LNG FORUM SERIES

LNG Partnerships and Technology Selection Vietnam Forum 2026

From Policy Momentum to Bankable Delivery: Choosing the Right LNG Partners, Infrastructure and Technologies

• Workshop A & B, 9 November 2026 •

• Main Forum, 10-11 November 2026 •

• Ho Chi Minh City, Vietnam •

Organizers

HendersonGlobal

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EVENT SUMMARY & HIGHLIGHT

About the series This timely and business-critical summit delivers unparalleled value for stakeholders across the entire gas value chain by combining strategic market intelligence, technical deep-dives, and high-level networking in a focused, efficient format. The two-day summit addresses the specific challenges and opportunities in Vietnam's rapidly developing gas market while maintaining relevance for regional and international participants who are evaluating Vietnam's investment opportunities.

THE STRATEGIC IMPERATIVE

Vietnam is entering a decisive phase in its energy transition. Electricity demand continues to rise, domestic gas availability is under pressure, and the market now faces an urgent need to convert policy ambition into executable LNG-to-power projects. With LNG positioned as a critical part of Vietnam's medium-term power mix under PDP8, the conversation has moved beyond whether LNG has a role to play. The real challenge now is how to deliver projects that are financeable, technically appropriate, legally robust, and capable of reaching operation on a realistic timetable.

This is exactly why the **LNG Partnerships and Technology Selection Vietnam Forum 2026 matters**. The market does not need another generic conference on LNG potential. It needs a focused platform where developers, utilities, terminal sponsors, LNG suppliers, financiers, legal advisers, EPCs, shipowners, and technology providers can engage on the choices that will determine which projects move forward first. In a market where timing, alignment, and execution discipline are becoming as important as capital, access to the right market intelligence and the right partners will be critical.

THE MARKET OPPORTUNITY: WHY VIETNAM, WHY NOW

Vietnam remains one of the most commercially compelling LNG growth markets in Southeast Asia. Revised planning direction has continued to reinforce LNG's importance in supporting power system reliability, enabling economic growth, and complementing the country's expanding renewable energy base. At the same time, the market is evolving quickly: project developers are reassessing infrastructure models, sponsors are refining partnership structures, and stakeholders across the value chain are looking more closely at offtake support, terminal access, shipping strategy, and risk allocation. For companies looking to build a serious position in Vietnam, this is the window in which relationships, timing, and market understanding can translate into real commercial advantage.

The opportunity is not only in the scale of LNG demand, but in the quality of engagement now required. Vietnam is no longer a market where broad market entry statements are enough. Participants need direct access to project sponsors, decision-makers, potential partners, and hard-to-reach commercial updates on what is actually progressing, what remains blocked, and where the next actionable opportunities lie. This forum is designed to provide precisely that: **accessibility to the right stakeholders, alignment around real project needs, and the kind of market insight that is difficult to obtain through desk research alone**.

For delegates and sponsors alike, missing this conversation risks missing the next phase of Vietnam's LNG development cycle.

Why Us?

Our experience in providing the most relevant platform is deeply rooted in a history of fostering insightful discussions and collaborations within the natural gas and LNG sector. Since 2011, we've consistently brought together industry experts, policymakers, and innovators to address evolving challenges and opportunities in energy markets. Our track record includes successful forums that have delved into critical issues such as supply-demand dynamics, infrastructure development, and emerging technologies. By emphasizing strategic priorities such as LNG's role in decarbonization and energy security, we've created platforms that not only encourage knowledge sharing but also inspire action towards sustainable energy solutions. This accumulated expertise and commitment to advancing the industry's objectives empower us to continue facilitating meaningful dialogues and partnerships that drive progress across Southeast Asia.

This summit offers an exclusive and invaluable opportunity to gain deep insights into Vietnam's rapidly evolving LNG market, forge connections with key decision-makers, showcase your expertise, and explore lucrative investment opportunities.

WORKSHOP A | MONDAY, 9 NOVEMBER 2026 (09:00 - 12:00)

From MoU to FID: Structuring Bankable LNG-to-Power Partnerships in Vietnam

Vietnam's LNG market is entering a more commercially demanding phase, where project success will depend less on headline announcements and more on the strength of partnerships, contractual structure, and risk allocation. This workshop is designed to help participants understand how LNG-to-power projects can be assembled into credible, investment-ready platforms by aligning developers, LNG suppliers, utilities, financiers, and legal advisers around a bankable project structure.

