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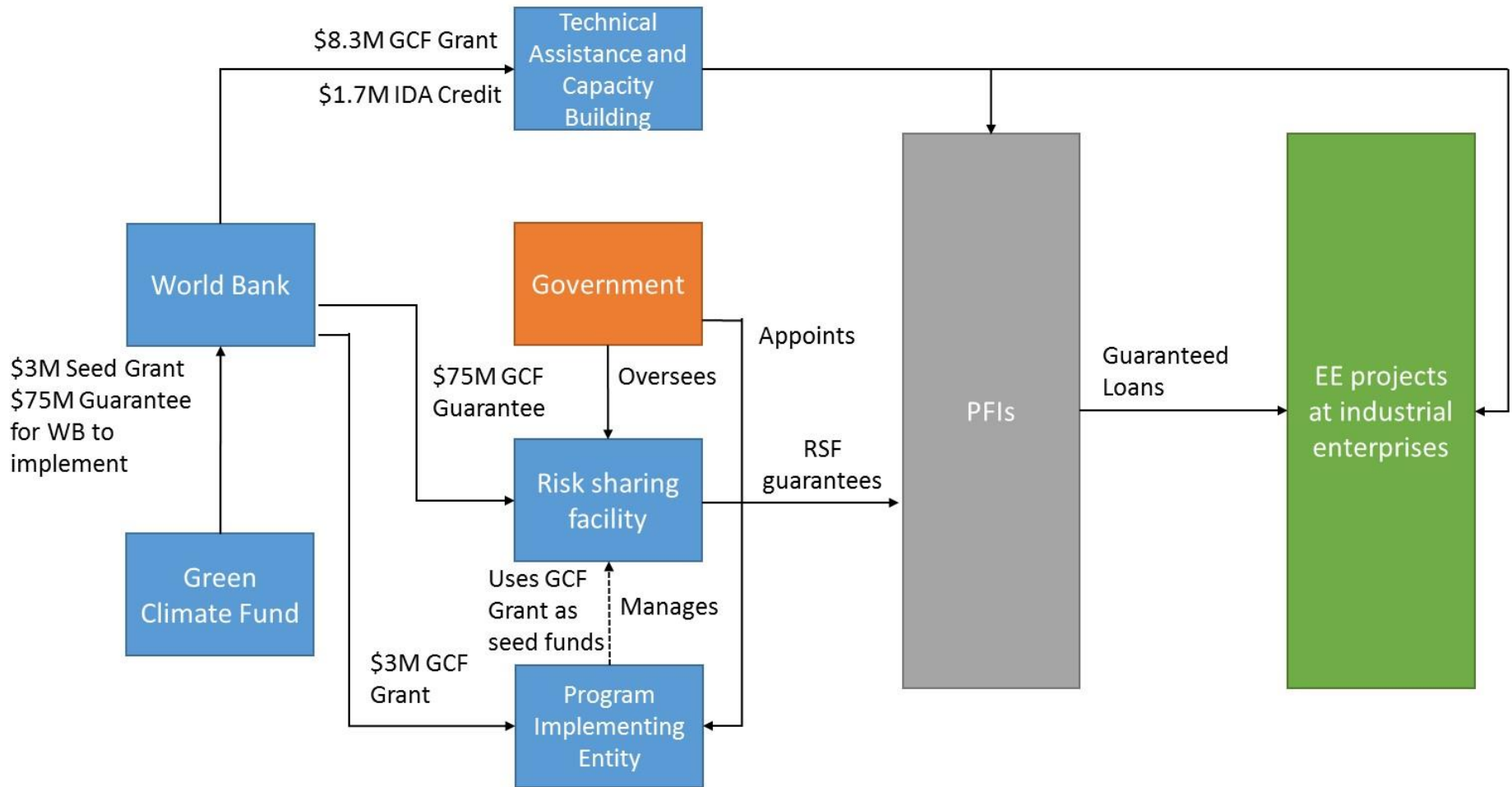


