

# ANNUAL REPORT 2015



Vietnam Cleaner Production Centre  
[vncpc.org](http://vncpc.org)

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# Vision

With the desire to build a sustainable future, VNCPC strives to become the leading organization in Vietnam and the region to provide both scientific and technological services on Resource Efficient and Cleaner Production, as well as Climate Change Adaptation.

# Mission

In line with principle "Partnerships for Sustainable Development" as a non-profit organization, VNCPC brings added values to clients through advanced scientific and technological services to contribute to the promotion of sustainable production and consumption. VNCPC has created a friendly working environment with the best conditions for the team to develop their professional competencies and interpersonal skills.

# Core Values

- Dedicated - Innovated - Responsible for Sustainable Production and Consumption
- Respect - Share - Eager to learn - Partnerships for mutual development

# FOREWORD

For the first time in history, the proportion of people living in extreme poverty has fallen below 10%. The world has never been as ambitious about development as it is today. With the birth of 17 Sustainable Development Goals and the Paris climate deal at the end of 2015, the global community is now looking into the best and most effective ways of reaching these milestones.

The Agenda 21 together with 8 Millennium Goals has resulted in significant changes and improvement for beneficiaries in the society. The proportion of people living in extreme poverty has decreased a half; primary education has achieved a significant parity between boys and girls; woman's participation in political process has increased significantly; the fight against malaria and tuberculosis are to succeed; 2.3 billion more people have gained access to improved drinking water; aid for development assistance has increased and the world is more connected than ever before.

However, besides these achievements, many issues remain unsolved, amongst which are threats to environmental sustainability. These threats require Governments and world leaders to take actions immediately to address the problems and prevent growing risks in the process of economic-social development while the right of the next generations to access to natural resources is still ensured.

With the integration of five core factors of sustainable development including People - Planet - Prosperity - Peace - Partner, the Agenda 2030 has enacted 17 Sustainable Development Goals that are universal and applicable to all countries. The SDGs assure to address the unsolved problems of MGs and leave no one behind.

Among 17 SDGs, Responsible Consumption and Production is the goal 12 and is considered as one of two SDGs to provide critical connections among other goals and make the SDGs more tightly linked as a network. Since the Earth Summit Rio 1992, this is the first time Sustainable Consumption and Production has been mentioned as an independent goal on the roadmap towards sustainable development.

In almost 20 years, VNCPC has made continuous effort to apply Resource Efficient and Cleener Production for environmental impact assessment in industry and practical solutions to help factories and industrial zones minimize their impacts on the environment and green their production.

In 2015, VNCPC has participated in five projects that are funded by the European Union, the SECO, United Nations Industrial Development Organization (UNIDO) and the World Bank. These projects are related to a variety of sectors including pangasius, rice, coffee...Green Credit Trust Fund continues to provide financial supports to small and medium size enterprises who demand technology innovation for cleaner production and environmental impact minimization.

In parallel with the adoption of sustainable production, VNCPC in close collaboration with partners has promoted sustainable consumption in urban areas of Vietnam through the completion of training 1099 Change Agent towards green lifestyle, forming a network of responsible consumers. This network has not only played an important role in disseminating the lifestyle to individuals and organizations but also a resource to support follow-up innovations towards sustainability.

The period 2015-2030 will be a transition period of economy - society - environment for the global community in general and Vietnam in specific. The Agenda 2030 for Sustainable Development and 17 SDGs will be guidelines for Governments, Civil Society Organizations, Businesses at local and international levels to plan and implement to achieve Growth for All. In the context, VNCPC commits to contribute our knowledge and human resource to the implementation of SDG 12 for sustainable development and a society in which no one will be left behind.



Dr. Tran Van Nhan  
Director of Vietnam Cleaner Production Centre

# 01



## GETGREEN VIETNAM

SUSTAINABLE LIVING AND  
WORKING IN VIETNAM

4/2012 - 4/2015

### OBJECTIVE

GetGreen Vietnam aimed at promoting sustainable consumption in Vietnam with three specific goals:

- (1) increase the pattern of sustainable consumption among Vietnamese consumers;
- (2) enhance capacity of consumers organizations in convincing and support consumers in decision-making towards more sustainable consumption;
- (3) link producers and consumers for more sustainable products and services.