Delegates will gain a practical view of where projects tend to stall, what financiers and offtakers need to see, and how commercial interfaces across the value chain can either unlock or undermine project momentum. For sponsors and solution providers, this workshop offers a high-value environment to engage directly with stakeholders focused on getting projects financed and moving toward FID.

WORKSHOP B | MONDAY, 9 NOVEMBER (13:00 - 16:00)

Technology Selection Masterclass: FSRU vs Land-Based, Regas Design, Power Technology and Marine Interface

As Vietnam moves from planning to implementation, one of the most important questions facing project sponsors is not whether LNG infrastructure will be needed, but which technical model is best suited to each location, timeline, and demand profile. This workshop examines the infrastructure and technology choices that will shape project economics, execution schedules, and long-term operational performance.

Participants will explore the practical trade-offs between FSRU and land-based solutions, terminal sizing and regasification options, power generation technology selection, and the marine interface needed to support reliable LNG delivery. The session is tailored for decision-makers who need sharper technical-commercial insight to support development strategy, investment planning, and partner engagement in Vietnam's evolving LNG landscape.

09:00 Opening Address and Welcome Remarks

09:15 **VIETNAM LNG-TO-POWER 2026–2030: STRATEGIC PRIORITIES, PROJECT ENABLERS AND THE ROADMAP FOR DELIVERY**

The presenter will outline the strategic priorities shaping Vietnam's LNG-to-power market through 2030, with a clear focus on delivery, infrastructure development, and market coordination. The presentation will address how LNG fits within Vietnam's wider power requirements, the importance of aligning fuel import capacity with generation development, and the practical enablers needed to support timely project progress. The presenter will also examine the key project enablers influencing market momentum, including infrastructure readiness, commercial alignment, regulatory clarity, financing support, and stakeholder coordination across the LNG-to-power value chain.

09:45 **GLOBAL LNG SUPPLY DISRUPTIONS, SHIFTING TRADE FLOWS, AND IMPLICATIONS FOR VIETNAM'S LNG SECURITY AND IMPORT STRATEGY**

This presentation will offer an exporter-side perspective on how global LNG supply-demand balances are being redrawn in real time, how producing nations are responding to the disruption, and what emerging importers like Vietnam must consider as they structure resilient, diversified procurement portfolios in an increasingly volatile and competitive global market. From pricing trajectories and contract flexibility to supply diversification and the geopolitics of energy security, this session will equip Vietnam's LNG stakeholders with the strategic intelligence needed to navigate one of the most consequential shifts in global gas markets in recent memory.

10:15 **CHOOSING THE RIGHT PROJECT PARTNERS IN VIETNAM: UTILITY, PROVINCE, LNG SUPPLIER, EPC AND CAPITAL ALIGNMENT**

The presenter will examine how LNG projects in Vietnam need to be structured across multiple stakeholder groups in order to move forward efficiently. The focus will be on partner selection, role definition, local alignment, and the importance of combining technical capability with commercial credibility. The presenter will address how utilities, provincial stakeholders, LNG suppliers, EPC contractors, and financial backers each influence project bankability and delivery confidence. The presenter will also outline the risks of poor partner alignment, including delays in project development, contractual complexity, and reduced confidence from lenders and counterparties.

1045 Networking Coffee Break

11:15 **BRIDGING DOMESTIC GAS AND LNG IMPORTS—STRATEGIC ROLE IN VIETNAM'S ENERGY TRANSITION AND INTEGRATED GAS INFRASTRUCTURE**

This key presentation explores the strategic vision for integrating new LNG supply into existing gas transmission networks, creating seamless connectivity between import terminals and downstream distribution infrastructure. The presentation will address key commercial and operational imperatives: optimizing pipeline infrastructure to accommodate bi-directional flows, developing gas trading capabilities to balance domestic production with imported LNG, establishing pricing mechanisms that reflect Vietnam's evolving supply mix, and creating the commercial frameworks that enable industrial and power customers to access reliable, competitively-priced gas.

11:45 **PANEL DISCUSSION: BANKABILITY, LNG PROCUREMENT AND SUPPLY STRATEGY: STRUCTURING FINANCEABLE LNG-TO-POWER PROJECTS IN EMERGING LNG MARKETS**

The panel will examine the commercial foundations required to make LNG-to-power projects financeable in emerging LNG markets. The discussion will focus on the factors that lenders, investors, developers, and buyers assess most closely, including offtake quality, alignment between fuel supply and power sales agreements, pricing structure, take-or-pay obligations, credit support, sponsor strength, and overall contractual clarity. The panel will address how project sponsors can structure LNG procurement and downstream agreements in a way that supports both long-term bankability and practical project execution.

