

Energy Working Group (EWG) – Meeting Summary

Note draft for issued to EWG – 31st July 2024

Date & Time	18 th July 2024, 5:00-6:15pm
Venue	Hanoi – BritCham – Spaces Meeting room, HCMC – Freshfields Office, and MS Teams
Member Attendance	Chris Milliken (Freshfields) Denzel Eades (PIC) Hugh Sykes (Perygrene) Jessica Finch & Huong, Ho Thi Thu (RSK) Lan, Dang Huong (bp) Long, Ho (BritCham Secretariat) Melvyn Flitman & Quan, Phan Dam (HSS) Paul Cleves (Edge Worldwide Logistics) Quang Phan (Minh Tam) Ray Haveron (IMPAC) Thanos Thuan with Heidi & others (BE-CIS) plus their storage partner Richard Liu, Nghi (Huawei) Tobey, Thieu Quang Tuan (HM Consulate, DBT)

MEETING NOTES

1. Introductions and welcome
 - RSK is the newest member of the EWG and Jessica and Huong joined the meeting in Hanoi.
2. **GEFE British Pavilion and EWG's "Team UK" approach / proposals**
update, Tobey, Hugh, Ray
 - Eurocham organised GEFE on 21-23 October 2024 in HCMC.
 - DBT offering space in UK Pavilion to UK companies at a subsidised rate.
 - EWG – suggested fitting up a 9sq.m "Team UK EWG" booth to demonstrate the breadth of energy companies
 - EWG aiming to secure sponsorship from 15+ members; confirmed interest at the meeting: Minh Tam, IMPAC, Perygrene, Freshfields, BE-CIS, RSS, ... and will talk to others.
3. **Roof-Top Solar (RTS) from BE-CIS**, Thanos (Thuan) and Heidi
Refer to slides issued. Other notes:
 - BE-CIS introduced their team and also Huawei, their battery storage contractor.
 - They outlined the scope of energy solutions across Electricity Generation, Thermal Generation and Energy Efficiency, with Energy as a Service, where solution providers invest in the solution, providing energy services to clients.
 - As well as securing some UK finance, BE-CIS has BritCham members, such as Coates as their client. Some EWG members indicated interested in visiting a client location.
 - Denzel indicated ADB (PIC tech. assistance) will publish a report on what legal reform is needed to enable energy service companies such as BE-CIS to pursue more growth. Note: revisions for the Law on Energy Efficiency, with MoIT committee to this, with efficiency a Government priority.
 - BE-CIS client list, mostly MNC. Any reason why there is no local group? 2021 enter Vietnam and focus on MNC with strong credit check, but Vietnamese clients anticipated.
 - BE-CIS Huawei partner visitors introduced their large company and scope. Last few years shipped >50GWh BESS.

MEETING NOTES

4. **LNG update**, Hugh

- This will be addressed in the future.

5. **EWG calendar/outlook and update** –

- September – the Energy Round Table might be held in the UK into January 2025. Delegation to the UK on 23rd September 2024 as a separate regulation dialogue.
- 21-23 October – GEFE UK Pavilion EWG booth – Matt, Tobey, Ray and Hugh to push forward and get sponsorship.
- Question over what big events were coming ahead:
 - ONE: build on feedback to MoIT on JETP experiences from South Africa and Indonesia – followed up by presentation. [Denzel]
 - TWO: GEFE related one – a fringe event to the main GEFE event. Hire a venue for a meal, etc. Ambassador or CG attend... as a BritCham event around GEFE. [Denzel]
 - DBT to bring outward group of UK companies during the GEFE week ... 3 days in HCMC, then 2 days in Hanoi. Receptions in either/both ... [Tobey]
 - New Consul General – BritCham and all Working Groups to discuss with her at an event. [Ray]
 - Look to “join the dots” and pursue some business as well as just talking Some B2B discussion. [Ray]
 - Day out at an Industrial Park / Zone – perhaps a “show piece” project. [Ray, Thanos]
- Webpage & Document Sharing – Long
 - All members to contact Long directly and update.
 - Discussed moving the Membership list to the webpage and keeping it updated monthly.

6. **New member introductions, roundtable discussion and Q&A**

- Jessica & Huong: RSK, EWG’s newest member; Jessica (Singapore based) and Phuong (Hanoi based). Some introductory slides attached – not presented.

MEETING NOTES

- Denzel:
 - GWEC met with MoIT VM Dr NHLong (4.5GW, companies working with SOE's, to approve by Nov'24)
 - PEWG meeting with VM Dr NHLong w/c 22 July [delayed until 1st August].
 - Reminder for the JETP experience submissions; from any and all members.
- Paul: requested a market update from Chris next meeting
- Thanos: happy to support.
- Ray: Any Hanoi based exhibition that suit EWG participation?

7. Conclusions and close

Actions proposed

- Ray/Matt/Hugh/Tobey – follow up with EWG members and confirm the EWG 9sq.m booth for the UK Pavilion at GEFE.
- Denzel and others: Coordinate – Team UK concept
 - Paper sharing UK business JETP experience, including South Africa and Indonesia.
 - Requesting JETP experience input from members.
- Hugh/Tobey - update with DBT on Energy Mission (October) and UK Roundtable (potentially January).
- Hugh, Melvyn, Quân et al – develop the “Who We Are” EWG short brochure for general use and GEFE specifically.
- Matt – seek BiSEA network to link with and engage other EWG with BritCham Vietnam EWG
- Mark Atkinson / Hugh – consider Insurance focus for an EWG meeting (Sept? Oct?).

Next Member Meeting

- 13th August – 9th Member meeting – potentially focus on:
 - Market Update (Chris)
 - GEFE – BritCham EWG participation, events (Matt / Hugh and prospective sponsors)

	<ul style="list-style-type: none"> ○ EWG “Identity Brochure” and discussion (coordinated by Quân) ○ JETP experience feedback (Denzel, Hugh ...) ○ Open discussion/debate on LNG, CCS/CCUS, ... (Hugh to facilitate)
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<p>Calendar:</p> <p>EWG tentative monthly meeting plan & other notable dates</p>	<p>EWG Members requested to feedback on suitability of the dates for monthly member meetings:</p> <ul style="list-style-type: none"> ● w/c 10th September – UK JETCO roundtable – tbc ● 12th September (Thursday) – 10th Member Meeting ● 10th October (Thursday) – 11th Member Meeting ● 21st – 23rd October – GEFE, HCMC (Mon-Wed) ● 21st – 25th October – UK to Vietnam DBT Trade Mission (HCMC & HN) to coincide with GEFE ● 7th November (Thursday) – 12th Member Meeting ● 12th December (Thursday) – 13th Member Meeting ● 16th Jan 2025 (Thursday) – 14th Member Meeting ● January 2025 – UK JETCO roundtable
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<p>Note Distribution</p>	<p>All EWG & Board Members, Secretariat (Matt Ryland; Duyen, Nguyen Khanh; Long, Ho)</p>
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