particularly benefiting import-export businesses in emerging markets like Vietnam. Additionally, VIB collaborates with ADB on various initiatives, including a \$500,000 technical support

program for female entrepreneurs from the Women Entrepreneurs Financial Initiatives Fund (WE-FI). VIB seeks to partner with VCCI to provide support to small and medium enterprises pursuing green growth-oriented development.

Environmental Design and Energy Efficiency Consultant Company Limited (EDEEC): EDEEC specializes in energy efficiency consulting for international programs of IFC-World Bank, USAID, UNDP, and UNEP. They will provide and introduce consultants according to the project's requirements and enterprise needs.

Vietnam Association of Supporting Industries (VASI): An independent, non-governmental, and non-profit organization representing manufacturing and supporting industry enterprises in Vietnam. VASI's activities include enhancing member capacity through training and consulting, facilitating business connections with domestic and export buyers, conducting survey research, and providing input to the government and large corporations. With over 300 members, VASI will be a strategic partner of VCCI in implementing project activities for enterprises in the supporting industry.

Viet Nam Certification Center (QuaCert): The National Certification Body of Vietnam, established by the Ministry of Science and Technology as a subsidiary of the Directorate for Standards, Metrology, and Quality (STAMEQ). QuaCert collaborates with VCCI to organize conferences, seminars, and discussions to raise awareness and share information with the business community about energy efficiency solutions and standards (e.g., ISO 50001).

On September 28, 2023, VCCI, VASI, and QuaCert signed a Memorandum of Understanding (MOU) to support businesses within the project framework.

3. Achievements and Outcomes

During the period from June to December 2023, the project has achieved the following outstanding results:

- The inception meeting and a technical workshop with VASI brought together 130 participants, including representatives from 47 supporting and food processing industries, 03 financial institutions, 14 ESCOs, 25 press and media organizations, and 41 relevant individuals and organizations. The inception meeting and workshop significantly raised awareness about the importance of energy efficiency among industry stakeholders. Enhanced partnerships with ESCOs, financial institutions, and other relevant organizations have been established, fostering a collaborative approach to energy efficiency.
- Finalize the Terms of Reference (TOR) for five studies on the current status of energy use in two sectors and assess stakeholders in the ESCO business model in Vietnam.

- The development of training materials and the establishment of an expert network ensure that future capacity-building initiatives will be well-supported and effective.
- The project successfully established criteria for evaluating and selecting 10 businesses for energy audits and support in developing energy projects. Additionally, 05 manufacturers proactively approached the project, demonstrating strong commitment and interest in participating. This led to pre-feasibility surveys being conducted to assess their suitability for energy projects.
- VCCI actively collaborated with organizations to promote project activities. On September 28, 2023, VCCI, VASI, and QuaCert signed an MOU to support businesses within the project framework, formalizing their commitment to promoting energy efficiency.

Gender Equality and Social Inclusion: All cooperation plans between VCCI and its partners will incorporate gender analysis, gender sensitivity, and gender integration. During this reporting period, the following instances highlight this commitment:

- In the Project Inception meeting, out of 130 delegates attending the workshop, 58 were women, representing approximately 44.62% of the total attendees. Furthermore, based on considerations of capacity, experience, and project demand, 4 out of 5 individuals and service providers selected to coordinate the organization of the workshop were women-owned business enterprises, constituting 80% of the selected service providers.
- In the workshop titled "Assisting Businesses in Meeting Requirements for Energy Efficiency. Management through ISO 50001:2018 Standard Application", 23 out of 52 delegates were women, accounting for 44.23% of the total number of participants.
- 2 out of 5 companies that registered to participate in the project were women-owned businesses. Particularly in the survey and coaching activities for GLOBALFOOD., JSC, 6 out of 18 female delegates participated in the coaching sessions, representing approximately 33.33% of the total number of attendees.

The project's commitment is to promoting Gender Equality and Social Inclusion and its efforts to create positive impacts on the lives of women, men, and marginalized groups in the supporting and food processing industry in Vietnam.

The summary table below will present in more detail the results and activities achieved by the project during this reporting period

Expected Results	Activity	Expected Outcomes	Outcomes for the reporting period	Implementation time	Activities	Implementing body
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)	1.1. A deep-dive study (with baseline data collection) conducted by the VCCI and its consultant team on energy efficiency impediments/challenges	2 reports	TOR for selection of consultants to conduct the study	Nov – Dec, 2023	Complete the expert recruitment process	VCCI and external consultants
	1.2. Develop and implement a comprehensive communication strategy to raise awareness of EE and EE solutions	Establishing a media network, building capacity for media and journalist on EE/EE solutions	Compiled a list of media units tasked with promoting and reporting on project activities. This network aims to raise awareness of EE among manufacturers.	Aug, 2023	Inception meeting on 18 Aug and the workshop coorganized with VASI on 19 Sept 2023	VCCI, VASI
	1.3. Prepare guidelines on compliance to audit procedures and criteria of different certifications and standards.	2 guidelines	TOR for selection of consultants to prepare guidelines	Nov – Dec, 2023	Complete the expert recruitment process	VCCI
	1.4.1 Training courses for 100 factories (30 persons/course *9 course) on EE standards/solutions	9 training workshop courses, participation for 100 manufactures	Despite delays in organizing workshops and awareness programs, the preparation of training materials and the establishment of a network of experts have laid a solid foundation for future capacity-building efforts.	Oct – Dec, 2023	Developed training materials focused on effective energy management processes, regulatory compliance, greenhouse gas reduction, and energy project development. These materials are readying for future capacity-building programs.	Experts from state agencies, ESCOs, and other stakeholders

Expected Results	Activity	Expected Outcomes	Outcomes for the reporting period	Implementation time	Activities	Implementing body
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)	1.4.2. + 1.4.3 Coaching bankable EE project for 10 processors and select 10 companies to develop EE bankable project	10 coaching courses	Registration to participate in the project from 05 manufacturers.	Aug – Dec, 2023	- Identified criteria for selecting 10 businesses for energy audits and support in developing energy projects. - Conducted pre-feasibility surveys to assess suitability for energy projects	VCCI, Yuko
	1.5. Identify and explore existing/innovative ideas/best practices on EE solution	2 reports	TOR for selection of consultants to explore the best practices on EE solution	Nov – Dec, 2023	Complete the expert recruitment process	VCCI
	1.6. Document and promote good practices/initiatives of EE solution through learning/sharing/promotion events	2 reports	N/A	N/A	N/A	N/A
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	2 reports	TOR for selection of consultant to conduct the mapping/stakeholder analysis	Nov – Dec, 2023	Complete the expert recruitment process	VCCI
	2.2. Organize face-to-face dialogues and routable discussions with various actors (commercial banks, manufactures, ESCOs, other financial institutions etc.) to promote EE	2 dialogues	01 dialogue, attracting 47 supporting and food processing companies, 14 ESCOs, 3 banks and financial institutions, 41 relevant individuals and organizations, and 25 press and media organizations.	Aug, 2023	Inception Meeting	VCCI

Expected Results	Activity	Expected Outcomes	Outcomes for the reporting period	Implementation time	Activities	Implementing body
Result 2 An EE network of supporting and food processing manufacturers, ESCOs, financiers and relevant stakeholders in EE is in place.	2.3. Facilitate and set up network/platform of EE	a joint MOU signed by all stakeholders	01 MOU signed among VCCI, VASI and Quacert to support supporting industry enterprises through promoting EE, energy transition programs & solutions; building sustainable mutual relationships; seeking low carbon emissions innovative solutions and ensuring a sustainable environment. This MoU is attached in Annex 7 of this report.	Sept 2023	Developing a plan to assist supporting industries in implementing efficient energy usage	VCCI, VASI, QuaCert
	2.4- Provide technical support to strengthen operations of the EE network		N/A	N/A	N/A	N/A
	2.5. Documentation and establish communication channels to exchange lessons learnt	Newsletters, E-mails to listed group members, Annual Project Magazine, Website, Zalo group..	E-mails to listed group members to disseminate the project information, progress, results and invite the stakeholders to the project upcoming events	Jun-Dec, 2023	Inception Meeting, Workshop with VASI	VCCI
Result 3 A scale-able EE bench-marking tool for supporting and food processing manufacturers is in place.	3.1. Conduct an in-depth research of EE, energy consumption/available EE verification tools among supporting and food processing manufacturers	2 reports	TOR for selection of consultants to conduct in-depth research	Nov – Dec, 2023	Complete the expert recruitment process	VCCI
	3.2. Develop EE benchmarking tools	EE bench marking tools and other relevant supporting frameworks/index	N/A	N/A	N/A	VCCI, Yuko

Expected Results	Activity	Expected Outcomes	Outcomes for the reporting period	Implementation time	Activities	Implementing body
Result 3 A scale-able EE bench-marking tool for supporting and food processing manufacturers is in place.	3.3. Test EE benchmarking tools at selected manufacturers	tested at 2-4 factories	N/A	N/A	N/A	VCCI, Yuko
	3.4. Upgrade and finalize EE benchmarking tools with additional justification/additional consultation process	Organize a consultation workshop to upgrade and finalize the bench marking tools.	N/A	N/A	N/A	VCCI, Yuko
	3.5. Piloting the benchmarking tools with larger number of manufacturers	piloted at 5-10 manufactures	N/A	N/A	N/A	N/A
	3.6. Evaluate, document piloting phase and sharing, learning events to scale up the tools in 2 sectors	make documentation all piloting results	N/A	N/A	N/A	N/A
Result 4 A road-map for an ESCO Association establishment is in place	4.1. Conduct a stakeholder mapping and ESCO business assessment in supporting and food sectors	2 reports	TOR for selection of consultants to conduct the assessment study	Nov – Dec, 2023	Complete the expert recruitment process	VCCI
	4.2. workshop with related stakeholders on the idea of establishing ESCO Association	2 workshops	N/A	N/A	N/A	N/A

Expected Results	Activity	Expected Outcomes	Outcomes for the reporting period	Implementation time	Activities	Implementing body
Result 4 A road-map for an ESCO Association establishment is in place	4.3. Set up a working group/taskforce team to develop the road-map for an ESCO Association establishment	a working group and a road-map	N/A	N/A	N/A	N/A
	4.4. Consultation seminars with wider target groups to share, verify and finalize the road map	2 seminars	N/A	N/A	N/A	N/A
Result 5 Policy recommendations to the Government of Vietnam on financing EE projects and ESCO business development are disseminated.	5.1. Conduct a scoping study, policy review and policy gap analysis on financing EE projects, ESCO business development	2 reports	N/A	N/A	N/A	N/A
	5.2. Conduct research and document best practices, models and mechanism relating to financing EE projects, ESCO business development	2 reports	N/A	N/A	N/A	N/A
	5.3. Organize national workshop/policy dialogues on financing EE/ESCO business development to disseminate policy recommendations	1 national workshop	N/A	N/A	N/A	N/A
	5.4. Dialogue meetings with key policy makers, about policy requirement for scaling	2 dialogues	N/A	N/A	N/A	N/A

4. Lessons learned

Based on the activities during the period from June to December 2023, here are some lessons VCCI learned:

- *Early Stakeholder Engagement is Crucial:* The extensive consultations and engagement sessions with representatives from supporting and food processing industries proved instrumental in understanding their energy consumption patterns, challenges, and opportunities. Early engagement allowed for a comprehensive understanding of stakeholders' needs and priorities, facilitating better alignment of project activities with industry requirements.
- *Effective Partnership Development:* The successful collaboration with various organizations, including UNOPS, VASI, and financial institutions like VIB, demonstrates the importance of strategic partnerships in project implementation. Building partnerships with organizations that share similar goals and resources can enhance project effectiveness and sustainability.
- *Flexibility in Project Implementation:* Despite facing challenges with the approval procedure for training workshops and awareness programs, the project demonstrated adaptability by focusing on preparing training materials for upcoming activities. This highlights the importance of being flexible and responsive to changing circumstances during project implementation.
- *Criteria-Based Selection Process:* The criteria-based selection process for identifying businesses to support energy audits and energy projects proved effective in ensuring that resources are allocated to businesses with the highest potential for energy savings and environmental impact. This approach maximizes the project's impact and ensures efficient use of resources.
- *Direct Engagement with Business Leaders:* Direct engagement with business leaders, such as conducting pre-feasibility surveys and comprehensive surveys, allows for a deeper understanding of businesses' commitment to energy efficiency and their specific needs. This personalized approach enhances collaboration and increases the likelihood of successful project outcomes.
- *Establishment of Media Network:* Establishing a media network dedicated to promoting project activities can help raise awareness of energy efficiency among target industries and stakeholders. Leveraging media channels effectively can amplify project messages and reach a wider audience, thereby enhancing the project's visibility and impact.

- *Formalizing Partnerships through MOUs*: Signing Memorandums of Understanding (MOUs) with key partners, as demonstrated by the agreement between VCCI, VASI, and QuaCert, formalizes collaboration and sets clear expectations for mutual support within the project framework. Formal agreements help streamline communication, coordination, and resource allocation among partners, contributing to project success.

These lessons learned provide valuable insights for optimizing project strategies, enhancing stakeholder engagement, and maximizing the impact of future initiatives in promoting energy efficiency in supporting food processing industries in Vietnam.

5. Unforeseen challenges and risks

After the kick-off meeting in August 2023, unforeseen challenges arose, impacting VCCI's ability to meet the original project timeline. These challenges included reviewing and checking the legality of documents and the approval process for ODA projects and foreign-funded projects at VCCI. Consequently, it took VCCI a considerable amount of time to complete all necessary documents in accordance with Decree 114/2021/ND-CP, leading to a temporary suspension of project implementation until completion and re-approval by VCCI's Standing Committee.

Following the official completion of VCCI project inspection procedures and legal document preparation in the first week of November 2024, UNOPS approved the request for a 3-month extension on 13 December 2023. This extension aims to ensure the successful completion of the project within established quality standards without requiring additional financial resources.

II. PROGRESS AGAINST RESULT BASED MANAGEMENT FRAMEWORK

Impact Level:					
<ul style="list-style-type: none"> - Contribution to bettering social and environmental circumstances and lowering carbon emissions in Vietnam's two most energy-intensive sectors. - Contribute to more effective resource usage, accountable manufacturing supply chains, and processes 					
Long-Term Outcome: Public and private sectors enhance EE in supporting food processing and support industry enterprises					
Intermediate Strategic Outcomes	Project Indicator	Baseline	Target	Actual/Accomplishment	Data Source and Means of Verification
Strategic Outcome					
Short-Term Outcome 1.1 A benchmarking tool for committed support industry and food manufacturers is piloted	EE benchmarking tool is in place and it's used by ESCO	There is no scalable EE benchmarking tool in place to assist food processing companies.	5 manufacturers in supporting and food processing sectors	Coaching bankable EE project for 10 processors and select 10 companies to develop EE bankable project: <ul style="list-style-type: none"> - Selected 04 companies - 01 coaching session for Global Food - an agricultural processing and exporting enterprise in Luc Ngan District, Bac Giang Province 	Reports produced in Activity 3.6 for learning and sharing expertise on testing a benchmarking tool. (Documentary review)
Short-Term Outcome 1.2 A road map for an ESCO Association is developed	A road map is created	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.	Creation of one road map for an ESCO Association establishment		A report on the roadmap's consultation workshops (Documentary Review)

Short-Term Outcome 1.3 An ESCO Network including ESCO Companies, enterprises participating, financing institutions, and relevant stakeholders is organized	A platform of the ESCO Network in Vietnam is established	An ESCO Network platform has yet to be built.	Creation of one ESCO Network platform	<p>Set up a working group/task force team to develop the road-map for an ESCO Association establishment:</p> <ul style="list-style-type: none"> - Implementing body: VIETNAM TECHNOLOGY SOLUTIONS JOINT STOCK COMPANY (VETS) - Implementation progress: VETS is on the proceed of surveying, mapping stakeholders and evaluating ESCO's business activities in the field of Supporting and Food processing Industries. It is expected that at the end of April there will be a preliminary report and in early May, meetings will be held to collect opinions from relevant parties in Hanoi and Ho Chi Minh on the idea of establishing the ESCO Association and building a roadmap. <p>Facilitate and set up network/platform of EE and Provide technical support to strengthen operations of the EE network through a joint MOU signed by all stakeholders</p>	A report produced in Activity 2.5 for learning and sharing experiences (Documentary review).
Short-Term Outcome 1.4 Policy recommendations to the Government of Vietnam on financing EE projects and ESCO business development are distributed	The number of policy recommendations for EE and ESCO made in this project to relevant ministries and stakeholders.	The ESCO policy recommendations have yet to be developed.	Key elements for ESCO policy are identified and recommended to the government of Vietnam based on an analysis of the needs and evidence.		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)
Strategic Outcome 4. Knowledge and Awareness Building					

Short-Term Outcome 4.1 Awareness of committed support industry and food manufacturers on EE is increased	The number of committed support industry and food manufacturers are taking part in capacity building and technical assistance training.	Committed support industry and food manufacturers lack awareness of resources and technologies to implement EE	100 committed support industry and food manufacturers (50 from food and 50 from supporting manufacturers)	<p>Develop the content of 9 training workshop courses for food and supporting manufacturers: Completed 3 general syllabus.</p> <p>Organize face-to-face dialogues and routable discussions with various actors: 01 inception meeting on 18 August 2023</p> <p>Report promotion sessions / events - 1 workshop "Accompanying businesses to meet requirements related to economical and efficient management and use of energy through the application of ISO 50001:2018" organized on 28 September 2023 in Hanoi. 01 MoU is signed by VCCI, VASI and Quacert</p>	A report on EE solution good practices/initiative in 1.6 (Documentary review)
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Table 1: Detailed information about the results per outcome

