



# NEW ENERGY NEXUS

## Vietnam

IMPACT REPORT  
2023

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# 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

# 2023 IMPACT IN NUMBERS

## VIETNAM

### Ecosystem Data



77

Ecosystem Partners



780+ hours

Trainers and mentors  
time invested



21

Stakeholder events  
(workshops & conferences)



1541

Participants engaged in events  
and programs

### Entrepreneur Data



541

Entrepreneurs supported  
(with 384 aspiring entrepreneurs)



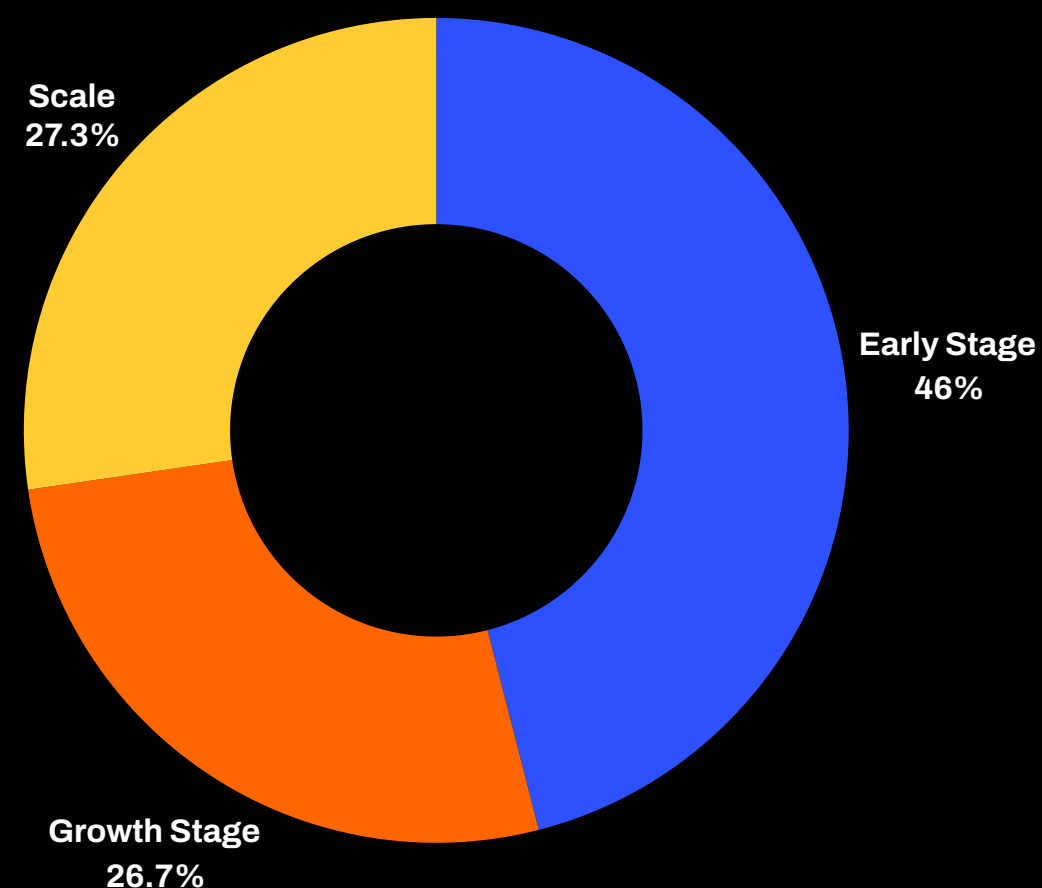
16%

Women entrepreneurs

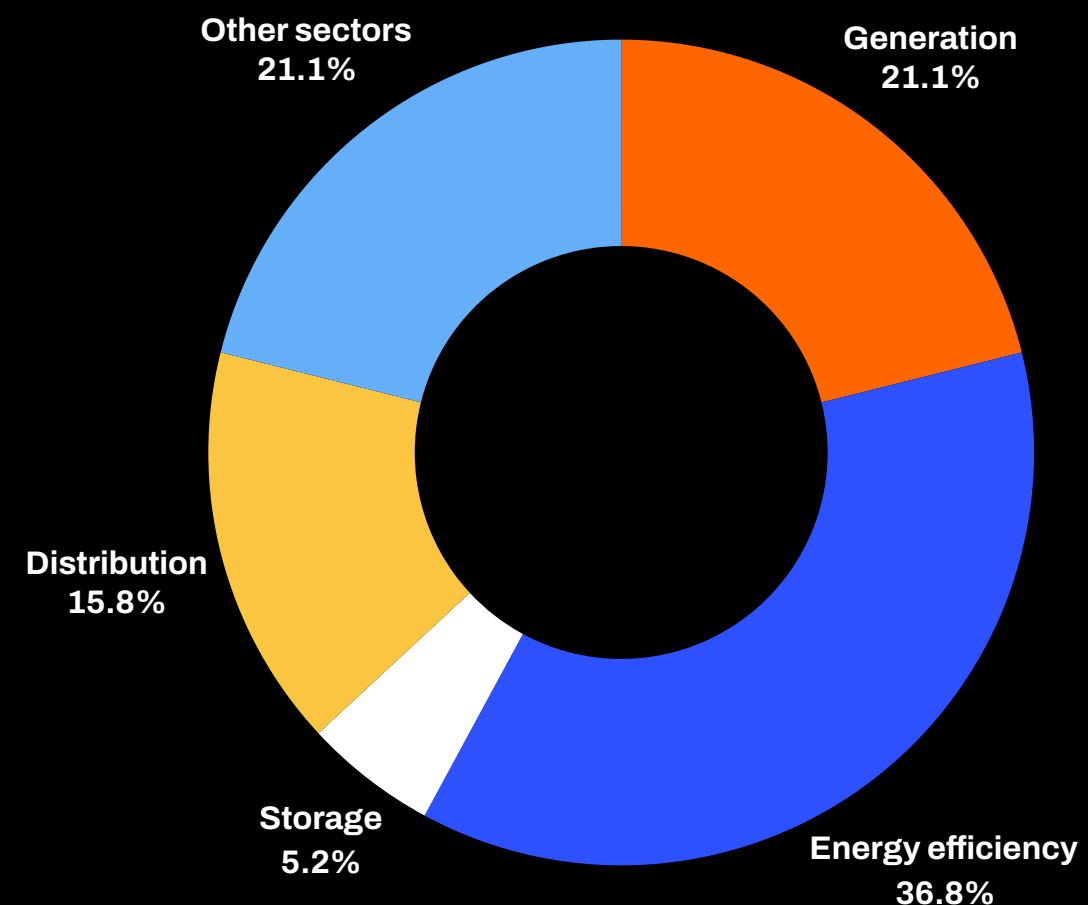
# 2023 IMPACT IN NUMBERS VIETNAM

## Startup Data - Cumulative up to 2023

Startups by stage



Startups by sector



228

Green jobs created



US\$ 1.4M

Startup grants mobilized via  
NEX Vietnam connections

# 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 small and medium-sized enterprises (SMEs), holding the country back from establishing a sustainable clean energy sector.

New Energy Nexus was founded in Vietnam in 2019 to develop Vietnam's clean energy ecosystem and contribute to the country's energy transition. After four years of operation, we have supported 49 startups and SMEs via our incubation, acceleration, and scale-up programs.

## The NEXGen Program 2023-2024

The NEXGen program is committed to nurturing the next generation of high-performing leaders in the clean energy sector throughout Vietnam and Southeast Asia. The program provides continuous support, including local and international exposure, hands-on internship opportunities, and closely monitored training. Each participant benefits from a personalized development plan designed to equip them with the skills and experience necessary to drive innovation and sustainability in the energy industry.

## Women's Agri-Business Climate Adaptation Accelerator (DeltAccelerate) 2024-2025

DeltAccelerate provides support to women-led SMEs, equipping them with the necessary skills to further grow and scale businesses that are directly tackling climate adaptation in the Mekong Delta region. Our objectives:

- Train a cohort of up to 16 women-focused SMEs. Entrepreneurs will also have access to mentoring and networking, and be linked to new sources of finance.
