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

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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.

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 up to 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.

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Vietnam Facts and Figures

**Vietnam Facts and Figures**

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Install Capacity</td>
<td>47,232 MW</td>
</tr>
<tr>
<td>Install Capacity of Gas Turbine</td>
<td>7,182 MW</td>
</tr>
<tr>
<td>Growth Rate of Electricity Demand</td>
<td>10-12%</td>
</tr>
<tr>
<td>Land Area</td>
<td>331,212 km²</td>
</tr>
<tr>
<td>Population</td>
<td>94,569,072</td>
</tr>
<tr>
<td>GDP</td>
<td>$707.620 billion</td>
</tr>
</tbody>
</table>
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
Tran Duy Dong, Director General of Domestic Market, Ministry of Industry and Trade (MOIT) Invited

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:
Doanh Chau, President, Vietnam Gas Group Invited
Nguyen Quoc Thap, Vice President, PetroVietnam Invited
Richard Nelson, Partner, King & Spalding Invited
David Ross, Country Manager, 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
Greg Smith, President and Country Manager, ExxonMobil Vietnam 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
Electricity Regulatory Authority of Vietnam (ERAV) Invited

12:30-14:00
Delegate Luncheon

10:30-11:00
Morning Refreshment

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?
Le Manh Hung, 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
  Tran Do Thanh, Deputy Director, T&T Group Invited
  Hein Oomen, Head of Business Development APAC, Engie Invited
  David Lewis, Managing Partner, Energy Capital Vietnam Invited
  Thinh Pham, CEO, Deloitte Vietnam Invited
  Van Tran Hong, Director, Shell Gas Vietnam Invited
  Luis Park, Director, Novatek Gas & Power Asia 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
Takashi Anamizu, Chief Executive of Energy Solution Div. and Power Business Div, Tokyo Gas 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 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
China National Petroleum Corporation Vietnam 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
Kian Min Low, Chief Development Officer, JERA Energy Invited
Pham Ba Linh, Managing Director, Lexcomm Vietnam Invited
Scott Kicker, CEO, Gen X Energy 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
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
Ta Hong Thai, Head of Energy & Natural Resources, 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
Vuong Thanh Long, Executive Vice President, Head of FDI Banking Department, 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
Panels:
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
Jeesun Han, Investment Operations Specialist / Energy Project Team Leader, AIIB Invited
Lam Thuy Nga, Head of Corporate Banking North, HSBC Vietnam Invited

Vietnam Legal Updates: What You Must Know before Entering
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.

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.

Forum Objective

Sample of Meeting Schedule

<table>
<thead>
<tr>
<th>Project A (Room A)</th>
<th>Project B (Room A)</th>
</tr>
</thead>
<tbody>
<tr>
<td>15:00-15:30</td>
<td>16:40-17:10</td>
</tr>
<tr>
<td>15:30-16:00</td>
<td>17:10-17:40</td>
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</table>

<table>
<thead>
<tr>
<th>Project C (Room B)</th>
<th>Project D (Room B)</th>
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<tbody>
<tr>
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<td>16:40-17:10</td>
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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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