III.PLAN FOR THE NEXT PERIOD

Expected Results	Activity	Expected Outcomes	1st Period (16 May 2023 to 31 December 2023)								2nd Period (From 1 January 2024 to 30 June 2024)						Implementing body
			Ma y-23	Jun -23	Jul -23	Aug -23	Sep -23	Oct -23	No v-23	Dec -23	Jan -24	Feb-24	Mar-24	Apr -24	Ma y-24	Jun -24	
		16 May 2023 - 31 July 2025															
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)	1.1. A deep-dive study (with baseline data collection) conducted by the VCCI and its consultant team on energy efficiency impediments/challenges	2 reports									Online survey: 200 enterprises in 2 sectors						VCCI and external consultants
	1.2. Develop and implement a comprehensive communication strategy to raise awareness of EE and EE solutions	Establishing a media network, building capacity for media and journalist on EE/EE solutions															VCCI
	1.3. Prepare guidelines on compliance to audit procedures and criteria of different certifications and standards.	2 guidelines									02 guidelines						VCCI, Yuko, external consultants
	1.4.1 Training courses for 50 factories (30 persons/course *9 course) on EE standards/solutions	9 training workshop courses, participation from 100 manufactures													03 training courses and 01 workshop sponsored by UNOPS		VCCI, Yuko
	1.4.2. + 1.4.3 Coaching bankable EE project for 10 processors and select 10 companies to develop EE bankable project	10 coaching courses															VCCI, Yuko

Expected Results	Activity	Expected Outcomes	1st Period (16 May 2023 to 31 December 2023)								2nd Period (From 1 Januay 2024 to 30 June 2024)						Implementing body
	16 May 2023 - 31 July 2025		Ma y-23	Jun -23	Jul -23	Aug -23	Sep -23	Oct -23	No v-23	Dec -23	Jan -24	Feb- 24	Ma r-24	Apr -24	Ma y-24	Jun -24	
	1.5. Identify and explore existing/innovative ideas/best practices on EE solution	2 reports									Online survey: 200 enterprises in 2 sectors						VCCI, Yuko, external consultants
	1.6. Document and promote good practices/initiatives of EE solution through learning/sharing/promotion events	2 reports															VCCI, Yuko, external consultants
Result 2 An EE network of supporting and food processing manufacturer s, ESCOs, financiers and relevant stakeholders in EE is in place.	2.1. Conduct a mapping/ stakeholder analysis in EE with 2 sectors	2 reports									Online survey: 200 enterprises in 2 sectors						VCCI, Yuko, 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	2 dialogues				01									01		VCCI
	2.3. Facilitate and set up network/platform of EE	a joint MOU signed by all stakeholders.															VCCI
	2.4- Provide technical support to strengthen operations of the EE network																VCCI, Yuko, external consultants
	2.5. Documentation and establish communication channels to exchange lessons learnt	Newsletters, E-mails to listed group members, Annual Project Magazine,															VCCI

Expected Results	Activity	Expected Outcomes	1st Period (16 May 2023 to 31 December 2023)								2nd Period (From 1 January 2024 to 30 June 2024)						Implementing body
			Ma y-23	Jun -23	Jul -23	Aug -23	Sep -23	Oct -23	No v-23	Dec -23	Jan -24	Feb-24	Ma r-24	Apr -24	Ma y-24	Jun -24	
		Website, Zalo group..															
Result 3 A scale-able EE benchmarking tool for supporting and food processing manufacturers is in place.	3.1. Conduct an in-depth research of EE, energy consumption/available EE verification tools among supporting and food processing manufacturers	2 reports									Online survey: 200 enterprises in 2 sectors						VCCI, Yuko, external consultants
	3.2. Develop EE benchmarking tools	EE bench marking tools and other relevant supporting frameworks/index															VCCI, Yuko
	3.3. Test EE benchmarking tools at selected manufacturers	tested at 2-4 factories															VCCI, Yuko
	3.4. Upgrade and finalize EE benchmarking tools with additional justification/additional consultation process	Organize a consultation workshop to upgrade and finalize the benchmarking tools.														01	VCCI, Yuko

Expected Results	Activity	Expected Outcomes	1st Period (16 May 2023 to 31 December 2023)								2nd Period (From 1 January 2024 to 30 June 2024)						Implementing body
			Ma y-23	Jun -23	Jul -23	Aug -23	Sep -23	Oct -23	No v-23	Dec -23	Jan -24	Feb-24	Mar-24	Apr -24	Ma y-24	Jun -24	
		16 May 2023 - 31 July 2025															
	3.5. Piloting the benchmarking tools with larger number of manufacturers	piloted at 5-10 manufactures															VCCI, Yuko
	3.6. Evaluate, document piloting phase and sharing, learning events to scale up the tools in 2 sectors	make documentation all piloting results															VCCI, Yuko
Result 4 A road-map for an ESCO Association establishment is in place.	4.1. Conduct a stakeholder mapping and ESCO business assessment in supporting and food sectors	2 reports															VCCI
	4.2. workshop with related stakeholders on the idea of establishing ESCO Association	2 workshops													02		VCCI
	4.3. Set up a working group/taskforce team to develop the road-map for an ESCO Association establishment	a working group and a road-map															VCCI
	4.4. Consultation seminars with wider target groups to share, verify and finalize the road map	2 seminars														02	VCCI
Result 5 Policy recommendations to the	5.1. Conduct a scoping study, policy review and policy gap analysis on financing EE projects, ESCO business development	2 reports															VCCI and external consultants

Expected Results	Activity	Expected Outcomes	1st Period (16 May 2023 to 31 December 2023)								2nd Period (From 1 Januay 2024 to 30 June 2024)						Implementing body
	16 May 2023 - 31 July 2025		Ma y-23	Jun -23	Jul -23	Aug -23	Sep -23	Oct -23	No v-23	Dec -23	Jan -24	Feb-24	Ma r-24	Apr -24	Ma y-24	Jun -24	
Government of Vietnam on financing EE projects and ESCO business development are disseminated.	5.2. Conduct research and document best practices, models and mechanism relating to financing EE projects, ESCO business development	2 reports															VCCI and external consultants
	5.3. Organize national workshop/policy dialogues on financing EE/ESCO business development to disseminate policy recommendations	1 national workshop															VCCI
	5.4. Dialogue meetings with key policy makers, about policy requirement for scaling	2 dialogues															VCCI
Other activities	a. Monitoring	2 package															VCCI, UNOSP, ETP
	b. Mid-term review	1 package															VCCI, UNOSP, ETP
	c. Final evaluation	1 package															VCCI, UNOSP, ETP

Table 2: Plan for the next period

Note:

Preparation time for the next activities

Time for implementing the activities

ANNEX 1: FINANCIAL REPORT

Budget description	Total Budget	Budget for this reporting period	Expenditure in this Reporting Period	over/under spent	Variance	Expenditure in previous reporting periods	Total Expenditure	Progress against budget	Provide comment on over and under variation of expenditure if variance is more than 10% in column (e)
Dates		1 July to 30 December 2023				cumulative performance start date of project to current reporting period			
	a	b	c	d=b-c	e=c/b	f	g=f+c	h=g/a	
1. HUMAN RESOURCES	56.551	14.138	14.138	-	100%	2.356	16.494	29%	
1.1 Local Staffs		-	-	-		-	-		
		-	-	-		-	-		
1.2 Technical consultants		-	-	-		-	-		
		-	-	-		-	-		
1.3 Shared resources positions		-	-	-		-	-		
a. Project Director (20%)	8.150	2.038	2.038	-	100%	340	2.377	29%	
b. Finance Officer (30%)	6.113	1.528	1.528	-	100%	255	1.783	29%	
c. Project Coordinator (60%)	21.355	5.339	5.339	-	100%	890	6.229	29%	
d. Project Officer (60%)	12.226	3.056	3.056	-	100%	509	3.566	29%	
e. Accountant (20%)	4.075	1.019	1.019	-	100%	170	1.189	29%	
f. Project Assistant (50%)	4.632	1.158	1.158	-	100%	193	1.351	29%	
2. OFFICE COSTS, EQUIPMENT AND SUPPLIES	6.990	900	450	450	50%	3.390	3.840	55%	
2.1 Details of all equipment and supplies needed for the project		-	-	-		-	-		
a. Laptop for staff	3.000		-	-	#DIV/0!	3.000	3.000	100%	
b. Printer	390		-	-	#DIV/0!	390	390	100%	

Budget description	Total Budget	Budget for this reporting period	Expenditure in this Reporting Period	over/under spent	Variance	Expenditure in previous reporting periods	Total Expenditure	Progress against budget	Provide comment on over and under variation of expenditure if variance is more than 10% in column (e)
Dates		1 July to 30 December 2023				cumulative performance start date of project to current reporting period			
	a	b	c	d=b-c	e=c/b	f	g=f+c	h=g/a	
c. Consumables - office supplies	1.800	450	-	450	0%	-	-	0%	
d. Other services (tel/fax, electricity/heating, maintenance)	1.800	450	450	-	100%		450	25%	
đ. Office rental	-			-			-		
3. PROGRAMME COSTS	131.589	45.382	4.012	41.370	9%	-	4.012	3%	
3.1. Training/Seminars/Workshops (please list planned items)		-	-	-		-	-		
1.4. Training courses for 50 factories (30 persons/course *9 course) on EE standards/solutions	30.978	3.442	-	3.442	0%	-	-	0%	
2.2.face-to-face dialogues and routable discussions with various actors (commercial banks, manufactures, ESCOS, other financial institutions etc.) to promote EE /a joint MOU signed by all stakeholders.	7.000	3.500	3.500	-	100%	-	3.500	50%	
4.2. workshop with related stakeholders on the idea of establishing ESCO Association	7.000	-	-	-	#DIV/0!	-	-	0%	

Budget description	Total Budget	Budget for this reporting period	Expenditure in this Reporting Period	over/under spent	Variance	Expenditure in previous reporting periods	Total Expenditure	Progress against budget	Provide comment on over and under variation of expenditure if variance is more than 10% in column (e)
Dates		1 July to 30 December 2023				cumulative performance start date of project to current reporting period			
	a	b	c	d=b-c	e=c/b	f	g=f+c	h=g/a	
4.4. Consultation seminars with wider target groups to share, verify and finalize the road map	7.000	-	-	-	#DIV/0!	-	-	0%	
5.4. Dialogue meetings with key policy makers, about policy requirement for scaling	7.000	-	-	-	#DIV/0!	-	-	0%	
3.2 Travel (please provide details of planned travels)		-	-	-		-	-		
a. Flight: Hanoi-HCM city/Cantho-Hanoi and other province for project staffs and consultants	7.200	1.200	-	1.200	0%	-	-	0%	
b. Car rental to Vinh Phuc, Ninh Binh and other provinces	5.760	1.200	512	688	43%	-	512	9%	
3.3 Contracts (please provide details of contracts)		-	-	-		-	-		
Result 1:		-	-	-		-	-		
1.1. A deep-dive study (with baseline data collection) conducted by the VCCI and its consultant team on energy efficiency impediments/challenges	11.520	5.760	-	5.760		-	-	0%	

Budget description	Total Budget	Budget for this reporting period	Expenditure in this Reporting Period	over/under spent	Variance	Expenditure in previous reporting periods	Total Expenditure	Progress against budget	Provide comment on over and under variation of expenditure if variance is more than 10% in column (e)
Dates		1 July to 30 December 2023				cumulative performance start date of project to current reporting period			
	a	b	c	d=b-c	e=c/b	f	g=f+c	h=g/a	
1.3. Prepare guidelines on compliance to audit procedures and criteria of different certifications and standards.	11.520	11.520	-	11.520		-	-	0%	
1.4. Coaching bankable EE project for 10 processors and select 3 companies to develop EE bankable project	-	-	-	-		-	-		
1.5. Identify and explore existing/innovative ideas/best practices on EE solution	3.840	1.920	-	1.920		-	-		
1.6. Document and promote good practices/initiatives of EE solution through learning/sharing/promotion events	4.284	-	-	-		-	-	0%	
Result 2:		-	-	-		-	-		
2.1. Conduct a mapping/ stakeholder analysis in EE with 2 sectors	8.420	8.420	-	8.420		-	-	0%	
Result 3:	-	-	-	-		-	-		

Budget description	Total Budget	Budget for this reporting period	Expenditure in this Reporting Period	over/under spent	Variance	Expenditure in previous reporting periods	Total Expenditure	Progress against budget	Provide comment on over and under variation of expenditure if variance is more than 10% in column (e)
Dates		1 July to 30 December 2023				cumulative performance start date of project to current reporting period			
	a	b	c	d=b-c	e=c/b	f	g=f+c	h=g/a	
3.1. Conduct an in-depth research of EE, energy consumption/available EE verification tools among supporting and food processing manufacturers	8.420	8.420	-	8.420		-	-	0%	
3.2 Develop EE benchmarking tools, piloting and evaluation	-	-	-	-		-	-		
Result 4	-	-	-	-		-	-		
4.1. Conduct a stakeholder mapping and ESCO business assessment in supporting and food sectors	4.284	-	-	-		-	-	0%	
Result 5	-	-	-	-		-	-		
5.1. Conduct a scoping study, policy review and policy gap analysis on financing EE projects, ESCO business development	2.105	-	-	-		-	-	0%	
5.2. Conduct research and document best practices, models and mechanism relating to financing EE projects, ESCO business development	2.105	-	-	-		-	-		

Budget description	Total Budget	Budget for this reporting period	Expenditure in this Reporting Period	over/under spent	Variance	Expenditure in previous reporting periods	Total Expenditure	Progress against budget	Provide comment on over and under variation of expenditure if variance is more than 10% in column (e)
Dates		1 July to 30 December 2023				cumulative performance start date of project to current reporting period			
	a	b	c	d=b-c	e=c/b	f	g=f+c	h=g/a	
5.3. Organize national workshop/policy dialogues on financing EE/ESCO business development to disseminate policy recommendations	3.153	-	-	-		-	-	0%	
4. OTHER COSTS	4.440	1.110	-	1.110		-	-	0%	
4.1. Per diem for mission travel of local staff									
a. Per diem for project staff travel to fields	4.440	1.110	-	1.110		-	-	0%	
4.2. Publications/Media									
a. Publications:									
4.3. Monitoring & Evaluation									
a. Monitoring		-	-	-		-	-		
b. Mid-term review									
c. Final evaluation		-	-	-		-	-		
5. Contingency (max. 5%)	-	-	-	-		-	-	#DIV/0!	
6. TOTAL DIRECT COSTS	199.570	61.530	18.600	42.930	30%	5.746	24.346	12%	
6. Grand Total	199.570	61.530	18.600	42.930	30%	5.746	24.346	12%	

Figure 1: Detailed expenditure Report from 16 May to 31 December 2023

Funds Received vs Expenditures				
Funds Received:	Amount		Date received	
8% bridging fund if applicable	0			
1st Fund Request	31.970		16 June 2023	
2nd Fund Request	69.739		12 July 2023	
3rd Fund Request	0			
Total Received	101.709			
Total expenditure per reporting period	Amount		Dates from 1 July 2023 - 30 September 2023	
Current reporting period	18.600		Reporting Period:	1 July to 30 December 2023
Previous reporting period:	5.746		Reporting Period:	16 May to 30 June 2023
Previous reporting period:	-			
Previous reporting period:	-			
Total Expenditure	24.346			
-				
-	Amount		Description	
Other income earned for entire duration				
other income	0			
Total other income	0			
Summary				
Budget	\$ 199.570			
Funds received	\$ 101.709			

Expenditure	\$ 24.346		
Balance	\$ 77.363		
Other Income	\$ -		
Fund Surplus/Deficit:	\$ 77.363		
Total Balance (Budget - Expenditure)	\$ 175.223,90		
Implementation Rate (annual budget/annual expenditure)	30%		<i>ref details sheet, column (e)</i>
Progress Rate (total budget against total expenditure)	12%		<i>ref details sheet, column (h)</i>

Figure 2: Expenditure Summary of the budget from 16 May to 31 December 2023

ANNEX 2: MEETING MINUTES “COOPERATING IN PROJECT IMPLEMENTATION WITH EDEEC AND VIB”

I. GENERAL INFORMATION

1. **Time:** 10:00 – 11:00, July 26, 2023
2. **Location:** Institute of Information and Technology for Business (ITB), 4th Floor, VCCI Building, No. 9 Dao Duy Anh, Dong Da, Hanoi
3. **Participants:**
 - Mr. Tran Thanh Vu: Director of EDEEC Company Limited (EDEEC)
 - Mr. Nguyen Ngoc Khiem: Deputy Director of Institute of Information and Technology for Business (VCCI-ITB)
 - Mr. Nguyen Van Khoa: Specialist of Consulting and Training Department (VCCI-ITB)
 - Ms. Pham Thai An: Project Department Specialist (VCCI-ITB)
 - Mr. Nguyen Tien Chuong, Expert of the Vietnam International Commercial Joint Stock Bank (VIB).
4. **Meeting Objectives**
 - Exchange information and cooperation orientation between VCCI-ITB, EDEEC, and VIB within the project framework.
 - Discuss cooperation in implementing specific project activities.
5. **Meeting content:**
 - 5.1. **Presentation by VCCI-ITB:**
 - Overview of the project and VCCI-ITB's role.
 - Proposal for cooperation with EDEEC and VIB in specific business support activities

For EDEEC

- (i) Cooperate in awareness raising activities for businesses
 - Objective: Enhance business awareness of energy efficiency (EE) through practical solutions and consultations with leading industry experts.
 - Cooperation Details: EDEEC experts will participate in conferences, seminars, and discussions, providing technical support to businesses involved in the project.
 - Planned Activities and Timeline:
 1. Dialogue with Banks: Discuss criteria for accessing green credit for businesses (expected March 2024).
 2. Workshop with Quacert: Scheduled for September 28, 2023.
 3. Other Programs: Various activities within the project framework.
- (ii) Cooperate in Training Activities and In-Depth Training for Businesses
 - 1. Organize training courses for approximately 30 businesses on EE solutions and standards.
 - 2. Conduct training courses for selected businesses on energy audit standards, greenhouse gas inventories, and developing preferential loan applications.
 - Cooperation Details: EDEEC will coordinate with VCCI to organize these training courses.

- Estimated Timeline: According to the project implementation plan, adjustments are based on the situation and actual needs of the businesses during the project implementation.

5.1.1. For the appropriate Certification Center

(i) Provide Consultants for the Project

1. EDEEC will provide and introduce consultants in accordance with the project's requirements and the needs of the enterprises.
 2. Cooperate and contribute to the project by offering preferential consulting packages (e.g., reduced costs) for businesses participating in the project.
- Estimated Time: According to the project implementation plan, with adjustments based on the situation and actual needs of the businesses during the implementation of specific project activities.