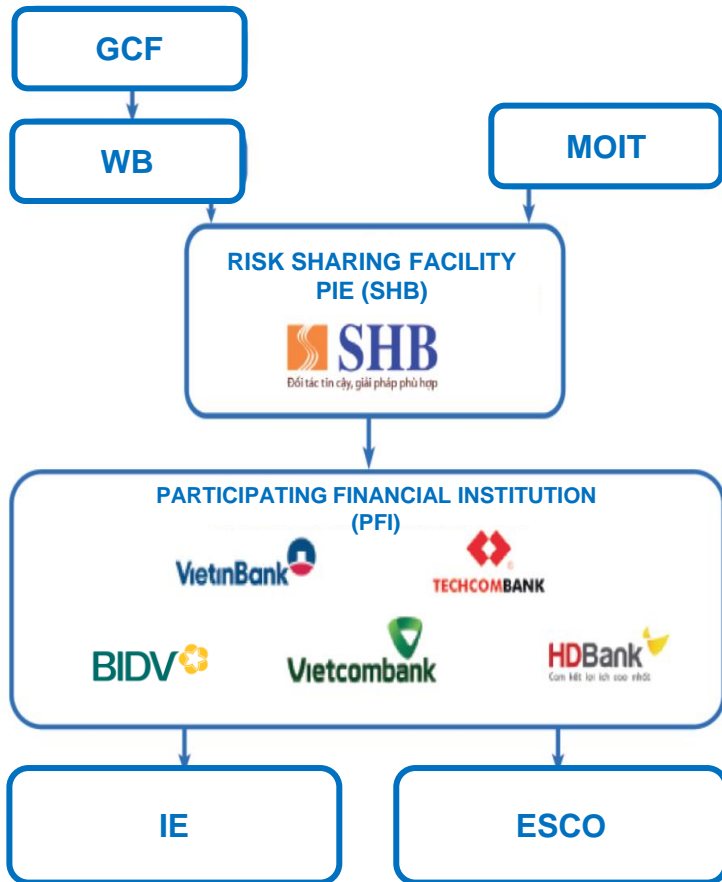
THE WORLD BANK
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VIETNAM SCALING UP ENERGY EFFICIENCY PROJECT (VSUEE)

Thi Ba Chu
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East Asia & Pacific Region

IMPLEMENTATION ARRANGEMENTS





Saigon - Hanoi Commercial Joint Stock Bank (SHB) was selected as the Program Implementation Unit (PIE), who will issue RSF guarantees for the PFI's loans to IEs/ESCOs investing in EE sub-projects. RSF guarantees will be paid using the funds from the US\$75 million GCF Guarantee.



