

POWER & ELECTRICITY WORLD VIETNAM 2018

10–11 April 2018

GEM Center, Ho Chi Minh City, Vietnam

Co-located with



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Simultaneous translation in English and Vietnamese

Hội nghị diễn ra có phiên dịch Anh-Việt

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EARLY CONFIRMED SPEAKERS

1. **Trương Công Giới**, General Director, **EVNCHP Central Hydropower Joint Stock Company**, Vietnam (*50 MW solar project in Đắk Nông, Buôn Ma Thuột*)
 2. **Bùi Văn Thịnh**, Chairman of Management Board & Chief Executive Officer, **EVNTBW Thuan Binh Wind Power Join Stock Company**, Vietnam (*Four wind projects with a total capacity of 500 MW in Đắk Lắk, Gia Lai*)
 3. **Nguyễn Thị Thanh Tâm**, Chief Executive Officer, **Linh Duong Group**, Vietnam (*project developer for Linh Duong Resort that involves high-tech agriculture and solar power projects. Size: 380 ha in Lào Cai. First solar project at 100 kW, heading towards 1000 kW in 2025 and other 3000 kW projects*)
 4. **Trịnh Quang Dũng**, Head of Advisory Board, **Linh Duong Group**, Vietnam
 5. **Nguyễn Trung Kiên**, Project Developer, **UPC Renewables Asia**, Vietnam (*200 MW wind project in Bạc Liêu: first stage at 50 MW, and second stage at 150 MW*)
 6. **Dr. Trần Văn Bình**, Technical Advisor / Deputy Project Director, Renewable Energy Division, **Royal Group (Hoàng Gia Group)**, Country's Representative - Vietnam, **World Council for Renewable Energy**, Vietnam (*50 MW solar project in Long An, heading towards a total capacity of approx. 450 to 500 MW in 2025.*)
 7. **Đỗ Văn Hạ**, Chief Executive Officer, **Clean Energy**, Vietnam
 8. **Ngô Đăng Lưu**, Chief Executive Officer, **Minh Anh Solar**, Vietnam (*100 MW solar project in Bình Định. Size: 200 ha*)
 9. **Đào Ngọc Long**, Power System Engineer, **National Load Dispatch Centre, Electricity of Vietnam**, Vietnam
 10. **Vũ Quang**, Technical Head, **Swire Cold Storage**, Vietnam
 11. Senior representative, **The Vietnam Development Bank**, Vietnam
 12. **Nguyễn Thị Thanh Sơn**, Deputy Chief Executive Officer (Strategy and International Co-operation Division), **LienVietPostBank**, Vietnam
 13. **Nguyễn Trịnh Hoàng Anh**, Researcher at Clean Energy and Sustainable Development Lab, **University of Science and Technology of Hanoi (CleanED/USTH)**, Energy Advisor, **Vietnam Sustainable Energy Alliance (VSEA)**, Vietnam
 14. **Mark Leslie**, Director, Asia Pacific, **AES Corporation**, Singapore (*300 to 500 MW solar plant in Đắk Lắk, Gia Lai*)
 15. **Gavin Smith**, Chief Investment Officer, Clean Development, **Dragon Capital**, Vietnam (*Solar power project with an initial designed capacity of 40 MW in Cần Thơ, followed by the second phase with a capacity of 100 MW.*)
 16. **Manthiram Shenbagam**, Chief Representative Officer, Vietnam, **Tata Power**, Vietnam (*100 MW solar project in Bình Phước*)
 17. **Nguyễn Hoàng Dũng**, Director of Renewable Energies Department, **EVNPECC3 Power Engineering Consulting Joint Stock Company 3**, Vietnam
 18. **Rainer Brohm**, Renewable Energy Consulting, Vietnam
 19. **John Eric Francia**, Chief Executive Officer, **AC Energy** & Managing Director, **Ayala Corporation**, Philippines
 20. **Rajit Nanda**, Chief Investment Officer, **ACWA Power**, Middle East (*Solar project, phase one at 50 MW and phase two at about 150MW in Bình Thuận*)
 21. **Edgare Kerkwijk**, Board Member, **Asia Wind Energy Association** & Partner, **Asia Green Capital**, Singapore
 22. **Luigi Serratto**, Business Development for Southeast Asia - Renewable Energy, **Enel Green Power**, Singapore
 23. **Kam Ho**, Senior Business Developer, **EREN**, Singapore
 24. **Tobias Cossen**, Head of Project "Support to the Up-scaling of Wind Power", **GIZ Vietnam**, Vietnam
 25. **Ruth Briones**, Chairman & Chief Executive Officer, **Greenenergy Solutions**, Philippines
 26. **Jenny Koh**, Regional Director, Asia, **GuarantCo**, Singapore
 27. **Allard Nooy**, Chief Executive Officer, **InfraCo Asia**, Singapore
 28. **Prabaljit Sarkar**, Director Business Development, **InfraCo Asia**, Singapore
 29. **Mason Wallick**, Managing Director, **Infunde Development**, Singapore
 30. **Daniel Plankermann**, Energy Sector Coordinator, **KFW**, Vietnam
 31. **Richie Lee**, Chief Executive Officer, **K.S. Lee Energy**
 32. **Cristiano Spillati**, Managing Director, **Limes Renewable Energy**, Italy
 33. **Adam Worthington**, Managing Director of Private Capital Markets, **Macquarie Group**, Hong Kong
 34. **Christopher Dorman**, Development Manager, **Mainstream Renewable Power Asia**, Vietnam
 35. Senior Director, **Mainstream Renewable Power Asia**
 36. **Carlos Gatmaitan**, Chairman, **MRC Allied**, Philippines
 37. **Brandon Courban**, Executive Director, **Olympus Capital**, Singapore
- ...(see more next page)

