

## Strategies and business schemes in international green procurement through ODA – Vietnam & Japan

- Vietnam as a major ODA recipient for Green Tech
- ODA-funded procurement opportunities for European companies
- Boosting your chances of success through partnerships
- Support from Qunie Corporation

## 1. What is Official Development Assistance?

- ❑ Bilateral vs International ODA
- ❑ Public Procurement rules for ODA-funded projects
- ❑ The “Greenification” of ODA projects

## 2. The importance of ODA in Vietnam

- ❑ Since 1993, Vietnam mobilized over \$80 billion in ODA, making the country one of the largest ODA recipients globally.
- ❑ The government adopted Vietnam’s 2021-2025 plan on orientations for attracting & managing, (ODA).
- ❑ Under the plan, about \$23 billion in foreign ODA and concessional loans planned to be allocated during the 2021-2025 period. In 2022, the government had plans to borrow nearly \$3 billion worth of ODA.
- ❑ Vietnam moves to the higher-income country group, the country should focus more on large-scale and complicated projects.
- ❑ However, the current portfolio of ODA projects still consists of small-scale projects or those with the same functions in different provinces/cities

ODA-funded projects have several positive aspects from which private companies can benefit in the short and long term:

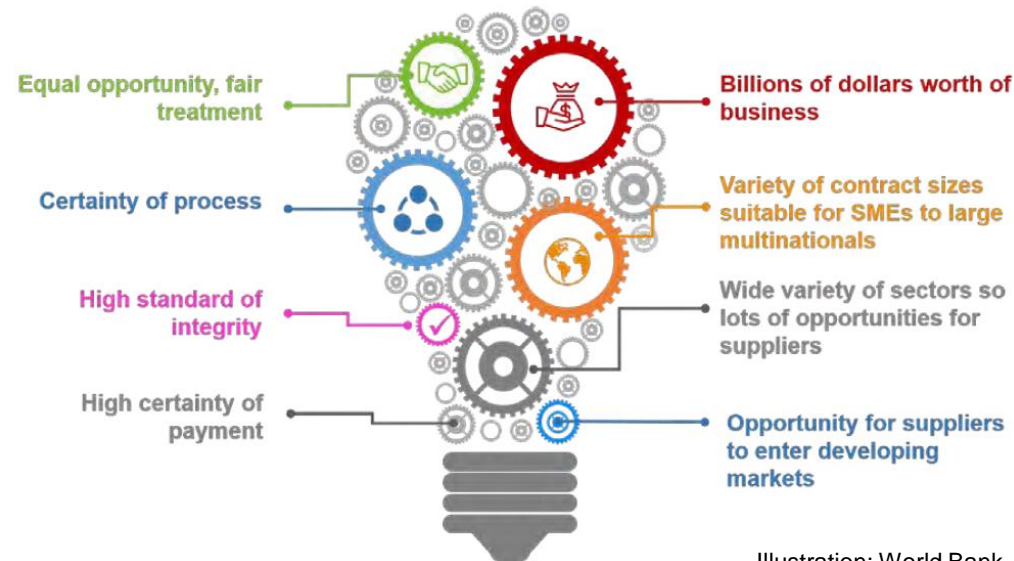


Illustration: World Bank

- ❑ Regular, continuous Business opportunities over the years
- ❑ Steep learning curve but snowball effect
- ❑ Good, lower-risk way to enter a developing market
- ❑ As compared with regular public procurement, lesser risk of payment disputes with local authorities
- ❑ Prestigious references that can lead to new Business opportunities

