

Energy Efficiency Innovation Window 2023 – 2025

REPORTING PERIOD
FROM 01 OCTOBER – TO 31 DECEMBER 2023

VIETNAM



PROJECT OVERVIEW



Project name:

**Promotion of Energy Efficiency in Supporting
and Food Processing Industries in Vietnam**



Implementation Duration:

2023 - 2025



Project management:

Vietnam Chamber of Commerce and Industry



Project partners/Collaborators:

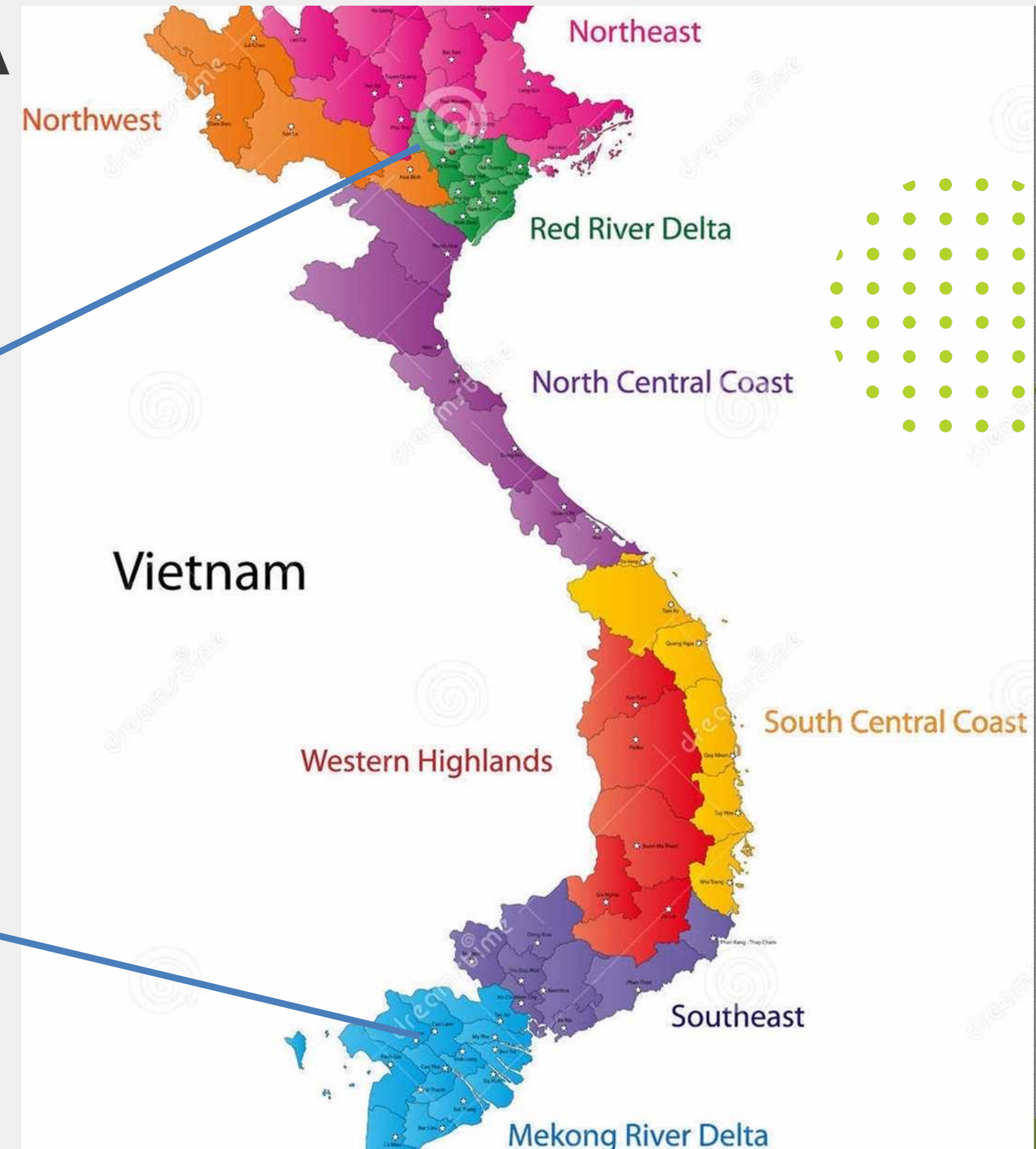
YUKO VIETNAM

PROJECT AREA

*Industrial Zones in the
Vietnam's Northeast
Region: Supporting
Manufacturers area*



*Industrial Zones in
Vietnam's Mekong
Delta: the largest food
production area*





PROJECT OBJECTIVIES

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

PROJECT RESULTS

01

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

02

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

03

A scale-able **EE benchmarking tool** for supporting and food processing manufacturers is in place.