The panel will also explore how buyers and developers can navigate an increasingly competitive regional LNG supply environment while maintaining commercial flexibility and supply security. The discussion will cover long-term contracts, portfolio supply arrangements, hybrid spot-term strategies, tolling models, and other procurement approaches that can balance price visibility with operational resilience.

12:30 Networking Lunch

14:00 **FINANCING LNG-TO-POWER: ECAS, DFIS, COMMERCIAL BANKS AND BLENDED STRUCTURES**

The presenter will assess the financing options available for LNG-to-power projects across emerging LNG markets, with particular relevance to Vietnam, and the extent to which different forms of capital can support market growth. The focus will be on export credit agencies, development finance institutions, commercial lenders, and blended financing approaches that may help bridge risk perception and improve project viability. The presentation will speak directly to the capital structure issues that matter most in the current environment.

The presenter will also outline what financiers expect in terms of project preparation, contractual strength, sponsor quality, and revenue visibility before engaging seriously. This session will provide a better understanding of which financing structures are most relevant in developing LNG-to-power markets, what risks remain difficult to finance, and how developers can improve the investment case.

14:30 **LEGAL ARCHITECTURE FOR FID: ALIGNING THE PPA, GSA, TERMINAL USE, EPC AND O&M AGREEMENTS**

The presenter will examine the contractual architecture that underpins investable and financeable LNG-to-power projects across emerging LNG markets, with particular relevance to Vietnam. The session will focus on how the core project agreements must align across the value chain, including the PPA, gas supply arrangements, terminal use agreements, EPC contracts, and O&M support, to create a bankable risk profile and a credible route to capital. Particular attention will be given to the points of legal and commercial disconnect that most often weaken revenue certainty, compromise risk allocation, and delay financing or final investment decisions.

The presenter will also explore how well-structured contractual alignment can strengthen lender and investor confidence, improve credit visibility, and support broader participation from ECAs, DFIs, commercial banks, and other capital providers.

15:00 **DELIVERING LNG-TO-POWER PROJECTS: SUPPLY CHAIN READINESS, EPC CAPACITY AND STRATEGIC PARTNERSHIPS**

The presenter will examine the delivery foundations required to move LNG-to-power projects from planning to execution across emerging LNG markets, with particular relevance to Vietnam. The session will focus on how supply chain readiness, EPC capability, equipment sourcing, technology integration, and cross-border partnerships influence project timelines, cost certainty, and overall bankability. It will also consider how developers, investors, and public stakeholders can reduce execution risk through earlier coordination across contractors, suppliers, and project sponsors. This session will share practical insight into the delivery-side issues that increasingly shape project confidence, including procurement strategy, interface management, construction preparedness, and the importance of dependable industrial partnerships.

15:30 Networking Coffee Break

16:00 **FSRU VS LAND-BASED TERMINALS FOR VIETNAM: HOW TO CHOOSE THE RIGHT IMPORT MODEL**

The presenter will compare floating and land-based LNG import models using the criteria that matter most to project sponsors and investors. The focus will be on capital intensity, speed to market, scalability, marine conditions, permitting complexity, and long-term strategic value. The presenter will address how different project types and site conditions can justify different infrastructure choices.

The presenter will also examine the commercial consequences of getting this decision wrong, including cost overruns, limited flexibility, operational constraints, and reduced competitiveness over time.

16:30 **BEYOND GRID-SCALE POWER: BUILDING SMALL-SCALE LNG AND INDUSTRIAL DISTRIBUTION IN VIETNAM**

The presenter will assess the commercial potential for small-scale LNG and downstream industrial distribution in Vietnam. The focus will be on demand from industrial parks, factories, remote users, and other non-grid customers, as well as the infrastructure and logistics models needed to serve these segments efficiently. The presenter will explain how these markets can complement utility-scale demand and improve overall infrastructure utilisation.

The presenter will also outline the business case for developing broader downstream LNG channels, including satellite regasification, truck loading, virtual pipeline solutions, and integrated industrial supply models.

17:00 End of Conference Day One

09:00 Recap

09:15 **LNG SUPPLY, SHIPPING AND CHARTER STRATEGY FOR EMERGING BUYERS**

The presenter will address how buyers should approach LNG procurement and shipping strategy as the market develops. The focus will be on the commercial implications of DES versus FOB contracting, freight exposure, chartering strategy, vessel access, and the relationship between supply flexibility and terminal operations. The presenter will show how shipping decisions affect total delivered cost and operational reliability.

