

OFFSHORE WIND TRADE DELEGATION TO VIETNAM

27 – 30 APRIL 2020



Overseas Events

Delegates will have the opportunity to attend organised group meetings with key local players, as well as incorporating briefing meetings presented by qualified speakers with in-market experience and the opportunity to meet with local companies. Delegates will also join the networking reception at the British High Commission.



Average wind speeds of 7-11 mps



Wind energy targets of 1,000 MW by 2020



4,236MW in consented projects

Benefits of Participation

- 10 -12 pre-arranged meetings with key developers & contractors
- Networking reception at the British High Commission
- Meet & network with relevant local companies, partners & agents
- In country briefing: local content, business environment & key challenges in market
- Insight from EIC Sector Analysts
- Travel, accommodation & visa assistance
- Support from DIT and EIC's offices in London & KL
- Support from an experienced EIC Delegation Manager

Why Vietnam?

Vietnam is seen as one of the most promising markets in the next wave of Asian offshore wind. Coastal areas off Vietnam feature some of the greatest potential for power production in the world, with average wind speeds of 7-11 metres per second. The Vietnamese government aims to produce 10.7% of electricity from renewable sources by 2030 and has set wind energy targets of 1,000 MW by 2020 and 6,200 MW by 2030. The country currently has approx. 190MW of current installed capacity across four onshore and so-called nearshore wind farms. The development pipeline holds an additional 4,236MW in consented projects, 63 MW under construction and 412 MW in the process of appraisal approval.

While still at a nascent stage, the Vietnamese offshore wind sector is already witnessing significant project ambitions. Two large-scale developments that have recently won the industry's attention are Enterprize Energy's 3.6GW Ke Ga offshore wind farm and Mainstream Renewables' 800MW Phu Cuong project. First phases of both developments are scheduled to enter operations in the early 2020s and engagement with the global supply chain is already underway.

The UK's industry experience and position as the world's leader in offshore wind capacity means it can provide valuable support to the development of offshore wind power in Vietnam. This trade delegation aims to facilitate a dialogue between the Vietnamese supply chain, developers, local authorities and the UK's offshore wind industry to exchange information on topics such as supply chain development, technology, project execution as well as grid infrastructure and integration of renewable energy. It will enable companies to start building relations within the local industry and set the foundations for participation in forthcoming projects.

Draft Itinerary

Group meetings will be organised with the assistance of DIT in Vietnam. These will include key players within the industry including representatives from both national and international developers as well as international contractors active in Vietnam. The final programme will be tailored to suit delegates' requirements as closely as possible.

Once your booking is confirmed you will be asked to complete a Supplementary Data Form with the names of companies and individuals you would like to see included in the programme. It is the intention to organise structured group visits but with time free for delegates to make individual visits and follow-up.

Wishlist of Companies

- Enterprize Energy
- Mainstream Renewable Power
- Thanh Thanh Cong Group (TTC Group)
- Superblock Plc
- CS Wind
- Phu Cuong Group (PCG)
- MHI Vestas
- Vietsovpetro
- PetroVietnam Construction
- Power Engineering Consulting
- ODE Renewables
- Fugro
- GE Renewable Energy

Event Details

Date: 27 – 30 April 2020

Country: Hanoi, Vietnam

Costs (Excl. VAT)

Early Bird Rate

EIC Member Rate: £2,460

Non-Member Rate: £2,610

Early Bird Deadline: 1 December

Standard Rate:

EIC member rate: £2,560

Non-Member rate: £2,710

Booking

To book your stand please complete the application form and return to:

Overseas.Events@the-eic.com

Please get in touch with a member of the Overseas Events team:

E: OverseasEvents@the-eic.com

T: +44 (0)20 7091 8600

Please do not book any Travel or accommodation until the delegation has been confirmed by the EIC.

In partnership with:



Department for International Trade



"Fantastic trade mission that was organised & led by the EIC & supported by the High Commission. Access to senior leaders in the operators, supply chain & local government bodies resulted in great discussion & new connections" - Petrofac

GHANA TRADE DELEGATION - APPLICATION FORM

Please return the completed and signed application form to Overseas.Events@the-eic.com

Delegate Name: _____ Job Title: _____

UK Company Name: _____ Company reg. no: _____

UK Address: _____

Direct line: _____ Switchboard: _____

Mobile: _____ Email: _____

Application forms without UK registered company details will not be accepted.

- a) I wish to participate in the delegation and will pay the total cost as shown below.
- b) I understand the terms and conditions of participation and accept the cancellation terms.
- c) I agree to complete the post-event questionnaire.

	Early bird	Regular
EIC member	£2,460 (+VAT)	£2,560 (+VAT)
Non-member	£2,610 (+VAT)	£2,710 (+VAT)

- Please send an invoice to the above contact
- I will send a cheque made payable to 'Energy Industries Council' covering the appropriate cost above.
- (Alternatively, you can pay by bank transfer: Nat West plc – Sterling Account: 05501288; Sort Code: 60-15-33)

I wish to pay via credit card:

Card number: _____

Start date: _____

Expiry date: _____

Name on card _____

Signature: _____

- d) Is your business a "potential or developing exporter"? Yes No
(Has it exported less than 25% of turnover during the last 12 months?)
- e) Is your business "new to market" (not exported to this market in the last 12 months)? Yes No

As part of my participation in the event I understand that EIC will need to share my information, company information and any contacts in relation to the event with external partners, and I hereby give permission. I also understand that I may have to send details such a passport details to the EIC to be shared with 3rd parties, this will be kept on file until 1 month after the event.

Signature: _____

Name (in caps): _____ Date: _____

The Customer warrants that the person submitting the Booking Form is fully authorised to enter into the Contract on behalf of the Customer. Please note that your application covers only the company or business declared above unless you have our consent in writing. We reserve the right to ask for proof of the eligibility of your company or business and the credentials of your representative as a condition of attendance on the delegation. Representation or promotion of any company or business not named in