



# ABOUT NEW ENERGY NEXUS

New Energy Nexus is the world's leading clean energy ecosystem builder. We provide funding, accelerators, and training to help diverse entrepreneurs build a 100% clean energy future, from emerging tech through to clean energy adoption and distribution.

## Our Vision

An abundant world with 100% clean energy for 100% of the population, in the shortest time possible.

## Our Mission

To support diverse entrepreneurs to drive innovation and build equity into the global clean energy economy.

## Our Goal

To reach 100,000 entrepreneurs by 2030.

## Our Impact



Tackling climate change



Building an equitable clean energy economy



Increasing energy access



Creating green jobs



Connecting innovation ecosystems

# 2022 IMPACT IN NUMBERS

## VIETNAM

### Entrepreneur Data



39

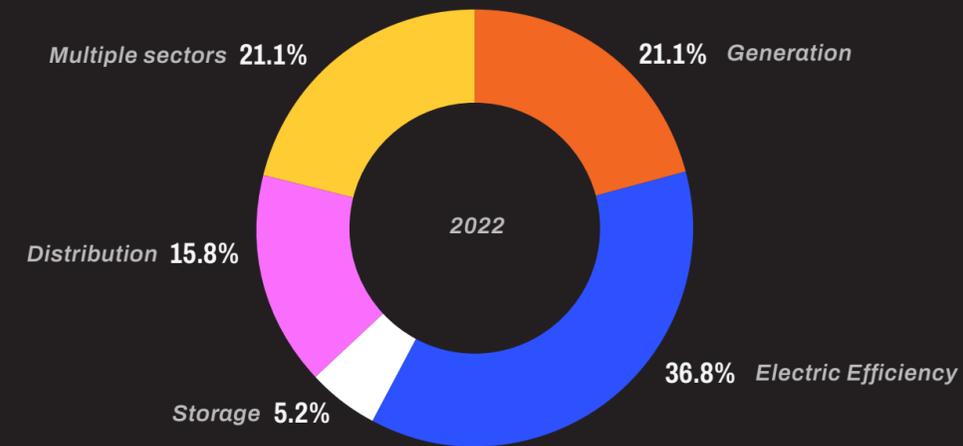
Entrepreneurs supported



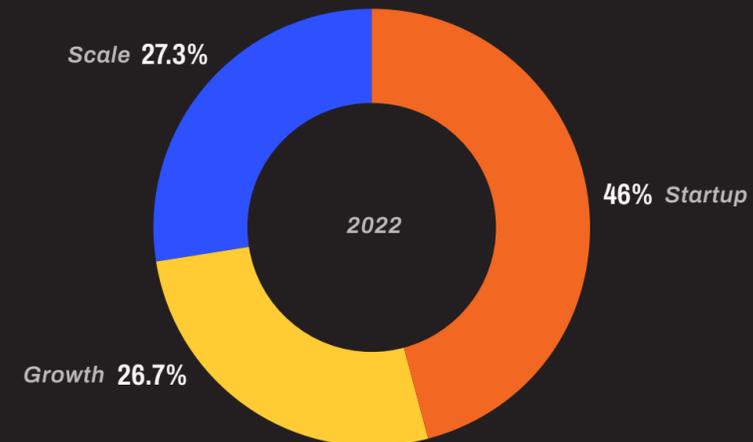
4

Women entrepreneurs

### Startups by sector



### Startups by stages



### Startup Data



19

Portfolio startups

### Ecosystem Data



11

Strategic partners engaged

# Q&A WITH THAO TRAN

Program Manager at  
New Energy Nexus Vietnam



## What are your major achievements of 2022?

2022 marked the completion of two batches of the Vietnam Energy Innovation Exchange funded by USAID. We successfully organized two networking events, three matchmaking workshops, connected 19 corporate partners with 20 startup solutions, and facilitated 23 pilot proposals in Ho Chi Minh City and Danang. The program has increased corporates' access to innovative energy startups by 82%. We also signed the VLEEP II (USAID Vietnam Low Energy Emission Program II) subcontract in January 2022, securing US\$239,000 for activities which will be implemented in 2023 and 2024.

## What unique role does New Energy Nexus play in Vietnam?

We are a unique non-profit accelerator, focused on building an ecosystem for the clean energy sector from the ground up. Our team and stakeholders, including mentors, trainers, investors, partners, are actively contributing to the net zero carbonization transition. New Energy Nexus Vietnam is chosen for its global connections, passionate and supportive mentors and trainers, and experiences in facilitating

innovative and diverse energy-related programs. We try to spread our activities not only in major cities but also in other areas such as the Mekong Delta and central Vietnam.

