



16-17 October, 2018

Hanoi | Vietnam

Post-FiT Scenario | FiT Extention | Grid Con-  
nection | Investment Match-making | Success Stories  
| Sustainable Solar Power Development



2ND ANNUAL

# VIETNAM SOLAR ENERGY SUMMIT 2018

Organized by **NEOVENTURE**

Seizing the Last Opportunities in the Revolutionary Market:  
To Promote the Sustainable Solar Power Development in  
Vietnam



Networking



Inspiration



Practical Platform

Seizing the Last Opportunities in the Revolutionary Market - To Promote the Sustainable Solar Power Development in Vietnam

## Eminent Speakers in VSES 2017



Nguyen Quang Minh  
Deputy Director of Planning and Demand Department  
ERAV, MoIT



Pham Dang Thanh  
Director  
Ninh Thuan DoIT



Tran Dang Khoa  
Director of Heat Power Department  
Vietnam Electricity (EVN)



Nga Yen Hoang Dung  
Head of Renewable Energy Department  
PECC3 EVN



Nga Yen Duc Ninh  
Deputy Director  
HLC



Huynh Kim Tose  
Director  
Energy Conservation Center  
Ho Chi Minh City



Phung Anh Tuan  
Managing Director  
VCI Legal



Shum Shi  
Technical Head  
Sungrow A.PAC



Elien Liu  
Product & Solutions Senior Support Manager  
Huawei (A.PAC)



Tung Phan Thanh  
Business Development Manager  
CJR Renewables



Sumit Gupta  
Head - Group Renewables  
Sembcorp Industries



Shambhag Manthani  
Chief Representative in Vietnam  
Tata Power



Brooks Wang  
Director Sales  
LONGi Solar



Aili Agn  
Director  
Sungrow Energy



Wayne Ma  
Global Application Technology Leader  
Dow Chemical



Bach Thanh Long  
Director of FDI Corporate Banking Department  
Vietcombank



Daniel Mallo  
Head of Energy & Infrastructure  
Societe Generale



Zia Azeem  
Head of Power & Infrastructure  
Asia SMBC



Kai Klingenhagen  
Head of Project Management  
BayWa r.e. Solar



Le Tuan Anh  
General Director  
Sao Mai Solar



Sripam Sarab  
Engineering Leader of Energy Power Technology  
UL



Fabrice Henry  
Managing Director & Founding Partner  
Astris Finance



Jerome Buzenet  
Partner & Managing Director  
DFDL Vietnam



Andrea Wilson  
Senior Legal Adviser  
DFDL Vietnam



Ha Do  
Senior Partner  
KPMG



Stefan Roberson  
Principal  
The Law Firm Group



Thomas Jakobson  
Managing Director  
Renewable Energy  
Salmon Asset Management



Samantha Campbell  
Vietnam Managing Partner & Partner  
Singapore  
Hogan Lovells



Dinh Thi Quynh Van  
General Director & Partner  
PAC Vietnam



Michael Zhang  
Head of Market, Vietnam, Singapore, Thailand  
Sungrow A.PAC

## About Neoverture

Neoverture Corporation is an independent investment advisory agency based in China assisting international investors identify investment opportunities in emerging market.

The footprints of Neoverture's business spread across the region inclusive of some of the hottest investment destinations as China, India, Vietnam, Myanmar, Australia, Malaysia, Singapore, United Arab Emirates, Turkey, Laos PDR, Indonesia, Nepal and elsewhere.

The main focus of Neoverture's business is in the water and power infrastructure sector.

Neoverture has been following the development of Vietnam's infrastructure sector since 2010. We have successfully organized 3 renewable energy investment in Hanoi, HCMC and Nha Trang respectively in the past 2 years with a combined number of participants exceeding 900 and successfully advised two renewable energy acquisition deals in the past 6 months with the total capacity of 349MW.

Neoverture is dedicated to supporting keen investors and developers for successful development and investment in Vietnam's renewable energy sector.