(ii) Event Co-Organizer and Media Support Unit

1. Organize conferences, seminars, discussions, etc., to raise awareness and share information with the business community about EE solutions and standards (e.g., ISO 50001).
 2. Share information about the project and cooperation content on media channels of EDEEC and EDEEC partners (if any).
- Estimated Time: According to the project implementation plan with adjustments based on the situation and actual needs of the businesses during the implementation of specific project activities.

5.2. **Presentation by EDEEC**

EDEEC is a consulting company that has conducted international programs for IFC-World Bank, USAID, UNDP, UNEP, and others. It also specializes in digital implementation, enabling and simulating the operation of all 11 energy-saving construction demonstration projects (USAID, UNDP), participating in compiling national energy efficiency construction standards QCVN09:2013 (IFC-World Bank), and providing specialized technical services to help optimize cost allocation to building components, thereby achieving energy-saving projects without increasing investment costs. Within the framework of the project, EDEEC will provide experts and appropriate energy efficiency (EE) solutions to the Vietnamese business community.

5.3. **Presentation from Vietnam International Commercial Joint Stock Bank (VIB)**

In 2020, VIB officially secured an increase in its trade finance limit to \$144 million through the Global Trade Finance Program (GTFP), facilitated by IFC, a member of the World Bank Group. This marks the fifth increase in VIB's trade finance limit since joining the GTFP in 2011. In 2019, VIB's total disbursement revenue through IFC's guarantee exceeded \$120 million. IFC's Global Trade Finance Program aims to enhance the trade finance capacity of domestic banks for import-export businesses in emerging markets, including Vietnam.

Additionally, VIB collaborates with ADB to implement a technical support program for female entrepreneurs, funded by the Women Entrepreneurs Financial Initiatives Fund (WE-FI) with a budget of \$500,000, along with several other programs to support businesses. VIB aims to

partner with VCCI to reach small and medium enterprises that require loans to develop production and business activities aligned with a green growth orientation.

II. CONCLUSION

- The parties agree on the direction of cooperation and will discuss further the proposed contents to support businesses in building an appropriate and effective joint cooperation plan.
- The cooperation plan will incorporate gender analysis, gender sensitivity, and gender integration to ensure thorough gender equality and women's empowerment.



Figure 2: Meeting between VCCI, EDEEC and VIB

ANNEX 3: MEETING MINUTES “THE COOPERATION ON PROJECT IMPLEMENTATION WITH VASI AND QUACERT”

I. General information

1. **Time:** 09:00 – 11:00, Thursday, August 10, 2023.
2. **Location:** Institute of Information Technology for Business (ITB), 4th Floor, VCCI Building, No. 9 Dao Duy Anh, Dong Da, Hanoi.

3. Participants:

3.1. Vietnam Association for Supporting Industries (VASI)

- Ms. Truong Thi Chi Binh: Vice President and General Secretary
- Mr. Minh: Member of the Executive Committee, Deputy Head of Research and Data Department
- Mr. Pham Hai Phong: Member of the Executive Committee, Chief of Office

3.2. Institute of Information Technology for Business (VCCI-ITB)

- Ms. Nguyen Thi Thanh Huyen: Project Coordinator
- Ms. Pham Thai An: Specialist, Project Department
- Ms. Nguyen Hong Van: Specialist, Project Department

3.3. Viet Nam Certification Center (QuaCert)

- Ms. Tran Thi Ngoc Anh: Lead auditor, Head of System Certification Department
- Mr. Nguyen Tuan Anh: Deputy Director
- Ms. Tran Viet Huong: Marketing Specialist

4. Meeting objectives

- Information exchange and general cooperation orientation between VCCI-ITB, VASI, and Quacert within the framework of the project.
- Discuss cooperation orientations for implementing specific activities of the project.

5. Meeting content

5.1. VCCI-ITB presented project's goals and cooperation orientation

- VCCI-ITB is cooperating with UNOPS to implement the Project “Promotion of Energy Efficiency in Supporting and Food Processing Industries in Vietnam” from May 2023 - April 2025.
- VCCI-ITB has been selected as a partner for component 4 of the Project "Public Awareness Raising in Renewable Energy & Energy Efficiency in Viet Nam" (PAR3E). VCCI-ITB is carrying out internal work to receive Project PAR3E and will implement it from October 2023 to August 2027.
- Within the framework of this Project, VCCI-ITB expects to cooperate with VASI and Quacert to implement specific business-supporting activities as follows:

a) Cooperation with the Vietnam Supporting Industry Association (VASI)

1.1. Business Survey Activities

- Objective: Obtain at least 100 quality survey samples to be sent to VCCI.
- Cooperation Content: VASI will support VCCI in distributing questionnaires to businesses and arranging interview schedules.
- Tentative Survey Content:

- Current status of applying EE (energy efficiency) solutions and any breakthrough solutions compared to the market.
- Difficulties and obstacles in implementing EE.
- Current status of applying standards on energy audits and gas emission inventory.
- Information about machinery and equipment used in the enterprise's factory: steam system, fan-pump, office machinery, etc.
- Business needs.
- Estimated Time: From September to November 2023.

1.2. Awareness Raising Activities for Businesses

- Objective: Raise awareness about EE through practical solutions, with consultations from leading industry experts.
- Cooperation Content: **Organize seminars and in-depth dialogues.**
- Content and Expected Time:
 - Dialogue with banks on criteria for accessing green credit for businesses (expected March 2024).
 - Workshop with Quacert scheduled for September 28, 2023.
 - Participation in signing multi-party MoUs (throughout the project).
 - Other programs within the project framework.

1.3. Training and In-Depth Training for Businesses

- Objective:
 - Organize training courses on EE solutions and standards, each for about 30 businesses.
 - Conduct training courses for selected businesses on energy audit standards, greenhouse gas inventories, and developing preferential loan applications.
 - Cooperation Content: VASI will coordinate with VCCI to organize these training courses.
- Estimated Time: According to the project implementation plan, subject to change based on the situation and actual needs of businesses during project implementation.

b) Cooperation with Vietnam Supporting Industry Association

1.1. Business Survey Activities

- Objective: Collect at least 100 quality survey samples to be sent to VCCI.
- Cooperation: VASI will help VCCI by sending questionnaires to businesses and arranging interview schedules.
- Survey Content:
 - Current status of applying energy efficiency (EE) solutions, including any breakthrough solutions.
 - Difficulties and obstacles in implementing EE.
 - Current status of applying standards for energy audits and gas emission inventories.
 - Information about machinery and equipment used in factories: steam systems, fans, pumps, office machinery, etc.
 - Business needs.
- Estimated Time: September to November 2023.

1.2. Awareness Raising Activities for Businesses

- Objective: Raise awareness about EE with practical solutions, advised by industry experts.
- Cooperation: Organize seminars and in-depth dialogues.

- Activities and Timeline:
 - Dialogue with banks on accessing green credit for businesses (expected March 2024).
 - Workshop with Quacert on September 28, 2023.
 - Signing multi-party MoUs (throughout the project).
 - Other programs within the project framework.

1.3. Training and In-Depth Training for Businesses

- Objective:
 - Organize training courses on EE solutions and standards for about 30 businesses each.
 - Conduct training for selected businesses on energy audit standards, greenhouse gas inventories, and developing preferential loan applications.
- Cooperation: VASI will coordinate with VCCI to organize these training courses.
- Estimated Time: According to the project implementation plan, with adjustments based on business needs during the project.

c) Cooperation with Viet Nam Certification Center

1.1. Provide Consultants for the Project

- Objective:
 - Quacert will nominate and introduce consultants according to the project's requirements and the needs of enterprises.
 - Contribute to the project by offering preferential consulting packages (with partially reduced costs) for participating businesses.
- Estimated Time: According to the project implementation plan, subject to change based on the situation and the actual needs of businesses during the project's activities.

1.2. Event Co-Organizer and Media Support

- Objective:
 - Organize conferences, seminars, discussions, etc., to raise awareness and share information about EE solutions and standards (e.g., ISO 50001) with the business community.
 - Share information about the project and cooperation content on Quacert's and its partners' media channels (if any).
- Estimated Time: According to the project implementation plan, subject to change based on the situation and the actual needs of businesses during the project's activities.

5.2. VASI Shares Information and Presents Cooperation Directions

- VASI is an association dedicated to connecting, gathering, and supporting businesses in the supporting industry, with a 20-year history of aiding enterprises. Currently, around 300 businesses pay annual fees, alongside many other small and medium enterprises that receive support through the Supporting Industry Enterprise Development Center (SIDECE).
- In general, most supporting industry enterprises have a good understanding of standards for exporting products. Some businesses receive direct support, guidance, and evaluation from purchasing units to achieve mandatory certifications. For instance, the IATF 16949 standard for Quality Management Systems in the automotive industry is considered one of the most challenging standards. However, some businesses invest half of the total consulting and evaluation costs to obtain this certification as required by purchasing units. Therefore, support programs must be substantive, specific, and tailored to the needs of

businesses, especially those involving high-quality experts and partial support for consulting and evaluation costs.

- While certifications for energy management systems such as ISO 50001 are not currently mandatory, they will be required shortly. Businesses need to start approaching and practicing these standards soon.

5.3. Quacert: Overview and Proposal for Collaboration

- Establishment and Reputation: Founded in 1999, Quacert is a reputable certification organization for both domestic and international standards, meeting the actual requirements of businesses.
- Foundation and Expertise: As a unit under the Ministry of Science and Industry, Quacert confidently provides strict processes as required by standards.
- Mandatory Directive: The State has issued a directive for the mandatory application of the "Energy Management System," which corresponds to the ISO 50001 standard. This directive drives businesses to adopt these standards in their production and business activities.
- Proposal for Collaboration: Quacert proposes to sign a joint document and establish a working group with VCCI-ITB, VASI, and Quacert to implement activities within the framework of the project. This collaboration aims to streamline efforts and ensure the effective implementation of project activities.

5.4. Next Phase of Implementation Cooperation within the Project Framework

1. Targets

- Support businesses in accessing ISO 50001 standards.
- Support businesses in accessing capital.

2. Project Implementation Steps

Step 1: Determine Capabilities and Scope

- Assess the form and content of business support from all parties involved.
- Identify the ability of each party to contribute and estimate the number of businesses that can be supported.

Step 2: Launch and Introduction

- Introduce the project and support options to the business community.
- Distribute information through group messages, emails, conferences, seminars, etc.
- Send registration forms to interested businesses.

Step 3: Registration and Survey Distribution

- The working group collects registration forms from businesses.
- Distribute survey forms to registered businesses.

Step 4: Survey Collection and Business Selection

- Collect survey responses and select suitable businesses for support.
- Continue gathering feedback and surveying needs from businesses during the support process.

Notes:

- Focus on specific sectors within the supporting industry to ensure effective support (e.g., manufacturing chains for cars, agricultural equipment, etc., which need ISO 50001 certification).

- Raise awareness across the entire business community, regardless of size and capacity, to promote the application of standards.
- After training courses, immediately organize conferences, seminars, and discussions to share experiences and learn from them quickly.
- ISO 50001 certification fees will vary based on the size and scope of the business. Quacert can contribute to the project by covering a portion of the consulting costs.

6. Conclusion

Agreement on Cooperation and Implementation Plan

- Tripartite Cooperation Document: The parties agreed to sign a tripartite cooperation document, such as a Memorandum of Understanding (MOU), to support businesses within the framework of the project.
- Business Support Proposal: The parties will send back the business support proposal and project information to create a project registration form for businesses.
- Workshop Agreement: The parties agreed to organize a workshop to share information about ISO 50001 standards and the project. The workshop, titled "Accompanying Businesses to Meet Requirements Related to Economical and Efficient Energy Management through the Application of ISO 50001:2018," is scheduled for 8:00 a.m. - 11:30 a.m. on September 28, 2023, at Hall A - General Department of Viet Nam Certification Center, No. 8 Hoang Quoc Viet, Nghia Do Ward, Cau Giay District, Hanoi.
- Gender Considerations: The cooperation plan will incorporate gender analysis, gender sensitivity, and gender integration to ensure gender equality and women's empowerment thoroughly.
-



Figure 3: Meeting between VCCI, VASI and Quacert

ANNEX 4: MEETING MINUTES “UPDATE ON THE PROGRESS OF PREPARING THE PROJECT INCEPTION MEETING”

I. General information

1. **Time:** 14:00 – 15:00, August 14, 2023
2. **Location:** Institute of Business Informatics, 4th Floor, VCCI Building, No. 9 Dao Duy Anh, Dong Da, Hanoi
3. **Participants:**
 - Mr. Nguyen Ngoc Khiem - Deputy Director, VCCI-ITB
 - Ms. Nguyen Thi Thanh Huyen: Project Coordinator
 - Ms. Pham Thai An: Specialist, Project Department, VCCI-ITB
 - Mr. Nguyen Van Khoa: Specialist of Consulting and Training Department, VCCI-ITB
4. **Meeting objectives**
Update the progress of preparation for the project inception meeting.
5. **Meeting content:**
 - 5.1 Information and Publicity Efforts

The Project Management Team has actively engaged with various media channels of VCCI and partner organizations to share information. Specifically:

- Media Cooperation: The media organizations have participated in VCCI events.
- Media Sponsorship Organization: Viet Nam Energy Partnership Group (VEPG).

Furthermore, as of August 14, 2023, the Project Management Team has received 126 registrations from agencies, units, and organizations. Among them:

- 17 representatives from ministries and branches.
- 59 representatives from businesses.
- 50 representatives from other organizations and units (Detailed list attached below).

There have been 46 questions and comments sent back from registered delegates. Additionally, VCCI has reached out to media partners to coordinate reporting after the conference

5.2 Content Preparation for the Conference:

As of August 14, 2023, the Project Management Team has received all speeches and presentations from speakers. These documents were moderated by the Project Management Team before being presented within the framework of the inception meeting.

5.3 Organizational Logistics:

As of August 14, 2023, the Project has selected all event logistics service providers for the meeting, ensuring gender balance and women's empowerment:

- Selected 01 female interpreter and 01 female translator for conference documents.
- Engaged a company owned by women to provide online seminar service packages.
- Partnered with a female-owned company for document and stationery printing service packages.
- Selected 03 female receptionists.

- Additionally, VCCI chose 01 male technician and 01 male-owned catering logistics service provider.

Conclusion:

- Preparation for the project inception meeting has been completed.
- The organization plan prioritizes gender analysis, sensitivity, and integration to ensure thorough gender equality and women's empowerment.



Figure 4: Progress update meeting of the preparation for the inception meeting

ANNEX 5: REPORT ON THE PROJECT INCEPTION MEETING

I. GENERAL INFORMATION

- 1. Name of the workshop:** The Inception Meeting of the Project: Promotion of Energy Efficiency in Supporting and Food Processing Industries in Vietnam.
- 2. Purpose of the workshop:** To facilitate the forum for the government, agencies, units, organizations, and businesses to discuss and enhance partnerships in developing solutions and platforms to support entrepreneurs in energy transition and energy efficiency (EE). This initiative aligns with Vietnam's sustainable growth orientation and international commitments to reduce greenhouse gas (GHG) emissions.
- 3. Time, Location and Language**
 - Time: 08:00 – 11:30, Friday, August 18, 2023
 - Venue: Hall 01, 7th floor, VCCI building, 9 Dao Duy Anh, Dong Da, Hanoi
 - Languages: English and Vietnamese
- 4. Meeting Organizers**
 - Vietnam Chamber of Commerce and Industry
 - The Institute of Information Technology for Business
- 5. Meeting Objectives**
 - Exchanging Project Information: Objectives, Results, and Action Plans
 - Sharing Information and Experience on Standards, Requirements, and Current Realities of Energy Efficiency (EE) in Supporting Industries and Food Processing Industries
 - Connecting Businesses in the Supporting and Food Processing Industries with Government Agencies, Units, Organizations, and Other Entrepreneurs Providing Measurement, Auditing, Certification Solutions for EE, and Financial Organizations
 - Establishing a Strong Network of Stakeholders in the Energy Sector
- 6. Meeting program**

TIME	ACTIVITIES
08:00 – 08:30	Participants registration
08:30 – 08:45	Delegate and program introduction
08:45 – 08:55	Opening Speech Mr. Bui Trung Nghia, Vice President of VCCI
08:55 – 09:05	Welcome Speech Mr. John Robert Cotton, Senior Programme Manager, Southeast Asia Energy Transition Partnership (ETP)
09:05 - 09:25	Regulations and policies governing energy use and greenhouse gas emissions in supporting industries and food processing in Vietnam Mr. Tran Ha Ninh, The Specialist of Department of Climate Change, Division of GHG emission reduction and Ozone layer protection, Ministry of Natural Resources and Environment

TIME	ACTIVITIES
09:25 – 09:45	Introduce the Project: “Promotion of Energy Efficiency in Supporting and Food Processing Industries in Vietnam” and the implementation plan Ms. Nguyen Thi Thanh Huyen - Project Coordinator
09:45 – 10:00	Practical experience in consulting, monitoring and providing energy efficiency solutions Ms. Aya Yamamoto, Project Coordinator, Yuko Vietnam Company Limited (Yuko Vietnam)
10:00 – 10:15	Tea-break / Group photos (In combination with visiting exhibitions of products, services and solutions of sponsors and quick survey on enterprises)
10:15 – 10:30	Financial mechanism/orientation in funding for energy efficiency projects in Vietnam Ms. Nguyen Thi Thanh An, Head of Energy Transition Unit The French Development Agency (AFD)
10:30 – 10:45	Introduction of the Joint Crediting Mechanism (JCM) and experience in implementing EE projects, reducing greenhouse gas emissions within the framework of the JCM program in Vietnam Mr. Kentaro Takahashi, Assistant Director, Office of Director for International Cooperation for Transition to Decarbonization and Sustainable Infrastructure, Global Environmental Bureau, Ministry of the Environment Japan (MOEJ)
10:45 – 11:20	Panel Discussion (Q&A) Coordinator: VCCI and stakeholders
11:20 – 11:30	Close the event Coordinator: VCCI

