



# OSUMI VIETNAM COMPANY PROFILE



[www.osumi.vn](http://www.osumi.vn)



06 Tran Phu, Da Nang City



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# Open Letter

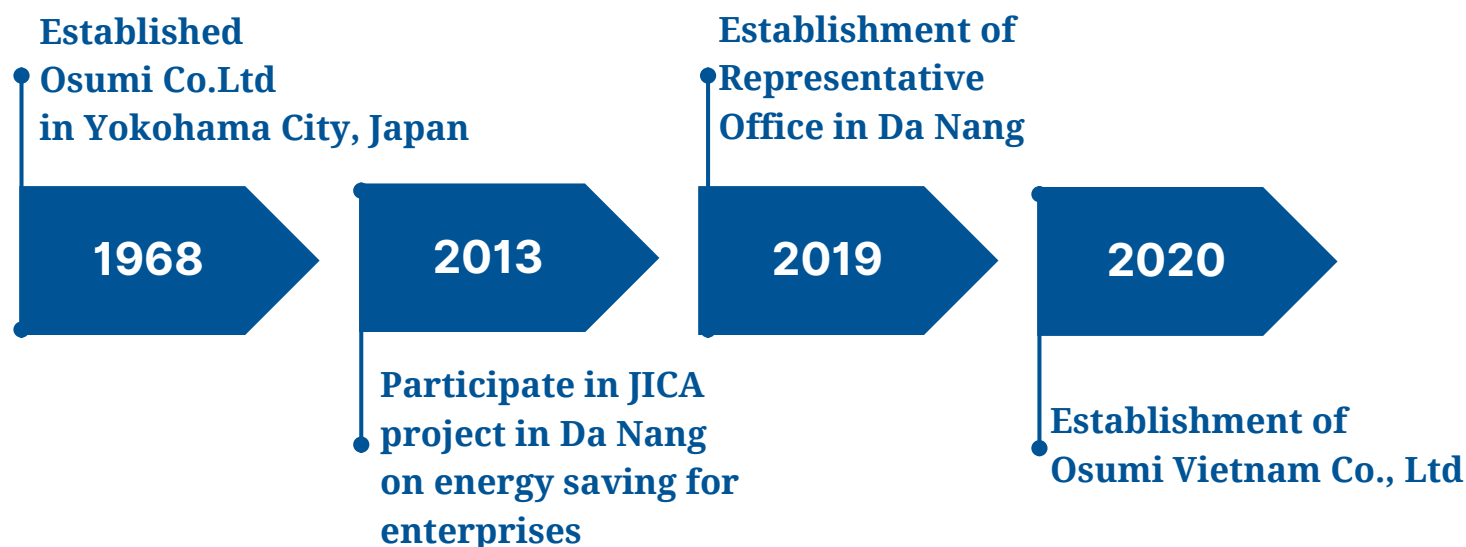


**General Director  
Mr. Yoshiharu Yoneda**

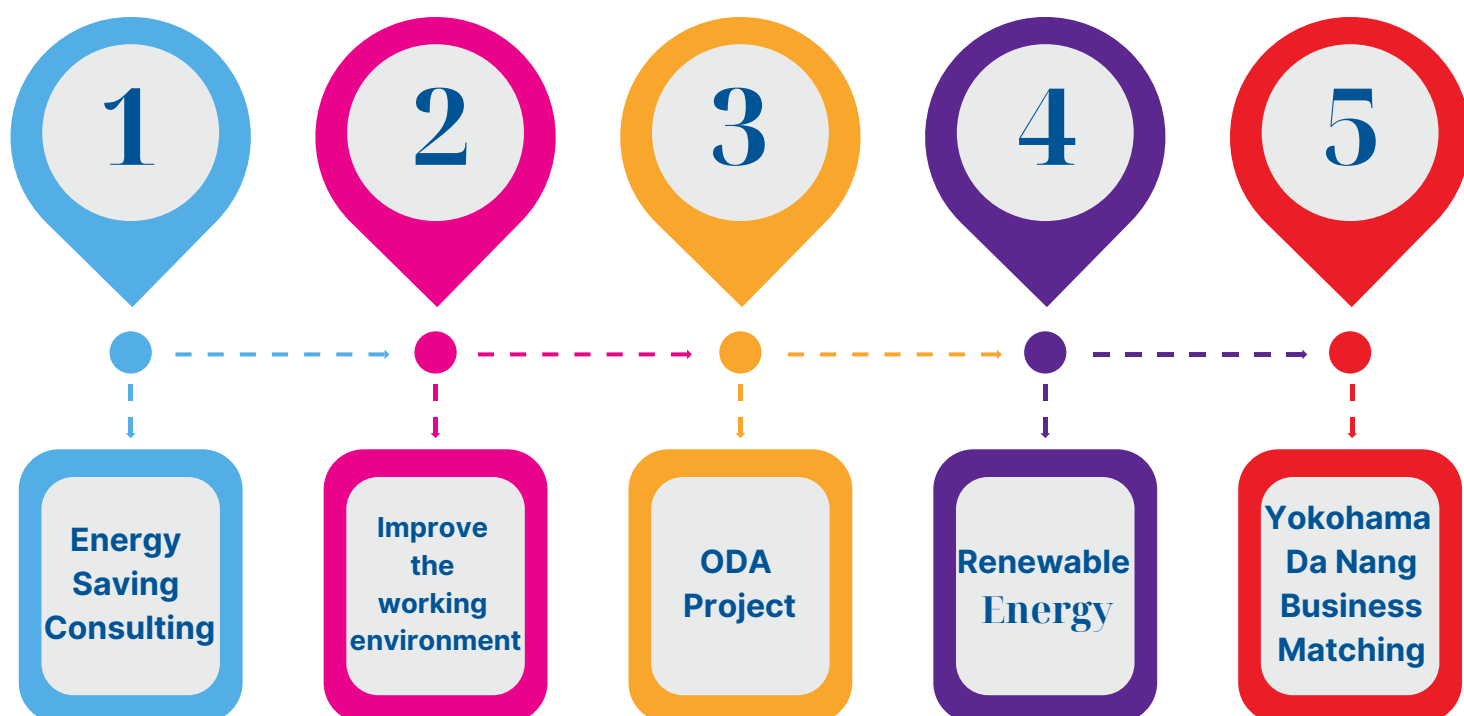
It is a fact that the various environmental problems have been caused in many countries around the world due to the rapid population growth and urbanization. In addition, unexpected disasters like localized heavy rains, floods, droughts etc. have frequently occurred due to climate change.

Under this, we would like to provide the technologies and knowledge efficient for energy conservation with all stakeholders aiming to realize the Zero-Carbon society. We believe that our activity is valuable for SDGs.

# ABOUT OSUMI VIET NAM



## BUSINESS FIELD







# ENERGY CONSERVATION CONSULTING SERVICES

To reduce production costs and enhance competitiveness, implementing energy-saving measures is a highly feasible approach. Energy efficiency also directly contributes to CO2 emission reductions.

Osumi Vietnam specializes in energy-saving solutions for auxiliary systems such as compressors, air conditioners, pumps, and fans, which often account for over 50% of factory energy consumption. These systems have significant potential for savings.