### DONORS & PARTNERS

Donors



Partners



### ACTIVITIES IN 2015

#### 01

#### COMPLETION OF TRAINING 1099 CHANGE AGENTS TOWARDS SUSTAINABLE CONSUMPTION

At the end of January 2015, GetGreen Vietnam completed training 1099 Change Agents from 52 consumers groups in Hanoi, Da Nang, Ho Chi Minh City and Can Tho. The consumers have been empowered to change their consumption behaviors towards sustainability, in which actions are taken for big changes for the environment through small shifts in their own habits. They can also inspire and convince their families, friends and colleagues to change.

#### 02

#### CO-CREATION BETWEEN ENTERPRISES AND GREEN CONSUMERS

GetGreen Vietnam was the first project to conduct co-creation to link producers/service providers with consumers in order to create more sustainable products and services. 16 enterprises who engaged in the project have operated for sustainability and/or creating sustainable livelihoods for underprivileged groups. These enterprises involve in Health Care, Food Processing, Organic Agriculture, Beverage, Retailer, Handicraft, Transportation, Agro-product Processing.

There were 55 products and services reviewed and discussed for improvement and innovation. There were 47 ideas of more sustainable products/services generated and some of them were conducted.

#### 03

#### DISSEMINATION AND OUTREACH

"Sustainability Day" was organized in Hanoi, Da Nang, Ho Chi Minh City and Can Tho to connect green consumers groups who engaged in batch 2 of the project. The consumers shared their knowledge and experience after 6 weeks of training and continued to spread out the message of sustainable consumption to convince more people to change.

Three Dissemination workshops were held in Hanoi, Da Nang and Ho Chi Minh City to publish the results and impacts of the project. The methodology and training materials developed by the project will be open to encourage individuals and organizations to replicate the model and mainstream sustainable consumption to more consumers.

A stakeholder review meeting took place in Hanoi with the participation of GetGreen Trainers, NGOs, CSOs who involve in the field of environmental activities and sustainable consumption. The project components, lessons learnt and replication potential were shared and discussed to seek for opportunities to promote sustainable consumption after the project ended.

Besides, numerous online promotion products were developed, including 64 inspirational clips, 52 stories of change of engaged individual and organizations, 8 comics adapted from GetGreen Guidebook.

## STORY OF CHANGE

### HAPPY KIDS KINDERGARTEN

Group DNO3 has shown significant behavioral changes and commitment throughout the training course. As a result, they not only have adopted many green tips but also inspired pupils and their parents by integrating those tips into their educational and outdoor programs.

The participants already have knowledge of climate change, environmental issues and the intention to improve them, yet don't have context to do so. Fortunately, the committee board of the school supported the course, showing their determination for sustainability in education and towards their societal and environmental responsibilities.

The group had chosen "Energy Efficiency" and "In and Around the Supermarket" that provided a lot of useful tips for their work as teachers. Fieldtrips were well designed; challenges were encouraged to be overcome at the school. With the latter cluster, the participants were divided into 5 groups, and each of them were challenged to prepare a meal for 4-5 people with the amount of 150,000VND and apply as many green tips as possible. After that, all 5 groups would present what they had applied and created with the money given.

With the advantage of being an educational organization, the participants of DNO3 found out how to disseminate the green tips and knowledge on the environment. For example, when a class in the 3rd floor or lower has outdoor activities, the teacher will walk them down, using staircase instead of elevators; or teach them how to grow vegetables.

Better still, the teachers spent time on explaining and encouraging parents to apply the green tips for the sake of the children. After the training course, Mrs. Nguyen Thi Nga - Chairman of the Board of Happy Kids Kindergarten wished to work in collaboration with Education and Training Department of Da Nang to implement training courses on sustainable consumption for Kindergartens and Primary schools in the city because of its benefits for the environment and the pupils.



GetGreen Vietnam team and trainers at Sustainability Day

# 02



# SUPA

ESTABLISHING SUSTAINABLE  
PANGASIUS SUPPLY CHAIN  
IN VIETNAM

4/2013 - 4/2017

## OBJECTIVE

By 2020 the pangasius producing, processing and exporting sector in Vietnam is environmentally, economically and socially sustainable

Specifically, by end of the action at least 70% of the targeted middle to large Pangasius producing and processing SMEs, and 30% of the feed producers and small independent production SMEs are actively engaged in Resources Efficiency and Cleaner Production (RE-CP). At least 50% of targeted processing SMEs are providing sustainable products compliant with the ASC standard to EU and other markets.

