

For future JCM



24th July 2025
Yuko Komiya, OECC

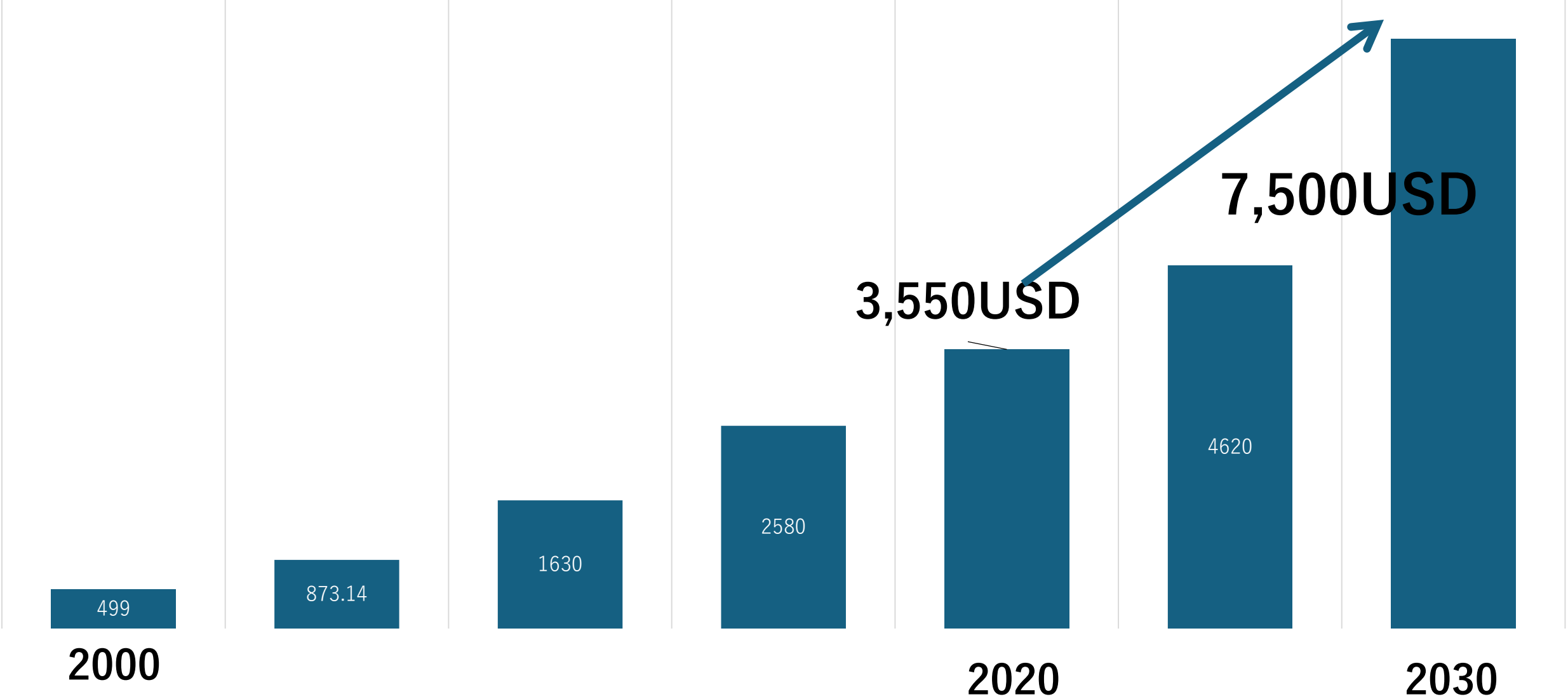
A woman wearing a dark hijab is seated at a table in a dimly lit room. A single lit candle in a glass holder provides the primary light source, casting a warm glow. The background is dark and indistinct, suggesting an indoor setting at night.