38. **Geoffrey Tan**, Managing Director, Asia Pacific, **Overseas Private Investment Corporation (OPIC)**, Thailand
 39. **Chollawit Winitchai**, Vice President and Head of International Investment, **Ratchaburi Electricity Generating Holdings**, Thailand
 40. **Thomas Jakobsen**, Managing Director, Renewable Energy, **Saigon Asset Management**, Vietnam
 41. **Bence Szege**, Vice President, International, **Sunseap Group**, Singapore
 42. **William Hsu**, Managing Partner, **Sustainergy Capital**, Hong Kong
 43. **Sarah Fairhurst**, Partner, **The Lantau Group**, Hong Kong
 44. **Jen Tan**, Senior Vice President, Renewables, **Sembcorp**, Singapore
 45. **Marc-Henry Lebrun**, Director, Energy Finance & Advisory, Asia Pacific, **Société Générale Corporate & Investment Banking**, Hong Kong
 46. **Sujay Shah**, Executive Director, **Standard Chartered Bank**, Singapore
 47. **Zia Azeez**, Senior Vice President, Project Financing, **Sumitomo Mitsui Banking Corporation (SMBC)**, Singapore
 48. **Florian Bennhold**, Managing Director, **Symbior Solar**, Hong Kong
 49. **Olivier Duguet**, Chief Executive Officer, **The Blue Circle**, Singapore
 50. **Philip Lewis**, Founder, Owner & Chief Executive Officer, **VasaaETT**, Finland
- ...and more

GUESTS

1. **Nguyễn Nam Thắng**, Chairman, **AMI Energy Holdings**, Vietnam
 2. **Phạm Hồng Quang**, Deputy Business Board, **EVNHANOI**, Vietnam
 3. **Lê Thanh Nghị**, Chief Executive Officer, **Ha Do Binh Thuan Co.**, Vietnam
 4. **Lê Văn Hoàng**, Director, **Hoang Son Co.**, Vietnam (*90 MW solar project in Thanh Hóa. Size: 180 ha. Total investment 2.600 billion VND*)
 5. **Nguyễn Thu Hương**, Deputy Director, **Hoang Son Co.**, Vietnam
 6. **Nguyễn Thị Sen**, Deputy Director **Hoang Son Co.**, Vietnam
 7. **Tạ Bá Tùng**, General Director, **Wind Power Vietnam Co**, Vietnam (*Mũi Dinh wind farm at 37,6 MW in Ninh Thuận*)
- ...and more

Day One – Tuesday 10 April 2018

	Opening Keynote Phiên khai mạc
08:40	Organiser's Opening Remarks Phát biểu khai mạc của nhà tổ chức
08:45	Chairman's Opening Remarks Phiên khai mạc
08:50	Guest of Honour Welcome Address Phát biểu của khách mời danh dự
	Opening Plenary: Developing Vietnam's Energy Landscape Điểm chính: Phát triển ngành năng lượng Việt Nam
09:00	Keynote Điểm chính Sustaining Vietnam's growth & propelling Vietnam to the next level Giữ vững và nâng tầm phát triển của ngành năng lượng Việt Nam <ul style="list-style-type: none"> • Overcoming the energy trilemma: the optimum energy mix • Meeting energy demands • Attracting FDI to Vietnam • Increasing local productivity rate

