

Energy storage industry vientiane

VinES, a member of the Vingroup conglomerate, and Marubeni Green Power Vietnam, a subsidiary of Marubeni Corporation, have announced a strategic partnership with the goal of boosting the adoption of battery energy storage systems (BESS) across Vietnam.

The partnership will see the two companies collaborate on the evaluation, investment, installation, and operation of BESS at multiple business sites belonging to Vingroup. These systems will provide energy-saving solutions, load balancing, and more efficient power management. Moreover, there is potential for BESS to be integrated with renewable energy systems, supporting Vingroup's transition to clean energy.

As the sole BESS manufacturer in Vietnam, VinES will offer a safe, efficient, and economical one-stop solution thanks to its giga-scale production capacity. The company will serve as the manufacturer and solution provider of BESS for Marubeni in this joint initiative.

In the first phase, Marubeni plans to develop tens of MWh BESS systems, with further capacity expansions anticipated in subsequent phases. Marubeni Green Power Vietnam, well-known for its diverse experience in various business sectors in the country, has been part of 12 thermal projects since the 1970s and started supplying renewable energy to commercial and industrial customers in 2021.

In a statement about the strategic partnership, Ms. Pham Thuy Linh, Chief Executive Officer of VinES, expressed her delight, emphasizing Vingroup's commitment to transitioning to clean and smart energy solutions. "The collaboration with Marubeni not only marks a strategic milestone where large industry players join hands to promote the use of BESS in Vietnam but also realizes VinES's vision towards clean energy solutions," Linh said.

Echoing the sentiment, Mr. Yuji Otsuka, Chairman cum Director of Marubeni Green Power, voiced his company's excitement for this innovative cooperation and its future possibilities. "By taking advantage of Marubeni's global experiences in various industrial sectors, we expect to strengthen our strategic collaboration with Vingroup and advance our corporate policy towards carbon neutrality," he said.

This collaboration sets a precedent for Vietnamese corporations to adopt BESS applications in their operations, promoting a commitment to clean energy transition and a sustainable future. It builds on VinES's previous partnership with Altinay Elektromobilite, a Turkish energy company, to provide comprehensive energy storage solutions to the Turkish energy market.

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