We offer three service packages, each with an increasing scope, allowing customers to evaluate benefits step by step:

1

## Spot Service

- **Duration:** 1–2 weeks
- **Scope:** Conduct on-site surveys, provide recommendations for energy savings in **a single auxiliary system**, and guide the factory on implementation methods.
- **Expected Deliverables:** A report identifying energy loss sources and solutions. Guidance on loss detection methods.
- **Pricing:** To be discussed directly.

2

## Simple Energy-Saving Diagnosis

- **Duration:** 1 month
- **Scope:** Survey **key auxiliary systems** (e.g., compressors, air conditioning) and propose energy-saving measures.
- **Expected Deliverables:** A prioritized list of energy-saving proposals, including savings potential, investment costs, and payback periods.
- **Pricing:** To be discussed directly.

3

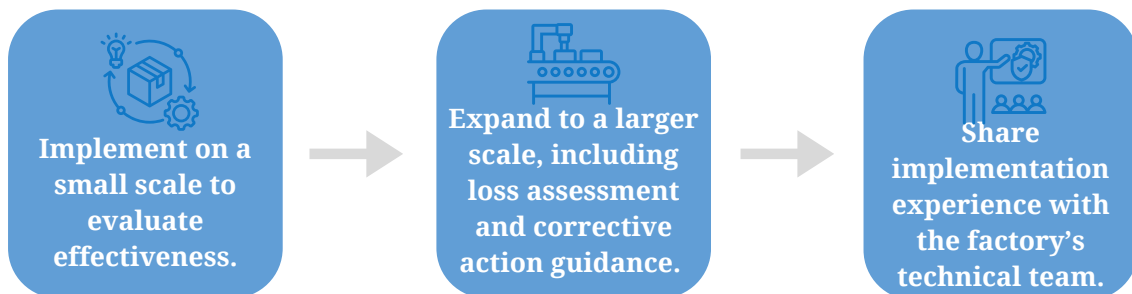
## Consulting Contract

- **Duration:** 3–6 months
- **Scope:** Comprehensive surveys, energy-saving action planning **for all auxiliary systems, and continuous improvement guidance.**
- **Expected Deliverables:** Ongoing support for identifying energy-saving opportunities and continuous improvement. Monthly PDCA (Plan-Do-Check-Act) meetings for planning, progress review, and adjustments.
- **Pricing:** To be discussed directly.