09:20	<p>Energy Leaders Panel Thảo luận với các nhà lãnh đạo năng lượng Looking forward: Powering growth in Vietnam's energy sector Tầm nhìn chiến lược: Phát triển ngành năng lượng Việt Nam</p> <p><i>The Vietnam power market is undergoing major restructuring, gearing towards a competitive wholesale and retail market, and increasing its installed capacity to more than 135GW by 2030. The revised Power Development Plan unveiled in March 2016, places stronger emphasis on energy security, energy efficiency, renewable energy development and power market liberalisation. This panel seeks to hear the visions of energy leaders in Vietnam and around the region on:</i></p> <ul style="list-style-type: none"> • The current opportunities currently existing in Vietnam's energy market • Contemporary issues in the energy market and greatest challenges Vietnam needs to overcome • Ensuring energy security and safeguarding capacity • Can solar and wind grow against a backdrop of low coal and oil prices, and what are the realistic prospects for displacing thermal and hydro power generation capacity? • How new technologies will shape planning decisions and regulatory behaviour going forward • Inspirations from other developed or developing countries • Policies, technologies and business models Vietnam needs to adopt in order to move ahead <p>Panellists:</p> <ul style="list-style-type: none"> • Rajit Nanda, Chief Investment Officer, ACWA Power, Middle East • <i>Additional panellists to be announced</i>
10:00	<p>International Investors Panel Thảo luận với các nhà đầu tư nước ngoài What does the future hold for the Vietnam's energy sector: How can we attract more FDI into Vietnam's energy projects? Giải mã tương lai ngành năng lượng Việt Nam: Làm sao để thu hút vốn đầu tư nước ngoài FDI?</p> <ul style="list-style-type: none"> • What's stopping foreign investors from investing into power projects in Vietnam? • What are investor's considerations when investing in emerging markets: How do yields and risks compare? • Are current tax incentives and regulations attractive for international investors and developers? How can Vietnam boost its competitiveness? • Identifying the critical factors in attracting foreign investors and long term capital to an emerging market like Vietnam • Creating stable and long term returns for investors <p>Panellists:</p> <ul style="list-style-type: none"> • John Eric Francia, Chief Executive Officer, AC Energy & Managing Director, Ayala Corporation, Philippines • Geoffrey Tan, Managing Director, Asia Pacific, Overseas Private Investment Corporation (OPIC), Thailand • <i>Additional panellists to be announced</i> <p>Moderator:</p> <ul style="list-style-type: none"> • Prabaljit Sarkar, Director Business Development, Infraco Asia, Singapore
10:40	<p>Speed Networking Trao đổi kết nối nhanh</p>
10:50	<p>Morning Refreshments Giao lưu và giải lao buổi sáng</p>



	Infrastructure Development Phát triển cơ sở hạ tầng	Market Outlook Tầm nhìn thị trường	Market Outlook Tầm nhìn thị trường
11:20	<p>Panel Discussion Thảo luận Smart cities: Harnessing intelligent infrastructure for Vietnam's future Thành phố thông minh: Xây dựng cơ sở hạ tầng điện lực cho tương lai Việt Nam</p> <ul style="list-style-type: none"> • Vietnamese cities' current priorities, projects and initiatives • Building a smart city for economic development and improving the quality of life through application of advanced and modern technologies • Investing in renewable energy and energy efficiency to reduce environmental harm • Lessons from other smart city implementations worldwide and regionally 	<p>Keynote Điểm chính Global & ASEAN trends in wind energy development Xu hướng trong ASEAN và trên thế giới về phát triển điện gió</p> <ul style="list-style-type: none"> • Changing market dynamics: growth drivers, inhibitors & opportunities • New innovations and technologies to enhance efficiency and reliability of wind • Economies of scale <p>Senior Director, Mainstream Renewable Power Asia</p>	<p>Keynote Điểm chính Global & ASEAN trends in solar energy development Xu hướng trong ASEAN và trên thế giới về phát triển điện mặt trời</p> <ul style="list-style-type: none"> • Global solar development • New innovations and technologies to enhance reliability of solar • Forseeable cost reductions in the industry: Economies of scales & technological advances
11:40		<p>Vietnam – a challenging, yet promising market: Achieving Vietnam's 500GW+ wind potential Việt Nam – thị trường nhiều thách thức và cơ hội: Làm sao để đạt được tiềm năng 500GW+ điện gió</p> <ul style="list-style-type: none"> • The business case for wind energy in Vietnam: Economic viability and potential • Learning from the success stories of other regional nations • Market framework and dynamics • Key hurdles of wind power development in Vietnam • Investments needed to close the gap <p>Nguyễn Trung Kiên, Project Developer, UPC Renewables Asia, Vietnam</p>	<p>Making solar baseload a reality in Vietnam Thực hiện hoá công suất phụ tải nền điện mặt trời tại Việt Nam</p> <ul style="list-style-type: none"> • Capitalising on abundance of sunlight in Vietnam • Learning from the success stories of other regional nations • Market framework and dynamics • Economic viability and potential • Key hurdles in solar power development in Vietnam • Investments needed to close the gap <p>OR</p> <p>Bridging the gap in JVs with local partners for solar project development</p>