# Non-EU ODA Opportunities: Overview



Procurement opportunities with Multilateral Development Banks



Procurement opportunities with Aid Bilateral Agencies



Public Funding for Proof-Of-Concepts in Green Tech



Private sector investment finance instruments

# Quick focus on JICA in Vietnam

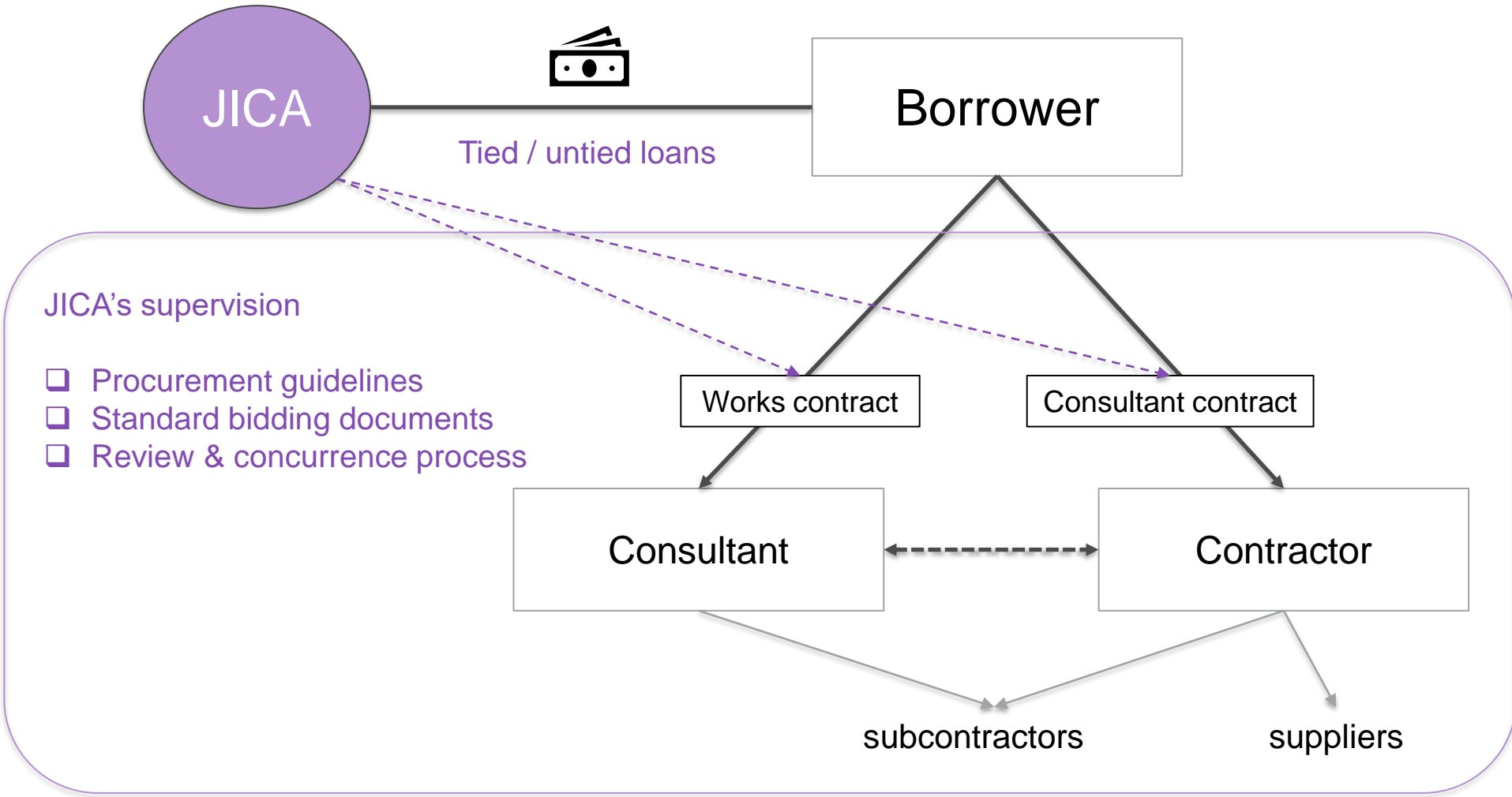


- Japan is the world's third largest ODA donor with US\$17.6 billion in 2021
- 80% of Japan's ODA is provided bilaterally, a large part is operated through JICA
- Japan provides most of its bilateral ODA in the form of loans with an emphasis on infrastructure: transportation, energy, and natural resource development.

**Current Green Tech pipeline in Vietnam:** experts, training, equipment & machinery

- |   |
|---|
| - Project for Disaster and Climate Change Countermeasure Using Earth Observation Satellite (II) |
| - New technologies for biodegradation of rubber products and low greenhouse gas (GHG) emission  |
| - 840 tons/day solid waste incinerator with waste-to-energy (WTE)                               |
| - Onshore Wind Power Project (144 MW in Quang Tri Province)                                     |
| - Protection forests restoration and sustainable management                                     |
| - The Project on Enhancing Sustainable Natural Resource Management (Phase 2)                    |
| - Actions on Marine Plastic Litter & plastic debris (regional)                                  |
| - Project for Innovation of Science and Technology on Natural Rubber for Global Carbon Process  |
| - <b>11 clean water projects</b> (urban, irrigation, wastewater management)                     |