Table 3: Meeting program

7. Media and Press

The meeting was attended by 17 press units, 3 television units, and several other units providing media support for the event. The list of news and articles about the workshop includes:

No	Organization	News & Articles	Link
1	People's Television	Newsletter: Economical and efficient use of energy in industry	https://nhandantv.vn/su-dung-nang-luong-tiet-kiem-va-hieu-qua-trong-doanh-nghiep-d232932.htm
2	VnEconomy	Financial constraints cause businesses to ignore energy-saving solutions	https://vneconomy.vn/han-che-ve-tai-chinh-khien-doanh-nghiep-bo-qua-cac-giai-phap-su-dung-nang-luong-tiet-kiem.htm
3	VOV - Voice of Vietnam	Promoting economical and efficient use of energy in industry (August 18, 2023)	https://vov1.vov.gov.vn/tin-thoi-su/thuc-day-su-dung-nang-luong-tiet-kiem-va-hieu-qua-trong-nganh-cong-nghiep-18820-cmobile184-103377.aspx
4		Promote economical and efficient use of energy in industry	https://vovworld.vn/vi-VN/lanh-te/thuc-day-su-dung-nang-luong-tiet-kiem-and-hieu-qua-trong-nganh-cong-nghiep-1224654.vov

No	Organization	News & Articles	Link
5	Banking Times	Promote economical and efficient use of energy in supporting industry	https://thoibaonganhong.vn/thuc-day-su-dung-nang-luong-tiet-kiem-and-hieu-qua-trong-nganh-cong-nghiep-ho-tro-143109.html
6	VITV Economic and Financial TV channel	Epicenter News on August 20, 2023	https://vitv.vn/tin-video/20-08-2023/ban-tin-tam-chan-phat-song-2035-20-08-2023/309415
7	VnExpress	The factory can reduce electricity use by 40% thanks to technology	https://vnexpress.net/vcci-nha-may-co-the-jam-40-luong-dien-nho-cong-nghe-4643283.html
8	Mekong ASEAN Magazine	Businesses encounter difficulties in energy saving solutions	https://mekongasean.vn/cac-doanh-nghiep-con-gap-kho-trong-giai-phap-tiet-kiem-nang-luong-post25789.html
9	Electronic magazine TheLEADER	Promote energy saving in industrial production	https://theleader.vn/thuc-day-tiet-kiem-nang-luong-trong-san-xuat-cong-nghiep-1692351248234.htm
10	Electricity Information Center, Vietnam Electricity	Launching the project "Promoting economical and efficient use of energy in the supporting industry and food processing industry in Vietnam"	https://evn.com.vn/d6/news/Khoi-dong-du-an-Thuc-day-su-dung-nang-luong-tiet-kiem-and-hieu-qua-trong-nganh-cong-agricultural-housing-technology-technology-industry-industry-in-Vietnam-100-668-121423.aspx
11	Vietnam Business Forum	Launch a project to promote economical and efficient use of energy in industry	https://vccinews.vn/news/47320/khoi-dong-du-an-thuc-day-su-dung-nang-luong-tiet-kiem-and-hieu-qua-trong-nganh-cong-nghiep.html ' https://vccinews.com/news/49686/vcci-launches-the-project-%E2%80%9Cpromotion-energy-efficiency-in-supporting-and-food-processing-industries-in-vietnam%E2%80%9D.html '
12	Vietnam Agriculture Newspaper	Launch projects to save energy in a number of industries	https://nongnghiep.vn/khoi-dong-du-an-su-dung-tiet-kiem-nang-luong-trong-mot-so-nganh-cong-nghiep-d359571.html
13	Ho Chi Minh City Law Newspaper	France committed to sponsoring more than 2.3 billion EUR for sustainable development projects	https://plo.vn/phap-cam-ket-tai-tro-hon-23-ti-eur-cho-cac-du-an-phat-trien-ben-vung-post747400.html
14	Vietnam Business Magazine	Promote the use of clean energy for supporting and food processing industries	https://doanhnghiepv.vn/doanh-nghiep/thuc-day-su-dung-nang-luong-sach-doi-voi-cong-nghiep-ho-tro-che-bien-thuc-pham/20230818122240061
15	Journal of Corporate Finance	Launching the project Promoting economical use of energy in the food	https://taichinhdoanhnghiep.net.vn/khoi-dong-du-an-thuc-day-su-dung-nang-luong-tiet-kiem-trong-nganh-cong-nghiep-ho-tro-va-che-bien-thuc-pham-d41627.html

No	Organization	News & Articles	Link
		processing and supporting industries	
16	Vietnam Financial Times	Support the food processing industry and supporting industry to use energy economically and effectively	https://thoibaotaichinhvietnam.vn/ho-tro-nganh-che-bien-thuc-pham-va-cong-nghiep-phu-tro-su-dung-nang-luong-tiet-kiem-and-hieu-qua-134251.html
17	Vietnam.net newspaper	100 manufacturers were propagated to raise awareness about economical energy use	https://vietnamnet.vn/100-nha-san-xuat-duoc-tuyen-truyen-nang-nhan-thuc-su-dung-nang-luong-tiet-kiem-2180476.html
18	VietnamPlus	VCCI: Launching a project to promote energy saving in production	https://www.vietnamplus.vn/vcci-khoi-dong-du-an-thuc-day-tiet-kiem-nang-luong-trong-san-xuat/889759.vnp
19	Newspaper Reporter	Businesses still have difficulty applying energy saving solutions	https://www.nguoiduatin.vn/doanh-nghiep-con-gap-kho-trong-ap-dung-giai-phap-tiet-kiem-nang-luong-a622260.html
20	Vietnam News Agency	Promote economical and efficient use of energy	https://vnews.gov.vn/video/thuc-day-su-dung-nang-luong-tiet-kiem-va-hieu-qua-91379.htm
21	Urban economic newspaper	Vietnam has the potential to lead Southeast Asia in energy transition efforts: ETP	https://lanhtedothi.vn/viet-nam-co-tiem-nang-dan-dau-dna-trong-no-luc-chuyen-doi-nang-luong-etp.html
22	Integrated Business Electronics Magazine	Promoting economical use of energy in the food processing industry	https://doanhnghiephoinhap.vn/thuc-day-dung-nang-luong-tiet-kiem-trong-cong-nghiep-che-bien-thuc-pham.html
23	Green Economy and Business Magazine	Launching a project to use energy efficiently in the supporting and food processing industries	https://doanhnghieplanhtexanh.vn/khoi-dong-du-an-su-dung-hieu-qua-nang-luong-trong-cac-nganh-cong-nghiep-ho-tro-va-che-bien-thuc-pham-a17904.html
24	VCCI Website	VCCI: Launching a project to promote energy saving in production	https://m.vcci.com.vn/vcci-khoi-dong-du-an-thuc-day-tiet-kiem-nang-luong-trong-san-xuat
25	Government Electronic Newspaper	Promote energy saving in supporting and food processing industries	https://baochinhphu.vn/thuc-day-tiet-kiem-nang-luong-trong-cong-nghiep-ho-tro-va-che-bien-thuc-pham-102230818151144246.htm
26	Green Economy Business Magazine	Launching a project to use energy efficiently in the supporting and food processing industries	https://doanhnghieplanhtexanh.vn/khoi-dong-du-an-su-dung-hieu-qua-nang-luong-trong-cac-nganh-cong-nghiep-ho-tro-va-che-bien-thuc-pham-a17904.html
27	National Program on Economical and Efficient Use of Energy	Promote energy saving in supporting and food processing industries	https://tietkiemnangluong.com.vn/tin-tuc/hop-tac-quoc-te/t30652/thuc-day-tiet-kiem-nang-luong-trong-cong-nghiep-ho-tro-va-che-bien-thuc-pham.html

No	Organization	News & Articles	Link
28	COMMEDIA LIMITED	Using energy economically and effectively in industry: Businesses need to be proactive	https://congnghiepdichvu.vn/tai-chinh/su-dung-nang-luong-tiet-kiem-va-hieu-qua-trong-cong-nghiep-doanh-nghiep-can-chu-dong.html .

Table 4: List of news and articles

8. Meeting Participants

The Delegates: Representatives from government, agencies, units, organizations, businesses, and individuals in the public and private sectors of Vietnam's supporting and food processing industries.

Total Number of Delegates: 130 (97 in-person attendees, 33 online attendees)

- Vietnamese Delegates: 125
- Foreign Delegates: 5

9. Gender balance and women's empowerment

Out of the 130 delegates attending the workshop, 58 out of 130 were women, comprising approximately 44.62% of the total attendees. Additionally, in terms of capacity, experience, and project demand, 4 out of 5 individuals and service providers selected to coordinate the organization of the workshop are women-owned business enterprises, accounting for 80% of the service providers chosen.

II. MEETING RESULT

1. The meeting result

- Disseminating Regulations and Policies: Providing attendees, especially businesses, with information on regulations and policies governing energy use and greenhouse gas (GHG) emissions in Vietnam's supporting and food processing industries.
- Introduction of Project Details: Introducing detailed information about the project "Promotion of Energy Efficiency in Supporting and Food Processing Industries in Vietnam" to participating government agencies, units, and businesses. This includes information on project content, scope, operational objectives, expected results, and the implementation plan for the period 2023 - 2025.
- Exchange of Practical Experiences: Sharing practical experiences in consulting, monitoring, and providing effective energy solutions from Yuko Kei-so Co., Ltd. to the attending delegates.
- Introduction of Financial Mechanisms: Presenting financial mechanisms and investment orientations for energy projects in Vietnam by the French Development Agency in Vietnam.
- Introduction of Joint Credit Mechanism (JCM): Explaining the Joint Credit Mechanism (JCM) and sharing experiences in implementing energy efficiency projects and reducing GHG emissions within the framework of the JCM program in Vietnam.
- Discussion and Q&A: Facilitating exchange, discussion, and addressing questions from participating parties regarding energy issues, particularly questions from the business community.

2. Meeting Advantages and Limitations

2.1. Advantages:

- The meeting successfully accomplished its set goals in alignment with the project objectives.
- Ensured quality and security throughout the meeting.

2.2. Limitations:

- Technical issues with Mr. Jorgen Hvid's device led to changes in the presentation format for the DEEP III session to self-research and post-answering after the workshop.
- Problems and Issues:
- No problems or issues emerged within the workshop's framework.
- 2.3. Documents and Statements:
- No documents or statements were signed or provided during the conference.

III. MEETING PHOTOS





Figure 5: The Inception Meeting on 18 August 2023

II. LIST OF DELEGATES ATTENDING THE WORKSHOP

No	Full name	Position	Organization	Phone Number	Gender
THE DELEGATES PARTICIPATE IN PERSON					
1	Bui Trung Nghia	Vice president	VCCI	024.35742022	Male
2	Nguyen Ngoc Khiem	Vice president	Institute of Information Technology for Business	0989059069	Male
3	John Robert Cotton -	Senior Program Manager	Energy Transition Partnership (ETP)	+66988321614	Male
4	Do Manh Toan	Country Program Coordinator	Southeast Asian Energy Transition Partnership	+84 963819416	Male
5	Nguyen Thi Thanh An	Head of Energy Transition Unit, Energy Transition Unit	The Agence Française de Développement (AFD)	0917853431	Female
6	Aya Yamamoto	Project coordinator, International Projects Department	Yuko-Keiso Co., Ltd.	+81-80-7038-8342	Female
7	Shiro Tokura	Sales Manager	Yuko Vietnam Co., Ltd	0243-724-6638	Male
8	Truong Thi Chi Binh	Vice President and Secretary General	Vietnam Association for Supporting Industries - VASI	0913007435	Female
9	Pham Hai Phong	Chief of staff	Vietnam Association for Supporting Industries – VASI	0945983992	Male

No	Full name	Position	Organization	Phone Number	Gender
10	Hoang Van Khoi	Deputy Head of the Industrial Zones Management Board of Bac Kan province	Management Board of Industrial Parks of Bac Kan province	03865336680	Male
11	Dang Xuan Tung	Expert	Management Board of Industrial Parks of Bac Kan province	0386533680	Male
12	Trinh Xuan Vinh	Chairman	Union of Science and Technology Associations of Vinh Phuc province	0915621636	Male
13	Phan Tue Minh	President of the Union of Associations	Union of Science and Technology Associations of Vinh Phuc Province	0912015963	Male
14	Nguyen Trong Tien	Specialist of the Department of Science and Technology	Department of Science and Technology, Ministry of Industry and Trade	0832229966	Male
15	Nguyen Bao Thoa	The Shetrades program coordinator	International Trade Center (ITC)	0903438924	Female
16	Tran Thi Lan Huong	Lecturers	Department of Food Technology, Vietnam National University of Agriculture	0912905691	Female
17	Nguyen Ngoc Khac	Program officer	Center for Creativity and Sustainability Study and Consultancy (CCS)	0979607879	Male
18	Dang Thi Thanh Huyen	Vice president	Vietnam General Education Innovation Support Fund	0948989939	Female
19	Nguyen Minh Ngoc	Deputy Director - Science and Technology Service Center	The Quality Insitue ISSQ	0912112626	Male
20	Le Chi Dung	Manager	The Quality Insitue ISSQ	0912678680	Male
21	Nguyen Quang Huy	Manager	Vietnam Institute of Accreditation (VACI)	0921882153	Male
22	Trinh Quoc Dung	Lecturer and Independent Consultant	Hanoi University of Science and Technology (HUST)	02438682623	Male
23	Pham Duc Uy	Project management	International Finance Corporation (IFC)	086449580	Male
24	Pham Duc Viet	Officer	Vietcombank	0949620839	Male

No	Full name	Position	Organization	Phone Number	Gender
25	Ky Thi Hai Yen	HR department staff	Miza Corporation (MIZA CORP)	0915334775	Male
26	Pham Van Tuyen	Technical manager	Polytechnical Energy and Environment Joint Stock Company (POLYTEE.,JSC)	0986463689	Male
27	Tran Nguyen Phuong Thao	Project management	Polytechnical Energy and Environment Joint Stock Company (POLYTEE.,JSC)	0987907497	Female
28	Nguyen Thu Phuong	Sales manager	Nam An Mechanism and Environment Joint Stock Company (NAM AN M & E., JSC)	0916841515	Female
29	Pham Dinh Suc	Certification Department	KNA CERTIFICATION COMPANY LIMITED	0986797666	Male
30	Nguyen Viet Toan	Manager	Etec Automation Technology Company Limited (ETEC AUTOMATION TECHNOLOGY CO., LTD)	0903949582	Male
31	Le Phuong Anh	Manager	SBVN LTD.	0968090886	Female
32	Tran Thanh Vu	Manager	Edeec co.ltd	0904861128	Male
33	Le Van Du	Technical - Safety Department Specialist	Power Project Management Board 1 - Vietnam Electricity Branch	0972442956	Male
34	Le Quang Hung	Director	Nguyen Thuy - The Senworld Joint Stock Company (THE SENWORLD JSC)	0888176038	Male
35	Chu Duc Hieu	Manager	Department of Fisheries - Hanoi Department of Agriculture and Rural Development	0985966828	Male
36	Francis Barram	CEO	ElectroProducts	0987686169	Male
37	Van Thi Tran	Manager	ElectroProducts	0936241113	Female
38	Tran Thi Vuong	general manager	Cao Bang Food Processing Joint Stock Company	0366808686	Female
39	PHAM XUAN DINH	Assistant General Director	Van Long Technical Plastic Joint Stock Company (VAN LONG TECHPLAS)	0962301692	Male
40	Nguyen Duy Doanh	Technical Assistant/Electrical Department	31 Electro Machanism And Explosive One Member Limited Liability Company (EME-31 COMPANY)	0985378932	Male

No	Full name	Position	Organization	Phone Number	Gender
41	Bui Tho Thien	Technical Assistant/Electrical Department	31 Electro Machanism And Explosive One Member Limited Liability Company (EME-31 COMPANY)	0846202215	Male
42	Pham Ngoc Vinh	Vice president	Polytech Company Limited (POLYTECH CO.,LTD)	0983331789	Male
43	Nguyen Xuan Quang	Director of the company	ENERVI Vietnam Energy and Environment Joint Stock Company (ENERVI VIETNAM .,JSC)	0916127468	Male
44	Than Van Toan	Manager	BACH KHOA HA NOI Energy Technology Joint Stock Company (ET BACH KHOA HA NOI ., JSC)	0985139840	Male
45	Bui Thi Thanh Thao	Project management		0356729831	Female
46	Le Van Hai	Chief Technical	Viet Nam Environment And Energy Technology Joint Stock Company (VEET.,JSC)	0973819632	Male
47	Nguyen Manh Hung	Head of Equipment Department	BKET	0902208616	Male
48	Vu Quang Minh	Manager	Binh Minh Biosphere Conservation Joint Stock Company	0913234536	Male
49	Nong Huy Hoang	Director of Business Consulting Division	Sinh Viet Intelligence JSC	0858368199	Male
50	Duc My	Social Management	Napa	0943893729	Female
51	Ngo Hoai	Manager	XLABS	091349790	Female
52	Nguyen Ha Tram	Reporter	People's Television	0904628492	Female
53	Huong Loan	Reporter	VnEconomy	0912642985	Female
54	Nguyen Hang	Journalist	VOV - Voice of Vietnam	0982101637	Female
55	Nguyen Thanh Ha	Reporter	Banking Times	0345926901	Female
56	Nguyen Ngoc	Reporter, Editor	VITV Economic and Financial TV channel	0912823001	Female
57	Nguyen Phuong Anh	Reporter	VnExpress	0948863434	Female
58	Le Thi Diem Ly	Reporter	Article	0968316429	Female
59	Chu Thu Thao	Reporter	Mekong ASEAN Magazine	0932229266	Female