			<p>Thúc đẩy hợp tác với các doanh nghiệp trong nước cho các dự án điện mặt trời</p> <ul style="list-style-type: none"> • Criteria for local partner selection • Bridging the gap and mitigating local knowledge risks • Synergies for partnership and co-development • Knowledge transfers
12:00	<p>Development and Operation of Grid connected Renewable energy in Vietnam Power system Phát triển và vận hành lưới điện tái tạo trong hệ thống năng lượng điện Việt Nam</p> <ul style="list-style-type: none"> • The development of RE in Vietnam as a result of government policies. • Enhancement of grid infrastructure and operation to accommodate more intermittent sources <p>Đào Ngọc Long, Power System Engineer, National Load Dispatch Centre, Electricity of Vietnam, Vietnam</p>	<p>The winds of change: Making today's wind technology more competitive Thổi nguồn gió mới: Thiết kế và phát huy hiệu quả công nghệ kỹ thuật trong điện gió</p> <ul style="list-style-type: none"> • Optimisation of design and performance of wind turbines • Increasing return on installed capacity and reducing costs • Economies of scale 	<p>Bolstering Vietnam's solar industry: Future of solar plant development Phát triển điện mặt trời tại Việt Nam: Dự án điển hình, những khó khăn, thành công bước đầu, bài học kinh nghiệm và cơ hội hợp tác</p> <ul style="list-style-type: none"> • Optimising and innovating solar project development • Implementing latest technologies to increase output and reduce costs • Case studies of successful deployments <p>Dr. Trần Văn Bình, Technical Advisor / Deputy Project Director, Renewable Energy Division, Royal Group (Hoàng Gia Group), Country's Representative - Vietnam, World Council for Renewable Energy</p>
12:20	Networking Luncheon Tiệc trưa		
	Transmission & Distribution Truyền tải & phân phối điện	Upscaling Wind in Vietnam Phát triển các dự án điện gió quy mô lớn	Policy Framework Khung pháp lý
13:40	<p>Strengthening power system interconnection in the region Đẩy mạnh hợp tác, mua bán và hỗ trợ điện năng trong khu vực</p> <ul style="list-style-type: none"> • What power infrastructure upgrades are required to accommodate the imports of power from other regional countries such as China, Laos and Cambodia? • Improving electricity exchange between regional countries • Facilitating investments in power projects across countries 	<p>Wind power investment guidelines for project development & financing in Vietnam Hướng dẫn đầu tư và tìm nguồn vốn cho các dự án điện gió tại Việt Nam</p> <ul style="list-style-type: none"> • Summary of wind power development process • Investment procedures • Project financing options <p>Tobias Cossen, Head of Project "Support to the Up-scaling of Wind Power", GIZ Vietnam, Vietnam</p>	<p>Support mechanisms for the development of solar energy in Vietnam Chính sách và hành lang pháp lý hỗ trợ phát triển điện mặt trời tại Việt Nam</p> <ul style="list-style-type: none"> • Summary of the Decision 11/2017/QĐ-TTG • Planning & investment for building solar power projects • Implementation provisions and timelines • PPA terms and incentives • Project approval procedures
14:00	Smart grid deployment – Lessons learnt from initial implementation	Panel Discussion: Developer Perspectives Thảo luận: Quan điểm nhà phát triển dự án điện năng	Panel Discussion: Developer Perspectives Thảo luận: Quan điểm nhà phát triển dự án điện năng