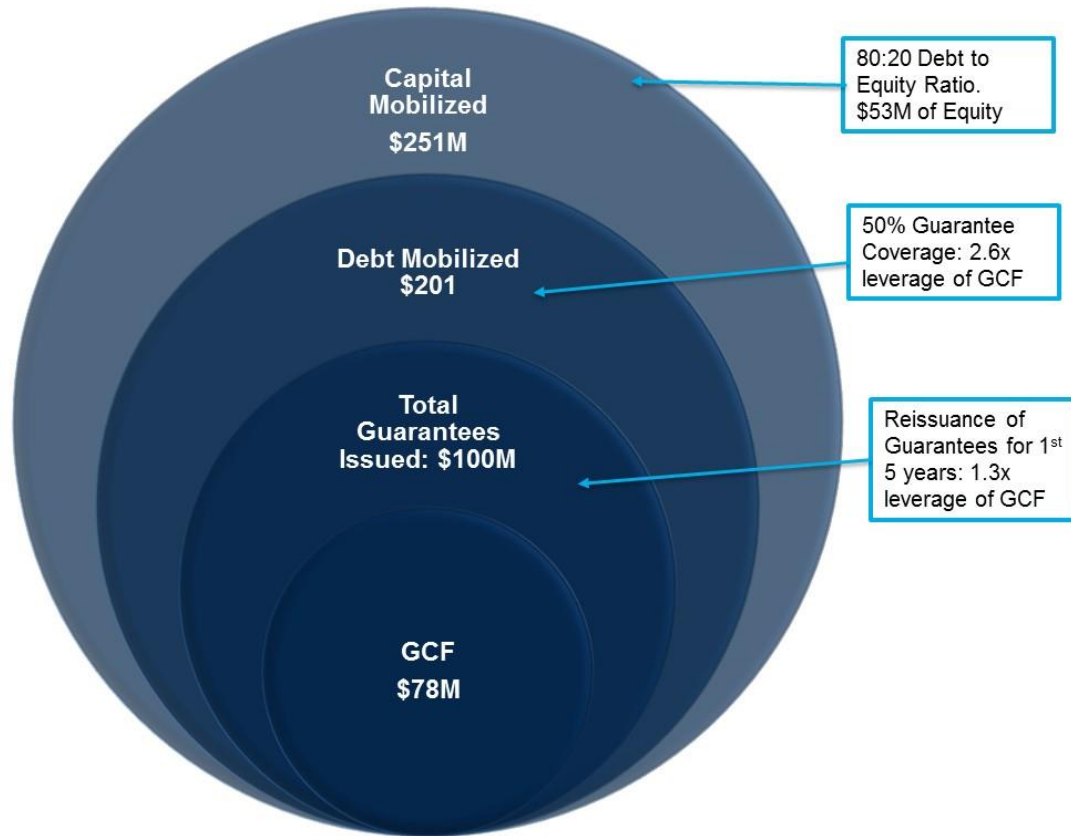
US\$75M GCF Guarantee



15 years of project implementation - RSF guarantee issuance for 5 years, followed by PFI loan repayments.



EXPECTED LEVERAGING EFFECT



PROPOSED GUARANTEE TERMS

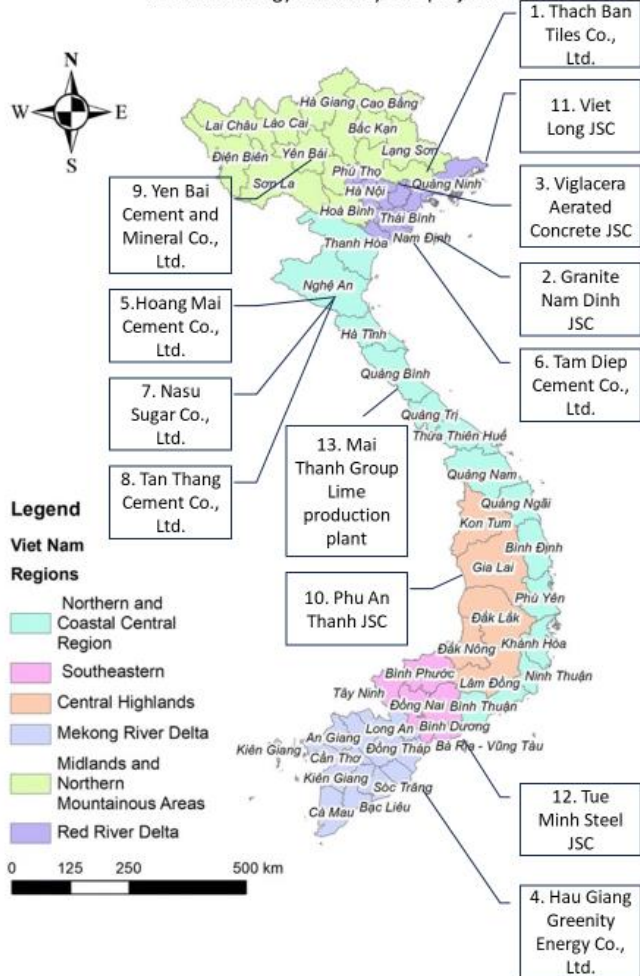
Capital	US\$75 million provided as stand-by callable capital through Green Climate Fund Guarantee
Max. guarantee volume	[US\$150 million, could be stepped up from an initial limit of US\$75 million]
Guarantee currency	USD or VND
Risk coverage	[Debt service default
Risk sharing	[Up to 50% guarantee coverage of loan principal
Guarantee fee	0.25% up-front fee on guaranteed amount 0.70% annual guarantee fee on guaranteed amount
Guarantee maturity	6-10 years, to coincide with guaranteed commercial loan
Facility life	15 years with 5-year guarantee issuance period
Repayment profile	Bullet or amortizing structure