## Overview of Event Structure

### Main Conference & Exhibition (16-17 October, 2018)

- Overview of the solar post-FiT investment scenario
- Interpretation of the updated policies
- Movement from the grid sector
- Financing methods for the solar power development
- Stories of success sharing

### Project Match-making Forum (16-17 October, 2018)

The ideal platform for key international players to have one-on-one discussion with local project owners for potential cooperation opportunities.

## Organizer Contacts

For Speaking Opportunities  
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# Main Conference

## Day One

| 16 October, Tuesday

### Keynote Session: Overview of Vietnam Solar Power Market and the Post-FiT Investment Scenario Analysis

#### 08:00 Attendee Registration

08:50

#### 08:50 Welcoming Address by Conference Chairman

09:00

#### 09:00 What's the Next Step for Vietnam Solar Power Development – Progress of the Solar Vision and Post-FiT Action Plan

09:30

- Potential, status and overview of solar power development in Vietnam
- Regulatory body and governing entities
- Progress of the solar power development and 2020 targets
- Introduction of the updated Policies and post-FiT action plan

Ministry of Industry and Trade, Vietnam Invited

#### 09:30 Doing Business in Vietnam - Introduction of Foreign Investment Policies and New Foreign Investment Regime

10:00

- Tax incentives for FDI
- Transfer models
- Prerequisites and eligibility of FDI

Ministry of Planning and Investment, Vietnam Invited

#### 10:00 Interpretation of Solar PPA and EVN's Role for the Solar Power Development in Vietnam

10:30

- Power systems overview
- Template solar PPA interpretation
- EVN's Role for the solar development in Vietnam
- Status of EVN's solar power projects

Vietnam Electricity (EVN) Invited

#### 10:30 Morning Refreshment

11:00

#### 11:00 Panel Discussion: Preparing for Tomorrow and Looking Forward to 2020 - Market Potential, Industry Forecasting, Post-FiT Plan and Sustainable Development in Vietnam

12:00

- Post- FiT scenario discussion
- Policies, technologies and business models Vietnam needs to adopt in order to move ahead
- Contemporary issues in the energy market and greatest challenges Vietnam needs to be solved
- Grid Issues for the integration of renewable power

### Getting the Right Technology – How to Maximum the Solar Efficiency and Minimize the Cost in Vietnam

#### 12:00 Sponsor Session

12:30

#### 12:30 Delegate Luncheon

14:00

14:00  
14:30

#### Ensuring Success of Solar Power Projects – How to Deliver Maximized Financial Results from Optimized Project Design

- Technical and financial barriers for solar power development in Vietnam towards the Decision No. 11
- How to meet the 630 deadline and make maximized financial results

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

14:30  
15:00

#### For a Bright Solar Development - The Potential Financial Support from MOF for the Improvement of Grid Infrastructure in Vietnam

Ministry of Finance Invited

15:00  
15:30

#### Current Grid Capacity for Renewable Energy in Resource-rich Southern and Central Provinces of Vietnam

- Current capacity and status of the grid development in Southern and central province
- Related regulations, legal base and technical requirements for connecting to the grid
- Obstacles for the power transmission in Vietnam

National Power Transmission Corporation Invited

15:30  
16:00

#### Topic: TBA

Kevin Li, Engineering Solution Director, Vsun



16:00  
16:30

#### Afternoon Refreshment

16:30  
17:00

#### Energy Storage Trends in SEA - Making a Better Renewable Energy Development

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

17:00  
17:30

#### Introduction of Foreign Investment Attraction Policies and Decision on Extension of Solar FiT in Ninh Thuan Province

- Tax incentives for FDI in Ninh Thuan
- Prerequisite and eligibility of FDI in Ninh Thuan
- Solar FiT policy updates

