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# Mekong **POWER** SUMMIT

Ho Chi Minh City | 4-5 June 2009  
Mövenpick Hotel Saigon

Latest on Investment Policies, Legal, Commercial & Financing Issues

CRA International  
Summit Sunrise Energy Co. Ltd  
Calyon Bank HK  
Ministry of Industry & Trade, Vietnam  
Energy Regulatory Commission of Thailand  
Ministry of Industry, Mines & Energy, Cambodia  
DFDL Mekong  
Ministry of Energy and Mines, Laos  
Duane Morris Vietnam

PetroVietnam  
Vinacomin  
Frontier Investment & Development Partners (FIDP)  
South East Asia Energy Ltd.  
Aerogie.plus Solutions AG  
Surat Thani Green Energy Co. Ltd.  
Worley Parsons Services Sdn. Bhd.  
Renewable Cogen Asia  
Business Support Associates Co. Ltd.

promotion partners



## Day 1 - Thursday, 4 June

08:00 Registration & Coffee

09:00 Chairman's Welcome & Introduction  
*Oliver Massmann, Partner*  
**Duane Morris Vietnam**

### 09:10 Energy Economics & Models for the Greater Mekong Region

- Impact of credit crunch on power markets
- Projection in energy & power demand
- Regional resources, projects and competitiveness

*Michael Thomas, VP (Asia – Energy)*  
**CRA International**

### 09:45 Investment in Vietnam and the Wider Asian Region – Opportunities and Challenges

*Tom Watters, General Manager*  
**Summit Sunrise Energy Co. Ltd**  
(A Sumitomo Corporation Group Company)

### 10:20 Developing a Dynamic Gas Market for the Mekong Region

- Assessing availability and security of supply
- Competitiveness of electricity pricing
- Development of gas infrastructure – pipelines, ports & terminals
- LNG import/export balance & feasibility

*Nguyen Bui Hai, GM (Gas & Power Division)*  
**PetroVietnam**

10:55 Discussion followed by Refreshment Break

### 11:25 Regulators Panel: Creating a Competitive Power Market

- Plans to meet rising demand for power
- Tackling government subsidy and tariff issues
- Regulatory policies to optimize private sector participation
- Cross border alliances and power trade developments

- Governments' financing plans for renewable energy projects

Panelists:

- *Le Tuan Phong, Deputy Director General (Power)*  
**Ministry of Industry & Trade, Vietnam**
- *Pallapa Ruangrong, Commissioner*  
**Energy Regulatory Commission of Thailand**
- *Heng Kunleang, Director*  
(Dept of Energy Development)  
**Ministry of Industry, Mines & Energy, Cambodia**
- *Dr. Daovong Phonekeo*  
*Deputy Director General (Dept of Electricity)*  
**Ministry of Energy and Mines, Laos**

### 12:10 Legal Requirements for Energy Trade in The Mekong

- Power purchase agreement & legal requirements for energy export
- How to participate in the power market in the Mekong region?

*Rob Fitzgibbons Jr., Senior Counsel*  
**DFDL Mekong**

12:45 Discussion followed by Networking Lunch

14:00 Chairman's Remarks

### 14:10 Coal vs Gas Power Plant – Delivering Profitable Sustainability

- What are the "Costs" for a coal and gas power plant?
- How do we analyse these "Costs" to aid in decision making?

*Bhaskar Kannan – General Manager (Power)*  
**Worley Parsons Services Sdn. Bhd.**

### 14:45 Future for Vietnam's Coal Industry

- Strategy to meet long term fuel demand – coal price, potential resources, etc.
- Import coal vs. local coal – market dynamics & availability

*Nguyen Chi Quang, Sr. Advisor*  
**Vinacomin**

### 15:20 Towards Bankable Power Projects in Vietnam - Legal Perspective

*Oliver Massmann, Partner*  
**Duane Morris Vietnam**

15:55 Discussion followed by Refreshment Break

### 16:25 Project Finance: State of the Market

- Project finance market growth
  - 2008: the turning point
  - Closing a project finance in 2009
- Dominique Legris, Director*  
(NR, Infrastructure & Power)  
**Calyon Bank HK**

### 17:00 Catalytic Role of Private Equity Funds in the Power Sector

*Marvin Yeo, CFA, Managing Partner & Co-Founder*  
**Frontier Investment & Development Partners (FIDP)**

17:35 Discussion followed by End of Day 1

## Day 2 - Friday, 5 June

09:00 Chairman's Remark

### 09:05 Laos – Establishing Power Trade Projects & Energy Export Potentials

- Role as "Battery of Asia" – resources, project updates, etc.
- Progress of the GMR power trade project
- Distribution & transmission developments

### 09:40 Xayaburi Hydropower Plant – Project Developments & Challenges

- Concept & timeline of the development on large international hydropower project
  - Main features & master schedule of the project
  - Project risks & key success factors
- Somkuan Watakeekul, Managing Director*  
**South East Asia Energy Ltd.**