# SERVICE PACKAGES

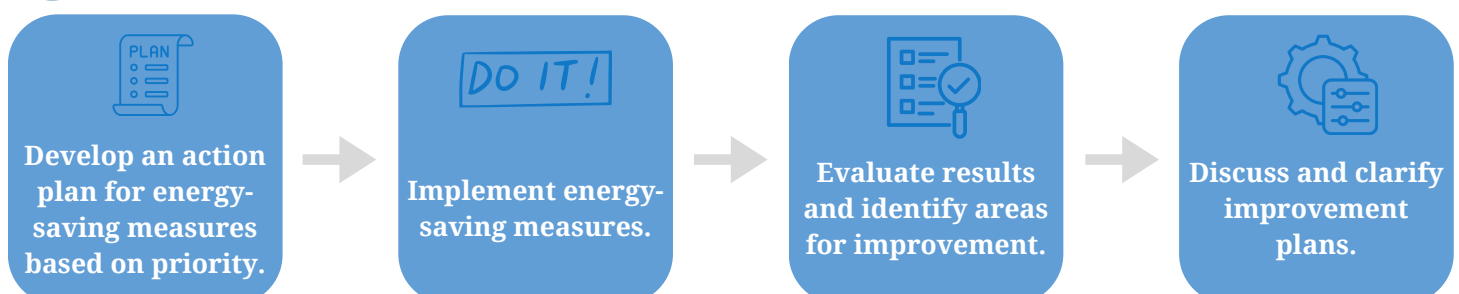
## ① Spot Service



## ② Basic Energy-Saving Diagnosis



## ③ Consulting Contract





# PRACTICAL EXPERIENCE


## Spot Service

We have conducted numerous compressed air leakage inspections for factories such as paper manufacturing plants, electronics factories, and electronic component factories. These services helped factories understand how much energy is lost due to compressed air leaks, emphasizing the importance of addressing and maintaining this issue regularly.



## Basic Energy-Saving Diagnosis

Starting with a few clients in Da Nang, Osumi Vietnam has gradually gained the trust of major partners and expanded projects to regions such as Ba Ria-Vung Tau and Hanoi.

<div>  </div> <div> <b>1. Summary of diagrams for energy analysis:</b> </div> <div> <p>           (1) Energy flow diagram for energy consumption:            The diagram shows the energy flow from the power grid to the industrial plant. The power grid is the main energy source, and the industrial plant is the main energy consumer. The energy flow is shown in the form of arrows, indicating the direction of energy flow. The diagram also shows the energy flow from the industrial plant to the power grid, indicating the return of energy.         </p> <p>           (2) Energy flow diagram for energy production:            The diagram shows the energy flow from the power grid to the industrial plant. The power grid is the main energy source, and the industrial plant is the main energy consumer. The energy flow is shown in the form of arrows, indicating the direction of energy flow. 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## Consulting Contract

Since 2019, we have signed consulting contracts with Japanese factories in Da Nang and Ho Chi Minh City. The scope of services has expanded from energy-saving solutions for auxiliary systems to establishing energy baselines for factories.







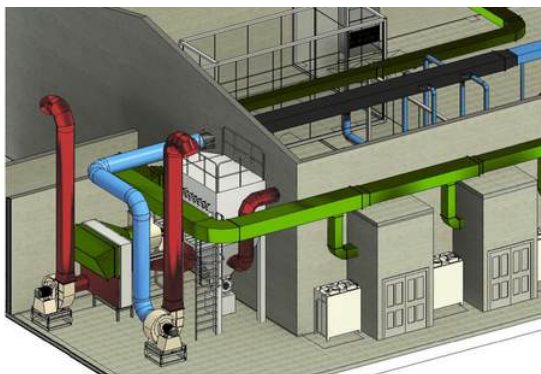
# RENOVATE THE WORKING ENVIRONMENT

Nowadays, customers are not only concerned about a company's products but also pay attention to the company's production environment. Among these is the ISO standard for environmental management systems - ISO 14001.

