



VIETNAM LNG-TO-POWER SUMMIT 2019

Viet Nam Gas Industry Development Master Plan | Preferred LNG Tolling Model

| Gas Distribution | Success Stories | Investment Match-making

| Import Terminal Development and LNG Utilization

19-20 September, 2019

InterContinental Hanoi Landmark 72, Hanoi

Organizer Contacts

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VIETNAM LNG-TO-POWER SUMMIT 2019

Vietnam Facts and Figures

47,232MW

Total Install Capacity

7,182MW

Install Capacity of Gas Turbine

10-12%

Growth Rate of Electricity Demand

331,212 km²

Land Area

94,569,072

Population

\$707.620 billion

GDP

About Vietnam

LNG-to-Power Market

Positive signals from domestic policies to regional and international trade agreements are a strong foundation for Vietnam to establish LNG development targets in the long run.

According to the Viet Nam Gas Industry Development Master Plan upto 2035, planned LNG volumes to be imported in Vietnam's market in 2021 – 2025 is expected to be 1 – 4 bcm per annum. From 2026 – 2035, this number is predicted to reach 6 – 10 bcm per annum.

To achieve this target, Vietnam will develop the LNG terminal systems and related facilities mostly in Southern Vietnam. Simultaneously, research and investigation will be carried out in the North and Central Vietnam for future needs of LNG. There will be a high demand for LNG in Vietnam as the country is forecasted to have a shortage of electricity supply by 2023. At the turning point of energy transition, Vietnam will be one of the countries that import LNG to substitute declining domestic gas production.

About Neoverture

Neoverture is a professional investment advisor and event organizer with its registered office in China and Hong Kong. The company provides market intelligence and sources asset-based investment opportunities in emerging markets. We support our clients for new market entry through our project advisory services and investment match-making event.

Since 2008, the company's footprints have spread across most of the investment destinations in the Asia Pacific region, which includes Australia, China, Malaysia, Indonesia, United Arab Emirates, Myanmar, Vietnam, Turkey, Lao PDR, and elsewhere.

As a dedicated enabler of business, we are honored to be associated with some of the most prestigious names in today's commercial world. Understanding their ever-changing needs for business development, we are able to serve them with real business opportunities in emerging market.

Organized by

**NEOVENTURE**

Plenary Keynote Session: Overview of Vietnam LNG-to-Power Market and Vision to 2035

09:00-09:30

Vietnam's Power Market Landscape and Prospect for LNG-to-Power Development

- Vietnam power market overview
- Power demand and supply forecast
- Interpretation and implementation of updated policies-Power Development Plan VII Revised (March,2016)
- LNG-to-Power project development plan
[Director General, Ministry of Industry and Trade \(MOIT\)](#) Invited

09:30-10:00

Keynote Speech: The LNG Outlook in Vietnam - Vision to 2035

- Interpretation of Vietnam Gas Industry Development Master Plan and review of LNG development since Decision No. 60
- Status quo of LNG market in Vietnam and its momentum
- The drivers to dynamic gas market and development of LNG market in the coming decade in Vietnam
- Development plan of LNG terminal systems and related facilities
- LNG and its landscape
[Nguyen Viet Son, Director General, Ministry of Industry and Trade \(MOIT\)](#) Invited

10:00-10:30

Supporting Electricity Reform in Vietnam

- Power demand and supply forecast in Vietnam
- The implementation of a pilot wholesale electricity market and its goal in Vietnam
- ERAV's participation to promote LNG-to-Power development in Vietnam
[Do Hung Manh, Director of Power Market Depart, Electricity Regulatory Authority of Vietnam \(ERAV\)](#) Invited

10:30-11:00

Morning Refreshment

11:00-11:30

Sponsor Session

11:30-12:30

[Panel Discussion]: How is Vietnam's Surging Gas & LNG Demand Driving the Energy Transition and the Power Revolution?

- Decreasing domestic gas production and increasing LNG demand across SEA and Vietnam
- How do different players adapt to gas market's evolution and expansion? (Dealing with change and uncertainty)
- Are renewables a threat to the gas/LNG-to-Power development?
- Vietnam's LNG import capacity under continuous demand growth and its impact on Vietnam gas pricing dynamics
- What's the preferable tolling model of LNG project in Vietnam?