	<p>Áp dụng lưới điện thông minh – Bài học từ những bước đầu vận hành</p> <ul style="list-style-type: none"> Moving from smart grid planning to rollout Deploying modern technologies to improve distribution grid quality, increase efficiency and reduce power losses Upgrading network infrastructure to unlock higher levels of renewable penetration onto the grid Refining the existing smart grid roadmap from lessons learnt from initial implementation 	<p>Ensuring a sustainable wind industry for Vietnam Phát triển bền vững thị trường điện gió Việt Nam</p> <ul style="list-style-type: none"> Foreseeable cost reductions in the industry Economies of scales & technological advances Implementation of new technology and knowledge transfer Financial viability of projects: How do yields compare with other emerging markets? <p>Panellists:</p> <ul style="list-style-type: none"> Christopher Dorman, Development Manager, Mainstream Renewable Power Asia, Vietnam Chollawit Winitchai, Vice President and Head of International Investment, Ratchaburi Electricity Generating Holdings, Thailand Senior representative, UPC Renewables Asia, Vietnam <i>Additional panellists to be announced</i> 	<p>How can industry work with government to develop support mechanisms that will drive further solar power development in Vietnam? Thúc đẩy hợp tác giữa doanh nghiệp và nhà nước để phát triển điện mặt trời tại Việt Nam</p> <ul style="list-style-type: none"> Issues around current wind FITs and PPAs Currency risks Initial FIT implementation – where are we now? Auctions is the new hype in other regional countries, will it work in Vietnam? Building suitable and effective support mechanisms to trigger greater private and foreign investments <p>Panellists:</p> <ul style="list-style-type: none"> Kam Ho, Senior Business Developer, EREN, Singapore Cristiano Spillati, Managing Director, Limes Renewable Energy, Italy Luigi Serratto, Business Development for Southeast Asia - Renewable Energy, Enel Green Power, Singapore <i>Additional panellists to be announced</i>
14:20	<p>Renewable energy integration: Driving Vietnam's grid modernization Tích hợp năng lượng tái tạo để hiện đại hoá lưới điện Việt Nam</p> <ul style="list-style-type: none"> Transformative changes in the transmission & distribution system Investments into network infrastructure to unlock higher levels of renewable penetration onto the grid Grid modernization plans future network 		
	<p>Coal Nhiệt điện than</p>	<p>Policy Framework Khung pháp lý</p>	<p>Upscaling Solar in Vietnam Phát triển các dự án điện mặt trời quy mô lớn</p>
14:40	<p>Panel Discussion Thảo luận The road ahead for coal-fired power generation Tương lai nhiệt điện than Việt Nam</p> <ul style="list-style-type: none"> Ramping up coal-fired power generation from 34.4% to 53.2% of installed capacity in Vietnam by 2030 How are coal power projects being financed? Bridging the coal supply gap through imports to keep up with consumption requirements Is coal just an interim measure? Reconciling available, reliable and affordable supply with genuine energy security 	<p>Panel Discussion: Developer Perspectives Thảo luận: Quan điểm nhà phát triển dự án điện năng How can industry work with government to develop support mechanisms that will drive further wind power development in Vietnam? Thúc đẩy hợp tác giữa doanh nghiệp và nhà nước để phát triển điện gió tại Việt Nam</p> <ul style="list-style-type: none"> Issues around current wind FITs and PPAs Currency risks Initial FIT implementation – where are we now? Auctions is the new hype in other regional countries, will it work in Vietnam? Building suitable and effective support mechanisms to trigger greater private and foreign investments 	<p>Developer's case study: Overcoming bottlenecks to bring solar projects online in Vietnam, lessons learned and partnership opportunities Ví dụ điển hình trong phát triển dự án: Những khó khăn, thành công bước đầu, bài học kinh nghiệm và cơ hội hợp tác</p> <p>Trương Công Giới, General Director, EVNCHP Central Hydropower Joint Stock Company, Vietnam</p>
15:00			<p>Panel Discussion: Developer Perspectives Thảo luận: Quan điểm nhà phát triển dự án điện năng Ensuring a sustainable solar industry for Vietnam Phát triển bền vững thị trường điện mặt trời Việt Nam</p>

15:20	<p>Panel Discussion Thảo luận Clean coal as the future: Light for coal at the end of the market Hướng đến nhiệt điện than sạch</p> <ul style="list-style-type: none"> Investing in clean coal instead of renewable energy to lower costs of electricity generated and reduce burden on end consumers Using clean coal to minimise the impact on the environment Innovations in CCS technology Infrastructure upgrades required to support CCS 	<p>Panel Discussion Thảo luận Why a higher FIT price is not the answer to bolster wind power? Tại sao giá bán FIT cao không phải là câu trả lời cho phát triển điện gió?</p> <ul style="list-style-type: none"> Easing pressure on project cash flow and lowering long term risks of wind project financing through indexation of PPA price on inflation Securing long term project debt financing Ensuring optimum wind resource and installation costs to ensure financial viability in current environment of difficult financing Case study of Vietnam's first foreign owned wind project in Vietnam <p>Panellists:</p> <ul style="list-style-type: none"> Olivier Duguet, Chief Executive Officer, The Blue Circle, Singapore <i>Additional panellists to be announced</i> 	<ul style="list-style-type: none"> What can be done to accelerate solar development in Vietnam Implementation of new technology and knowledge transfer Reflections on projects developed in the past year – what are the challenges, where are we up to now? Structuring off-take agreements Securing grid connection Financial viability of projects: How do yields compare with other emerging markets? <p>Panellists:</p> <ul style="list-style-type: none"> Đỗ Văn Hạ, Chief Executive Officer, Clean Energy, Vietnam Ruth Briones, Chairman & Chief Executive Officer, Greenergy Solutions, Philippines Richie Lee, Chief Executive Officer, K.S. Lee Energy Jen Tan, Senior Vice President, Renewables, Sembcorp, Singapore Manthiram Shenbagam, Chief Representative Officer, Vietnam, Tata Power, Vietnam <i>Additional panellists to be announced</i>
16:00	Afternoon Refreshments Giải lao buổi chiều		
16:30	Project Matching Session Phiên trình bày và kết nối dự án		
	<p><i>In this section, 40 leading local developers who will share about their latest projects in a 10-min presentation / each project. Attendees including international EPCs and investors will get the opportunities to speak to these developers.</i></p> <p><i>Chúng tôi mời 40 nhà đầu tư phát triển đến chia sẻ về dự án điện năng của họ với thông tin về công suất, giai đoạn triển khai và đối tác tìm kiếm. Đây là nơi chúng tôi hỗ trợ doanh nghiệp trong nước và nhà đầu tư nước ngoài nắm bắt, trao đổi thông tin và đàm phán hợp tác. Mỗi doanh nghiệp có 10 phút trình bày dự án của mình.</i></p>		
18:30	Networking Cocktail Tiệc Cocktail		