## DONORS & PARTNERS

Donors  
THE EUROPEAN UNION



Partners



## ACTIVITIES IN 2015

### 01 CONDUCT TRAINING AND RECP ASSESSMENT FOR PROCESSING SMES

In the second cycle, VNCPC has been conducted quick assessment for 16 SMEs, allowing them identifying potential for improvement in terms of cleaner production and environmental performance. Among these enterprises, there were 14 SMEs selected for further technical support with staff training on RECP and in-depth consultancy. There have been 150 man-day of training, 12 completed and 32 on-going RECP full assessments, empowering the companies to bring in significant changes by building practical in-company skills in RECP.

### 02 IDENTIFICATION AND ASSESSMENT FOR FARM, PRODUCTION HOUSEHOLD

VNCPC jointly with WWF Vietnam carried out quick assessment for total 50 farms of pangasius production and hatcheries, completing the mission. In each visit, the team collects relevant data, provides quick recommendation for improvement and assesses potential to be selected for further support on ASC application and advanced RECP options.

### 03 AWARENESS RAISING SEMINARS AND STUDY TOURS

In order to support the production farm and SMEs on advanced options and techniques, VNCPC has been collaborated with Fishery Department - Can Tho University to conduct 8 awareness raising seminar in various locations in An Giang, Dong Thap, and Long An with the presence of about 500 participants on the following topic: increasing the survival rate and cost reducing in pangasius hatchery; optimizing the FCR in pangasius production, and disease prevention and treatment for fingerlings.

Besides that, VNCPC has organized two study tours allowing nearly 100 participants to visit Caseamex Company, one of the beneficiaries which successfully applied project research outcomes.

### 04 TRAINING OF TRAINERS

After completing the development of training tool kits for pangasius sector, VNCPC experts have delivered a 3 days "Training of Trainer Workshop" in Can Tho City with the participation of 25 trainees from Universities; Research Institutions, Training Center and processing SMEs. These trained experts will become resource persons in RECP, SPI related topic for further implementation as well as after project completion.

### 05 EVENT PARTICIPATION AND INFORMATION DISSEMINATION

The SUPA project has participated in Vietfish 2015 and joined together with VASEP to organize Vietnam Pangasius Forum, titled: "Pangasius in the EU - Quality and Market Share". The Forum was attended by more than 100 representatives, including representatives from SMEs, policy management authorities in Mekong river delta, certification organizations, importers from Europe, South America and North America, etc.



SUPA staffs with 6 processing SMEs and one farming co-operative participated on European Seafood Exposition in Brussels, Belgium from 21st- 23rd May. On this occasion, SUPA together with other partners like Center for the Promotion of Imports from the developing countries - CBI (Ministry of Foreign Affairs, Netherlands), VASEP and Directorate of Fisheries (MARD) held a Forum with title "International Business Forum to promote sustainable export for Vietnamese catfish". The Forums drew great attention from international organizations such as WWF, the seafood certification agencies, importers and retailers from the Netherlands, Britain, France,

#### IMPACTS BY NUMBERS

**140** SMEs engaged in the project

**5** billion VND saved per SME

**28.5 %** water use reduction

**28%** waste water discharge reduction

**18.6%** reduction of electricity use

**2000** tonnes of GHG reduction/year/SME

#### UPCOMING ACTIVITIES IN 2016

- Continue to carry out quick and full RECP assessment for processing SMEs
- Start the operation of Model Farm
- Develop advanced RECP options and transfer for production SMEs
- Implement "Sustainable Product Innovation Co-creation activities for processing SMEs

# 03



**GREEN CREDIT  
TRUST FUND**

# GCTF

GREEN CREDIT TRUST FUND

2007 - 2017

[www.gctf.vn](http://www.gctf.vn)

## OBJECTIVE

The Green Credit Trust Fund (GCTF) was established based on the initiative of the Swiss State Secretariat for Economic Affairs (SECO), which aims to support technology innovation. The objective of the Green Credit Trust Fund is to promote long-term investments in cleaner technology.

GCTF serves as a financial support measure for SMEs in Vietnam to be more determined to replace existing obsolete equipment and technology by advanced ones.