Panelists:

- [Nguyen Quoc Thap, Vice President, PetroVietnam](#) Invited
- [Richard Nelson, Partner, King & Spalding](#) Invited
- [Tuyet Trees, Representative, Vietnam, U.S. Trade and Development Agency](#) Invited
- [Laurent David, Vice President, LNG Strategy, Total](#) Invited
- [David Stone, CEO, AES Holdings B.V.in Hanoi](#) Invited

12:30-14:00

Delegate Luncheon

14:00-14:30

LNG-to-Power Development in Vietnam and EVN's Mission for the Market Development

- EVN's participation in LNG-to-Power and LNG terminal development
- Long Son Power Center Project and Tan Phuoc LNG-to-Power project showcase
- International collaboration for planning projects
[Nguyen Tan Loc, Vice President for Power Business, EVN](#) Invited

14:30-15:00

Structure of Preferred LNG Tolling Model in Vietnam and PetroVietnam's Role for the LNG-to-Power Development in the Market

- PetroVietnam's participation in LNG development in Vietnam
- What's the preferable tolling model of LNG project in Vietnam?

Nguyen Quoc Thap, Vice President, PetroVietnam Invited

Gas Distribution and LNG Associated Facilities Establishment in Vietnam

15:00-15:30

Gas Distribution Network and Associated Facilities Establishment for LNG Development in Vietnam

- Existing gas distribution network in Vietnam
- Plan for gas distribution pipeline expansion and LNG associated facilities establishment in Vietnam
- How to establish a nondiscriminatory open access regime to gas and LNG pipeline transportation?

Duong Manh Son, President and CEO, PetroVietnam Gas Invited

15:30-16:00

Afternoon Refreshment

Getting the Right Technology – Maximum the Efficiency and Minimum the Cost

16:00-16:30

Sponsor Session

The Market Trend Analysis – Import Terminal Development and LNG Utilization

16:30-17:00

Regional LNG/Gas to Power Outlook

- Asia Pacific's Future Energy Mix, Prospect and LNG-to-Power Forecast

- The Energy Mix Debate: The Role of Gas vis-a-vis Coal & Renewables
- How will the ever-increasing competitiveness of renewables impact the future of gas to power projects? Examining the longevity of gas to power projects and the duration of commitment.
- Can local and/or underdeveloped countries in the region afford the alternatives to coal? Is gas cost-effective?
- Overview of the LNG import terminal development in Asia Pacific
- LNG-to-Power investment outlooks: who is investing in the importing LNG terminal plus power generation project, and what are the upcoming investment opportunities?

Oliver Tonby, Senior Partner & Chairman of McKinsey's offices in Asia, McKinsey & Company Invited

17:00-18:00

[Panel Discussion]: Vietnam's LNG-to-Power Market: New Opportunities and Challenges

- How to balance the relatively-short supply and high demand in Vietnam's LNG market
- LNG: Is it affordable for Vietnam power development and energy transition?
- LNG terminal land-based or FSRU?
- Are there rooms for more value creating throughout the LNG-to-Power supply chain?

Panelists:

Hoang Van Nghiep, Vice President, PetroVietnam Power Corporation (PV Power) Invited

Hein Oomen, Head of Business Development APAC, Engie Invited

Jack F. Browder, Energy Specialist, Energy Capital Vietnam Invited

Thinh Pham, CEO, Deloitte Vietnam Invited

Scott Kicker, CEO, Gen X Energy Invited

Tackling the Challenges and Exploring the Opportunities in the Market

09:00-09:30

Lessons Learnt from Thi Vai-Vung Tau LNG Terminal Project –the First LNG Receiving and Regasification Facility in Vietnam

Pham Van Phong, Director, Liquefied Natural Gas (LNG) Vietnam JSC Invited

09:30-10:00

Experience Sharing from the Market Giant - Meeting the Rising Electricity Needs and Addressing Energy Transition in the Region

Nobuhisa Kobayashi, Managing Director, Tokyo Gas Asia Invited

10:00-10:45

[Panel Discussion]: Global Trends in Cost, LCOEs, Procurement & SPAs, PPAs in LNG-to-Power Project, and Exploring the Feasibility, Bankability and Profitability in Vietnam

- Global trends analysis: cost, LCOEs, procurement, agreements
- Whether LNG is affordable in Vietnam, analyzing the project feasibility, bankability and profitability in the country
- Mainstream LNG fuel source that can be used in Vietnam
- Market needs: developing new and enhancing existing infrastructure to facilitate LNG bunkering
- Commercial frameworks: is PPP Tolling Model applicable in Vietnam

Panelists:

Vu Hong Khanh, Director, Petrolimex Gas Corporation JSC Invited

Franz Gerner, Lead Energy Specialist, World Bank Group Invited

Zhu Xingshan, Senior Director of Planning Department, China National Petroleum Corporation Invited

Sriram Narayanan, Head of Gas & Power, Sembcorp Invited

Ravi Kurmarohita, Chief Business Development Officer, Gulf Energy Development Invited