Day Two – Wednesday 11 April 2018

	Opening Keynote Phiên khai mạc
08:40	Organiser's Opening Remarks Phát biểu khai mạc của nhà tổ chức
08:45	Chairman's Opening Remarks Phiên khai mạc
08:50	Guest of Honour Welcome Address Phát biểu của khách mời danh dự
	Opening Plenary: Infrastructure Investments & Development Phiên khai mạc: Đầu tư và phát triển cơ sở hạ tầng
09:00	<p>Panel Discussion Thảo luận Developing bankable renewable energy projects & streamlining project finance Phát triển các dự án năng lượng tái tạo để tạo tiềm năng thu hút đầu tư, và các giải pháp tìm và sử dụng nguồn vốn</p> <ul style="list-style-type: none"> • Addressing issues in bankability • Are there financial instruments and structures preferred by developers and lenders • Can financing models be standardised or replicated to simplify processes and decrease turnaround times? <p>Panellists:</p> <ul style="list-style-type: none"> • Trương Công Giới, General Director, EVNCHP Central Hydropower Joint Stock Company, Vietnam • Bùi Văn Thịnh, Chairman of Management Board & Chief Executive Officer, EVNTBW Thuan Binh Wind Power Join Stock Company, Vietnam • Adam Worthington, Managing Director of Private Capital Markets, Macquarie Group, Hong Kong • Sujay Shah, Executive Director, Standard Chartered Bank, Singapore • <i>Additional panellists to be announced</i>
09:40	<p>Panel Discussion Thảo luận Derisking renewable energy project financing Giảm rủi ro đầu tư vào các dự án năng lượng tái tạo</p> <ul style="list-style-type: none"> • Addressing political, construction & currency risks • Risk, cash flow and value across the project development cycle • Structuring financing agreements to reduce risks • Streamlining due diligence and certification processes • Critical factors to avoid potential issues, failures and losses in project financing & development • Creating stable cash flows and financial ratios <p>Panellists:</p> <ul style="list-style-type: none"> • Marc-Henry Lebrun, Director, Energy Finance & Advisory, Asia Pacific, Société Générale Corporate & Investment Banking, Hong Kong • William Hsu, Managing Partner, Sustainergy Capital, Hong Kong • Zia Azeez, Senior Vice President, Project Financing, Sumitomo Mitsui Banking Corporation (SMBC), Singapore • Senior representative, The Vietnam Development Bank, Vietnam • Nguyễn Thị Thanh Sơn, Deputy Chief Executive Officer (Strategy and International Co-operation Division), LienVietPostBank, Vietnam • <i>Additional panellists to be announced</i>

10:20	<p>Panel Discussion Thảo luận Innovating renewable energy financing Những sáng kiến trong đầu tư vào năng lượng tái tạo</p> <ul style="list-style-type: none"> • Innovative financing structures and funding solutions to support the massive renewable energy development in Vietnam • Using green bonds and credit enhancement to support infrastructure investment and as an alternative to bank financing • Will solar securitisation or solar leasing work in an emerging market like Vietnam? <p>Panellists:</p> <ul style="list-style-type: none"> • Jenny Koh, Regional Director, Asia, GuarantCo, Singapore • Brandon Courban, Executive Director, Olympus Capital, Singapore • <i>Additional panellists to be announced</i> 		
11:00	<p>Morning Refreshments Giao lưu và giải lao buổi sáng</p>		
			
