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## [Some features of CFL in Vietnam]

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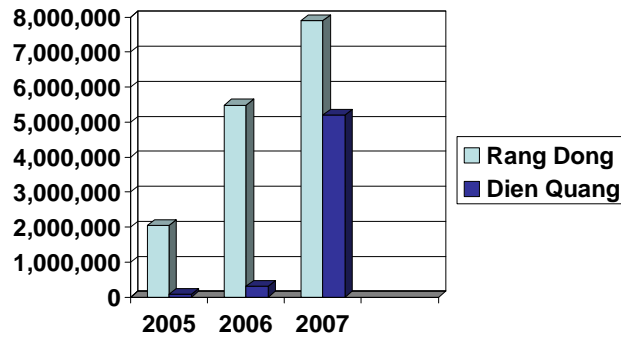


### CFL Market

- Change very fast
- Manufacturer (estimated at the end of 2007)
  - ♦ Dienquang - Local manufacturer (about 25-27% Market share)
  - ♦ Rangdong - Local manufacturer (35% Market share)
  - ♦ Phillip - Foreign manufacturer (15%)
  - ♦ E\_Compact - Local manufacturer (2 - 3%)
  - ♦ Osram and few others - Importer (1-2%)
  - ♦ Other - china products (20%)
- Total consumption of CFL more than 21 million products in 2007.



### Products of Dienquang and Rangdong from 2005-2007



### Features of CFL market

- Growing fast (double size in recent year)
- Various prices (90 cent - 2 USD/15w CFL)
- Local manufacturer expanded fast and ensure the position on the market.
- Local manufacturer more interested in quality improvement (02 laboratory investment in Dienquang and Rangdong-2006-2007).
- Consumer get familiar with CFL and more concern on CFL quality.
- All authorities saw the need of standard and quality control for CFL



## Situation related to CFL quality in VN

- Reasonable products
  - ✓ Dienquang, Rang Dong, Philip, Osram (a bit better), E\_Compact
  - ✓ Lifetime (4000-6000 hr) - Self test and declare (ELI criterion and ISO 60969 methode)
  - ✓ Price 1,7-3USD/CFL (15W)
- Cheap products
  - ✓ China CFL, some local manufacturer (assemble only)
  - ✓ Lifetime (2000-3000 hr), poor lumen maintenance (no mandatory for quality assurance)
  - ✓ Price <1,5 USD/CFL (15W).
- High grade products
  - ✓ Regardless



## Activities related to CFL

- 5.000.000 innitiative CFL
  - ♦ Done by EVN
  - ♦ Products of Rangdong, Dienquang, Philip VN and E\_Compact
  - ♦ Criterion:ELI
  - ♦ Testing method: ISO: 60969
- National Standard
  - ♦ Testing capability (5 accredited laboratory from North to Shout of VN)
  - ♦ Build up and issue national standards for CFL in 2008 (base on ELI criterion)
- Labeling (voluntary)
  - ♦ Label for CFL in Q4 of 2008 or Q1 of 2009
  - ♦ Determination of Endorsement or Comparative (China adviser - Endorsement)



## Barrier for incandescent replacement

- Proposal for 20 mil. Incandescent replacement (EVN)
  - ♦ Fund (about 40 mil. USD from state budget)
  - ♦ Time 2006
- Public objection
  - ♦ State budget can not afford that non-proved efficiency (at that time)
  - ♦ Argument for eye-friendly of CFL lighting (frequency, color temperature ...)
  - ♦ Quality of CFL (duration, unfriendly-switching ...)
- Proposal was failed



**Thank you!**