10:45-11:15

Morning Refreshment

11:15-12:00

[Investors' and Developers' Panel Discussion]: Joint Development & Investment for LNG-to-Power Project in Vietnam

- LNG to power, or LNG and power? What are the preferred business model and project structures in Vietnam?
- Local and international collaboration for pushing the project development in Vietnam
- Risk allocation for the project development: managing risks to overcome the barriers in the emerging market

Panelists:

Mohammad Banae, Founder, Delta Offshore Invited

Jean-Christophe Philbe, Director of South and South-east Asia Division, EDF Asia Invited

Pham Van Phong, Director, Liquefied Natural Gas (LNG) Vietnam JSC Invited

Sarah Behbehani, Senior Vice President of LNG, JERA GM Invited

Pham Ba Linh, Managing Director, Lexcomm Vietnam Invited

Introduction of Provincial Investment Attraction Policies and Project Showcase

12:00-12:30

Introduction of Foreign Investment Attraction Policies and LNG-to-power Project Planning in

Ba Ria-Vung Tau Province

Nguyen Van Trinh, Chairman, People's Committee of Ba Ria-Vung Tau Province Invited

12:30-14:00

Delegate Luncheon

14:00-14:30

LNG-to-Power Project Planning and the Way to Do Business in Binh Thuan

Le Tien Phuong, Chairman, People's Committee of Binh Thuan Province Invited

Vietnam Legal Updates: What You Must Know before En- tering

14:30-15:00

Legal Framework and Investment Structure of LNG-to-power Development in Vietnam

- Prerequisites and eligibility of FDI
- Updated relevant policies
- Market access and opportunities for foreign investors

15:00-15:30

Vietnam LNG-to-Power Investment Structure from Tax Perspective

- Tax incentives
- Investment structure samples
- Noteworthy points for investment

Do Thi Thu Ha, Senior Partner, KPMG Invited

Financing the Infrastructure and Power Project in Vietnam

16:00-16:30

Accessing Local Loans for Infrastructure and Power Project Financing in Vietnam

- Policies and requirement for accessing the local loans
- Project funding in Vietnam
- Local financing environment and its incentives

Tran Phuong, Senior Executive Vice President, Bank for Investment and Development of Vietnam (BIDV) Invited

16:30-17:30

[Panel Discussion] Project Finance: Insurability and Bankability

- Key Aspects and Preferred Financial Structuring behind LNG-to-Power Projects
- Viable financial models: what financial models are needed to successfully develop LNG-to-Power projects and support market entry?
- LNG to power, or LNG and power? What are the project structures that attract finance?
- Reviewing the challenges that projects face in gaining access to capital: integrated projects vs. non-integrated projects; PPAs; off-take agreements vs. tolling arrangements; state finance vs. private sector investment.

- Advantages of Export Credit Agency (ECA) financing

Panelists:

V. Anh Le, Deputy Director, Vietcombank Invited
Cedric Chatel, Director of Energy Finance & Advisory, Societe Generale Invited

Siddhartha Shrivastava, Vice President & Head of Energy & Natural Resources, Sumitomo Mitsui Banking Corporation (SMBC) Invited

Dr. D. J. Pandian, Vice President and Chief Investment Officer, AIB Invited

Khoa Ngo, Head of Markets, HSBC Vietnam Invited

Project Match-Making Forum

19-20 September, 2019

The Project Match-making Procedure applied ensures maximized security for the project information shared by the developer. Meanwhile, the pre-event establishment of contact guarantees more effective onsite match-making to greatly increase the possibilities of concluding the deal.

It is an ideal occasion for project owners, investors, suppliers and other potential partners to host one-on-one discussion for potential cooperation to kick-start the development of the LNG-to-Power projects in Vietnam.

Forum Objective

Paralleling the 2-day conference, Project Match-making Forum serves as the ultimate demand-oriented platform for partner sourcing between the local LNG-to-Power players and capable investors, financiers, and contractors internationally.

Sample of Meeting Schedule

Project A (Room A)	Project B (Room A)
15:00-15:30	16:40-17:10
15:30-16:00	17:10-17:40
Project C (Room B)	Project D (Room B)
15:00-15:30	16:40-17:10
15:30-16:00	17:10-17:40

»»» Participation Procedure

■ STEP 1

Understanding of Investment Intent

■ STEP 2

Screening and Briefing

■ STEP 3

Pre-event Match-making and Contacts

■ STEP 4

Scheduling and Onsite Match-making

Who Shall Attend?

- Investors/Developers
- EPC Contractors
- Commercial Banks
- Suppliers

Match-making Forum

Registration Contacts

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