10:15 **Project Experience: Developing the 1st Wind-Diesel Hybrid Power Station on Con Dao Island**

- Project feasibility & challenges
- Distribution & transmission – infrastructure constraints?
- Prospects of wind energy projects within the Mekong

*Dominik Reiner, CEO*

**Aerogie.plus Solutions AG**

10:50 Discussion followed by Refreshment Break

11:20 **Cost Competitiveness of Biomass/ Biogas to Power Projects**

- Practicality issues of using fossil fuel vs. bio-fuel
- Scalability of developing biomass power plants
- Resources availability and types of feedstock
- Incentives in developing biomass to power projects

*Chris Wijnberg, General Director*

**Business Support Associates Co. Ltd.**

11:55 **Palm Husk (EFB)-Fired Power Plant – Operational Challenges & Experience**

- Securing feedstock resources
- Project viability & advantages
- Carbon credit opportunities?

*Pongsatit Rajatanavin, Project Coordinator*

**Surat Thani Green Energy Co. Ltd.**

12:30 **Due Diligence in Biopower and CDM Projects in Asia**

*Arul Joe Mathias, Managing Director*

*Dr. Balasankari, Executive Director*

**Renewable Cogen Asia**

13:05 Final Discussion followed by Closing Lunch

14:30 End of conference

## An Emerging Horizon in Power Investments

*“Janakuasa which won a US\$1.5 Billion job in Vietnam, is in talks to build a second power plant there...”*

*~ Source: Malaysia Business Times, Jan 2009*

*“Aerogie.plus Solutions AG is promoting a wind power project in the central province of Ninh Thuan, with capital of US\$110 Million and generation capacity of 70 MW.”*

*~ Source: Saigon Times, Dec 2008*

*“Ch Karnchang expects to reap windfalls from the Xayaburi hydropower plant in Laos, as the Bt90 Billion project will entail construction work worth over Bt80 Billion.”*

*~ Source: The Nation, Nov 2008*

From East to West, the Mekong region has become the focal point in power investments! The region's thriving natural resources and acute demand for power is a driving combination that has led to more & more projects to be developed from Laos to Vietnam to Cambodia and Thailand.

Register online now at [www.cmtevents.com](http://www.cmtevents.com) or send in your enquiry to [sasha@cmtsp.com.sg](mailto:sasha@cmtsp.com.sg)

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CMT's **Mekong POWER Summit** brings together top panel of experts to focus on key issues.

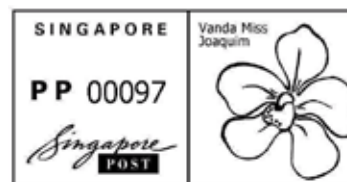
- Government's policies to optimize **private sector participation**
- **Investments opportunities & challenges** facing IPPs in Vietnam & the Asian region.
- **Power purchase agreement** & legal requirements for energy export within the Mekong
- **Security of fuel supply** from gas to coal to renewable energy.
- Options in **project financing** and closing one in light of the credit crunch
- Alternative financing method such as **private equity investment funds**
- Role of **Laos as “Battery of Asia”** in meeting the GMR power trade project
- Project developments of the **Xayaburi hydropower plant** in Laos
- Legal perspective towards a **bankable power project**
- Cost competitiveness of developing **biomass/ biogas** to power projects
- How to reap the benefits of **carbon credits** as alternate source of revenue
- Perspectives from renowned players: **Petrovietnam** to **Sumitomo** to **Ministry of Industry**

Mark your calendar & enjoy a discounted fee for a group of 3 or more!



# MekongPOWER SUMMIT

HO CHI MINH CITY / 4-5 June 2009



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## FEES

The full Registration Fee includes cost of all sessions, luncheon, coffee/tea & documentation.

Conference Fee for 1 Person	Conference Fee for 3 or more* (from the same company)
USD1,595	USD1,295 (MIN SAVINGS OF USD900)

\* Terms and conditions apply.

**Cancellations, Refunds & Transfers:** A full refund will be promptly made for all written cancellations 3 weeks before the meeting. Thereafter, cancellations are not refundable. A substitute may be made at any time.

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CMT'S 2009 EVENTS

## Operational Excellence in Refining & Petrochemicals

SINGAPORE, 29-30 June

*"Asia's First Industry Forum on Best Practices for Performance Improvement"*

## 12<sup>th</sup> Vietnam Oil, Gas & Power (VOGP)

Ho Chi Minh City, 28-29 Oct

*"Assessing Opportunity Despite Global Downturn"*

## 2nd Biomass & Waste-to-Energy

SHANGHAI, 28-29 Oct

- Power Generation
- Cellulosic Ethanol and Biotechnology for Fuels & Chemicals
- Dedicated Energy Crops – Jatropha, Sorghum, Algae
- Agricultural Residues, Forestry & Wood Processing Biomass
- Municipal Solid Waste (MSW)

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