	<p>Gas Khí</p>	<p>Wind Project Financing Đầu tư vào điện gió</p>	<p>Project Development Phát triển dự án</p>
11:40 12:00	<p>Panel Discussion Thảo luận Broadening the role of natural gas Mở rộng vai trò khí thiên nhiên trong tương lai năng lượng Việt Nam</p> <ul style="list-style-type: none"> • The growing role of gas in satisfying Vietnam's energy needs, whilst also delivering industrial energy for the scale up of in-country manufacturing • Harvesting Vietnam's sizeable natural gas resources located offshore: Overcoming operational challenges • The import opportunity: Leveraging imports through 2 new LNG terminals slated for completion in 2020, to bridge the shortfall in the medium term • Critical infrastructure required to support natural gas adoption 	<p>Panel Discussion: Developers' Perspectives Thảo luận: Quan điểm nhà phát triển dự án điện năng Equity financing for wind projects Huy động tài trợ bằng vốn cổ phần cho các dự án điện gió</p> <ul style="list-style-type: none"> • Development equity required to secure land and permits (pre-PPA) • Construction equity • Quantum, source and costs • Risks and rewards 	<p>Panel Discussion: International Developers' Perspectives Thảo luận: Quan điểm nhà phát triển nước ngoài Opportunities for power producers, manufacturers, investors & stakeholders Cơ hội cho các nhà sản xuất điện, các nhà cung cấp thiết bị, các nhà đầu tư và các bên liên quan</p> <ul style="list-style-type: none"> • Business market opportunities in a fragmented market • New and innovative business models for solar • Investment climate in this region • Experiences from project developers in rolling out solar projects in other countries • How can industry stakeholders tap onto this burgeoning opportunity • Concerns for those with a wait and see approach <p>Panellists:</p>

	<ul style="list-style-type: none"> Comparing the use of natural gas with coal and renewables <p>Panellists:</p> <ul style="list-style-type: none"> Nguyễn Trịnh Hoàng Anh, Researcher at Clean Energy and Sustainable Development Lab, University of Science and Technology of Hanoi (CleanED/USTH), Energy Advisor, Vietnam Sustainable Energy Alliance (VSEA), Vietnam <i>Additional panellists to be announced</i> 		<ul style="list-style-type: none"> Carlos Gatmaitan, Chairman, MRC Allied, Philippines Florian Bennhold, Managing Director, Symbior Solar, Hong Kong <i>Additional panellists to be announced</i>
12:20	Sponsor case study Diễn văn của nhà tài trợ	Practical process of financing a wind power project Quy trình và những lời khuyên thực tế trong đầu tư vào dự án điện gió <ul style="list-style-type: none"> Fair valuation of financial needs and funding required Evaluating wind project contracts, cash flows, associated risks and regulatory or supplementary schemes 	Investment procedures for solar PV projects in Vietnam Trình tự, thủ tục đầu tư một dự án điện mặt trời tại Việt Nam <ul style="list-style-type: none"> Summary of solar power development process Investment procedures Project financing options <p>Nguyễn Hoàng Dũng, Director of Renewable Energies Department, EVNPECC3 Power Engineering Consulting Joint Stock Company 3, Vietnam</p>
12:40	Networking Luncheon Tiệc trưa		
	Energy Efficiency Sử dụng năng lượng hiệu quả	Wind Project Development Phát triển dự án điện gió	Solar Project Financing Đầu tư vào dự án điện mặt trời
13:40	A responsible future: Powering your business with 100% renewable energy Hướng đến tương lai bền vững và có trách nhiệm với môi trường: Sử dụng điện tái tạo 100% <ul style="list-style-type: none"> The race towards carbon free operations Investments in renewable energy and the business case for sustainability Strategic partnerships with the energy sector to adopt innovative energy efficiency solutions and renewable energy technologies <p>Philip Lewis, Founder, Owner & Chief Executive Officer, VasaaETT, Finland</p>	Panel Discussion: Thảo luận Overcoming bottlenecks in developing large scale wind projects in Vietnam Vượt qua những thách thức trong việc phát triển dự án điện gió tại Việt Nam <ul style="list-style-type: none"> Experiences from project developers in rolling out wind projects in other countries Overcoming regulatory and financing hurdles Concerns for those with a wait and see approach Strategies for market entry Working with local partners for market entry Mitigating risks in wind project development 	Panel Discussion: Developers' Perspectives Thảo luận: Quan điểm nhà phát triển dự án điện năng Equity financing for solar projects Huy động tài trợ bằng vốn cổ phần cho các dự án điện mặt trời <ul style="list-style-type: none"> Development equity required to secure land and permits (pre-PPA) Construction equity Quantum, source and costs Risks and rewards <p>Panellists:</p> <ul style="list-style-type: none"> Bence Szegedi, Vice President, International, Sunseap Group, Singapore

