



# EXPO PROGRAM

## VIETNAM SOLAR POWER EXPO 2019

September 25-26, 2019 | Hanoi

Floating Solar | Solar + ESS | Ground Mounted | Commercial and Industrial



## ABOUT VIETNAM SOLAR MARKET

### Vietnam Facts

2866.43MW

Total Solar Power Installed Capacity

1000MW +

Yearly Growth of Solar Installed Capacity

10.87 US cents

Highest Fit

331,212 km<sup>2</sup>

Land Area

94,569,072

Population

\$707.620 billion

GDP

Vietnam, the hottest destination for solar power investment in Asia Pacific, got more than 3GW solar projects have been installed after its first round of FiT mechanism put into effect, with more than 1GW solar power installation for yearly growth.

To further enhance the renewable energy sustainable development in Vietnam, the Ministry of Industry and Trade of Vietnam (MOIT) released an updated draft (the New Draft) of the Decision of the Prime Minister on the mechanism for encouraging the development of solar power projects in Vietnam (the Draft Decision). Given that the current Decision 11 of the Prime Minister providing for the FiT of 9.35 US cents/kWh is in effect only until 30 June 2019, the Draft Decision would provide for a new FiT program for an additional 2 years from 1 July 2019 through 30 June 2021, for solar power projects in Vietnam. The decision proposes different levels of tariffs, classified by four irradiation regions of Vietnam and involving four different solar power technologies, which also indicates the government's policy to diversify solar investments in different regions of Vietnam.

Despite the challenges ahead, we witness the market quickly become the main focus of the key solar power stakeholders in the world and will continue attracting the investors, developers, OEMs, contractors rushing into the market.

To further push forward the solar power development in Vietnam and facilitate the collaboration between local and international, Neoventure Corporation is planning the seventh RE series event in Vietnam - Vietnam Solar Power Expo 2019, which will be scheduled on National Convention Center on 25-26 September, 2019, the event will combine with Large Exhibition, Conference, Onsite Technical Seminar, Project Match-Making Forum creating a one-stop business matching platform for all industry players to share their knowledge and to expand business contacts in Vietnam's rapid growing solar energy sector.

With Neoventure's deep digging in Vietnam's RE sector, Vietnam Solar Power Expo 2019 will provide you the most qualified participants in the region, the visitors of the expo will cover 95% of the local developer and investor in this market with real decision power in hand. We do look forward to seeing you in Hanoi this September!

### Organizer



### Co-Organizer



### Endorsed and Support By



Ministry of Industry and Trade



Vietnam Chamber  
of Commerce and Industry



Vietnam Energy Association

For speaking opportunities,  
please contact Chen, Event Producer  
[Chen@neoventurecorp.com](mailto:Chen@neoventurecorp.com)

## ABOUT NEOVENTURE

Neoventure 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.



## NEOVENTURE'S EVENT RECORD IN VIETNAM

Our conferences, seminars, training courses managed are operated throughout the Asia Pacific region, which includes some major economical and industrial centers of China, Singapore, UAE, Malaysia, Vietnam, Australia, UAE, Indonesia, Myanmar, Laos PDR and elsewhere. Please kindly see below event organized in Vietnam for your reference.

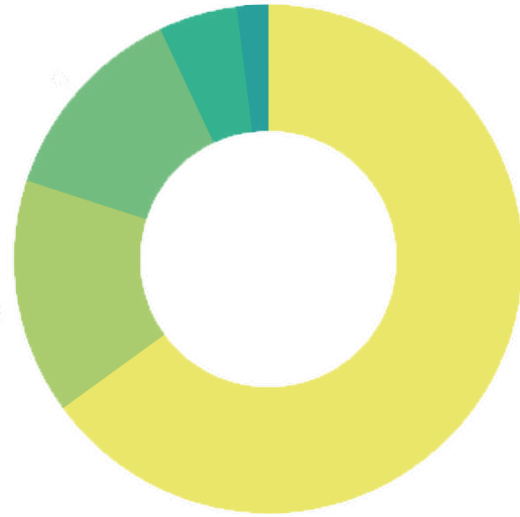
-  3rd Annual GMS Power Summit & EXPO 2016, June 15-17, 2016, Sofitel Plaza, Hanoi
-  Vietnam Renewable Energy Summit 2017, May 9-10, 2017, Pan Pacific Hotel, Hanoi
-  Vietnam Solar Energy Summit 2017, October 26-27, 2017, REX Hotel, HCMC
-  2nd Vietnam Renewable Energy Summit 2018, March 26-28, 2018, InterContinental Hotel, Nha Trang
-  2nd Vietnam Solar Energy Summit 2018, October 15-17, 2018, InterContinental Landmark 72, Hanoi
-  Vietnam Wind Energy Summit 2019, March 13-14, 2019, Pullman Hotel, Hanoi

For delegate, sponsor and exhibitor participation, please contact Hanzo Zhang, Sales Director  
[hanzo.zhang@neoventurecorp.com](mailto:hanzo.zhang@neoventurecorp.com)