In summer

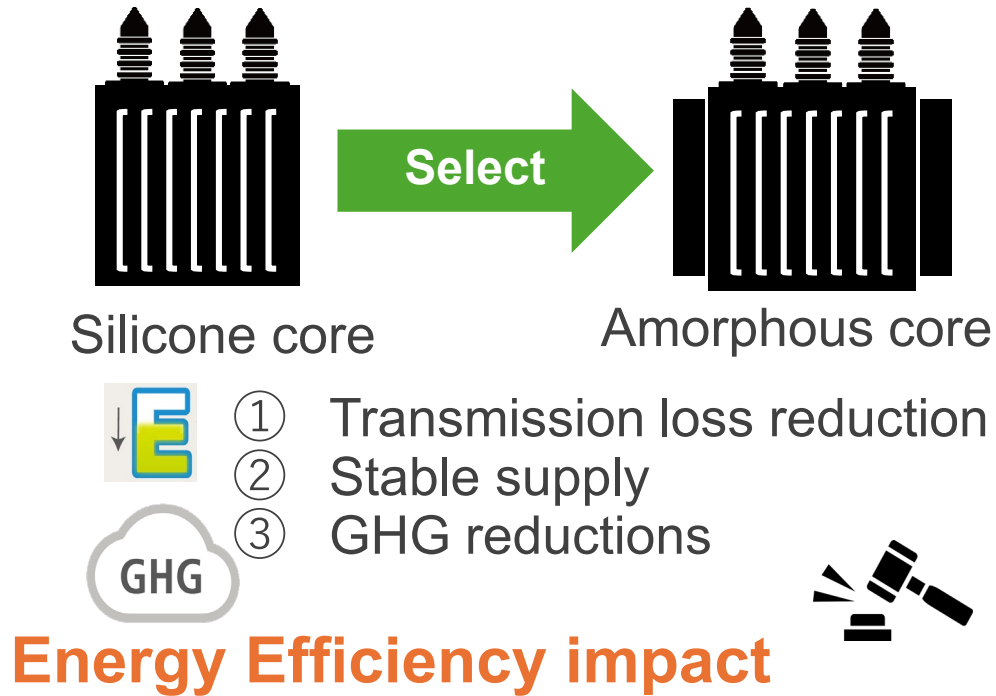
Sudden and Planned Outage

In some areas

VIETNAM 2030'S GDP PER CAPITA EXPECTS MORE THAN
DOUBLE THAN 2020



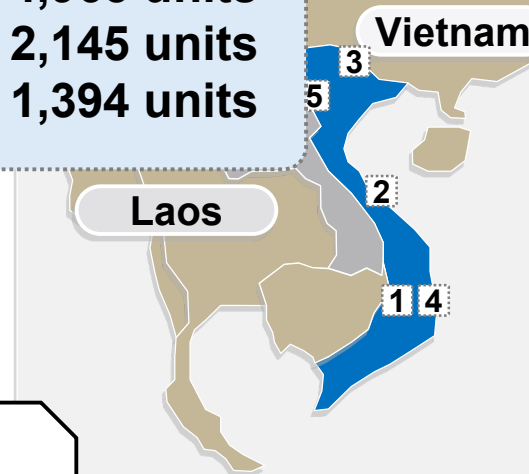
JCM in Practice : Introduction of Amorphous high-efficiency transformers



Power loss in Viet Nam distribution networks has reduced from **7.24%** in 2017 to **6.83%** in 2018 achieved the loss rate target of 7.2%. *EVN news

Achievement (since 2014)

- 1: 1,618 units
- 2: 4,843 units
- 3: 4,965 units
- 4: 2,145 units
- 5: 1,394 units