## DONORS & PARTNERS

Donor

SWISS STATE SECRETARIAAT  
FOR ECONOMIC AFFAIRS (SECO)



Partners



## ACTIVITIES IN 2015

In 2015, GCTF has successfully implemented two projects at the Kien Cuong Limited Company (Ha Giang) and Viet Tien Cooperative (Hung Yen) in the field of non-fired brick production. Compensation values for Viet Tien is USD 179,000 and the number for Kien Cuong is USD 156,000.

Compared to the method of fired brick production, adobe brick technology demonstrates numerous advantages in terms of economy - environment - society. Adobe bricks contribute to reducing greenhouse gas emissions with the reduction of CO<sub>2</sub> emissions per ton of product up to 97% thanks to not burning fossil fuel. At the same time, the new technology helps improve product quality to meet the standards, quality and features for building bricks. The rate of damaged products decreases significantly. For health workers, using new technologies contribute to reducing emissions of gas and dust in the production process, lowering the risk of respiratory diseases for workers and employers.

After the switch to the new technology, Kien Cuong Limited Company has reduced 3.738 tonnes of CO<sub>2</sub> emissions to 115 tonnes/year; saving more than USD 79.000 a year. For Viet Tien Cooperative, the amount of CO<sub>2</sub> emission has reduced from 4.051 tonnes to 106 tonnes / year, helping save more than USD 93.500 a year.



Fired bricks burner

GCTF organized one exhibition booth joining Entech 2015 (20 - 22 May 2015) in Hanoi and another in VietFish (24 - 26 August 2015) to introduce its financial support mechanism to technology suppliers and manufacturing companies. The technology fairs were considered as chances for GCTF team to expand networking with stakeholders.

VNCPC cooperated with VTV3 ("For a green future" reportage) and VCT10 (Vietnam - Integration program) in two TV reportages in propagandize GCTF activities and image in Vietnam.



*Non-fired bricks technology*

## UPCOMING ACTIVITIES 2016

The following investment projects are expected to be accomplished in 2016:

### PACKAGING

HT Vina Investment Holding Company	Boiler	25%
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### KRAFT PAPER

Lam Son Paper Joint Stock Company	Boiler	25%
Muc Son Paper Joint Stock Company	Boiler	25%
Hoang Ha Joint Stock Company Hải Phòng	Kraft paper making line	15%
Lua Viet Joint Stock Company	Boiler	25%

### STEEL

Tay Do Steel Limited Company	CNG burner	15%
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GCTF will continue to support companies that have registered projects to fulfill their investment projects.

The impacts and benefits of projects by GCTF will be continuously promoted through online and social channels, exhibitions and in connection with other projects implemented by VNCPC in order to develop more clean technology investment projects.



# 04

## VIETNAM RESOURCE EFFICIENCY

### RESOURCE EFFICIENCY IN INDUSTRY

#### OBJECTIVE

Demonstrate the business case for REF and build local capacity by developing model projects for selected private sector clients in targeted IZs. Engage with firms to practically demonstrate how to adopt best practices and technologies for saving energy, water, and chemicals.

Address knowledge gaps regarding REF/CE solutions and further raise awareness. Engage with IZ management, infrastructure companies, and end-users to conduct pre-feasibility studies and develop projects that reduce GHGs and/or avoid freshwater. (e.g., wastewater recycle).

Provide technical advice to direct project partner, MPI's Department of Economic Zones Management to facilitate longer-term implementation of EE/WE and clean energy projects in IZs.

#### DONOR & PARTNER

Donor  
INTERNATIONAL FINANCE CORPORATION  
(IFC)



Consulting firm



#### ABOUT THE PROJECT

Vietnam's Gross Domestic Product (GDP) has grown from about US\$ 33.6 billion in 2000 to an estimate of US\$ 185.3 billion in 2014.

Industrial development is the driver of Vietnam's growth with industry increasing from 22.7% of the national GDP in last decade. A key aspect of this fast industrial growth is the development of Special Economic Zones/Industrial zones (SEZs/IZs), which contribute about 30% of total industrial output. Although there are 283 IZs approved by the Ministry of Planning and Investment (MPI), the average occupancy rate is only 57%, or even lower in some provinces. The government recognized the importance of green growth and passed the Vietnam Green Growth Strategy for period 2011-2020 with vision to 2050, which aims to restructure and improve economic institutions towards more efficient use of natural resources, improved competitiveness of the economy which will be achieved through increased investments in technological innovation, natural capital and economic instruments.