No	Full name	Position	Organization	Phone Number	Gender
60	Quach Thi Kieu Mai	Journalist	TheLEADER electronic magazine	0974161795	Female
61	Nguyen Thu Giang	Editor	Electricity Information Center, Vietnam Electricity	0985292135	Female
62	Vu Thi Ha	Reporter	Vietnam Business Forum	0363745209	Female
63	Dinh Duc Tung	Reporter	Vietnam Agriculture Newspaper	0982692943	Male
64	An Hien	Reporter	Ho Chi Minh City Law Newspaper	0979056329	Female
65	Nguyen Thu Hang	Deputy Editorial Board	Journal of Corporate Finance	0936417106	Female
66	Vu Thi Luyen	Reporter	Vietnam Financial Times	0356071957	Female
67	Nguyen Ngoc Lam	Journalist	Hanoi Times	0918867979	Male
68	Vu Hoang Hue	Reporter	Vietnam.net newspaper	0913254123	Female
69	Nguyen Hoang Nam	Reporter	Reporter	0816426418	Male
70	Nguyen Thi Hanh	Reporter	VietnamPlus	0915033305	Female
71	Nguyen Thi Tuyet	Reporter	Vietnam News Agency	0984338485	Female
72	Hoang Van Thanh	Expert	QUACERT	0989968715	Male
73	Trung Nam Lake	Manager	Yuko Vietnam	0967230982	Male
74	Nguyen Thanh Trung	Manager	Developing Agriculture and Consulting Environment Co., Ltd (DACE)	0902245295	Male
75	Dao Thi Hang Van	Specialist	Department of Quality, CB & Information Development	0983210595	Female
76	Nguyen Thi Ngoc Hien	Expert	BKET	0354483233	Female
77	Tong Thi Thu	Expert	BKET	0376159656	Female
78	Dong Thi Thuy	Expert	BKET	0919510854	Female
79	Nguyen Viet Ha	Expert	BKET	0962948256	Male
80	Dinh Van Chien	President	Vietnam Union of Science and Technology Associations (VUSTA)	0913314028	Male
81	Nguyen Truong Xuan	Head of international cooperation department	Dong Do Development Construction Investment Joint Stock Company (DDIC., JSC)	0942265107	Male
82	Nguyen Thu Trang	Partnership	UNOPS	+66988321614	Female
83	Pham T.H. Nhung	Director	Sps International Certification Joint Stock Company (SPS CERT.,JSC)	0862211786	Female

No	Full name	Position	Organization	Phone Number	Gender
84	Pham Minh Phong	Head of Administration Department	Miza Corporation (MIZA CORP)	0396242942	Male
85	Nguyen T. Minh Tam	F.A	Pro Sports	0984000535	Female
86	Nguyen Xuan Tien	Vice Director	Association of Refrigeration and Air Conditioning Science and Technology	0913212345	Male
87	Chu Thi Minh Phuong	Deputy head of department	Hanoi Department of Agriculture and Rural Development	024 3382 847 6	Female
88	Nguyen Khac Thanh	Expert	Quacert	0399642936	Male
89	Tran Thi Ngoc Anh	QVAG	Quacert	0912214859	Female
90	Le Xuan Dai	Manager	VP Prosparts	0913097688	Male
91	Tran Tien Hoa	Specialist	GIZ	0866705978	Male
92	Nguyen Trung Thang	Director	KPMG	0948255557	Male
93	Tran Viet Huong	Marketing	Quality Measurement Standards, Quacert	0965324768	Female
94	Tran Hoai Nam	Business	Alphanam E&C	0976963333	Male
95	Thanh Tung Nguyen	Director	Can Tho Center for Industrial Promotion and Energy Saving in English	0907499560	Male
96	Antonio Nguyen	CEO	Bach Phong Company	0912812419	Male
97	Vu Thi Thu Thuy	Manager	ET BACH KHOA HA NOI ., JSC	0984123109	Female
THE DELEGATES PARTICIPATE VIRTUALLY					
1	Thanh Tung Nguyen	Manager	Tungphuongfood	0828528666	Male
2	Nguyen Thi Thao	Program officer	CCS	972089522	Female
3	Yassin Elsherif	Product Developer	eeaser GmbH	0491783014609	Male
4	Pham Thi Hong Nhung	Manager	SPS CERT.,JSC	0974233035	Female
5	Ngo Thi Thu Hong	General manager	Ameii Viet Nam Joint	0963656558	Female
6	Vu Thi Hue	Import-export manager	Stock Company (AMEII VIET NAM)	0916 771 678	Female
7	Nguyen Thi Huyen	Head of System Management Department	Nutricare Nutritionl Jont Stock Company (NUTRICARE., JSC)	037.367.5164	Female
8	Nguyen Thi Dieu Hien	Deputy Director	VCCI in Can Tho	0903606333	Female

No	Full name	Position	Organization	Phone Number	Gender
9	Ngo Van Thong	Head of Information, Consulting and Services Department	Hau Giang Province Agricultural Extension and Services Center	0915711221	Male
10	Tran Ha Ninh	Specialist, Department of Greenhouse Gas Emissions Mitigation and Ozone Layer Protection	Department of Climate Change, Ministry of Natural Resources and Environment	0912877225	Male
11	Nguyen Hong Quang	Manager	FG	0842348484	Male
12	Vo Thi Cam Sang	Head of Administration and Support Consulting Department	Can Tho City Small and Medium Enterprise Support Center	0986208005	Female
13	Nguyen Thanh Liem	Manager		0947224555	Male
14	Pham Thi Phuong	Expert	MEET - VCCI Can Tho	0939051086	Female
15	Nguyen Cong Trinh	Vice president	Department of Agriculture and Rural Development of Bac Ninh province	0912222467	Male
16	Saori Iwasaki	Chief, International Projects Department	Yuko-Keiso Co., Ltd.	+81-3-5720-3238	Female
17	Hoang Van Hoi	Manage	Global Energy and Environment Joint Stock Company	0982128946	Male
18	Luong Hoang Anh	Deputy Head, Electrical and Electronic Standards Department	VSQI	0913011982	Female
19	Hoa	Officer	CCS		Female
20	Mr. NGUYEN VAN	Vice President of the Association	HANOI SUPPORTING INDUSTRY BUSINESS ASSOCIATION (HANSIBA)	0834885333	Male
21	Kentaro Takahashi	C.E.O secretary	Ministry of Environment of Japan (MOEJ)		Male

No	Full name	Position	Organization	Phone Number	Gender
22	Phan Thi Nguyet Minh	Reporter	Vietnam Business Magazine	0987271433	Female
23	Ha Phuong	Independent specialist	Independent specialist		Female
24	Nguyen Xuan Duc	Individual	Independent specialist		Male
25	Doan The Hung	CEO	Five star seeds & agricultural product company limited	0983828768	Male
26	Tran Han	Independent specialist	Independent specialist		Female
27	Thuy	Independent specialist	Independent specialist		Female
28	Hoang Nguyen	Independent specialist	Independent specialist		Male
29	Khanh Nguyen	Independent specialist	Independent specialist		Male
30	Thuy Phan Thu	Independent specialist	Independent specialist		Female
31	Thanh Toan	Independent specialist	Independent specialist		Male
32	Vo Xuan Tan	Manager	Hau Giang Agricultural Extension Center	0903199508	Male
33	Trinh Quang	Independent specialist	Independent specialist		Male

Table 5: List of delegates attending the workshop

ANNEX 6: REPORT WORKSHOP ON SUPPORTING BUSINESSES TO MEET REQUIREMENTS RELATED TO ENERGY EFFICIENCY MANAGEMENT THROUGH ISO 50001:2018 APPLICATION

1. WORKSHOP GENERAL INFORMATION

Name of the workshop

- Supporting Businesses to Meet Requirements for Economical and Efficient Energy Management and Usage through ISO 50001:2018 Application
- Accompanying businesses to meet requirements related to economical and efficient management and use of energy through the application of ISO 50001:2018

Purpose of the workshop

- Update, exchange information and connect relevant units to develop solutions to support the business community in reducing energy consumption, using energy economically and effectively on the basis of applying energy standards. ISO 50001:2018 standard.

Time and location

- Time: 08:30 – 11:30 a.m., Thursday, September 28, 2023
- Location: Hall 103, General Department of Standards, Metrology and Quality, No. 8 Hoang Quoc Viet, Cau Giay District, Hanoi

Objective

- Share information about the project: objectives, results, and action plans.
- Exchange information and experiences on standards, requirements, and the current status of economical and efficient energy use (EE) in supporting industries and food processing industries.
- Connect businesses in the supporting industry and food processing industry with agencies, units, organizations, and businesses providing measurement, auditing, and certification solutions on EE, as well as financial institutions.
- Build a network of partners in the energy sector.

2. Program:

Time	Topic
08:30 – 09:00	Welcoming delegates
09:00 – 09:05	Introducing delegates and program content
09:05 – 09:15	Opening speech Mr. Tran Quoc Dung - Director of QUACERT
09:15 – 09:20	Speech of the Leader of the Directorate for Standards, Metrology and Quality Mr. Ha Minh Hiep, Acting Director General
09:20 - 09:30	Speech by Leader of VASI Mr. Phan Dang Tuan, Chairman
09:30 - 09:45	Domestic and international requirements related to economical and effective management and use of energy for processing and manufacturing enterprises Mr. Vu Hoang Minh, Head of Quality Assurance Department - QUACERT
09:45 – 10:00	Introducing the ISO 50001:2018 Energy Management System standard: Objectives and benefits of applying standards Ms. Tran Thi Ngoc Anh - City. System Certification - QUACERT

10:00 - 10:15	Tea-break – Take commemorative photos
10:15 – 10:30	Introduction to the project: "Promoting economical and efficient use of energy in the supporting industry and food processing industry in Vietnam" and activities to support businesses in implementing and applying ISO 50001 :2018 Ms. Nguyen Thi Thanh Huyen - Project Coordinator
10:30 – 10:45	Practical experience in the process of applying the Energy Management System according to ISO 50001:2018 standards at Prime Yen Binh Company Mr. Nguyen Xuan Huan - Director of Prime Yen Binh Company
10:45 – 10:55	Sign MOU Representative of VCCI-VASI-QUACERT
10:55 - 11:25	Group discussion (Q&A) Coordination: VCCI -VASI-QUACERT -PRIME YEN BINH
11:25 – 11:30	Closing event Coordination: QUACERT

Table 6: Seminar program

3. Media and Press

A total of 05 media units reported on the event. The list of news and articles includes:

No	Organization	News & Articles	Link
1	Website of Vietnam - National Energy Efficiency Program (VNEEP)	ISO 50001:2018: Accompanying businesses to manage and use energy economically and effectively	https://tietkiemnangluong.com.vn/tin-tuc/hoat-dong/t30772/iso-50001-2018-dong-hanh-cung-doanh-nghiep-de-quan-ly-va-su-dung-nang-salary-information-understanding-through.html
2	Directorate for Standards, Metrology and Quality	Use energy efficiently through applying ISO 50001:2018	https://tcvn.gov.vn/su-dung-nang-luong-tiet-kiem-hieu-qua-thong-qua-viec-ap-dung-iso-500012018/09/28/2023/
3	Electronic magazine Business and Trade - Agency of Vietnam Association for Supporting Industries (VASI)	Save energy for businesses with ISO 50001:2018	https://doanhnghiepvathuongmai.vn/bai-viet/tiet-kiem-nang-luong-cho-doanh-nghiep-voi-iso-500012018.phtml
4	Vietnam Clean Energy Electronic Magazine - Mouthpiece of the Vietnam Clean Energy Association	Use energy economically through the application of ISO 50001:2018 standards	https://nangluongsachvietnam.vn/d6/vi-VN/news/Su-dung-nang-luong-tiet-kiem-thong-qua-viec-ap-dung-tieu-chuan-ISO-500012018-6-1960-22432
5	Center for Industrial Promotion and Consulting for Industrial Development of Binh Phuoc province	Improve management skills and use energy economically and effectively for businesses	https://khuyencongbinhphuoc.gov.vn/Tiet-kiem-nang-luong/nang-cao-ky-nang-quan-ly-va-su-dung-nang-luong-tiet-kiem-hieu-qua-cho-Doanh-nghiep-1004.html

Table 7: List of media and Press

4. Agencies and units responsible for organizing (both Vietnamese and foreign sides)

- Vietnam Chamber of Commerce and Industry
- Vietnam Association for Supporting Industries
- Viet Nam Certification Centre

5. Participants, number and structure of Vietnamese delegates and delegates with foreign nationality

- Attendees: representatives of agencies, units, organizations, businesses and individuals in the public and private sectors in Viet Nam
- Number: 52 delegates (52 in-person attendees, 0 online attendees). In there:
 - + Vietnamese delegates: 52 delegates;
 - + Foreign delegates: 0 delegates.

6. Gender balance and women's empowerment

Among 52 delegates attending the conference, 23/52 delegates were women, accounting for 44.23% of the total number of delegates attending the conference.

II. RESULTS OF WORKSHOP

6.1. Results of workshop

The workshop "Accompanying businesses to meet requirements related to economical and efficient management and use of energy through the application of ISO 50001:2018" was held successfully and achieved important results. the following results:

- Share information about the Project: Objectives, results, action plans;
- Exchange information and experience on standards, requirements, and current status of economical and efficient use of energy (EE) in supporting industries and food processing industries;
- Connecting businesses in the supporting industry and food processing industry with agencies, units, organizations, businesses providing measurement, auditing and certification solutions on EE and other financial institutions;
- Build a network of partners in the energy sector.

6.2. Evaluate advantages and limitations

2.1. Advantage

- The workshop achieved its set goals compared to the project
- The quality and security of the workshop are guaranteed

2.2. Limit

- Do not have

6.3. Problems and issues that arose during conferences and seminars have or have not been resolved reason (if any)

- Do not have

6.4. Documents and statements signed or given at conferences and seminars (if any)

- Signed 01 Memorandum of Cooperation between VCCI-VASI and Quacert

III. WORKSHOP PHOTOS



Figure 6: Workshop with VASI and Quacert

IV. LIST OF DELEGATES ATTENDING THE WORKSHOP

No.	Full name	Organization	Phone number	Gender
1	Phan Dang Tuat	Vietnam Supporting Industry Association	(+84) 43936 9593	Male
2	Nguyen Ngoc Khiem	Deputy Director of VCCI-ITB	0989059069	Male
3	Nguyen Thi Thanh Huyen	Project Coordination	0912347872	Female
4	Hoang Thi Thanh Thuy	TH Group Corporation	0386481136	Female
5	Tran Quang Hoi	Ecobuy Business & Service Co., Ltd	0986682030	Male
6	Vu Hoang Ha My	Ecobuy Business & Service Co., Ltd	0 243 7300 3682	Female
7	Han Minh Tuan	Viet Duc Steel Pipe Joint Stock Company	(0 24) 3785 0088	Male
8	Ha Van Thinh	Viet Duc Steel Pipe Joint Stock Company	(0 24) 3785 0088	Male
9	Nguyen Cong Chi	Prime Tien Phong Joint Stock Company	(211) 3888 987	Male
10	Hong Vinh Fee	Thai Binh Tiles Joint Stock Company	0227 3823237	Male
11	Tran Cao Dinh	Thai Binh Tiles Joint Stock Company	0227 3823237	Male
12	Duong Thanh Dat	Dai Kinh Bac Engineering and Import Export Trading Company Limited	0909382863	Male
13	Be Thu Hoai	Prosperity Production and Trading Company Limited	0222 3848 535	Female
14	Luu Hoai Thuong	FLC Hotel & Resorts	091 645 61 33	Female
15	Tran Thi Thanh Huong	Department of Standards and Regulation Conformity Assessment, Directorate for Standards, Metrology and Quality	024. 37911636	Female
16	Hoang Thi Mai Phuong	Asean Tire Company Limited	0222 3714 182	Female
17	Mai Quang Thuan	Asean Tire Company Limited	0222 3714 182	Male
18	Nguyen Van Thanh	Asean Tire Company Limited	0222 3714 182	Male
19	Doan Thach Giang	Technology Transfer Group Joint Stock Company (TT-Group)	024 2224 9599	Male
20	Tran Doan Giau	Technology Transfer Group Joint Stock Company (TT-Group)	024 2224 9599	Male

No.	Full name	Organization	Phone number	Gender
21	Bui Viet Nga	Industry and Trade Newspaper	0945094599	Female
22	Nguyen Huu Mien	Ha Long Seafood Processing Export Joint Stock Company	0903408215	Male
23	Nguyen Xuan The	SC Vietnam Company Limited	0901 413 265	Male
24	Hoang Van Uan	Institute for Research and Development of Quality Standards	0981 851 111	Male
25	Pham Thi Dung	Institute for Research and Development of Quality Standards	0981 851 111	Female
26	Nguyen Quang Huy	Vietnam Institute for Quality Accreditation - Vaci	0 24 2266 1111	Male
27	Ky Thi Hai Yen	Miza Joint Stock Company	(024) 39656121	Female
28	Do Hai Nam	ENERVI Vietnam Energy and Environment Joint Stock Company	024 62604005	Male
29	Luu Lan Anh	Quang Ninh Cement and Construction Joint Stock Company	02033 668 355	Female
30	Tran Anh Tuan	Quang Ninh Cement and Construction Joint Stock Company	02033 668 355	Male
31	Pham Sinh Thanh	Cement and Construction Joint Stock Company	02033 668 355	Male
32	Pham Hai Phong	Vietnam Supporting Industry Association	094 598 3992	Male
33	Dang Quang Dung	Vietnam Institute of Metrology	024 3791 4876	Male
34	Ngo Van Cong	Department of Metrology, Directorate for Standards, Metrology and Quality	024 37911641	Male
35	Truong Thi Hong Van	Information and Communications Center	028 3895 4621	Female
36	Nguyen Thu Hang	Vietnam Institute of Metrology	024 3791 4876	Female
37	Pham Van Anh	Expert		Female
38	Nguyen Chuc Quynh	TU Group		Female
39	Bui Thi Kim Quy	VPTC		Female
40	Nguyen Duc Tam	Vietnam Institute of Metrology	024 3791 4876	Male
41	Ngo Ngoc Ha	Vietnam Institute of Metrology	024 3791 4876	Female
42	Hoang Quoc Viet	National Barcode Center	1900 636218	Male

No.	Full name	Organization	Phone number	Gender
43	Loly	Vietnam Private Sector Competitiveness Enhancement Project (IPSC)		Female
44	Tran Thi Khanh Linh	Quatest 1	024 3836 0289	Female
45	Nguyen Thuy Duong	Quatest 1	024 3836 0289	Female
46	Pham Hong Minh	Vietnam Institute of Metrology	024 3 791 4876	Female
47	Luong Hoang Anh	Vietnam Standards and Quality Institute - VSQI	024 3756 4407	Male
48	Do The Duyet	Yuko Vietnam Co., Ltd	0243 724 6638	Male
49	Doan Anh Khoa	Vietnam Institute of Metrology	024 3791 4876	Male
50	Tran Thuy Trang	Vietnam Institute of Standards and Quality	024 3756 4407	Female
51	Pham Thai An	VCCI-ITB	0973654038	Female
52	Nguyen Van Khoa	VCCI-ITB	0989993369	Male

Table 8: List of delegates attending the workshop

ANNEX 7: MoU between VCCI, VASI and Quacert

1. The MoU

BIÊN BẢN THỎA THUẬN HỢP TÁC

**Về việc: Hỗ trợ thúc đẩy sử dụng năng lượng tiết kiệm và hiệu quả
cho doanh nghiệp ngành công nghiệp hỗ trợ tại Việt Nam.**

Giữa

VIỆN TIN HỌC DOANH NGHIỆP (VCCI-ITB)

Và

HIỆP HỘI CÔNG NGHIỆP HỖ TRỢ VIỆT NAM (VASI)

Và

TRUNG TÂM CHỨNG NHẬN PHÙ HỢP (QUACERT)

Hà Nội, ngày 28 tháng 09 năm 2023

BIÊN BẢN THỎA THUẬN HỢP TÁC

Về việc: Hỗ trợ thúc đẩy sử dụng năng lượng tiết kiệm và hiệu quả cho doanh nghiệp ngành công nghiệp hỗ trợ tại Việt Nam.