The presenter will also explain why procurement strategy cannot be separated from project structure, storage capacity, receiving infrastructure, and dispatch requirements. This presentation will give an understanding of how to manage shipping and supply risk in a market where cargo flexibility and marine planning will become increasingly important.

09:45 **UTILITY LEADERSHIP IN LNG-TO-POWER: BALANCING ENERGY SECURITY, MARKET DEVELOPMENT AND RELIABLE DELIVERY**

The presenter will examine the role of utilities in advancing LNG-to-power development, with particular focus on how utility leadership can support energy security, strengthen market development, and accelerate implementation. The session will explore how demand planning, offtake structures, commercial coordination, and stakeholder alignment can help create a more credible environment for LNG-related power projects. This presentation will share insights into how utilities can support market growth while balancing reliability, affordability, and long-term system needs in evolving LNG-to-power markets in Vietnam.

10:15 **FROM FIRST FLAME TO FULL SCALE: NHON TRACH LNG-TO-POWER JOURNEY — LESSONS, REALITIES, AND THE PATH TO COMMERCIAL VIABILITY**

Vietnam crossed a historic threshold when its first LNG-fired combined-cycle power plants came online, delivering 1.5 GW of generation capacity and signaling the nation's definitive shift from domestic gas and coal toward imported LNG. Yet the milestone has arrived with a sobering commercial reality — projected losses of approximately 38 million USD in 2026, driven by the structural mismatch between LNG fuel costs and power revenue terms, dispatch uncertainty, and the absence of a fully bankable contractual framework. This presentation delivers a candid, operator-level account of what it actually took to bring these pioneering assets from concept to commissioning — the engineering challenges, the fuel supply coordination, the PPA negotiations, and the operational learning curve of running world-class turbine technology on imported LNG in a market that had never done it before.

10:45 Networking Coffee Break

11:15 **SELECTING THE RIGHT POWER TECHNOLOGY FOR LNG-TO-POWER PROJECTS**

The presenter will examine the factors that should guide power technology selection for LNG-to-power projects. The focus will be on efficiency, dispatch flexibility, operational resilience, emissions performance, maintenance implications, and compatibility with a power system that is incorporating more renewable generation. The presenter will address how different technology choices affect both immediate project economics and long-term asset relevance.

The presenter will also explain why generation technology selection must be considered in the context of system needs rather than equipment specification alone. This presentation will provide a clearer understanding of how power technology decisions influence project competitiveness, operating profile, and investment value.

11:45 **PANEL DISCUSSION: MAKING THE RIGHT TECHNOLOGY CHOICE WITHOUT SLOWING FID**

The panel will examine how project sponsors can make credible, defensible technology decisions without allowing technical analysis to delay commercial progress. The discussion will focus on how much optimisation is necessary before FID and where decision-makers should draw the line on terminal design, regasification systems, storage, power technology, and digital applications. The panel will address the tension between technical completeness and market timing.

The panel will also consider how financiers, owners, EPCs, and technology providers evaluate readiness for investment and which decisions are essential at the FID stage. This panel will give practical insights into how experienced market participants are balancing technical quality with schedule discipline.

12:30 Networking Lunch

14:00 **EPC EXECUTION UNDER PRESSURE: HOW TO DELIVER LNG PROJECTS ON TIME AND ON BUDGET**

The presenter will address the execution risks that most directly affect LNG project delivery The focus will be on contractor strategy, scope management, procurement lead times, interface control, construction sequencing, and commissioning readiness. The presenter will make clear how execution discipline affects financing confidence, cost certainty, and schedule credibility.

The presenter will also identify the practical measures developers and contractors can take to improve delivery performance in a market where delays can significantly weaken project economics. This presentation will give a clearer understanding of how to structure execution planning, contractor engagement, and risk management in order to protect project value.

14:30 **LNG INFRASTRUCTURE READINESS: TECHNOLOGY, OPERATIONAL RELIABILITY AND INTEGRATED DELIVERY**

The presenter will examine the operational and technology foundations required to support reliable LNG infrastructure development across emerging LNG markets. The session will focus on how infrastructure readiness, system reliability, asset integration, and delivery coordination influence the effectiveness of LNG deployment across the value chain. Attention will be given to the technologies, operating standards, and interface management practices needed to support safe, efficient, and dependable LNG operations.