Department of Industry and Trade, Ninh Thuan Invited

17:30  
18:00

#### Connecting the Solar Farm Power Plant to EVNSPC 110kv Grid in Ninh Thuan - Opportunities and Challenges

- Renewable energy development status in Ninh Thuan
- Conditions and status of agreement for connecting solar power to EVNSPEC grid
- Regulations, legal base and technical requirement for the developers
- Upgrade plan and obstacles when transmission

Southern Power Corporation (EVNSPC) Invited

# Main Conference

## Day Two

| 17 October, Wednesday

### Success Stories – How to Develop Solar Projects in Vietnam

08:00  
08:50 Attendee Registration

08:50  
09:00 Welcoming Address by Conference Chairman

09:00  
09:30 **Developer's Case Study: Overcoming the Bottlenecks to Bring Solar Projects Online in Vietnam, Lessons Learnt and Partnership Opportunities**

- Current status of the private sector in Vietnam
- How to overcome the regulatory and financing hurdles
- Partnership model and cooperation with the international community

GELEX Invited

09:30  
10:00 **Going Green – SP Group's Solar Power Development Experiences Sharing and Its Strategy Expansion in the Region**

- Global developing and operation experience sharing
- Business model
- Developing projects showcase
- Strategy in ASEAN region and Vietnam market

Shapoorji Pallonji Group Invited

10:00  
10:30 **Key to Success - the Right Way to Achieve Solar Power Projects in Vietnam**

- Investment scenario in Vietnam
- Analysis of the solar market
- Partnership model for Vietnam (JV, EPC/F, etc.)
- The right timing for the acquisition

Sunseap Invited

10:30  
11:00 Morning Refreshment

11:00  
11:30 **Topic: TBA**

Oliver Massmann, General Director,  
Duane Morris

11:30  
12:30 **Investors and Developers' Panel Discussion: To Push Forward the Sustainable Solar Power Development in Vietnam – Opportunities and Challenges**

- Post-FiT Action Plan towards investors and developers perspective
- Opportunities and challenges for developing solar power projects in Vietnam
- Business model

Panelist:

Hein Oomen, Head of Business Development APAC,  
ENGIE

12:30  
14:00 Delegate Luncheon

### Getting the Right Technology – How to Maximize the Solar Efficiency and Minimize the Cost in Vietnam

14:00  
14:30 Sponsor Session

### Tips for Vietnam Solar Development: What You must Know before Entering

14:30  
15:00 **Find the Right Way for Vietnam - EPC+F Module Showcase**

- Partnership model for Vietnam
- The right timing for contracting the solar project in Vietnam

PowerChina International Group Invited

15:00  
15:30 **The Analysis of Solar Power Project Cost Trend**

15:30  
16:00 Afternoon Refreshment

### Access to Finance – Financing Methods for Solar Power Project Development in Vietnam

16:00  
16:30 **Accessing Local Loans for Solar Power Project Financing in Vietnam**

- Policies and requirement for accessing the local loans
- Project funding in Vietnam

Bank for Investment and Development of Vietnam (BIDV) Invited

16:30  
17:00 **Panel Discussion: Project Financing and Bankability – Key Aspects towards Solar Power Development in Vietnam from Lenders' View**

17:00  
17:30 Closing Remarks

# Project Match-making Forum

| 16-17 October, 2018

## Forum Objective

Paralleling the 2-day conference, Project Match-making Forum serves as the ultimate demand-oriented platform for partner sourcing between the Vietnam local solar power players and capable investors, financiers, and contractors internationally.

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.

The Project Match-making Forum may target at the following types of solar projects in Vietnam:

- Shovel Ready Projects (Pre-construction)
- Advanced Stage Projects (Pre-PPA)
- Greenfield Projects

## Sample of Meeting Schedule

Project A (Room A) 1500-1530 1530-1600	Project B (Room A) 1640-1710 1710-1740
Project C (Room B) 1500-1530 1530-1600	Project D (Room B) 1640-1710 1710-1740

## 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
- Other Concerned Parties

## Match-making Forum Registration Contacts

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