04

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

05

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

PROJECT OUTPUT

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

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

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

Output 3:
03 industries enterprises adopting improved energy efficiency technologies

Output 6:
A scale-able EE bench- marking tool

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

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

EXECUTIVE SUMMARY - RESEARCH ACTIVITIES

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.

EXECUTIVE SUMMARY - STAKEHOLDER ENGAGEMENT

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



The Inception Meeting held on 18 August 2023 is the most important event at this stage which included 130 participants from two industrial sectors, financial institutions, ESCOs, and other stakeholders. All project partners learned more about the project objectives and activities, as well as discussed to enhance the partnerships in developing solutions and platforms to support entrepreneurs in energy transition and energy efficiency.

- The Workshop "Assisting Businesses in Meeting Requirements for Energy Efficiency Management through ISO 50001:2018 Standard Application" held on 28 September 2023 enlarged the network and officially set up a close partnership among VCCI, VASI and Quacert in assisting supporting businesses through a bilateral MoU



These 02 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; and 25 press and media organizations

EXECUTIVE SUMMARY - CAPACITY BUILDING

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

Due to some issues with the approval procedure, training workshops, and awareness programs were not organized during this period. Therein:

- (i) VCCI has cooperated with many experts from state management agencies, ESCOs, and other stakeholders to prepare training materials for upcoming project training courses 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.
- (ii) Established a network of experts ready to participate in capacity-building support programs for businesses 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.

EXECUTIVE SUMMARY - TECHNICAL SUPPORT

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

Contributed the list of criteria for selecting 10 businesses to support energy audits and aims to build EEPs with access to capital

- **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.

EXECUTIVE SUMMARY - TECHNICAL SUPPORT

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

Following networking programs, a number of businesses proactively approached and asked to participate in the project, including:

Ha Long
Seafoco

Seafood, meat, and some agricultural products.

GlobalFood
., JSC

Crops, fruits (especially lychee), and some agricultural products.

Unilever
Vietnam

Cooking spices (Knorr), tea bags (Lipton tea), instant tea, etc.

Thinh Vuong
Production
and Trading
Co., Ltd

Shaped plastic trays, plastic films, and used tray cleaning services.

Hanotech
VN., JSC

Distributing chemicals for the paint, plastic, textile, food, pharmaceutical, and cosmetic industries.

EXECUTIVE SUMMARY - TECHNICAL SUPPORT



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.

EXECUTIVE SUMMARY - MEDIA NETWORK & 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.

EXECUTIVE SUMMARY - 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

EXECUTIVE SUMMARY - LESSONS 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.

EXECUTIVE SUMMARY - LESSONS LEARNED

- **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.

EXECUTIVE SUMMARY - 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.

PROGRESS AGAINST RESULT BASED MANAGEMENT FRAMEWORK

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: - 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	Set up a working group/task force team to develop the road-map for an ESCO Association establishment: - 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. 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	A report produced in Activity 2.5 for learning and sharing experiences (Documentary review).

PROGRESS AGAINST RESULT BASED MANAGEMENT FRAMEWORK

Intermediate Strategic Outcomes	Project Indicator	Baseline	Target	Actual/Accomplishment	Data Source and Means of Verification
Strategic Outcome					
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		<p>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.</p> <p>(Documentary Review)</p>
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</p> <ul style="list-style-type: none"> - 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</p> <p>(Documentary review)</p>

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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				cummulative 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%	
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%	
d. Office rental	-			-			-		

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	a	b	c	d=b-c	e=c/b	f	g=f+c	h=g/a	
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%	
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%	

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	a	b	c	d=b-c	e=c/b	f	g=f+c	h=g/a	
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%	
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%	

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	a	b	c	d=b-c	e=c/b	f	g=f+c	h=g/a	
3.3 Contracts (please provide details of contracts)		-	-	-		-	-		
Result 3:	-	-	-	-		-	-		
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	-	-	-		-	-		
5.3. Organize national workshop/policy dialogues on financing EE/ESCO business development to disseminate policy recommendations	3.153	-	-	-		-	-	0%	

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	a	b	c	d=b-c	e=c/b	f	g=f+c	h=g/a	
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%	



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