EE Subproject Pipeline



Vietnam Scaling-up Energy Efficiency Project (FP071)

Potential Energy Efficiency Sub-projects



No.	Company	Location	Description
1	Thach Ban Tiles Co., Ltd.	Dong Huong village, Nham Son commune, Yen Dung district, Bac Giang province	<ul style="list-style-type: none"> - Upgrade and convert the chain charcoal furnace equipment to boiling frequency furnace of the drying area - Upgrade and convert the drying oven from a ceramic kiln to a granite drying oven - Invest energy-saving equipment for large-capacity equipment that does not use an inverter
2	Granite Nam Dinh JSC	My Xa commune, Nam Dinh city, Nam Dinh province	Upgrade 2 titanium technology burners to reduce low energy consumption and reduce costs for 2 production lines
3	Viglacera Aerated Concrete JSC	Yen Phong Industrial Park, Long Chau commune, Yen Phong district, Bac Ninh province	Invest in two pneumatic boilers made by a Korean company
4	Hau Giang Greenity Energy JSC	Hoa Quoi B hamlet, Hoa An commune, Phung Hiep district, Hau Giang province	Hau Giang Waste to Energy Power Plant Project: building a garbage incineration plant to supply electricity to Hau Giang province and neighboring areas
5	Hoang Mai Cement Co., Ltd.	Quynh Thien ward - Hoang Mai town - Nghe An province	Invest a Waste Heat Recovery system
6	Tam Diep Cement Co., Ltd.	27 Chi Lang street, Quang Son coumme, Tam Diep district, Ninh Binh province	Invest a 5.5 MW Waste Heat Recovery system
7	Nasu Sugar Co., Ltd.	Km 50, Highway 48, Nghia Xuan commune, Quy Hop district, Nghe An province	Invest a sugar biomass power plant with a capacity of 35MGW
8	Tan Thang Cement Co., Ltd.	Bac Thang hamlet, Tan Thang commune, Quynh Luu district, Nghe An province	Invest a Waste Heat Recovery system
9	Yen Bai Cement Co., Ltd.	274, Huong Ly street, Yen Binh town, Yen Binh district, Yen Bai Province	Invest a Waste Heat Recovery system
10	Phu An Thanh Gia Lai Co., Ltd	75 Le Dai Hanh, Thong Nhat ward, Pleiku city, Gia Lai province	Wood Pellet Factory Project
11	Viet Long Investment and Construction JSC	99 Huynh Thuc Khang street, Hong Ha ward, Ha Long city, Quang Ninh province	Invest a garbage incineration plant with capacity of 11 MW
12	Tue Minh Steel JSC	Lot A5, Road D2, Dat Cuoc Industrial Park, Bac Tan Uyen, Binh Duong province	Invest in new steel billet furnace
13	Mai Thanh Group	Thach Hoa commune, Tuyen Hoa district, Quang Binh province	Invest 2 refined lime production lines

Status and next steps

- Risk Sharing Facility has been established and fully staffed, ready for issuance of guarantee for EE investment
- 5 PFIs (VCB, BIDV, HDBank, VietinBank, Techcombank) have been selected for joining the facility, one MGA was signed
- Additional 5 PFIs (**BacABank, UOB, MSB, ACB and Sacombank**) are being selected for joining the facility to enhance the client bases
- MOIT is rolling out comprehensive technical assistance program with budget of \$ 8.3 million for capacity building, pipeline development, regulatory development, MRV system...
- Need close coordination between DPs on EE to leverage the efforts and avoid duplication.

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