

2nd Vietnam RENEWABLES

17 - 18 Oct 2019 / Ho Chi Minh City

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Summit Day One - 17 Oct 2019, Thursday

- 08:00 Registration & Coffee
- 09:00 CMT's Welcome & Chairman's Remarks
- 09:10 **New Regulatory Developments for Vietnam Renewables**
- New FiT regimes for solar and wind
 - New regulations on rooftop solar
 - New requirements for project development process
 - Expected upcoming policies on auction and direct corporate PPA
- Mr. Nguyen Thanh Hai, Associate, Baker & McKenzie (Vietnam) Ltd.*
- 09:35 **Vietnam's Renewable Power Development Plan & Supporting Mechanisms**
- Utility-Scale Solar/Wind Farms Policy & Mapping
- Mr. Nguyen Ninh Hai, Head, Renewable Energy, Electricity & Renewable Energy Authority (EREA), Ministry of Industry and Trade (MOIT)*
- 10:00 **Macroeconomic Outlook & Growth of Vietnam's Renewable Power Sector**
- Dr. Can Van Luc, Chief Economist; President, BIDV Training & Research Institute (BTRI), Bank for Investment and Development of Vietnam (BIDV)*
- 10:30 Networking Coffee & Refreshments
- 11:10 **Direct Power Purchase Agreement (DPPA) & future RE development mechanism**
- Mr. Pham Quang Huy, Deputy Director General - Electricity Regulatory Authority of Vietnam (ERAV), Ministry of Industry and Trade (MOIT)*

- 11:35 **Recent Trends in Renewable Energy Project Financing in Vietnam**
- Status of Financing Markets
 - International & Local Banks' Approach
- Mr. Daniel Mallo, Managing Director, Head of Energy, Infrastructure & Metals & Mining, Asia Pacific, Societe Generale Corporate & Investment Banking*
- 12:00 **Green Bonds for Vietnam's RE Sector? (Topic to be confirmed)**
- Mr. Lim Wee Seng, Managing Director (Project Finance), DBS*
- 12:40 Discussion followed by Networking Luncheon Reception
- 13:55 Afternoon Chairman
- 14:00 **Wind Power Projects Development in Vietnam – Developers' Perspective**
- Thang Long Offshore Wind; Comparing Experience with Ormonde & Hai Long
- Mr. Ian Hatton, Chairman & CEO, Enterprize Energy PTE Ltd*
- 14:50 **Wind Energy Potential in Vietnam – Onshore, Intertidal, Offshore?**
- Mr. Eugene Kohar, Renewable Energy Project Manager, Poyry Energy Ltd*
- 15:20 Networking Tea & Refreshments
- 15:50 **Supply Chain Development for Offshore Wind in Vietnam – What's Needed for Growth?**
- Drivers of investments in the offshore supply chain
 - Size of market & opportunities
 - Local content policies & implications for markets
- Mr. Mark Hutchinson, Vice President, Head of APAC Power & Renewables Consulting, Wood Mackenzie*

- 16:20 **Panel Discussion - Wind Energy Growth & Investment in Vietnam**
- Mr. Eugene Kohar, Renewable Energy Project Manager, Poyry Energy Ltd*
- Mr. Ian Hatton, Chairman & CEO, Enterprize Energy PTE Ltd*
- Mr. Mark Hutchinson, Vice President, Head of APAC Power & Renewables Consulting, Wood Mackenzie*
- Mr. Daniel Mallo, Managing Director, Head of Energy, Infrastructure & Metals & Mining, Asia Pacific, Societe Generale Corporate & Investment Banking*
- 17:00 End of Day One

Summit Day Two - 18 Oct 2019, Friday

- 09:00 Chairman's Remarks
- 09:10 **Key Considerations in M&A transactions on Vietnam Renewables**
- M&A process under Vietnamese law
 - Key issues to consider during due diligence process
 - Key issues to consider during share purchase agreement negotiation process
- Mr. Dang Chi Lieu, Partner, Mergers & Acquisitions, Baker & McKenzie (Vietnam) Ltd.*
- 09:40 **Grid Connection for RE & Constraints**
- Energy storage a possible solution?
- Mr. Nguyen Tuan Anh, Manager - Power Planning, Electricity & Renewable Energy Authority (EREA) Ministry of Industry and Trade (MOIT)*
- 10:10 Networking Coffee & Refreshments
- 10:50 **Successful Solar Projects in Vietnam: Hong Phong 1 Solar Project in Binh Thuan**
- Mr. Le Thanh Nghi, CEO, Ha Do Group*
- 11:20 **Successful Solar Projects in Vietnam - Sao Mai Solar PV1 project in An Giang**
- Mr. Dinh Minh, Representative, Sao Mai Group*
- 11:50 **Wind Effects on Ground-Mounted PV Arrays**
- Mr. Sudeesh Kala, Vice President – Asia Pacific & MEA, RWDI Anemos Limited (Singapore Branch)*
- 12:20 Discussion followed Networking Luncheon Reception
- 13:50 Afternoon Chairman
- Mr. Thomas Jakobsen, Managing Director, Indochina Energy Partner*
- 14:00 **Solar Rooftop Development Plan & DSM Program**
- Mr. Tran Viet Nguyen, Deputy Director, Business Development, Vietnam Electricity (EVN)*
- 14:30 **Integrated Rooftop & Co-Generation in Commercial/Industrial Facilities - Energy Services Company model (ESCO), Policy & Mapping**
- Mr. Trinh Quoc Vu, Deputy Director, Energy Efficiency & Sustainable Development, Ministry of Industry and Trade (MOIT)*
- 15:00 Networking Tea & Refreshments