# JICA loan procurement



- Entry barriers are quite high, due to loan conditions and information availability:

## JICA: Nationalities of Contractors

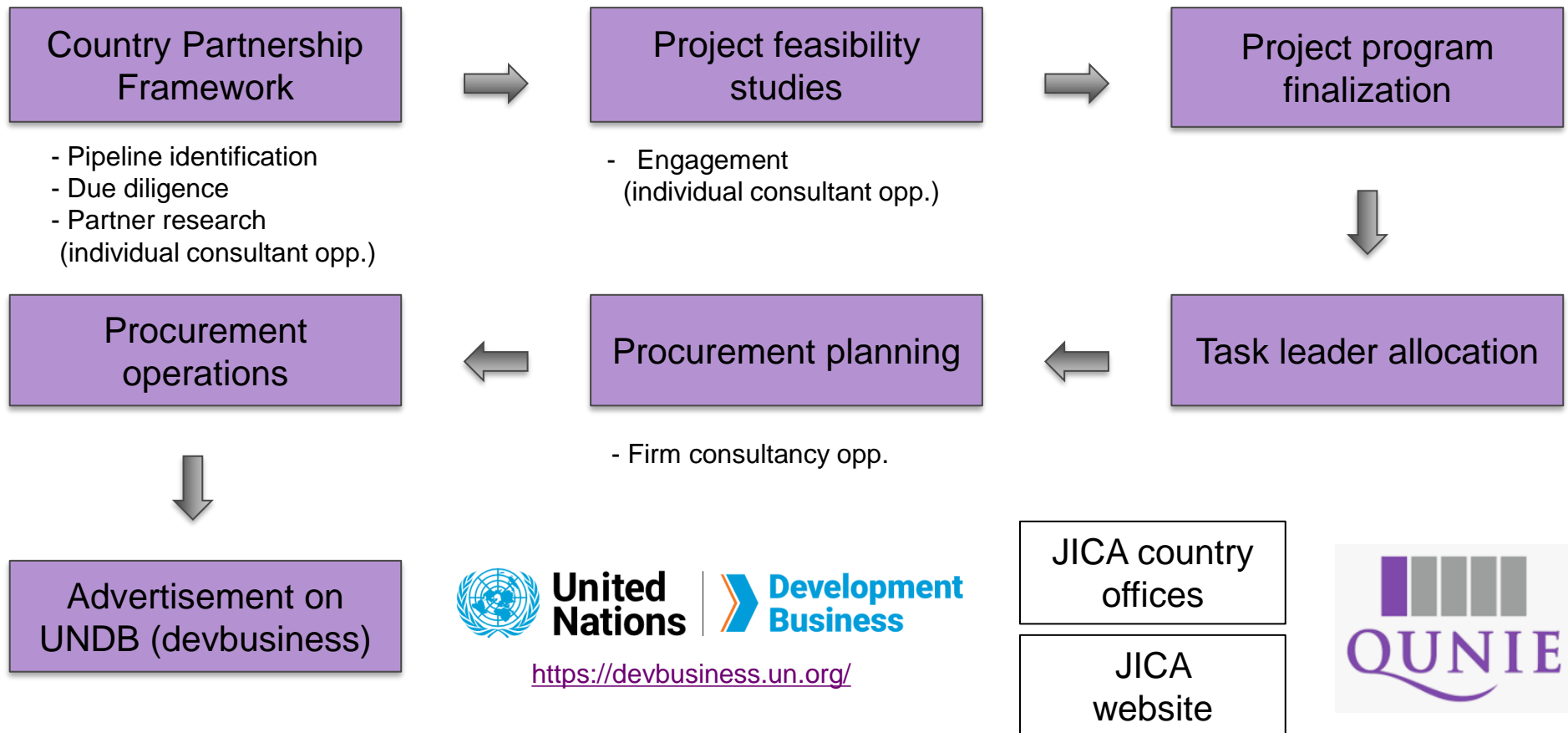
(Unit: %)

	FY2016	FY2017	FY2018	FY2019	FY2020
Japan	33.2	44.7	44.4	45.8	35.3
Developed Countries (OECD)	6.4	7.9	4.4	6.1	3.6
Developing Countries, etc.	12.0	47.4	51.1	48.1	61.1
Total	100.0	100.0	99.9	100.0	100.0