The prerequisite for a company to achieve ISO 14001 certification is full compliance with environmental protection laws and regulations. Therefore, ensuring a sustainable working environment enhances a company's competitive advantage and facilitates the export of goods to international markets.

## ① Dust Treatment System

We offer design and installation services for dust treatment systems for production lines without such systems or those that fail to meet required standards.



3D design



Actual installation

Cartridge dust treatment system with heat recovery, ensuring exhaust emissions meet VNS19:2009 standards / MONRE

## ② Air Conditioning, Ventilation and Cooling System

Installation and maintenance of air conditioning systems, industrial air conditioners, and air heat recovery systems.

Installation of factory cooling systems (Cooling Pads) and long-span fans (HVLS) for large spaces.



Positive pressure cooling system project for garment factories compliant with Circular 26/2016 issued by the Ministry of Health.

Factory conditions: Temperature  $\leq 32^{\circ}\text{C}$ , Humidity  $\leq 80\%$





# ABOUT JICA PROJECT

## THE PROJECT FOR IMPROVING ENERGY SAVING FOR CITIZENS IN DA NANG, VIETNAM

The project is funded by the Japan International Cooperation Agency (JICA).

- **Implementing unit:** Joint venture between Yokohama National University (YNU) and Osumi Co., Ltd.
- **Local partner:** Department of Industry and Trade of Da Nang City
- **Implementation period:** February 2021 - February 2025 (4 years)
- **Target:** Citizens, students and business management of offices, hotels at Son Tra District in Da Nang City, Viet Nam.
- **Objective:** Improvement of citizens' life quality in Da Nang through the implementation of effective measures for energy saving and environmental education and training to citizens.



Households



Non-residential building



Environmental education and energy saving for students and people





# BUSINESS CONNECTION OVERVIEW

We are promoting business connections between member companies of YUSA (Yokohama Urban Solution Alliance, a general incorporated association managed by the City of Yokohama's International Affairs Bureau) and member companies of YBA (Da Nang Young Entrepreneurs Association) as well as VCCI (the Da Nang branch of the Vietnam Chamber of Commerce and Industry). Our objective is to bring these connections to fruition.







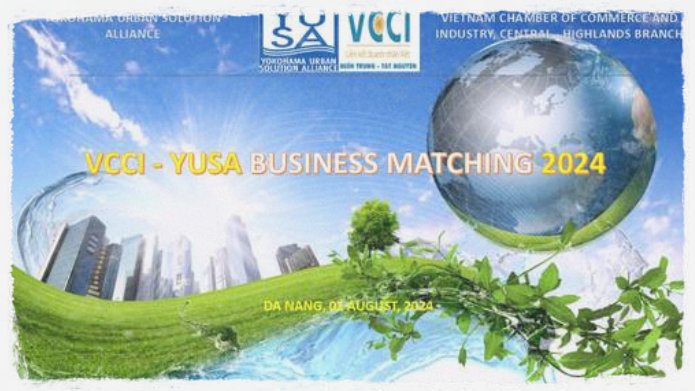
# BUSINESS MATCHING ACTIVITY IMAGES



Business connection between YUSA - YBA - JPRST in the field of environment



Business connection between YUSA - YBA in the field of IT

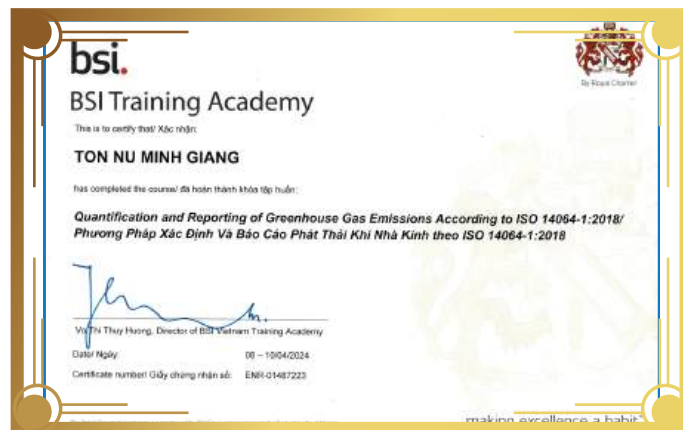


Business connection between YUSA - VCCI in the field of environment





## AWARDS AND CERTIFICATES





# CUSTOMER AND PARTNER

## CUSTOMER



## PARTNER







# LET'S WORK TOGETHER

OSUMI VIET NAM CO.,LTD



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