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15:30 **Solar Rooftop Power – A Game Changer for Vietnam?**

Mr. Hieu Tran, Engineering Director,
Indefol Engineering Solution Co Ltd

Ms. Vu Chi Mai, Head of Renewable Energy and Energy
Efficiency Project,
**Deutsche Gesellschaft für Internationale
Zusammenarbeit (GIZ) GmbH**

16:30 Final Discussion & End of Conference

Per Person Fee for Conference:	(USD)
Regular Fee for 1	1595.00
Group Fee for 1 (3 or more from same company)	1295.00

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Increasing Solar & Wind Power Capacity in Vietnam!

"AC Energy to start Vietnam wind projects in 2020"
April 30, 2019

"Ninh Thuận builds more solar, wind projects"
May 27, 2019

"JinkoSolar delivers 258 MW for PV-wind project in Vietnam"
June 17, 2019

"Enterprize Energy gets greenlight for \$12-billion offshore wind farm"
Jun 18, 2019

"Thai industrial group powers up 2 huge Vietnam solar farms"
July 5, 2019

"We see huge opportunities in Vietnam, considering the country's high GDP growth forecast above 6.5% and very strong growth, which is likely to continue in the following years,"
Mr. Preeyanart Soontornwata, President & CEO, B. Grimm Power

"We have high-graded an area which we refer to as the Ke Ga Offshore Wind Development Zone, offshore southern Vietnam, where we believe our collaborative approach has the potential to deliver utility-scale offshore wind energy development within the government's price expectations."
Mr. Ian Hatton, Chairman & Founder, Enterprize Energy

Investors are eyeing to spend up to \$150b in Vietnam's power sector over the coming decade. With high GDP growth forecast and optimistic investment outlook, Vietnam is offering huge opportunities in its power sector as electricity demand is projected to surge to almost 130GW by 2030.

Rapid rise in pollution has triggered local resistance to some planned coal power projects, thus the Ministry of Industry and Trade (MoIT) introduced the Feed-in Tariff (FiT) incentives to boost renewables as power source.

Solar power has attracted strong interest due to relatively high FiTs. According to Vietnam Electricity (EVN), around 50 solar power plants came on stream by end May, with a total designed capacity of about 2,481MW. There are also around 4,000 rooftop solar panel systems installed, with total capacity about 45MW. Global Wind Energy Council

(GWEC) is also optimistic that Vietnam has the highest potentials in the region for both onshore and offshore wind, with 1GW expected to be installed by 2021. The country's 3,000km coastline has some of the best resources for both onshore and offshore wind.

While Vietnam's energy grid provides 99% coverage, rapid development of renewable power projects post rippled effect and challenge on the grid capacity and transmission efficiency.

With funding support from Asian Development Bank (ADB), infrastructure investment organizations and ECAs, Vietnam is accelerating forward with growing solar and wind generation capacity. What are the sentiments of the financing markets for Vietnam's renewables, how do the international and local banks approach towards this sector? Are green bonds the answer for Vietnam's growing electricity infrastructure needs?

Find your answers at CMT's **2nd Vietnam Renewables**, 17 – 18 October 2019, Ho Chi Minh City. Sign-up today with your team at www.cmtevents.com, and enjoy attractive early bird group discount. Contact hafizah@cmtsp.com.sg for more information.

Key Highlights :

- Meet your prospective partners, local and international, at this 2-days agenda on what's happening today and tomorrow in Vietnam growing solar and wind energy sectors
- Find out more on the development of prospective auction schemes or other mechanisms directly from the regulator MoIT
- Meet & discuss your plans with MoIT & EVN at this conference, and network with the other peers
- Get local knowledge from the two Solar projects case studies in Binh Thuan & An Giang
- Drill deep in the solar rooftop development in Vietnam for more opportunities
- Promising economic outlook in Vietnam and what are the positive effects on the financing markets?
- Hear from the developers and understand the difference in developing offshore wind in Taiwan, UK & Vietnam
- Growing offshore wind capacity in Vietnam, what's needed and how is the supply chain developing for this growth?