The presenter will also explore how integrated delivery models, stronger operational coordination, and improved infrastructure preparedness can help reduce execution challenges and support more consistent project performance.

15:00 **STRENGTHENING LNG SUPPLY CHAIN READINESS: INFRASTRUCTURE, LOGISTICS AND OPERATIONAL RELIABILITY**

The presenter will examine the practical requirements for building reliable LNG supply chains across emerging LNG markets. The session will explore how infrastructure interfaces, logistics planning, operational reliability, and coordination across the LNG value chain affect project readiness and long-term market development. Attention will be given to the role of integrated delivery models, supply chain resilience, and operational discipline in supporting safe, efficient, and scalable LNG deployment.

15:30 Networking Coffee Break

16:00 **OPERATIONAL READINESS FOR LNG-TO-POWER: FROM COMMISSIONING TO RELIABLE PERFORMANCE**

The presenter will examine the operational capabilities required to move LNG-to-power projects from construction into stable, reliable performance across emerging LNG markets. The session will focus on the transition from commissioning to live operations, including plant readiness, operator capability, interface management, maintenance planning, and fuel-to-power coordination. It will also explore where early-stage operational gaps can affect reliability, cost efficiency, and long-term project performance.

This presentation will share practical insight into how stronger operational preparation can reduce disruption risk, support smoother project ramp-up, and improve confidence in LNG-to-power delivery.

16:30 **CLOSING PANEL DISCUSSION: MAKING LNG-TO-POWER WORK IN PRACTICE: TECHNOLOGY INTEGRATION, OPERATIONAL READINESS AND EXECUTION LESSONS**

This panel will bring together perspectives from across the LNG-to-power value chain to examine what is required to translate project plans into dependable operational outcomes. With relevance to Vietnam and other emerging LNG markets, the discussion will focus on how technology integration, infrastructure interfaces, commissioning readiness, and delivery coordination shape execution success. Panellists will explore where operational and technical disconnects most often arise, how these issues can be addressed earlier, and what lessons recent projects offer for improving readiness and performance. The panellists will give practical insight into the real-world challenges of moving from project development to effective operations, including interface management, system reliability, and coordination across suppliers, utilities, contractors, and operators.

17:15 Closing Remarks and End of Conference

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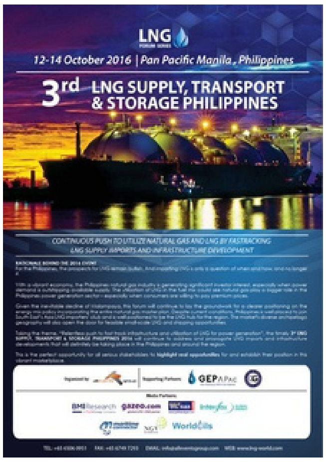

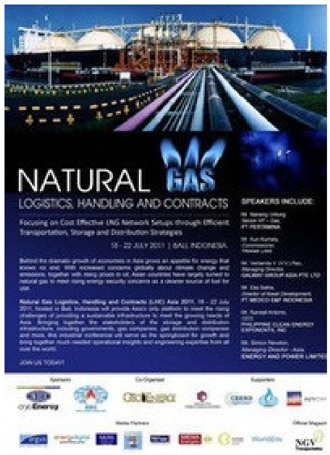

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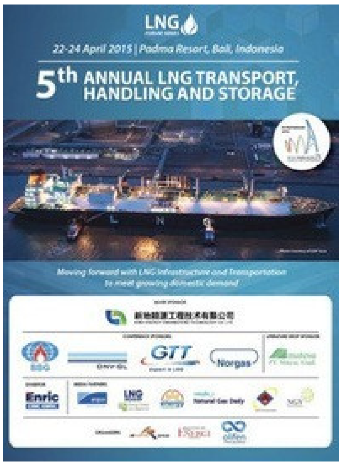

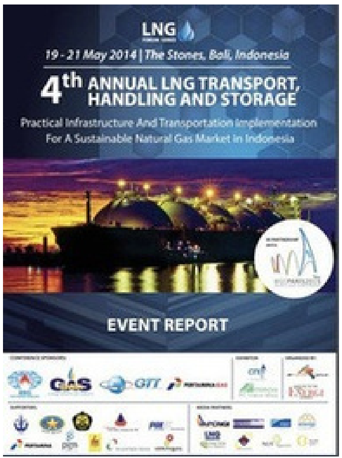

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