JCM

South region



Whole Viet Nam



Laos PDR



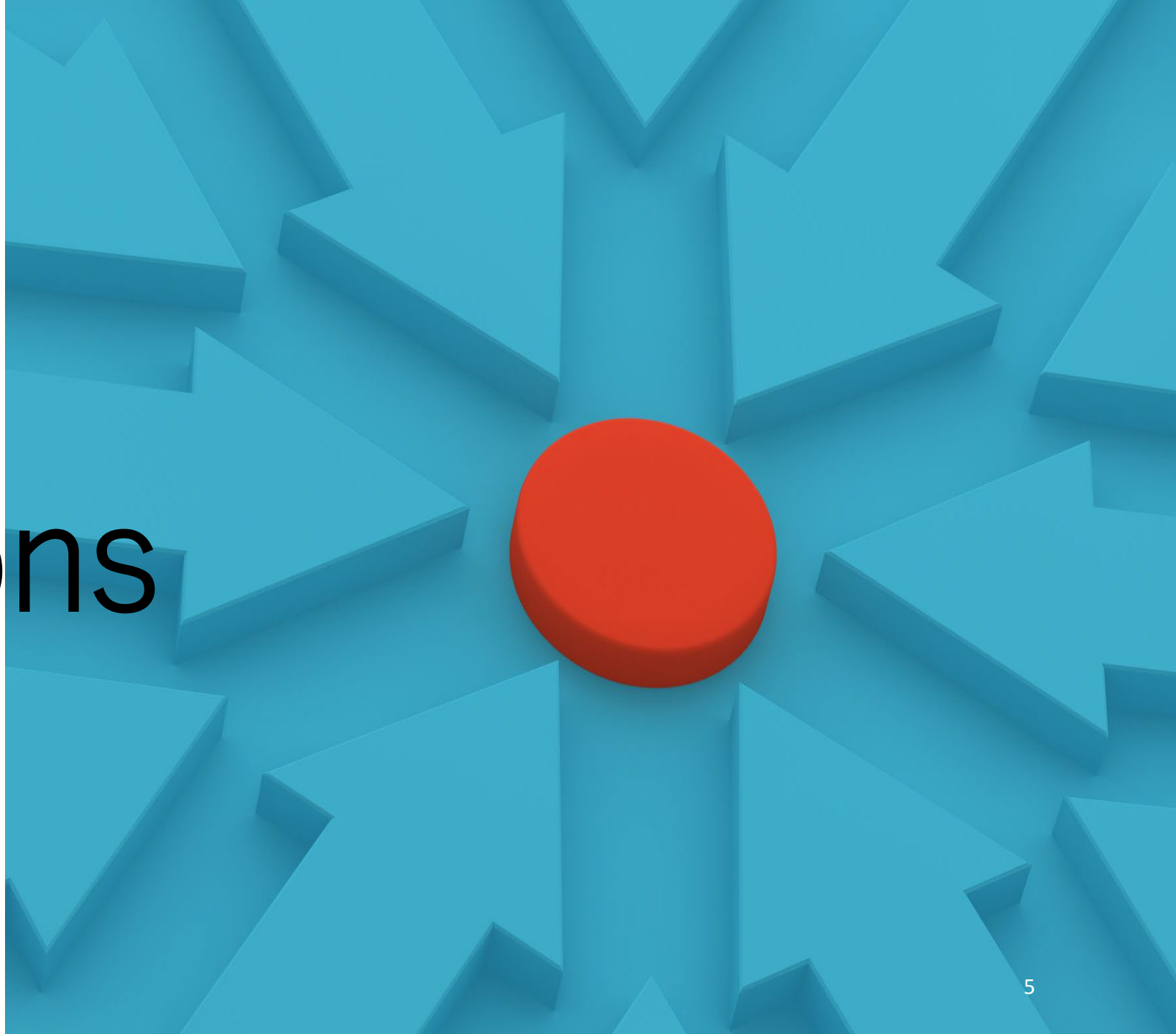
Introduction by private finance



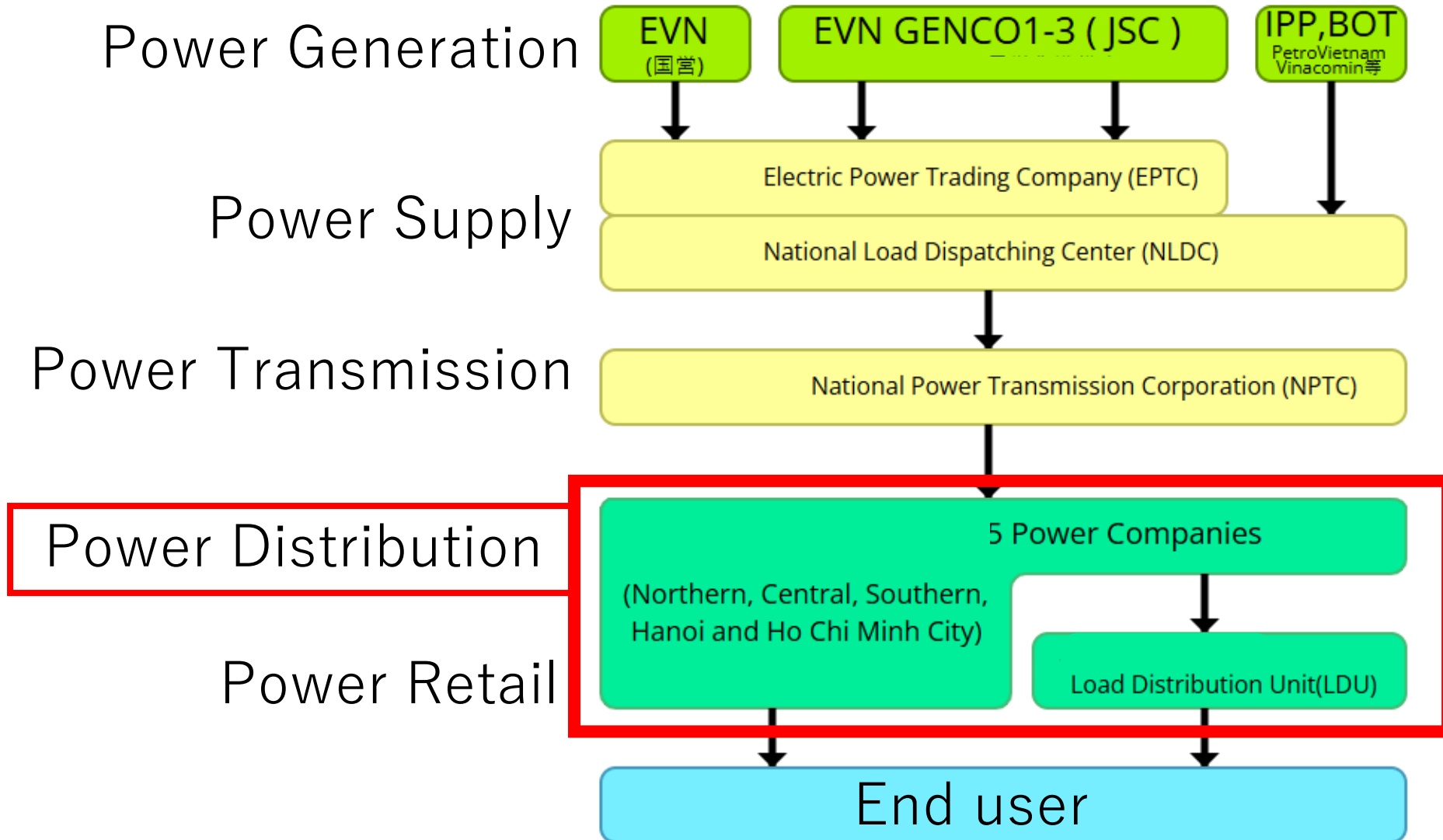
Development Points

- OECC formed a scheme where only iron cores exported from Japan & transformers manufactured locally, which led to **local competition and price reduction**.
- As a top runner technology, Amorphous transformers became **a procurement criterion for EVNs** (VIETNAM ELECTRICITY).