# QUICK FACTS ABOUT PREVIOUS RENEWABLE SERIES EVENTS IN VIETNAM ORGANIZED BY NEOVENTURE

## Industry and Sector

Owners/investors/Developer	65%
Government Authorities	15%
EPC/Technology Supplier	13%
Law firm	5%
Other	2%



## Job title

President/Chairman/CEO/MD	33%
Director/Division Head/VP	28%
Regional Manager/Country Head	15%
Advisor/Analyst/Consultant	13%
Others	11%



**3500+**  
Number of Participants

**500+**  
Number of Developer/Investor  
Companies Participation

**140+**  
Number of Detailed Project Showcase  
and Match Making

**88**  
Number of Sponsors

**177**  
Number of Speakers

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# WHO SPONSORS AND EXHIBITS

## Solar Farm Owner & Developer

### Solar Technology & Component Manufacturing

- PV Panel Manufacturers
- PV Panel Holder
- Solar Axis Trackers
- Invertor and Transformer
- Floating System
- Mooring/Anchoring Device

### Energy Storage System

- Battery Management System
- Power Conversion System
- Energy Management System
- Battery Manufacture

### O&M

- 3rd Party O&M Players
- Cleaning
- Safety
- Repowering

## Testing and Analysis

- Condition Monitoring
- Predictive Maintenance
- Component Testing

## Solar Monitoring

- Resource Assessment
- Solar irradiation

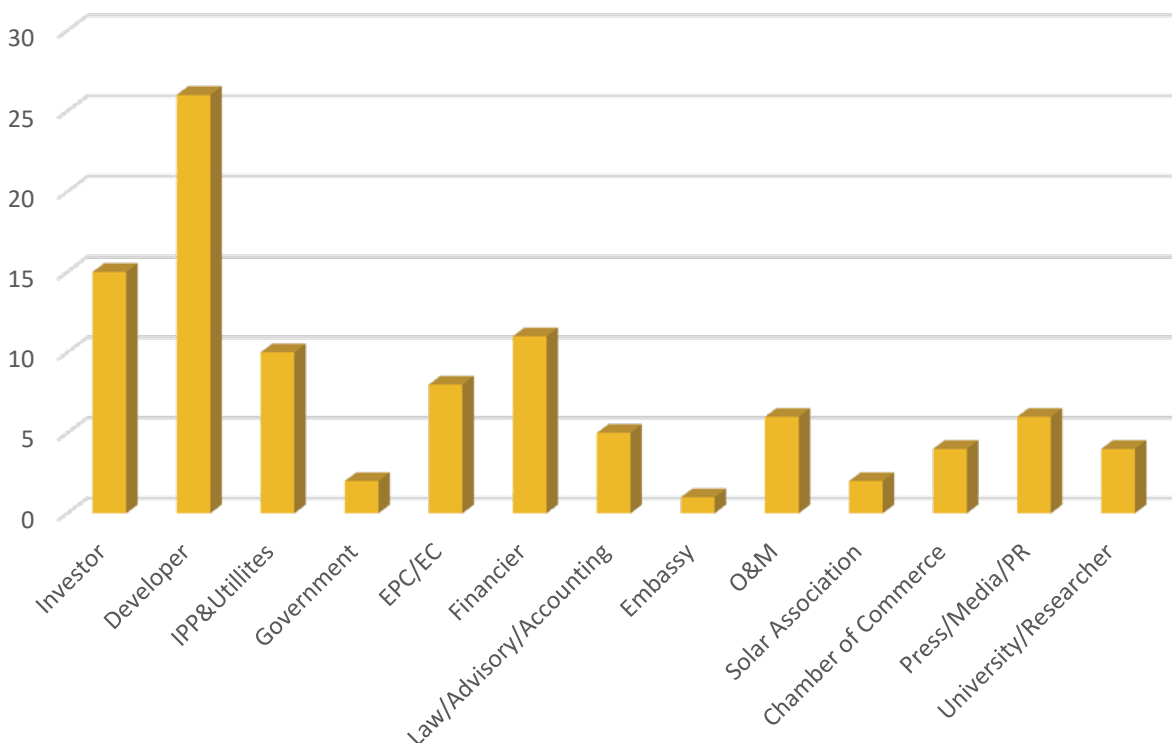
## Construction

- Electrical Contractors
- Heavy Equipment Suppliers
- Heavy Lift & Assembly

## Project Development & Planning

- Environmental Assessments
- Geotechnical Consulting
- Inspection & Verification
- Site Feasibility Studies
- Siting & Environmental Compliance
- Project Development Consulting
- Permitting

VISITOR CLASSIFICATION



# KEYNOTE CONFERENCE PROGRAM

## Day 1: Wednesday 25 September 2019

Opening Ceremony Ribbon-cutting and Welcoming Address

Overview of Vietnam Solar Power Market and the Investment Scenario Analysis

Power Transmission and Distribution in Vietnam – Movement from the Grid Sector for a Bright Solar Development