To help industry to implement Green Growth strategy, attract foreign direct investment and incentivize companies to locate in IZs for a sustainable development in Vietnam, IFC has developed "Resource Efficiency in Industry" project promoting the concept of "Resource Efficient Industrial Zones" ("the project") that reduce pollution while using less energy and other resources. The goal of the Vietnam Resource Efficiency, climate-change project is to demonstrate a scalable, replicable model for REF/CE projects via a focused IZ approach that goes beyond relatively simple CP interventions to benefit from synergies associated with co-location of multiple factories in close proximity.

**VNCPC was outsourced to implement the component Resources Efficiency Assessments in Seafood processing firms in Tho Quang Industrial Zone, Da Nang in the period of July 2015 - September 2016.**



## ACTIVITIES IN 2015

VNCPC has played a role as consulting firm for conducting Resources Efficiency Assessments in Seafood processing firms of Tho Quang Industrial Zone, Da Nang.

Upon the contract, VNCPC will provide baseline information including energy, water consumption, wastewater and production solid waste data to "the international consultant" for identification of industrial symbiosis, waste to energy, and renewable energy projects at selected seafood industrial zone. Following up, VNCPC will conduct diagnostic and in-depth resource efficiency audits to identify improvement measures for water/energy/raw input materials savings in seafood processing that are technically sound and financially attractive for factory/project owners and potential bank investors. Finally, the consulting firm will conduct feasibility study for selected RE options for 4 selected seafood processing firms and develop demonstration projects at the factory level.

According to the estimated result:

- Electrical saving potential: around 4,9%-27,7% depending on each company
- Electrical saving cost (for all 10 companies): 7,8 billion VND/year
- Estimated investment cost (for all 10 companies): 8,68 billion
- Estimated CO<sub>2</sub> reduction: 3.682 tons/year



## UPCOMING ACTIVITIES IN 2016

### 3.1 3.1 To conduct in-depth assessments at 4 selected companies

- Module 1: RECP audit training and kick-off (tentative agenda from 21-26/3/2016)
- Module 2: Detailed production steps analysis (tentative agenda from 25-28/4/2016)
- Module 3: Development of RECP options and action plans at the company (tentative agenda from 23-26/5/2016))
- Module 4: Implementation of RECP solutions (tentative agenda from 27-30/7/2016)

### 3.2 To carry out feasibility studies on selected RECP measures

### 3.3 Advise on implementing RECP solutions to the 4 selected

# 05

## SUSTAINABLE INDUSTRIAL ZONES IN VIETNAM

IMPLEMENTATION OF  
ECO-INDUSTRIAL PARK INITIATIVE  
FOR SUSTAINABLE INDUSTRIAL  
ZONES IN VIETNAM

### OBJECTIVE

Increased transfer, deployment and diffusion of clean and low-carbon technologies and practices for the minimization of GHG emissions, POPs releases and water pollutants as well as improved water efficiency and the sound management of chemicals in industrial zones (IZ) of Vietnam.

VNCPC provide Capacity Building Activities and conduct Resource Efficient and Cleaner Production Assessment.

Duration:  
June 2015 - December 2017

### DONOR & PARTNER

Donor  
UNITED NATIONS INDUSTRIAL  
DEVELOPMENT ORGANIZATION (UNIDO)



Implementing Firm



### ABOUT THE COMPONENT

Being part of project "Implementation of Eco-Industrial Park Initiatives for Sustainable Industrial Zones in Vietnam", the component "Resource Efficient and Cleaner Production Capacity Building and In-plant Assessment implemented by VNCPC aims at the followings:

- Identifying RECP potential and commitment of enterprises, who are locating in three target industrial parks including Khanh Phu (Ninh Binh province), Hoa Khanh (Da Nang) and Tra Noc 1 & 2 (Can Tho);
- 62 selected companies by project management unit receiving full RECP assessment and at least 45 of them achieved significant material and energy reductions.
- At least 200 company staff should be trained on RECP implementation capacity building.
- Data on the existing material, water and energy losses as well as waste management will be collected and evaluated for the companies within the three IZs that are not selected for full RECP assessment. This serves for generating options for reuse, recycling and final cleaning within the entire industrial park.

Beneficiary groups: Management board of and companies locating in Khanh Phu, Hoa Khanh and Tra Noc 1 & 2 industrial parks.