Finding Key Persons

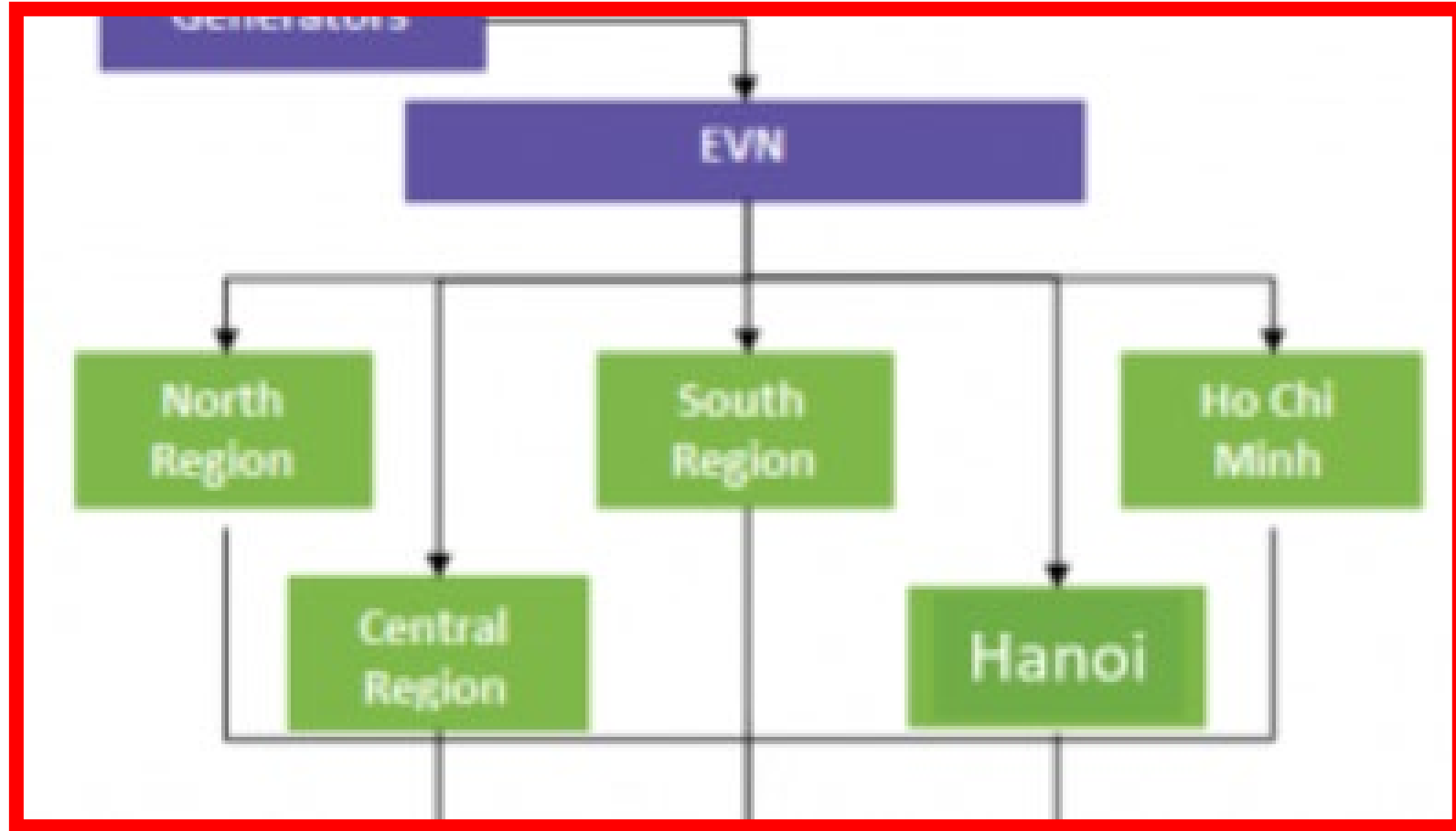


Power sector of Vietnam



Power sector of Vietnam

Power Distribution



Project proposal points

Technology reliability

- Technical Specification applicable to local market
- Good results of test operation

Cost advantage

- Comparison in initial investment cost against conventional technology

Common goal

- Mutual target of JCM partnership
- Issues and solutions of JCM project, etc

Finding key persons in organization

Local staff in Japanese company

- Understand technology
- Believe in implement it in their own country
- **Local transformer manufacture**
- Know potential about local companies and people.
- High technological capabilities with whom you can build a relationship of trust.

Local power company

- Has strong needs in implementation
- Able to work with enthusiasm
- Ability to easily understand and judge effectiveness of



Conclusion:

To push project forward,
**finding key persons
who understand
effectiveness & have
strong needs** is a key.



With strong human resources
strategy,
JCM business will expand.

Thank you for your attention!
Please feel free to contact us ☒



Yuko Komiya

Email: jcm@oecc.or.jp

WEB: <https://www.oecc.or.jp/en/>