Biên bản Thỏa thuận hợp tác này được ký ngày 28 tháng 09 năm 2023 tại Hà Nội giữa các Bên:

Viện Tin học Doanh nghiệp (VCCI-ITB) có trụ sở tại toà nhà VCCI, số 09 Đào Duy Anh, quận Đống Đa, thành phố Hà Nội - là cơ quan trực thuộc Liên đoàn Thương mại và Công nghiệp Việt Nam (VCCI) với gần 20 năm kinh nghiệm trong việc điều phối và trực tiếp thực hiện các đề án trong nước và quốc tế. VCCI đang giao nhiệm vụ cho Viện Tin học Doanh nghiệp chủ trì triển khai dự án “Thúc đẩy sử dụng năng lượng tiết kiệm và hiệu quả trong ngành công nghiệp hỗ trợ và công nghiệp chế biến thực phẩm tại Việt Nam” do Văn phòng Dịch vụ Dự án Liên hợp quốc (UNOPS) tài trợ.

Hiệp hội Công nghiệp Hỗ trợ Việt Nam (VASI) có trụ sở tại 46 Ngô Quyền, Hoàn Kiếm, Hà Nội - là tổ chức độc lập, phi chính phủ và phi lợi nhuận, đại diện cho doanh nghiệp sản xuất chế tạo và công nghiệp hỗ trợ tại Việt Nam. Các hoạt động của VASI chủ yếu gồm: nâng cao năng lực hội viên qua đào tạo và tư vấn; xúc tiến thương mại hội viên với người mua trong nước và xuất khẩu; nghiên cứu khảo sát cung cấp dữ liệu các ngành liên quan; đại diện hội viên đóng góp ý kiến với Chính phủ, các tập đoàn lớn và các đối tác khác. Hiện nay VASI có gần 300 hội viên trong các lĩnh vực: khuôn, gá, tự động hóa, linh kiện kim loại, điện – điện tử, nhựa – cao su, vật liệu, giải pháp phần mềm...

Trung tâm Chứng nhận phù hợp (QUACERT) có trụ sở tại số 8 Hoàng Quốc Việt, Nghĩa Đô, Cầu Giấy, Hà Nội - là tổ chức khoa học và công nghệ trực thuộc Tổng Cục Tiêu chuẩn Đo lường Chất lượng (Bộ Khoa học và Công nghệ) nhằm thực hiện chức năng phục vụ quản lý nhà nước về tiêu chuẩn, đo lường, chất lượng thông qua các hoạt động chứng nhận tiêu chuẩn của Việt Nam và quốc tế; đánh giá và thẩm định giảm phát thải khí nhà kính; đào tạo, bồi dưỡng nghiệp vụ tiêu chuẩn, đo lường, chất lượng; thử nghiệm sản phẩm, hành hoá,... và các nhiệm vụ khác do nhà nước giao.

Căn cứ nhu cầu hợp tác và phát triển, các Bên đã thảo luận và đồng ý ký Biên bản thỏa thuận hợp tác này với các điều khoản và điều kiện sau đây:

ĐIỀU 1: BỐI CẢNH VÀ MỤC ĐÍCH HỢP TÁC

1. Bối cảnh Việt Nam

Sử dụng năng lượng tiết kiệm hiệu quả (SDNLHQ&TK) và chuyển dịch năng lượng bền vững là xu hướng tất yếu tại Việt Nam nhằm gia tăng hiệu quả sản xuất kinh doanh song song với thực hiện trách nhiệm xã hội của cộng đồng doanh nghiệp, góp phần đẩy nhanh

quá trình hiện thực hoá mục tiêu kép là tăng trưởng xanh và hiện thực hoá các cam kết quốc tế của Việt Nam đạt mức thải ròng bằng “0” vào năm 2050.

Ngày 08/06/2023, Thủ tướng Chính phủ ban hành chỉ thị số 20/CT-TTg về việc tăng cường tiết kiệm điện giai đoạn 2023-2025 và các năm tiếp theo, trong đó khuyến khích xây dựng, triển khai áp dụng hệ thống quản lý năng lượng theo tiêu chuẩn ISO 50001:2018 tại các cơ sở sản xuất kinh doanh, nhấn mạnh tăng cường thúc đẩy các kỹ thuật tiết kiệm năng lượng tiên tiến, thúc đẩy cải tiến công nghệ trong các ngành tiêu thụ nhiều năng lượng.

2. Mục đích hợp tác

Các Bên thống nhất phối hợp, hợp tác với mục đích thúc đẩy các chương trình, giải pháp SDNLTK&HQ, chuyển dịch năng lượng cho các doanh nghiệp ngành công nghiệp hỗ trợ; xây dựng các mối quan hệ tương hỗ bền vững nhằm tạo ra các giải pháp, chương trình SDNLTK&HQ, phát thải các-bon thấp và đảm bảo môi trường bền vững; thúc đẩy hợp tác giữa các Bên phù hợp với các quy định pháp luật.

ĐIỀU 2: NỘI DUNG HỢP TÁC

Bản ghi nhớ này ghi nhận các thỏa thuận giữa các Bên về việc hợp tác với các nội dung cụ thể như sau:

- ❖ Nâng cao nhận thức của các doanh nghiệp ngành công nghiệp hỗ trợ về năng lượng tái tạo và SDNLTK&HQ.
- ❖ Thiết lập mạng lưới các bên liên quan về năng lượng tái tạo và SDNLTK&HQ trong ngành công nghiệp hỗ trợ, tổ chức các sự kiện kết nối các bên liên quan.
- ❖ Phối hợp thực hiện các nghiên cứu, khảo sát, đánh giá các vấn đề liên quan đến sử dụng năng lượng tiết kiệm và hiệu quả trong ngành công nghiệp hỗ trợ.
- ❖ Lựa chọn doanh nghiệp thành viên VASI, lựa chọn các doanh nghiệp do QUACERT và VCCI giới thiệu, hợp tác với chuyên gia trong nước và quốc tế tư vấn kỹ thuật, phát triển dự án về sử dụng NLTK &HQ, tiếp cận các nguồn vốn ưu đãi từ các tổ chức tài chính cho các dự án năng lượng tái tạo và SDNLTK&HQ của doanh nghiệp.
- ❖ QUACERT thực hiện các chương trình đào tạo về tiêu chuẩn TCVN ISO 50001:2019/ISO 50001:2018 và đánh giá cấp Giấy chứng nhận Hệ thống quản lý năng lượng theo tiêu chuẩn TCVN ISO 50001:2019/ISO 50001:2018 cho doanh nghiệp (Giấy chứng nhận được mang dấu công nhận của Tổ chức công nhận quốc tế JAS ANZ và dấu IAF).
- ❖ Thúc đẩy trao đổi thông tin về các chính sách, các dự án khả thi, các quy định pháp luật hiện hành cũng như các thông lệ tốt nhất của Việt Nam và trên thế giới về năng lượng tái tạo và SDNLTK&HQ.

- ❖ Hợp tác hỗ trợ cộng đồng doanh nghiệp ngành công nghiệp hỗ trợ trong các lĩnh vực ứng dụng công nghệ thông tin trong xúc tiến thương mại và mở rộng thị trường.

ĐIỀU 3: NGUYÊN TẮC HỢP TÁC

Các Bên thống nhất cùng hợp tác trên nguyên tắc bình đẳng, cùng vì sự phát triển của nền kinh tế, xã hội của đất nước, phù hợp với quy định của pháp luật. Các Bên thống nhất cùng thực hiện nghiêm túc và hỗ trợ lẫn nhau để thực hiện những nội dung thỏa thuận trong Bản ghi nhớ này theo quy định của pháp luật Việt Nam và phù hợp với chức năng, nhiệm vụ của mỗi Bên.

ĐIỀU 4: BẢO MẬT

Mỗi bên đều không được phép nếu không có sự đồng ý bằng văn bản của bên kia tiết lộ cho bất kỳ tổ chức và cá nhân không liên quan nào, các công văn, tài liệu giao dịch, mọi bí mật thương mại, kỹ thuật, hiểu biết hoặc các thông tin liên quan đến Biên bản ghi nhớ này.

ĐIỀU 5: SỬA ĐỔI VÀ CHẤM DỨT

5.1. Bản Thỏa thuận hợp tác không ảnh hưởng đến quyền và nghĩa vụ pháp lý của/và giữa các Bên;

5.2. Các Bên có thể sửa đổi Bản Thỏa thuận hợp tác khi có sự đồng thuận bằng văn bản;

5.3. Các Bên có thể chấm dứt Bản Thỏa thuận hợp tác bằng việc gửi thông báo bằng văn bản trước ba (3) tháng cho Bên kia;

5.4. Việc triển khai các hoạt động trong Bản Thỏa thuận hợp tác này phải phù hợp với luật pháp và quy định hiện hành của mỗi nước cũng như các điều ước quốc tế;

ĐIỀU 6: THỜI GIAN HỢP TÁC

Biên bản Thỏa thuận hợp tác này có hiệu lực trong 02 (hai) năm kể từ ngày ký trừ khi có sự điều chỉnh tại Điều 5 và thay đổi bằng văn bản của các Bên hoặc chấm dứt sớm hơn khi một bên đưa ra thông báo bằng văn bản tới bên còn lại trước 30 (ba mươi) ngày.

VCCI-ITB	VASI	QUACERT
		
Nguyễn Ngọc Khiêm (Phó Viện trưởng)	Phan Đăng Tuất (Chủ tịch)	Trần Quốc Dũng (Giám đốc)

Figure 7: MoU between VCCI-VASI-Quacert

2. The translation of the MoU

MEMORANDUM OF UNDERSTANDING

**Regarding: Supporting the promotion of energy efficiency
for supporting industry enterprises in Vietnam**

Between

INSTITUTE OF INFORMATION TECHNOLOGY FOR BUSINESS (VCCI-ITB)

And

VIETNAM ASSOCIATION FOR SUPPORTING INDUSTRIES (VASI)

And

VIET NAM CERTIFICATION CENTER (QUACERT)

Hanoi, September 28, 2023

Memorandum of Understanding
Regarding: Supporting the promotion of economical and efficient use of energy for
supporting industry enterprises in Vietnam.

Memorandum of Understanding was signed on 28 September 2023 in Hanoi between the Parties:

Institute of Information Technology for Business (VCCI-ITB) headquartered at VCCI building, No. 09 Dao Duy Anh, Dong Da district, Hanoi is an agency directly under the Vietnam Chamber of Commerce and Industry (VCCI) with nearly 20 years of experience in coordinating and directly implementing domestic and international projects. VCCI is assigning the Institute of Information Technology for Business to preside over the implementation of the project "Promoting economical and efficient use of energy in the supporting industry and food processing industry in Vietnam" by The United Nations Office for Project Services (UNOPS).

Vietnam Association for Supporting Industry (VASI) headquartered at 46 Ngo Quyen, Hoan Kiem, Hanoi is an independent, non-governmental and non-profit organization, representing manufacturing and supporting industry enterprises in Vietnam. VASI's activities mainly include: improving member capacity through training and consulting; Promoting membership trade with domestic and export buyers; survey research to provide data on related industries; member representatives contributing ideas to the Government, large corporations and other partners. Currently, VASI has nearly 300 members in the fields of molds, jigs, automation, metal components, electricity - electronics, plastic rubber, materials, software solutions and so on.

Viet Nam Certification Center (QUACERT) headquartered at 8 Hoang Quoc Viet, Nghia Do, Cau Giay, Hanoi is a science and technology organization under the General Department of Standards, Metrology and Quality (Ministry of Science and Technology) to performs the function of serving state management of standards, measurement and quality through certification activities of Vietnamese and international standards; assessment and appraisal of greenhouse gas emission reduction; training and fostering professional standards, measurement, and quality; testing products, goods, etc. and other tasks assigned by the state.

Based on the need for cooperation and development, the Parties discussed and agreed to sign this Memorandum of Understanding with the following terms and conditions:

ARTICLE 1: CONTEXT AND PURPOSE OF COOPERATION

1. Vietnamese context

Energy efficiency and sustainable energy conversion are inevitable trends in Vietnam to increase production and business efficiency in parallel with implementing the social responsibility of the business community, contributing to accelerating the process of realizing the dual goal of green growth and realizing Vietnam's international commitments to achieve net zero emissions by 2050. On 8 June 2023, the Prime Minister issued Directive No. 20/CT-TTg on enhancing electricity saving in the period 2023-2025 and the following years, which encourages the development and implementation of application. Energy management system according to ISO 50001:2018 standards at production and business establishments, emphasizing the promotion of advanced energy saving techniques and promoting technological improvements in high-consuming industries energy.

2. Purpose of cooperation

The Parties agree to coordinate and cooperate with the purpose of promoting EE programs and solutions, energy transition for supporting industry enterprises; building sustainable mutual relationships to create EE solutions and programs, low carbon emissions and ensuring a sustainable environment; promoting cooperation between the Parties in accordance with legal regulations.

ARTICLE 2: CONTENT OF COOPERATION

This Memorandum records the agreements between the Parties on cooperation with the following specific contents:

- ❖ Raising awareness of supporting industry enterprises about renewable energy and EE.
- ❖ Establish a network of stakeholders on renewable energy and EE in the supporting industry, and organize events to connect stakeholders.
- ❖ Coordinate the implementation of research, surveys, and assessments of issues related to the economical and efficient use of energy in the supporting industry.
- ❖ Select VASI member enterprises, select enterprises introduced by QUACERT and VCCI, cooperate with domestic and international experts for technical consulting, develop projects on the use of energy resources and customs, and access capital sources Incentives from financial institutions for businesses' renewable energy and EE projects.
- ❖ QUACERT carries out training programs on TCVN ISO 50001:2019 /ISO 50001:2018 standards and evaluates and grants Energy Management System Certificates according to TCVN ISO 50001:2019/ISO 50001:2018 standards for enterprise (The certificate bears the accreditation seal of the JAS ANZ International Accreditation Organization and the IAF seal).
- ❖ Promoting information exchange on policies, feasible projects, current legal regulations as well as best practices in Vietnam and around the world on renewable energy and EE.
- ❖ Cooperate to support the business community of supporting industries in the fields of information technology application in trade promotion and market expansion.

ARTICLE 3: PRINCIPLES OF COOPERATION

The Parties agree to cooperate on the principle of equality, for the development of the country's economy and society, in accordance with the provisions of law. The Parties agree to seriously implement and support each other to implement the agreements in this Memorandum of Understanding in accordance with Vietnamese law and accordance with the functions and tasks of each Party.

ARTICLE 4: CONFIDENTIALITY

Neither party is permitted, without the written consent of the other party, to disclose to any unrelated organization or individual any official dispatches, transaction documents, any commercial or technical secrets, knowledge or information related to this Memorandum of Understanding.

ARTICLE 5: MODIFICATION AND TERMINATION

- 5.1. The Cooperation Agreement does not affect the legal rights and obligations of/and between the Parties;
- 5.2. The Parties may amend the Cooperation Agreement upon written consent;
- 5.3. The Parties may terminate the Cooperation Agreement by giving three (3) months prior written notice to the other Party;

5.4. The implementation of activities in this Cooperation Agreement must be in accordance with the current laws and regulations of each country as well as international treaties.

ARTICLE 6: PERIOD OF COOPERATION

Memorandum of Cooperation Agreement is valid for 02 (two) years from the date of signing unless there are adjustments in Article 5 and changes in writing by the parties. Party or terminate earlier when one party gives written notice to the other party 30 (thirty) days in advance.