### ACTIVITIES IN 2015

#### Pre-assessment

This activity aimed at evaluating the interest, commitment as well as RECP potentials of companies in project's three target industrial parks.

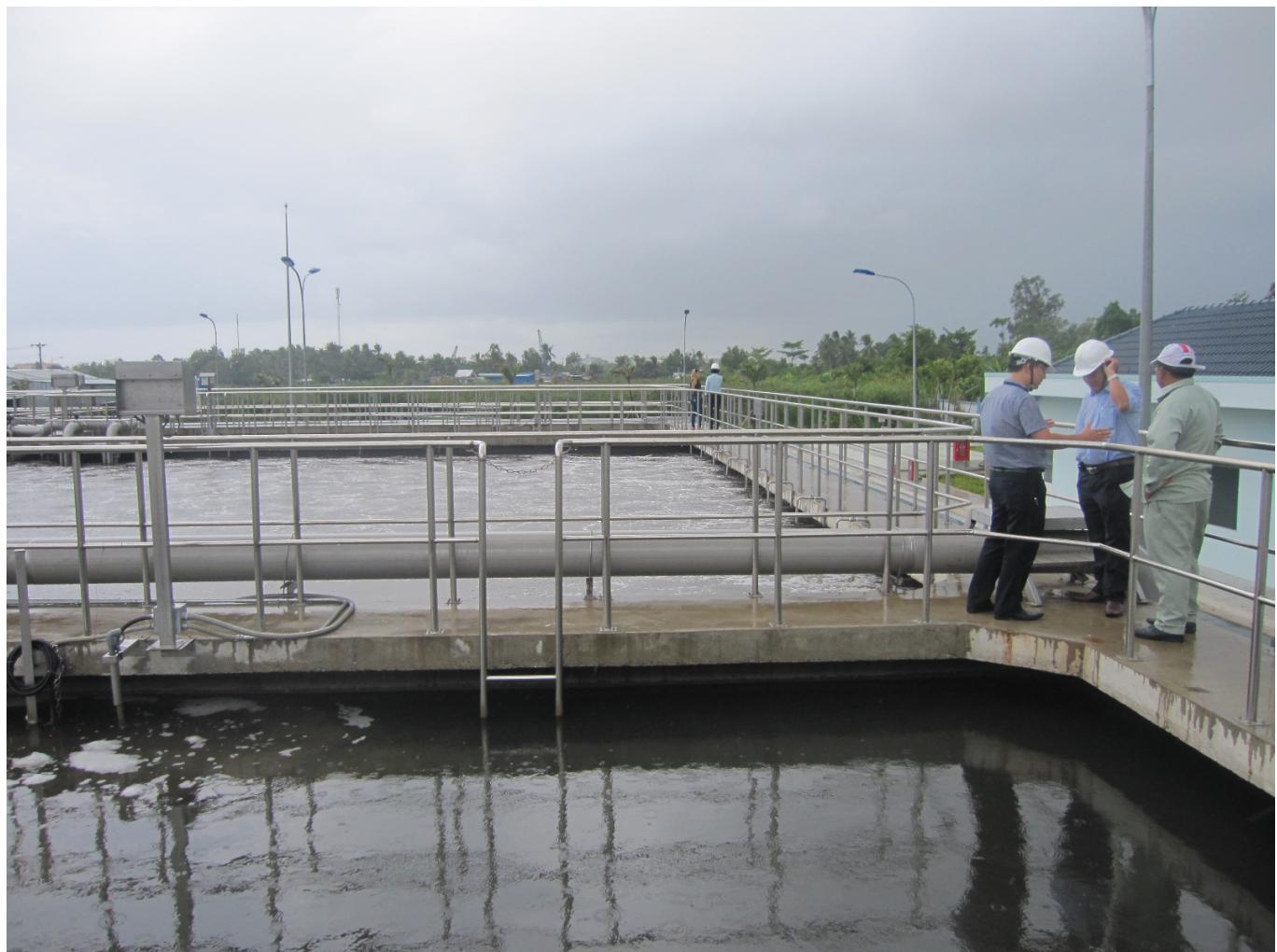
Based on results of the activity, project management unit selected and invited proper companies to participate in the RECP capacity building and in-plant assessment component, which starts in January 2016.

#### RECP Training

The training agenda and contents were designed and developed to fit with multi-sector participants, who are selected for the first batch of RECP capacity and in-plant assessment. The training materials prepared by VNCPC has been approved by the project management unit and ready for the first training to be taken place in January 2016 in all three industrial parks.