- However, access is possible with the correct strategy:

- Pipeline identification & prioritization
- Early engagement with stakeholders
- Partnerships with Japanese companies and Japanese consultants

It is crucial to understand ODA agencies operating models to understand how to identify opportunities:







- Various funding channels and advanced financial products
- High planning, design and engineering skills for projects
- Advanced technical solutions
- Strong Expertise in PPP
- Rich experience in providing service in legal, financial, accounting, and consulting fields
- High exposure to international bidding and global markets



- User friendliness and long life, low life-cycle costs technology
- Solid supplier base and networks in Vietnam
- Strong expertise in environment and project management
- Rich experiences in emerging markets through Japanese ODA
- Access to Japanese banks
- Strength of large general trading companies

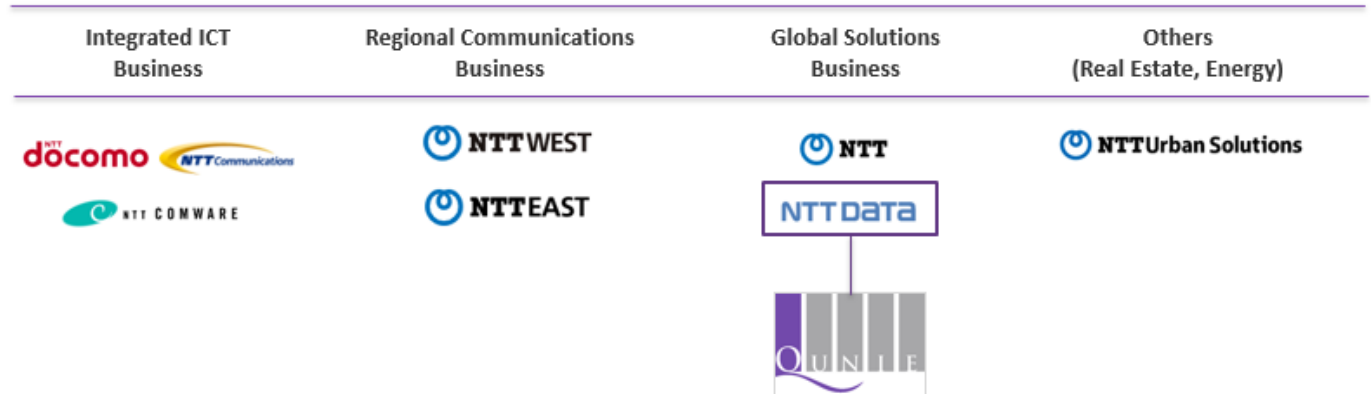
# About Qunie Corporation



Company name	QUNIE Corporation
Registration	1 <sup>st</sup> July 2009
Capital	95M JPY (NTT Data Corporation 100%)
Employees	1000
Business domain	Consulting services for business strategy implementation and corporate reorganization
Location	<p><b>Japan</b> : Tokyo, Nagoya, Osaka, Fukuoka</p> <p><b>Global</b> : Thailand (Bangkok), China (Shanghai, Changshu, Yantai, Wuhan city, Hangzhou), Indonesia (Jakarta), Vietnam (Hanoi, Ho Chi Minh City) Malaysia (Selangor)</p>



- \$186 billion in revenue (2021)
- \$12 billion in operating income (2021)
- 303,350 employees (2021)
- Direct presence in 88 countries



# Qunie's Public Procurement Support Services in Japan & Emerging Countries



Japanese Public sector

Public sector in emerging countries through ODA schemes

- Infra & technical services
- Regional revitalization in Japan
- Urban management
- Agriculture
- Business support in emerging countries
- etc...

Issues	Solutions					
	Pipeline building	Market sizing	Market entry strategy	Technology advocacy	Partnerships & training	Bidding support
• No knowledge or awareness of opportunities	✓	✓	✓			
• Do not know if I have a market in Japan or Vietnam	✓	✓	✓			
• Lack of local or international partners			✓		✓	
• No relevant references, do not meet eligibility criteria					✓	✓
• No Japanese / Vietnamese staff					✓	✓
• Buyers do not understand my technology / specs issue			✓	✓		

## 本件に関するお問い合わせ先

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The logo for QUNIE CORPORATION, featuring the word "QUNIE" in a stylized, serif font. The letter "Q" is large and has a purple swoosh underneath it. The letters "U", "N", "I", and "E" are smaller and stacked to the right of the "Q".