VCCI-ITB

VASI

QUACERT

Nguyen Ngoc Khiem

(Vice president)

Phan Dang Tuat

(Chairperson)

Tran Quoc Dung

(Manager)

ANNEX 8: LIST OF CRITERIA FOR EVALUATING AND SELECTING PILOT ENTERPRISES

No	Categories	Detailed requirements	Status		
			Yes	No	Other
1	Enterprises established according to Vietnam current law	- The Enterprise Law No,59/2020/QH14 - The Law on supporting to Small and medium-sized enterprises No. 04/2017/QH14; - The Decree on detailed regulations and guidance on implementation of some articles of the law on supporting to Small and medium-sized enterprises No. 80/2021/NĐ-CP			- Form of enterprises: - Major business activity: - Date of Establishment: - Tax code: - Owner: - Address:
2	Current Energy Consumption	Businesses should have high energy consumption, so that improving energy efficiency will have a significant impact.			
3	Energy Saving Potential	Businesses should have high potential for energy savings through the application of energy-efficient technologies and solutions.			
4	Financial Capability	Businesses should have the financial capability or the ability to raise funds to implement energy efficiency projects.			
5	State of Infrastructure and Equipment	Businesses using outdated technology and equipment can benefit significantly from upgrading to modern, energy-efficient technologies and equipment.			
6	The capacity of production	Have the exporting capacity			The exporting production:
		The production system			- Types of faciity/machine (Cold storage, dry system,...):
		The ability of production			- The quantity/scale of production (if any): - The quantity/scale of import (if any):
7	The capacity/potential of exporting	The capacity of exporting			The amount of exporting quantity (if any):
		The import markets			The current/target import markets:
8	The certificate(s)	The domestic and/or international certificate(s) for the production system			Current certificate(s): Target certificate(s):
		The domestic and/or international certificate(s) for the production			Current certificate(s): Target certificate(s):

No	Categories	Detailed requirements	Status		
			Yes	No	Other
9	The Energy Efficiency	The energy-intensive facility			
		The key energy-using facility (priority)			
		Potential energy saving opportunities of at least 5%			
		Have not received support for energy efficiency assessment from any organization/individual			
		Comply well with regulations on the Law on energy efficiency; Environmental protection law and a number of other related regulations and documents			
10	Commitment from Business Leadership	Business leaders should demonstrate strong commitment to implementing energy-saving measures and be willing to invest in these projects.			
11	Human Resources Capability	Businesses should have a team of skilled technical staff who are capable and willing to participate in training activities and implement energy-saving solutions			
12	Sustainability and Environmental Impact	Businesses should be capable of implementing energy-saving solutions that help reduce environmental impact and contribute to sustainable development.			
13	Business History and Reputation	Businesses with a good track record, reputation, and commitment to adhering to environmental and energy regulations should be prioritized.			
14	Scalability and Experience Sharing	Businesses with the potential to serve as models and share their experiences and successes with other businesses in the industry should be considered.			
15	Support from Financial Institutions and Partners	Businesses that can collaborate effectively with financial institutions, ESCOs, and related partners to implement energy efficiency projects should be prioritized.			

ANNEX 9: REPORT ON GENERAL SURVEY AND COACHING FOR GLOBALFOOD., JSC ON OCTOBER 2023 (MATCHING FUND)

I. GENERAL INFORMATION

1. Purpose of the survey and coaching
 - Conduct a preliminary survey of the factory's current energy utilization.
 - Raise awareness to develop solutions for energy transition and energy efficiency (EE) in accordance with Vietnam's sustainable growth orientation and international commitments to reduce greenhouse gas emissions.
 - Create conditions for agencies, units, and organizations in the agricultural export value chain in Luc Ngan district, Bac Giang province, to improve production capacity through technical training with the following contents:
 - o Overview of refrigeration and air conditioning techniques (AC).
 - o Energy-saving solutions for refrigeration and air conditioning systems.
 - o Steam systems and heat networks.
 - o Pump-fan systems.
 - o Compressed air systems.
 - o Discussion and answering of relevant questions from attendees.
2. Time and venue :
 - Time: 2 days, October 5 - 6, 2023
 - Venue: Global Food JSC., Kim 3 Village, Phuong Son Commune, Luc Ngan, Bac Giang
3. Program content and propaganda of the training course
 - 3.1. Program agenda:

Time	Content	Implementer
October 5, 2023 - Morning: Quick visit and survey of the production model of Global Food Company		
09:00 – 10:00	Visit the company factory's	VCCI, Global Food, VCCI experts
10:00 – 10:30	Take breaks and discuss on the sidelines	VCCI, Global Food, VCCI experts
10:30 - 11:30	Exchange general information about the company's needs and support from the Project	VCCI, Global Food, VCCI experts
October 5, 2023 - Afternoon: General coaching on refrigeration techniques		
13:30 – 14:00	Register delegates	Organizing Committee
14:00 – 14:15	Opening the course <ol style="list-style-type: none"> 1. Introduce delegates 2. Introduction to course content 	Organization Committee
14:15 – 15:15	Module 1: Overview of refrigeration and air conditioning techniques (AC) <ol style="list-style-type: none"> 1. Overview of refrigeration systems in life 2. Vapor compression air conditioning technology 3. Refrigerant and usage trends 	Dr. Trinh Quoc Dung (Hanoi University of Science and Technology)
15:15 – 15:30	Break	

Time	Content	Implementer
15:30 – 17:30	Module 1: Solutions to maximize the performance of refrigeration and air conditioning systems <ol style="list-style-type: none"> Evaluate the performance of refrigeration and air conditioning systems Factors affecting the performance of refrigeration and air conditioning systems 	Dr. Trinh Quoc Dung (Hanoi University of Science and Technology)
17:30	End of the first day	
October 6, 2023 : Solutions to improve the performance of refrigeration and air conditioning systems		
08:30 – 10:00	Module 1: Digital conversion solutions to maximize the performance of refrigeration and air conditioning systems <ol style="list-style-type: none"> Current superior digital conversion solutions to maximize the performance of refrigeration and air conditioning systems 	Dr. Trinh Quoc Dung (Hanoi University of Science and Technology)
10:00 – 10:15	Break	
10:15 – 12:00	Module 2: Steam system and heat network <ol style="list-style-type: none"> Fuels used for industrial boilers and their main characteristics Classification and structure of industrial boilers Thermal equipment in industrial heat networks and heating drying systems Digital conversion solutions for boilers and heat networks. Some typical examples 	MSc. Pham Van Tan (Hanoi University of Science and Technology)
12:00 – 13:30	Lunch break	
13:30 – 15:15	Module 3: Pump - fan system <ol style="list-style-type: none"> Overview of pump - fan system Methods of adjusting pumps and fans Choose a reasonable fan pump Digital conversion solutions in pump - fan systems. Some typical examples. 	MSc. Pham Van Tan (Hanoi University of Science and Technology)
15:15 – 15:30	Break	
15:30 – 17:15	Module 4: Compressed air system <ol style="list-style-type: none"> Concepts and parameters of compressed air systems Manage compressed air systems and digital transformation solutions 	MSc. Pham Van Tan (Hanoi University of Science and Technology)
17:15 – 17:30	Conclusion	Organizing committee
17:30	Close the coaching course	

3.2. Propaganda work of the coaching course:

No Participants, number and structure of Vietnamese delegates and delegates with foreign nationality

- Attendees: Representatives of Global Food JSC. And its suppliers.
- Coaching course instructors: 02 people
 - Mr. Trinh Quoc Dung - PhD, Lecturer at Hanoi University of Science and Technology.
 - Mr. Pham Van Tan - MSc. Lecturer at Hanoi University of Science and Technology.
- Number of attendees: 16 people (16 people attending in person, 0 people attending online). Therein, 16 attendees are Vietnamese and no attendee is a foreigner.

Gender balance and women's empowerment

Among the 16 attendees attending the coaching, 6/16 attendees were women, accounting for about 37,5% of the total number of attendees participating in the coaching course.

II. PHOTOS OF THE PROGRAM



III. RESULT

1. Program results

The general survey and coaching program for Global Food Company took place successfully. The project has had preliminary assessments and discussions on the current state of energy use of the plant. Otherwise, all attendees participating in the coaching course were raised awareness and knowledge of the following contents:

- Awareness to develop solutions for energy transition and EE in accordance with Vietnam's sustainable growth orientation and international commitments to reduce greenhouse gas emissions
- Overview of refrigeration and air conditioning techniques (AC);
- Energy-saving solutions for refrigeration and air conditioning systems
- System and heat network in the agricultural production line
- Pump-fan system in the agricultural production line
- Compressed air system in agricultural production line
- Exchange, discuss and answer relevant questions

2. Evaluate advantages and limitations

2.1. Advantage

- The training course has achieved its set goals
- The quality and security of the training course are guaranteed

2.2. Limit

- Do not have

3. Problems and issues that arose during the training course have or have not been resolved reason (if any)

- Do not have

IV. LIST OF ATTENDEES IN THE COACHING COURSE

No.	Full name	Position	Organization	Phone Number	Sex
List of lecturers					
1	Trinh Quoc Dung	Lecturers	Hanoi University of Science and Technology	0963866588	Male
2	Pham Van Tan	Expert	Hanoi Polytechnic University	0913537190	Male
List of attendees					
1	Nguyen Duc Hung	Director	Global Food Import-Export Joint Stock Company	+84 94 9005290	Male
2	Do Linh Nham	Vice Director	Global Food Import-Export Joint Stock Company	0902233055	Female

No.	Full name	Position	Organization	Phone Number	Sex
3	Nguyen Van Bao	Head of Purchasing Department	Global Food JSC	0976339886	Male
4	Le Van Kien	Member	Xuyen Viet Cooperative	0816355909	Male
5	Vu Van Men	Member	Production association team	0383785031	Male
6	Ngo Van Lien	Officer	Thanh Hai Agricultural Cooperative	0974034698	Male
7	Chu Van Dinh	Member	Production association team	0986821827	Male
8	Le Thi Thom	Accountant	Global Food JSC	0354788288	Female
9	Leo Thi Hoi	Administration Department Specialist	Global Food JSC	0522874444	Female
10	Le Phuong Nhung	Sales department specialist	Global Food JSC	0943153526	Female
11	Nguyen Thi Hang	Accountant	Global Food JSC	0965901082	Female
12	Pham Van Dieu	Mechanical expert	Global Food JSC	0859608616	Male
13	Pham Van Tho	Mechanical specialist	Global Food JSC	0983820180	Male
14	Duong Van Giang	Expert	Global Food JSC	0367661997	Male
15	Pham Van Truong	Cold storage specialist	Global Food JSC	0869634469	Male
16	Nguyen Thi Lien	Worker	Global Food JSC	0978266983	Female

ANNEX 10: TENTATIVE PLAN FOR WORKSHOP TRAINING COURSES ON EE

Purpose:

- Connect businesses with experts, consulting organizations, commercial banks, domestic and international investment funds, etc., to develop EE solutions suitable for local businesses.
- Provide training to improve skills in applying EE solutions to heating and cooling systems in production and business lines for local businesses.

Time & Venue:

- **Time:** April to June 2024
- **Quantity of the event:** 06 training courses.
- **Venue:**
 - 03 training courses are organized in the Northern regions of Vietnam
 - 03 training courses are organized in the Southwest regions of Vietnam

Quantity of the participants

- For multi-party seminar/workshop: About 50 delegates
- For the training: About 30 delegates from businesses

Participants: Representatives from

- The Provincial People's Committee and relevant local departments and agencies
- Sponsor: United Nations Office for Project Services (UNOPS)
- Vietnam Chamber of Commerce and Industry (VCCI)
- Institute of Information Technology for Business, under the Vietnam Chamber of Commerce and Industry (VCCI-ITB)
- Technical support organization: Yuko Vietnam Co., Ltd and other ESCO
- Provincial/Central co-organization (*See more detail in the attached implementation plan*)
- Consulting expert: a group of experts from Hanoi University of Science and Technology
- The organization providing financial and technical solutions: commercial banks, and financial organizations.
- Enterprises in supporting and food processing industries located in provinces.

Tentative agenda

1. Tentative agenda 01

Time	Topic	Implementing organization
Day 1 - PART 1: MULTI-PARTY SEMINAR/WORKSHOP ON ADVANCING ENERGY EFFICIENCY SOLUTIONS IN VIETNAM		
08:00 – 08:30	Welcoming delegates	Organizing Committee
08:30 – 08:40	Introduce delegates and approve program content	MC
08:40 – 08:45	Opening speech	VCCI / UNOPS
08:45 – 08:50	Welcome speech	Provincial co-organization
08:50 – 09:15	Current legal policies in energy system management, emission reduction and greenhouse gas inventory	Representative of the Department of Climate Change, Ministry of Natural

Time	Topic	Implementing organization
		Resources and Environment
09:15 – 09:30	Challenges and Difficulties Faced by Local Businesses in the Energy Transition and Efficient Energy Utilization.	Local Authorities (Department of Industry and Trade/ Dept of Resource and Environment/ Industrial Park Management Unit..)
09:30 – 09:45	Introducing the Project “ <i>Promotion of energy efficiency in supporting and food processing industries in Vietnam</i> ”	VCCI
09:45 – 10:20	Applying technology to promote energy efficiency in businesses	Energy Service Company (ESCO)
10:20 – 10:35	Financial and investment mechanisms for projects that use energy economically and efficiently/investment for the ESCO business model	Representative of commercial banks/financial institutions/investment funds
10:35 - 11:00	Break and group photos Presentation/demonstration/exhibition of related technologies/services Survey the technical support needs of businesses, select businesses to register for technical support directly from the project	Coordination: VCCI -ITB
11:00 – 11:45	Exchange and discussion	Coordination: VCCI-ITB
11:45	Closing event	Coordination: VCCI-ITB
DAY 1 - PART 2: GENERAL TRAINING ON CURRENT STATUS OF USE, MANAGEMENT AND MONITORING OF ENERGY SYSTEMS		
13:00 – 14:00	Register delegates	Organizing Committee
14:00 – 14:15	Opening the course 1. Introduce delegates 2. Introduction of the training course	Organizing Committee
14:15 – 15:15	1. General introduction about Yuko VN Co., Ltd 2. General introduction to Japan's Energy Conservation Law 3. Overview of energy flow and energy efficiency	Expert of Yuko Vietnam Co., Ltd
15:15 – 15:30	Break	
15:30 – 17:30	4. Overview of information and general assessment of energy consumption level through indicators of economical and efficient use of energy applied in factories/production workshops	Expert of Yuko Vietnam Co., Ltd

Time	Topic	Implementing organization
	5. Models of energy and energy saving lines/equipment 6. Develop guidelines for energy management and monitoring 7. Some examples of applying solutions for economical and efficient use of energy	
17:30	End of training workshop day 01	
DAY 2: TRAINING ON SOLUTIONS TO IMPROVE EFFICIENCY OF REFRIGERATION AND AIR CONDITIONING SYSTEMS		
08:30 – 10:00	Module 1 : Solutions to maximize the performance of refrigeration and air conditioning systems (AC) 1. Overview of refrigeration systems in life 2. Vapor compression air conditioning technology 3. Refrigerants and usage trends 4. Evaluate the performance of refrigeration and air conditioning systems 5. Factors affecting the performance of refrigeration and air conditioning systems 6. Current superior solutions in maximizing the performance of refrigeration and air conditioning systems	Experts from Hanoi University of Science and Technology
10:00 – 10:15	Break	
10:15 – 12:00	Module 2 : Steam system and heat network 1. Fuels used for industrial boilers and their main characteristics 2. Classification and structure of industrial boilers 3. Thermal equipment in industrial heat networks and heating drying systems 4. Solutions for boilers and heat networks. Some typical examples	Experts from Hanoi University of Science and Technology
12:00 – 13:30	Lunch break	
13:30 – 15:15	Module 3 : Pump - fan system 1. Overview of pump - fan system 2. Methods of adjusting pumps and fans 3. Choose a reasonable fan pump 4. Solutions in pump - fan systems. Some typical examples.	Experts from Hanoi University of Science and Technology
15:15 – 15:30	Break	

Time	Topic	Implementing organization
15:30 – 17:15	Module 4 : Compressed air system 1. Concepts and parameters of compressed air systems 2. Manage compressed air systems and digital transformation solutions	Experts from Hanoi University of Science and Technology
17:15 – 17:30	Conclusion & certificate awareness (if any)	Organizing Committee
17:30	End of training course	

2. Tentative agenda 02

Time	Topic	Implementing organization
Day 1 - PART 1: MULTI-PARTY SEMINAR/WORKSHOP ON ADVANCING ENERGY EFFICIENCY SOLUTIONS IN VIETNAM		
08:00 – 08:30	Welcoming delegates	Organizing Committee
08:30 – 08:40	Introduce delegates and approve program content	MC
08:40 – 08:45	Opening speech	VCCI / UNOPS
08:45 – 08:50	Welcome speech	Provincial co-organization
08:50 – 09:15	Current legal policies in energy system management, emission reduction and greenhouse gas inventory	Representative of the Department of Climate Change, MONRE
09:15 – 09:30	Challenges and Difficulties Faced by Local Businesses in the Energy Transition and Efficient Energy Utilization.	Local Authorities
09:30 – 09:45	Introducing the Project <i>“Promotion of energy efficiency in supporting and food processing industries in Vietnam”</i>	VCCI
09:45 – 10:20	Applying technology to promote energy efficiency in businesses	Energy Service Company (ESCO)
10:20 – 10:35	Financial and investment mechanisms for projects that use energy economically and efficiently/investment for the ESCO business model	Representative of commercial banks/financial institutions/investment funds
10:35 - 11:00	Break and group photos Presentation/demonstration/exhibition of related technologies/services Survey the technical support needs of businesses, select businesses to register for technical support directly from the project	Coordination: VCCI
11:00 – 11:45	Exchange and discussion	Coordination: VCCI
11:45	Closing event	Coordination: VCCI
DAY 1 - PART 2: GENERAL TRAINING ON CURRENT STATUS OF USE, MANAGEMENT AND MONITORING OF ENERGY SYSTEMS		

Time	Topic	Implementing organization
13:00 – 14:00	Register delegates	Organizing Committee
14:00 – 14:15	Opening the course 1. Introduce delegates 2. Introduction of the training course	Organizing Committee
14:15 – 15:15	1. General introduction about Yuko VN Co., Ltd 2. General introduction to Japan's Energy Conservation Law 3. Overview of energy flow and energy efficiency	Expert of Yuko Vietnam Co., Ltd
15:15 – 15:30	Break	
15:30 – 17:30	4. Overview of information and general assessment of energy consumption level through indicators of economical and efficient use of energy applied in factories/production workshops 5. Models of energy and energy saving lines/equipment 6. Develop guidelines for energy management and monitoring 7. Some examples of applying solutions for economical and efficient use of energy	Expert of Yuko Vietnam Co., Ltd
17:30	End of training workshop day 01	
DAY 2: TRAINING ON SOLUTIONS TO IMPROVE EFFICIENCY OF REFRIGERATION AND AIR CONDITIONING SYSTEMS		
08:30 – 10:00	1. Regulations on EE in Vietnam - Legal framework on EE (Laws, Decree, Circulars and other related documents,...); - National action program on EE; - Some current technical and financial support programs in Vietnam;	Experts of VETS., JSC
10:00 – 10:15	Break	
10:15 – 12:00	2. Potential for EE - Current energy use in the food processing industry and supporting industries; - Energy saving potential in the food processing industry and supporting industries: General energy saving potential, specific energy saving potential for each industry mentioned above.. - Opportunities and solutions to save energy in some specific energy supply and consumption systems of the two industries mentioned above. i. Power system; ii. Thermal system; iii. Auxiliary systems (Lighting, pumps, compressed air, etc.) iv. Production equipment systems...	Experts of VETS., JSC
12:00 – 13:30	Lunch	
13:30 – 15:15	3. Assessing the feasibility of energy efficiency projects: Economic and financial analysis for EE investments - Some basic issues about project finance; - Financial analysis techniques; - Comprehensive assessment of EE projects;	Experts of VETS., JSC

Time	Topic	Implementing organization
	<ul style="list-style-type: none"> - Some illustrative examples; - Funding models for project implementation; - Prepare investment reports. 	
15:15 – 15:30	Break	
15:30 – 17:15	4. ESCO business models <ul style="list-style-type: none"> - Vietnam EE market; - ESCO business model, contract types; - Essentials to start an ESCO; - Priority markets for ESCO development; - ESCO financial mechanisms; - Ability to apply the ESCO business model in the two industries mentioned above. 	Experts of VETS., JSC
17:15 – 17:30	Conclusion & certificate awareness (if any)	Organizing Committee
17:30	End of training course	

ANNEX 11: LIST OF COMPANIES AND POTENTIAL ENERGY EFFICIENCY INVESTMENT PROJECTS

I. HA LONG EXPORT SEAFOOD PROCESSING JSC



Company name: HA LONG EXPORT SEAFOOD PROCESSING JOINT STOCK COMPANY (HA LONG SEAFOCO)

Director: Mr. Nguyen Huu Mien

Phone number: 0903408215

Head office: 178 Le Thanh Tong - Ngo Quyen District - Hai Phong.