Main contents of training course cover the followings:

- RECP context and concept
- RECP implementation methodology
- Practical RECP techniques



## UPCOMING ACTIVITIES IN 2016

Main activities of the component will be deployed by VNCPC following the agreed work plan with project management unit. These include in-class training course and four missions of a full RECP in-plant assessment circle at 1st batch of participating companies in first half of 2016. In the second half 2016, the selection of companies for join in the 2nd batch will be finished, then the same cycle of training and in-plant assessment will be started expectedly in August.

# 06

## LOW-CARBON

INDUSTRIAL WASTE  
MINIMIZATION FOR  
LOW CARBON PRODUCTION

2013-2016

### OBJECTIVE

To achieve step-reductions of industrial waste and by-products generation, including organic materials, as well as to foster their valorization.

This serves the triple purpose of (1) improving the local environment (less waste and waste water), (2) mitigation of greenhouse gas (GHG) emissions (reduced energy consumption and reduced methane generation from waste) and (3) economic benefits (resource productivity and possibly better product quality).

The first phase of the project focuses on the Rice and Coffee sectors and is implemented in Vietnam, Cambodia, Peru and Colombia

### DONOR & PARTNER

Donor  
SWISS STATE SECRETARIAIT  
FOR ECONOMIC AFFAIRS (SECO)



Implementing Partners



### ACTIVITIES IN 2015

With the consultation from the project in 2015, the Song Hau Food Company invested a rice husk-based tower-drying system, including 5 fluidized towers with total capacity of 150 tons per batch (24 hours) and total investment cost of 6 billion VND. Initially, the new drying system has brought about benefits such as reduction of 5% of broken rice then improving rice quality.

Practically, rice processing companies have invested rice husk-based briquette and pellet since remaining rice husk generated from the production process (paddy drying). The project developed a market study namely "An assessment study on rice husk conversion into bricks/briquettes/pellets in Vietnam and Cambodia". This study was completed and published in January 2015. Then, this document has delivered to rice processing companies in order to support them in making investment decision of rice husk briquette/pellet from their remaining rice husk volume.





## UPCOMING ACTIVITIES IN 2016

Thanks to success of the project from 2013, Vietnam Southern Food Corporation (VINAFOOD II) proposed to upscale the project activities for 13 rice processing companies under VINAFOOD II. The activities shall be implemented in 2016 as below:

- Resources Efficiency and Cleaner Production (RECP) assessment in 6 selected pilot factories belonging to 6 different companies;
- Training and capacity building on RECP for key staffs of companies, so that they can implement and maintain RECP activities in other factories in their companies;
- Supporting rice processing companies to develop an investment plan for their drying system and rice husk valorization through application of a temple business case developed by the project.



Diplomatic relations between the European Union (EU) and Vietnam has been founded in October 1990 and since then, Vietnam has become one of the main partners of the EU in the South-East Asia region. The scope of bilateral cooperation concludes numerous fields, from the political issues, the global challenges to trade and development issues. The European Union support to promote cleaner production and consumption in 18 Asian countries, including Vietnam, through SWITCH-Asia program with a variety of fields at both regional and local levels.

SECO is the federal government's centre of excellence for all core issues relating to economic and labour market policy. It is our aim to contribute to sustained economic growth, high employment and fair working conditions, by creating the necessary regulatory, economic and foreign policy framework. The content is available in German, French and Italian.

IFC, a member of the World Bank Group, is the largest global development institution focused exclusively on the private sector in developing countries. IFC utilizes and leverages its products and services - as well as products and services of other institutions in the World Bank Group - to provide development solutions customized to meet clients' needs. IFC applies its financial resources, technical expertise, global experience, and innovative thinking to help our partners overcome financial, operational, and political challenges. Clients view IFC as a provider and mobilizer of scarce capital, knowledge, and long-term partnerships that can help address critical constraints in areas such as finance, infrastructure, employee skills, and the regulatory environment. IFC is also a leading mobilizer of third-party resources for its projects. Our willingness to engage in difficult environments and our leadership in crowding-in private finance enable us to extend our footprint and have a development impact well beyond our direct resources.