- Provide grants of between AU\$10,000 and AU\$100,000 per business to up to 8 women-focused SMEs in the program. A total of AU\$250,000 in grants will be made.

## The Climate Innovation Network 2024-2025

The clean energy ecosystem in Vietnam is fragmented, with limited investment and business development opportunities for clean energy stakeholders. Our aim is to build a robust climate innovation network in Vietnam to support entrepreneurs to grow their businesses successfully through efficient investment mobilization and business capacity development.

- Conduct and produce an annual report on funding for climate tech startups and businesses in Vietnam
- Onboard at least 200 stakeholders across climate innovation, including entrepreneurs, impact investors, private sector companies, local government representatives, and experts.
- Develop and launch a Climate Innovation Platform that can foster deals and collaboration between entrepreneurs, impact investors, and private sector companies.



# SOLUTION SPOTLIGHT

## Alternō

Alternō develops sustainable thermal energy storage solutions, targeting agricultural and residential sectors needing efficient, eco-friendly heating and drying methods.

This particularly benefits communities in regions with limited access to clean energy, reducing reliance on polluting energy sources and enhancing local sustainability.



### Support from New Energy Nexus

*“New Energy Nexus Vietnam’s invaluable support transformed our trajectory. Before their intervention, navigating grants in Vietnam and entering the Thai market seemed daunting. With their expertise, we not only secured significant funding from P4G (Partner for Growth) but also gained strategic market access in Thailand and vital introductions to venture capitalists, setting us on a path to success.”*

– Hai Ho, Co-founder, Alternō  
(\*featured in the centre of the image)

# WHO WE ARE



**THAO TRAN**  
*Country Director*



**KATT NGUYEN**  
*Program & Impact Manager*



**TRINH HUYNH**  
*Program Manager*



**HIEN NGUYEN**  
*Program Associate & Project Lead*



**THANG NGUYEN**  
*Data Management & Reporting Associate*



**TU TRINH**  
*Project Lead*



**DUY NGUYEN**  
*Program Associate & Marketing Lead*



**TRAN LE**  
*Program Associate*



**ANH NGUYEN**  
*Administrative Assistant*



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