Factory Address: 409 Le Lai - Ngo Quyen District - Hai Phong

Cold storage Address: Alley 33 - Ngo Quyen Street - May Chai Ward - Ngo Quyen District - Hai Phong

Hanoi Branch Address: No. 90 Tam Trinh - Yen So Ward - District. Hoang Mai - City. Hanoi

Product Introduction and Retail Store: No. 77- Da Nang Street- Lac Vien Ward- Ngo Quyen District- Haiphong

Tax code: 0200682800

Phone: +84 (225) 3827866 (X1) - 3827288 (X2) - 6526888 (GTSP Store).

Fax: + 84 (225) 3767085

Email: halongmien61@gmail.com /miennguyenhuu@yahoo.com

Website: mienhalongseafood.com,
<https://www.facebook.com/Mienhalongfood/>

Introduction:

Ha Long Seafood Processing Joint Stock Company was formerly a seafood import-export business department with 05 employees of Ha Long Import-Export and Service Company - Ha Long Seafood Corporation. In June 2006, Ha Long Service and Import-Export Company conducted equitization, and the unit requested to change its model. In October 2006, the Seafood Import-Export Sales Department requested to be separated to establish a new enterprise: Ha Long Seafood Export Processing Joint Stock Company with a small initial capital of 3,118,218,668 VND.

In January 2007, the new organization officially operated independently under a new legal entity. Since then, the enterprise has, on the one hand, consolidated and perfected its organizational structure, and on the other hand, oriented its activities. The enterprise has continued to assert itself in the marketplace and achieved many successes in the field of import and export as well as the domestic market. Regularly ensuring that many workers have stable jobs and income.

Previously, when still in a state-owned enterprise, the unit always continuously contributed to the overall achievements of Ha Long Seafood Corporation, frozen processed products on the market under the brand name "Ha Long Simexco ". After the separation, the enterprise has continued to promote its capabilities and resources to build and develop its production and business segments with the brand: Ha Long Region.

Main functions and fields of activity: Import-export business, production, and processing of aquatic products for export and domestic consumption, warehouse rental.

The strength of Import-Export and Domestic Market:

For the import-export market, businesses have had traditional, trustworthy and loyal partners for many years such as partners in countries: China, Korea, Taiwan, Japan, Asia, America, and Europe.

For the domestic market: although it is a newly established enterprise, it has a long history in the market, a stable and reputable source of raw materials from North - Central - South. Currently, the company has strengths in whole frozen seafood and products processed from seafood such as Fish, Shrimp, Squid of all kinds, Seafood spring rolls of all kinds, Fish cakes, Squid cakes of all kinds types, products made from fish, shrimp and squid of all kinds, filefish, file squid, soft shrimp, sun mackerel, seasoned fish. The Company's products have been sold throughout the Northern - Central - Southern provinces and supermarket systems: Vinmart, Aeon, Sapro, Metro, Fivimart, Intimex, Hapro, Hiway, Ocean, Royal City , Rosa, Citi, Babaco, Thien Thuan Duong, Van Ho, Thai Ha, Phu Quy, Cau Giay, An Viet, Viet Family System Chain, Lan Chi Supermarket Chain, etc. Otherwise, the Company is also a

major food supplier to major distribution channels in large industrial parks and large collective kitchens throughout the Northern and Central provinces.

Achievements: While still a member of Ha Long Seafood Corporation, the organization was an excellent member in developing and building processed products under the Ha Long brand, bringing to the Ha Long Service and Import-Export Company many Gold Cups and Gold Medals. Since the separation, the Company continues to develop its products under the brand name **"Ha Long region"**: Golden Brand Cup, Famous Brand in the Northern Delta Coastal Region 2008, Golden Brand 2007, 2008, 2009, Golden Cup for Safe Food brand for public health 2008. Gold Cup for safe quality food brand in 2008, impressive logo 2008, Famous National Brand 2010. In 2010, it was evaluated and ranked in the Top 500 fastest-growing small and medium enterprises in Vietnam. Green and Clean Food Enterprise in 2011, Vietnam Food Brand 2013, Vietnam Industry Gold Brand 2014, Top 100 National Famous Brands and Brands in 2015, Best Food Brand in 2015, Food Award "Reputable, quality, safe products for consumers' health" in 2016 and 2017.

After several years of operation, the Company has affirmed its brand and reputation in the international as well as domestic markets, achieving high production and business efficiency. Besides, contributing tens of billions of dong to the state budget each year, not violating the law, and implementing good policies on wages, social insurance, health insurance, and unemployment insurance for workers.

The Company's trade union organization always cares about employees in activities: visiting and encouraging individuals and relatives of employees throughout the Company when they are sick, getting married, etc., and also organizing annual events for employees. In the Company, go sightseeing, vacation and so on. In social activities, the Company actively participates in charity activities to help the poor, remove thatched houses, support victims of Agent Orange and natural disasters, etc. The company performs well on hygiene and safety in production as well as environmental protection.

In production, the Company always aims at the goal: "Quality is the survival of the business, the heart of the manufacturer, the benefit of every member of the Company" so the Company is always trusted by consumers, trusted customers, and partner support.

Development strategy: Although the company is new, its goods have been accepted by the market and have been enthusiastically supported by consumers with the brand "Mien Ha Long". In the immediate future, within the first 5 years, the Company's orientation is to stabilize production and business segments, organizational structure, and labor, creating accumulation to prepare for the coming years to expand production scale and invest. Invest in the brand and strive to become one of the leading suppliers of frozen and processed seafood in the North, striving to become a strong national brand.

Currently, the enterprise is entering phase 2: expanding production and business, and has been promoting land lease procedures from the city with a new premise of 1.5 hectares. At these new premises, the enterprise focuses on innovating and investing in machinery, equipment, new technology and a cold storage system of 2 - 3,000 tons towards exporting value-added products to meet high-quality demanding markets.

TENTATIVE DEMAND AND SCALE OF INVESTMENT:

1. Investing in the construction of cold storage, processing workshops, machinery, transportation equipment, etc. Used in the production of agricultural products, aquatic products, meat, livestock and poultry:

1.1. Products and services provided

1.1.1. Products provided: (For export and domestic market)








- Whole frozen seafood and products processed from seafood such as Fish, Shrimp, Squid of all kinds, Seafood spring rolls of all kinds, Fish cakes, Squid cakes of all kinds, products processed Fish, All kinds of shrimp and squid, Filefish, File squid,...
- Dry, processed seafood from fish, shrimp, and squid of all kinds.
- Value-added seafood, instant seafood use,

- Products: Frozen meat, livestock and poultry after slaughter and value-added processed products,
- Products processed from agricultural products, vegetables and fruits: Frozen, Dried, Canned foods

1.1.2. *Services provided (By system of refrigerated vehicles with a scale of 8 -10 refrigerated vehicles)*

- Supply and wholesale distribution of products processed from seafood, livestock, poultry and agricultural products.
- Distribution channels: wholesale, retail for distribution channels
- Providing pre-processed and processed products for worker kitchens in Industrial Parks.
- Building a chain: GTSP stores and retailers under the Mien Ha Long brand spread across the country

1.2. *The main production equipment the enterprise plans to invest in*

#	Name of machine	Picture	Amount	Price (VNĐ)	Origin
1	Cold storage system		4 Machine	18.000.000.000	Germany, Japan, America, Korea, China
2	Shelf system in warehouse		4 system	2.5000.000.000	Vietnam
3	Forklifts to lower goods outside cold storage		2 Machine	1.600.000.000	Japan, Korea
4	Forklifts unload goods in cold storage		2 system	3.000.000.000	Germany, Korea, Japan
5	IQF conveyor system		1 system	5.000.000.000	Japan, Vietnam assembled
6	Wind freezing tunnel system: + 2 tunnels x 5 tons/batch		4 system	6.800.000.000	Germany, Japan, Korea, China
7	+ 2 tunnels x 2 tons/batch		01 Package	1.880.000.000	Italy, China

#	Name of machine	Picture	Amount	Price (VNĐ)	Origin
8	Flake ice production machine 15 tons/day	Equipment: Tables, chairs, crates, basins, trays, shelves, carts,... serving production and processing.	01 Package	2.000.000.000	Vietnam
9	Trays, freezer shelves, trolleys, containers		01 Package	4.000.000.000	Germany, Japan, America, Korea, China
10	System of other processing machinery: Cutting, grinding, mixing, steaming, drying, rotating, extrusion,...system of processing machinery		01 Package	4.200.000.000	Taiwan, China
11	Machine system for producing all kinds of Seafood Rolls		01 Package	4.000.000.000	Germany, China
12	Sausage Production Machine, value-added products		02 Machine	600.000.000	China, Vietnam
13	Smoke machine		03 Machine	600.000.000	Korea, China
14	Packaging machines		04 package	800.000.000	Japan, China
15	Vacuum system	 System Included: Stoves, Kitchen Utensils, Dining Tables, etc.	01 Synchronous system	2.000.000.000	
	TOTAL			56.680.000.000	

Note: This is the company's tentative plan and may change during project completion.

2. Investing in a rooftop solar power system: Needing support in developing a plan to install solar power for use in production.

II. GLOBAL EXPORT AND IMPORT FOODSTUFF JSC



Company name: GLOBAL EXPORT AND IMPORT FOODSTUFF JOINT STOCK COMPANY (GLOBALFOOD.,JSC)

Director: Mr. Nguyen Duc Hung

Phone number: +84 949005290

Head office: Kim 3 Village, Phuong Son Commune, Luc Ngan District, Bac Giang Province, Vietnam

Factory Address: Kim 3 Village, Phuong Son Commune, Luc Ngan District, Bac Giang Province, Vietnam

Tax code: 2400797168

Phone: 0902233055 - 0833126622

Email: sales@globalfoodjsc.com/linado.np@gmail.com

Website: <https://globalfoodjsc.com/jp>

Introduction:

GLOBAL FOOD JSC originated Luc Ngan State-owned farm, founded in 1963. In the history of 57 years GLOBAL FOOD JSC has been proud of being one of the leading suppliers of fresh and processed fruits and vegetables in Vietnam, meeting the most difficult international standards. One of GLOBAL FOOD JSC's special advantages is its factory location which is in the fruit and vegetable cultivation area; Especially, in the most famous lychee area in Bac Giang province. With the recent investment of multi-millions of USD recently, GLOBAL FOOD JSC has improved the quality of its different modern production lines of fresh, pickled, puree, frozen fruits and vegetables and fruit juice. Especially, the processing line for fresh lychee is the No.1 in Vietnam. GLOBAL FOOD JSC products, which are certified with ISO, HACCP, FDA and BRC certs, have been exported widely to many different countries, mainly to the most difficult markets such as Japan, USA, Australia and the EU.

GLOBAL FOOD JSC focuses on research and development to keep improving the quality of their products meanwhile maintaining the sustainability of the environment aiming at one FRESH- GREEN- CLEAN agriculture sector.

Good location: GLOBAL FOOD JSC's factory is located in Luc Ngan Dist which is the cultivated area of many export products. In addition, the distance to Haiphong port is just around 100km and also about 100km to the Chinese border gate.

Modern machines & technology: GLOBAL FOOD JSC has invested multimillions of USD in infrastructure and machinery recently to meet the demand in quality of most difficult markets.

A member of a big Group: GLOBAL FOOD JSC's mother company is Nam Phuong Group which is willing to have financial support for it to expand business quickly and easily.

TENTATIVE DEMAND AND SCALE OF INVESTMENT:

1. Changing technology in boilers and refrigeration compressors
2. Invest in installing and using roof-top solar panels



III. THINH VUONG PRODUCTION AND TRADING COMPANY LIMITED



Company name: THINH VUONG PRODUCTION AND TRADING COMPANY LIMITED (THINH VUONG PRODUCTION AND TRADING CO., LTD)

Director: Mr. Dam Viet Hung

Phone number: 0936.177.579

Address: Road N1, Lot C, Dai Dong - Hoan Son Industrial Park, Dai Dong, Tien Du, Bac Ninh

Tax code: 2300955653

Phone: 02223848535 - 0919941286 - 0983541286

Email: thangtruong@thinhvuong88.com.vn

Website: thinhvuong88.com.vn

Introduction:

THINH VUONG PRODUCTION AND TRADING COMPANY LIMITED is a supplier of shaped plastic trays, plastic films and used tray cleaning services for the electronic components and food manufacturing industries. The company is committed to providing you with top-quality products designed to suit different product categories. At the same time, the company also provides OEM/ODM services for customers who want to customize products according to requirements, and complete production from design, prototyping, machine tooling to production.

Capacity:

Produce	Production volume
Plastic film products, trays	Film: 500 tons/month
	Tray: 350 tons/month
The product prevents electrical conduction (ESD) and shields electromagnetic waves	2,000,000 m2/month
Sanitize and clean Tray-related products	300,000 trays/month

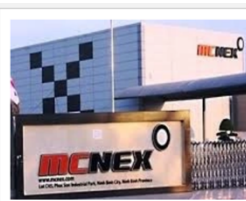
Significant Partners:



CÔNG TY TNHH ĐIỆN TỬ SAMSUNG VINA



CÔNG TY TNHH CRESYN HÀ NỘI



CÔNG TY TNHH MCNEX VINA



CÔNG TY CỔ PHẦN MASAN MEATLIFE

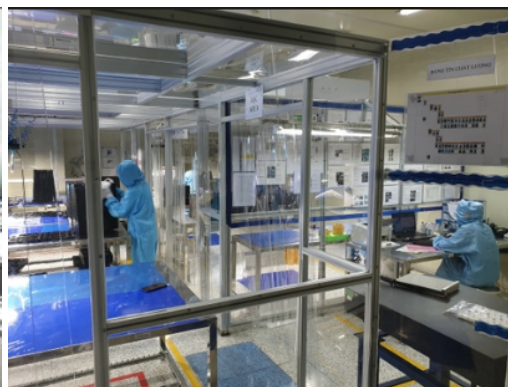


Figure 8: Some pictures of the Company

IV. UNILEVER VIETNAM INTERNATIONAL CO.,Ltd (UNILEVER VIỆT NAM)



Company name: UNILEVER VIETNAM INTERNATIONAL COMPANY LIMITED (UNILEVER VIỆT NAM)

Contact person: Ms. Luu Thi Hoang - SHE and Security Manager

Email: luu-thi.hoang@unilever.com

Head office: No. 156 Nguyen Luong Bang Str., Tan Phu Ward, District 7, HCMC

Registered address: Lot A2-3, Northwest Cu Chi Industrial Park, Tan An Hoi Commune, Cu Chi District, Ho Chi Minh City, Vietnam

Tax code: 0300762150

Phone: (028) 54135686

Website: <https://www.unilever.com.vn>

Introduction:

UNILEVER is a global company that has 127,000 employees around the world and more than 400 brands in more than 190 countries. The purpose of UNILEVER is to bring sustainable living to the public. Currently, UNILEVER has more than 400 brands and still operates for its original purpose. UNILEVER wants to create more good for the planet and society besides limiting harm. UNILEVER wants to take action to address the social and environmental problems facing the world, and the desire to improve people's lives with its products. It always pioneered, innovated and created the future for more than 120 years, and will continue this mission and sustainably achieve the goal. Unilever in Vietnam: 27 years ago, Unilever was present in Vietnam and has gradually become a "friend" to accompany many generations of Vietnamese people, playing an essential role in daily life. 'Washing hands with Lifebuoy soap, washing clothes with OMO, washing hair with Sunsilk, brushing teeth with P/S cream... has become an inseparable attachment in the minds of many Vietnamese people. Unilever's 27-year journey in Vietnam also brought a big change in awareness. It is a belief in a child's smile, a play area, a cleaner, safer school for children, cherishing every meal of the mother, empathy for the sacrifice of a woman, or sustainable development. Unilever breathes into everyday things a new look, gradually bringing countless small contributions into great things.

TENTATIVE DEMAND AND SCALE

OF INVESTMENT: Technology consulting and investment in energy transition and energy efficiency in production lines.