## What are you excited about for 2023?

We aim to address the lack of early-stage startups for pipeline development and the lack of connection between different stakeholders in the wider innovation ecosystem. We'll be focusing on building pipeline activities such as "Green Talents" and student bootcamps to encourage young people to follow their passion in entrepreneurship, especially in clean energy and climate tech. We'll continue to build the capacity of startups in our portfolio, and organize more matchmaking programs between startups and corporations.



# WHAT WE DO

Vietnam's renewable energy sector is one of the most vibrant in Southeast Asia, presenting significant opportunities for investors. The current challenge is a lack of innovation support for clean energy startups and SMEs, holding the country back from establishing a sustainable clean energy sector. In Vietnam, the ecosystem is lacking close and active collaboration within this space, including among government bodies, corporations and education institutions.

## Vietnam Energy Innovation Exchange

The Vietnam Energy Innovation Exchange is a scale-up program aiming to create meaningful partnerships between corporate partners that have energy issues and challenges, and startups with innovative solutions to those problems.

This involves:

- › *Initiating pilot and deployment discussion between clean energy startups and corporate partners*
- › *Increasing deal-flow potential for venturing platforms such as funding, open innovation hubs, and testbeds in which solutions can attain multi-level support for deployment and commercialization*
- › *Innovation ecosystem development: creating a pipeline of solutions providers and adopters in clean energy.*

# SOLUTION SPOTLIGHT



## Benkon

### Creating homegrown energy efficiency solutions

Built on an IoT platform, BenKon devices provide information on energy consumption, internal and external temperature correlation, and usage habits in an intuitive, easy to understand manner and helps to increase awareness of energy saving for users. Benkon's test results show that energy consumption can be reduced by 40% after the air conditioner is properly cleaned.

BenKon also won the first prize in Startup Wheels 2022 and received a prize of VND400 million (~US\$17,400).



### Support from New Energy Nexus

Benkon joined the second cohort of our Energy Innovation Exchange program. They received three group training sessions and two private mentoring sessions with the Exchange's mentors and trainers covering topics such as marketing, intellectual property rights, B2B sales and pricing strategy.

Other support included strategic matchmaking with four corporate partners, which resulted in pilot proposals submitted to two companies.

# SOLUTION SPOTLIGHT

## Vietnam ZeroWaste (ZRW)

### Innovative waste-to-energy solutions

ZRW offers a range of solutions including waste-to-energy solutions, industrial steaming systems using biomass materials, and centralized steam supplies. Their business model is the creation of a complete value chain: a circular supply chain in industrial steaming products and services from fuels, boiler equipment, construction, operation and maintenance services.

ZRW's solutions are designed to help businesses save up to 40% on energy costs from transitioning from fossil fuels to biomass materials. Clients can rent out their boiler system (with bio-materials) as well as their operational and maintenance team, transition from traditional fuels to biomass, and upgrade boiler systems to be more efficient.

### Support from New Energy Nexus

ZRW joined the second cohort of our Energy Innovation Exchange program. They received three training sessions and two mentoring sessions with the Exchange's mentors and trainers covering topics such as marketing, intellectual property rights, B2B sales and pricing strategy.

ZRW was matched with three factories in Danang, Vietnam, which resulted in one consultant package submitted to a company and future collaborations with the Danang BioTechnology Centre for raw materials supply.



# WHO WE ARE



**TRAN THI PHUONG THAO**  
Program Manager



**NGUYEN PHUONG ANH**  
Program Associate  
& Impact Lead



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Senior Program Associate



**NGUYEN HONG NGOC**  
Junior Program Associate



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## Thank you to our partners

### Academies

*HCMC University of Technology and Education  
Da Nang University of Science and Technology  
Can Tho University  
HaNoi University of science and technology  
University of Science and Technology of Hanoi  
Duy Tan University  
University of Melbourne  
FPT Education Global*

### Funds

*Earth VC  
Clime Capital  
SKII*

### Corporation

*ShireOak  
SkyX Solar  
Repower  
ISD Engineering  
EduBelife  
Crelex  
Edeec  
Vilandco*

### NGO/ NPO

*CEIA  
VUSTA*

### Government

*ITP, BSSC*

### Ecosystem partners

*SWISS EP  
Zone Startups Vietnam  
DNES  
Evergreen Labs  
WWF  
Green Tech Hub (GIZ)  
Block 71  
Live & Learn*