

**AMBASSADOR PHAM QUANG VINH'S OPENING REMARKS AT THE SEMINAR  
"VN-US BUSINESS PARTNERSHIP FOR ENERGY DEVELOPMENT"**

(WDC, 03.11.2015)

---

**Distinguished Guests and Friends.**

1. Welcome to you all. Indeed, it's really hard to work indoor while the weather is so wonderful outdoor. But allow me do my job of opening this Seminar.
2. The Embassy of VN is honored to host this event on "VN-US Business Partnership for Energy Development". We believe that energy presents great potentials for our two countries' dynamic partnership. This Seminar has been therefore specifically designed to further boost our cooperation in this area.
3. The organizers have worked hard to bring together here the people concerned: policy makers, businesses and other partners. May I again extend the warmest welcome to you all, distinguished guests and friends from the US and from VN.

Among our guests here today, may I thank in particular: Dr. Phyllis Yoshida, Deputy Assistant Secretary, US Department of Energy; Mr. Vikrum Sequeira, Senior Advisor, US Department of State; and Ms. Andrea M. Lupo, Director, USTDA.

I express my special thanks to the Business Association of Overseas Vietnamese – US Branch, for initiating this idea and co-sponsoring the event.

4. And I think we all should give a special welcome to those friends, who have been traveling from afar – VN. We have here with us today: Mr. Nguyen Hoang Tuan, Chairman of the PV Oil – VN and 11 other business members from VN.

Please give them an applause, to help keep them awake, I believe, from the jet-lag of 12 hrs in time difference and 24 hrs flight. We also welcome colleagues from US companies from Texas and Washington-Virginia-Maryland areas. I believe you don't have a jet-lag, right! Indeed, we thank you all for joining us today.

5. Distinguished guests and friends. We hope through this event, we can be able to compare notes and find out potentials and opportunities to expand further our partnership in energy.

As Ambassador from VN, I must tell you first about the energy sector and its market in VN, which are really attractive. With a population of 92 million – 92 million potential customers, VN maintains an annual economic growth rate of 6 – 7%, while urbanization has been fast expanding. It is projected that VN's power demand continues to increase by more than 10% per year in the next decade.

The government of VN has long adopted an energy strategy for the next 10 to 20 years. This includes the gradual introduction and development of the energy market in VN, while promoting on a high priority basis alternative and renewable energies. You will be briefed in more detail in today's discussions. Forexample, we have set time-frames for developing a competitive market in VN, from generation, to wholesale, and retail markets. And environment and sustainable energy development have always been part of the government's strategy.

6. The US and its companies have been partners with VN in energy for many years.

Exxon Mobil, Chevron, Murphy Oil have been actively taking part in VN's off-shore oil and gas operations. GE and Westinghouse have also been engaged in the area of energy, including traditional and new/renewable energies.

US government agencies, such as USTDA, Ex-Im Bank and OPIC have helped finance various energy projects in VN. USTDA for example has so far been supporting around 80 projects, including on power resources, also wind power.

We thank you all for this. But we think the potentials for our cooperation remain huge. So we need to explore more and to do more, for our mutual benefits.

7. As we celebrate 20 years of our diplomatic relations, this year 2015 has been a real opportunity, especially for business and trade expansion.

We have further strengthened our Comprehensive Partnership and energy has been a part thereof. Further, the US and VN are partners of the just-concluded Trans-Pacific Partnership agreement (TPP). The entry into force of the 123 agreement has also offered great opportunities for energy cooperation between our two countries.

We can also benefit from energy programs in other bilateral and multilateral frameworks, such as APEC, ASEAN, EAS and LMI.

8. Against this backdrop, I believe our Seminar today will certainly be a helpful one. It may help connect further our businesses and recommend ways on how government agencies can assist them in this regard.

I really hope we shall have a pleasant and productive day. I again extend to you all my sincere thanks. Enjoy your day. Thank you.