UNIDO has been present in Viet Nam since 1978 and providing technical assistance to the Government of Viet Nam in accordance with high international standards. As in other country offices, the overall mission of the UNIDO Country Office in Viet Nam is to strengthen Viet Nam's sustainable industrial development and competitiveness. To reach the objective to become a modern industrialized country by 2020, UNIDO's Country Office in Viet Nam is generating new ideas with the Government, business sector, the donor community and some three hundred technical specialists based at UNIDO's Headquarters in Vienna, Austria. Annual technical assistance delivery of the Office in Hanoi has been one of the highest among the thirty UNIDO offices worldwide. Since its establishment, UNIDO has implemented more than 150 projects in the territory of Viet Nam, with accumulated budgets of approximately USD 88 million at a grant basis (Evaluation report 2012).

Delft University of Technology (TU Delft) is the largest technical university and the most famous in the Netherlands. TU Delft is one of the leading technical universities in the Europe. With eight faculties and many other research institutes, TU Delft is a place of learning and working of more than 16,000 students and more than 2,600 scientists. TU Delft cooperates with many other educational and research institutions, both in the Netherlands and abroad. The high quality of our research and teaching is renowned. TU Delft has numerous contacts with governments, trade associations, consultancies, industry and small and medium-sized companies.

Established in 1959, AIT is a leading international, intergovernmental institute of higher learning in Asia. AIT works with both public and private sectors throughout the region and some of the top universities in the world. It aims to develop highly qualified and committed professionals, who will play leading roles in the technological innovation and sustainable development of the region. AIT Vietnam (AIT-VN) was established in 1993 under the agreement between Vietnam government (MoET) and AIT. AITVN takes pride in being the first international education institution in Vietnam and the first center of AIT out of its headquarter in Thailand.



Hiệp hội Chế biến và Xuất khẩu Thủy sản Việt Nam (VASEP) là tổ chức tự nguyện của các doanh nghiệp hoạt động chế biến và xuất khẩu thủy sản của Việt Nam, nhằm mục đích phối hợp, liên kết hoạt động của các doanh nghiệp, giúp nhau nâng cao giá trị, chất lượng, khả năng cạnh tranh của sản phẩm thủy sản Việt Nam, phát triển tạo nguồn nguyên liệu cho chế biến xuất khẩu thủy sản, đại diện và bảo vệ lợi ích hợp pháp, chính đáng của các hội viên.



For 50 years, WWF has been protecting the future of nature. The world's leading conservation organization, WWF works in 100 countries and is supported by 1.2 million members in the United States and close to 5 million globally.

WWF was one of the first international non-government organizations working in Vietnam. In the 1990s, WWF began working on a national conservation strategy; and since then has worked closely with the Vietnamese government on a diverse range of environmental issues and implemented field activities across the country. Alongside all WWF offices around the world, our Mission remains: to stop the degradation of Vietnam's natural environment and to build a future in which humans live in harmony with nature. WWF-Vietnam is recognised as the leading conservation organisation in the country, strongly rooted in Vietnam, bringing solutions and support to government and other key players to meet the country's development challenges.



Sofies provides strategic sustainability consulting, project management and services. Using an integrative approach based on industrial ecology, Sofies successfully addresses growing environmental and socio-economic challenges. Sofies has a proven track record of applying its innovative tailor-made solutions for corporate, public and international organizations. Our services are based on scientifically acknowledged tools and methodologies related to environmental management and assessment, such as Material Flow Analysis (MFA), Life Cycle Analysis (LCA), Carbon Balance, industrial symbiosis detection, Cleaner Production assessments and stakeholder analysis, and on various socio-economic approaches such as SWOT analysis, market studies and market detection, technology surveys, etc.



Vietnam Technological and Commercial Joint- stock Bank (also known as Techcombank), established in 1993, is one of the largest joint-stock commercial banks in Vietnam. Through 19 years of continuous development, TechcomBank has achieved many successful and become a standing bank in Vietnam.



ACB is one of the leading joint stock commercial banks in Vietnam, with the branch network system nationally with nearly 9,000 employees and many various products and services.



Vietnam International Commercial Joint Stock Bank, abbreviated as Vietnam International Bank (VIB), was founded on 18th September 1996, with its head office based at 16 Phan Chu Trinh, Hoan Kiem District, Hanoi. After 20 years in operation, we have become one of the leading commercial joint stock banks in Vietnam, with 4,000 people working at nearly 160 branches and transaction offices in 27 key provinces/cities across the country.