14:00	<p>Boosting energy efficiency of urban buildings in Vietnam Đẩy mạnh việc sử dụng năng lượng hiệu quả tại các toà nhà trong đô thị Việt Nam</p> <ul style="list-style-type: none"> Reducing CO2 emissions by increasing energy efficiency in commercial and residential buildings in HCMC and Hanoi Deploying integrated building management systems to prevent energy wastage Support from international agencies Case study of energy usage reduction in urban buildings 		<ul style="list-style-type: none"> Reserved for Solar Ventures, Italy Additional panellists to be announced
14:20	<p>The business case for industrial energy efficiency in manufacturing Ví dụ điển hình cho việc sử dụng năng lượng hiệu quả tại các nhà máy sản xuất</p> <ul style="list-style-type: none"> Lowering energy consumption in an industry with heavy energy usage traditionally Reducing operating costs and mitigating risks in increasing energy costs and grid reliability Support from international agencies Case study of energy usage reduction in manufacturing plants <p>Nguyễn Thị Thanh Tâm, Chief Executive Officer, Linh Duong Group, Vietnam</p>	<p>Creating an integrated risk management strategy for wind power development in Vietnam Phát triển chiến lược quản trị rủi ro cho các dự án điện gió tại Việt Nam</p>	<p>Debt-financing of solar PV projects through local banks Huy động vốn vay từ các ngân hàng địa phương cho các dự án điện mặt trời</p> <ul style="list-style-type: none"> Solar financing conditions Loan policies and processes Case studies of successful wind project financing
14:40	Afternoon Refreshments Giao lưu và giải lao buổi chiều		
	Hydro & Waste to Energy Thủy điện và điện từ nguyên liệu tái sinh	Innovation & Technology Sáng kiến và công nghệ	Rooftop Solar Điện mặt trời trên mái nhà
15:20	<p>Shifting market shares and the future of hydropower Chuyển đổi thị phần và tương lai thủy điện</p> <ul style="list-style-type: none"> Does Vietnam's dependence on hydropower make sense for its growing economy? Greater investments for hydropower in PDP7 at the back of other sources of energy in the coming years Drop in market share of hydropower towards 2030 Competing needs for water resources between utilities and agricultural sectors 	<p>Wind farm monitoring, control and optimisation Kiểm soát và tối ưu vận hành các nhà máy điện gió</p> <ul style="list-style-type: none"> Analysing current performance and identify areas of frequent faults Quantifying discrepancies between actual and forecast energy performance Minimising uncertainty in long-term forecast <p>Bùi Văn Thịnh, Chairman of Management Board & Chief Executive Officer, EVNTBW Thuan Binh Wind Power Join Stock Company, Vietnam</p>	<p>Net metering policy to promote the upscaling of solar rooftop in Vietnam Cơ chế bù trừ điện năng để đẩy mạnh phát triển điện mặt trời trên mái nhà với quy mô lớn tại Việt Nam</p> <ul style="list-style-type: none"> Reducing peak load power demand through solar rooftop installations Simply energy exchange transactions and facilitate the opening of renewable energy sector to SMEs who have an ability to penetrate a large proportion of the country's population, thereby expanding the solar rooftop market size

	<ul style="list-style-type: none"> Managing unpredictable water resources due to climate changes 		<ul style="list-style-type: none"> Net metering mechanisms & metering instalments
15:40	<p>Hydropower development in Vietnam Phát triển thủy điện tại Việt Nam</p> <ul style="list-style-type: none"> Success story of early-stage, high-risk infrastructure development through PPP and FDI Reduce carbon emissions & dependence on power imports from China 	<p>Technological advancements to reduce costs and drive market expansion for wind power Những bước phát triển công nghệ để giảm chi phí vận hành và đẩy mạnh thị phần điện gió</p> <ul style="list-style-type: none"> Off-shore applications which can access high wind resource sites Next generation turbines, advances in electrical transmission Lowering levelised cost in electricity and making wind energy more competitive 	<p>Panel Discussion Thảo luận Commercial and industrial solar: Forecasting the business opportunity in Vietnam Thương mại hoá và công nghiệp hoá điện mặt trời: Dự đoán tiềm năng kinh doanh tại Việt Nam</p> <ul style="list-style-type: none"> Are current FITs and incentives attractive enough? Can this sector be competitive without subsidies? Winning the hearts of C&I facility owners to install solar panels on their roofs Streamlining net metering and grid interconnection The power of aggregation of demand <p>Panellists:</p> <ul style="list-style-type: none"> Trịnh Quang Dũng, Head of Advisory Board, Linh Duong Group, Vietnam Vũ Quang, Technical Head, Swire Cold Storage, Vietnam Rainer Brohm, Renewable Energy Consulting, Vietnam <i>Additional panellists to be announced</i>
16:00	<p>Can biomass and waste-to-energy become environmentally sustainable and commercially viable large-scale solutions to supply Vietnam's power needs? Về năng lượng sinh khối biomass và các nguồn năng lượng từ nguyên liệu tái sinh: Câu hỏi về tiềm năng trở thành giải pháp có quy mô lớn trong việc cung ứng điện sạch cho đời sống và sản xuất tại Việt Nam?</p> <ul style="list-style-type: none"> To what extent can biomass be up-scaled and centralised whilst maintaining cost competitiveness? Is waste to energy harmful or helpful to the environment? Grid connections 	<p>Sponsor case study Diễn văn của nhà tài trợ</p>	
16:20	Close of Conference Bế mạc		

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Last updated 22 November 2017