

Survey on Penetration of Inverter Air Conditioners to Hospitals in Vietnam

Energy Conservation Center – Ho Chi Minh City (ECC-HCMC) has conducted a study on the penetration of inverter air conditioners (a/c) to hospitals in Vietnam in 2013. Although inverter a/c have established some market share in Vietnam, it is thought that their penetration to public sector buildings, such as hospitals, is still low. This fact finding survey aims to verify the penetration of inverter a/c to hospitals and to find out the reason behind its penetration rate.

Of the 14 hospitals interviewed by ECC-HCMC, it was found that almost of them had not installed inverter a/c (cf. attached list). According to interviews with relevant staff, hospitals generally hold tenders when procuring equipments, in which the price is the key decisive factor. Therefore, despite their beneficial life time cost, inverter a/c which generally have higher unit price lose out to conventional non-inverter a/c in most cases.

This survey affirms the fact that diffusion rate of inverter air a/c to hospitals is still very low in Vietnam.





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Attachment: List of hospitals surveyed in 2013 by ECC HCMC

Name of hospital	No. of a/c	No. of inverter a/c
1. Children Hospital 2	400	None
2. Tu Du Hospital	300	None
3. Hung Vuong Hospital	306	None
4. Trung Vuong Emergency Hospital	139	None
5. Children Hospital 1	145	None
6. Thong Nhat Hospital	300	None
7. Pham Ngoc Thach Hospital	208	5
8. Trieu An Hospital	514	None
9. International Neurosurgery hospital	98	None
10. Sai Gon polyclinic hospital	52	None
11. People's Hospital 115	394	None
12. Viet Duc Hospital	509	12
13. Bach Mai Hospital	352	None
14. National hospital of obstetrics and gynaecology	200	None