From Key Industry Players' Perspective - Opportunities and Challenges for Solar Power Development in Vietnam

## Day 2: Wednesday 26 September 2019

Forum 1:  
Floating Solar  
Development in Vietnam

Forum 2:  
Energy Storage  
and Power Grid Development in Vietnam

Forum 3:  
Rooftop Solar/C&I  
Development in Vietnam

Forum 4:  
Investment and Financing



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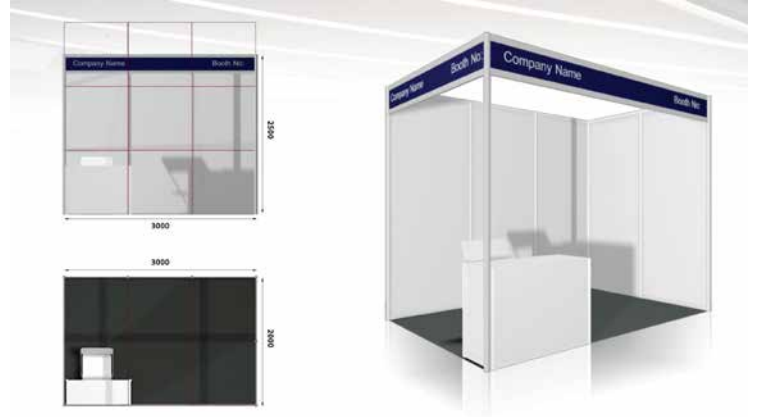
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# SPONSORSHIP PACKAGE

## Exhibitor Booth Price

Dimension	Standard Price
2m*3m = 6m <sup>2</sup>	USD 4,000
3m*6m = 18m <sup>2</sup>	USD 9,000
6m*6m = 36m <sup>2</sup>	USD 16,000
Conference Pass Per Person	USD 800



Standard 6m<sup>2</sup> Booth

## Sponsorship Package

Level	Minimum Sponsorship Fee
Diamond Sponsor	USD 45,000
Platinum Sponsor	USD 35,000
Gold Sponsor	USD 30,000
Sliver Sponsor	USD 23,000
Bronze Sponsor	USD 16,000



Your firm will be granted title sponsor once your sponsorship fee achieve the Minimum Sponsorship Fee requirements

## Functional Sponsor

Functional Sponsor	Sponsorship Fee
Dinner Sponsor	USD 15,000
Bottle Water Sponsor	USD 8,000
Lanyard Sponsor	USD 15,000
Stationery Sponsor	USD 5,000
Delegate Bag Sponsor	USD 15,000
Insertion Sponsor	USD 5,000
Speech Sponsor	USD 7,000 /speech
Banner Sponsor	USD 5,000 –USD 10,000



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# PREVIOUS SPONSORS FOR RENEWABLE SERIES EVENTS IN VIETNAM ORGANIZED BY NEOVENTURE

**LONGi Solar** **SUNGROW** **VSUN** **ABB**  
Innovative & Smart

**UL** **Arctech Solar** **JA SOLAR** **Trinasolar** **SINENG**  
上能电气

**中国电建** **SE 興業太陽能** **GCL** **TALESUN** **Jinko Solar**  
POWERCHINA SINGYES SOLAR Bringing Green Power to Life

**HUAWEI** **juwi** **enel** **PREFORMED LINE PRODUCTS** **CHINT** **ET**  
Die Energie ist da Green Power Towards Excellence

**CJR** **Dow** **GOODWE** **Clenergy**  
RENEWABLES YOUR SOLAR ENGINE

**SUNTECH** **ASTROENERGY** **PREFORMED LINE PRODUCTS** **Munich RE** **MAINSTREAM** **CONERGY**  
RENEWABLE POWER

**sgurr energy** **BayWa r.e. renewable energy** **ENERRAY** **CanadianSolar**  
A Wood Group Business Don't worry, be sunny MAKE THE DIFFERENCE

**DFDL** **WFW** **Hogan Lovells** **JLT** **FIMER** **RENEWABLE NRG SYSTEMS**  
LEGAL & TAX WATSON FARLEY & WILLIAMS Shaping the Energy

**qpe** **TOA** **Astris Finance** **CRI** **RECOM** **PROINSO**  
DENSETSU VN INTERNATIONAL SOLAR ENERGY SUPPLIES

**TMEIC** **TRACTEBEL** **GILDEMEISTER** **First Solar** **SAMSUNG ENGINEERING** **Acwa POWER**  
ENGIE energy solutions

**ALE** **CSIC** **中国海装** **SIEMENS Gamesa** **Vestas** **CTE WIND**  
SMARTER, SAFER, STRONDER RENEWABLE ENERGY civil engineering

**GE** **ZXLidars** **WORLD ENERGY SERVICES** **DuaneMorris Vietnam LLC**

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