

**WELCOME ADDRESS BY DR. DINH THE PHUC
DEPUTY GENERAL DIRECTOR
ELECTRICITY REGULATORY AUTHORITY OF VIETNAM
AT THE MARKETING WORKSHOP FOR DEMAND RESPONSE PROGRAMS
FOR HO CHI MINH CITY
14 AUGUST 2014, HO CHI MINH CITY**

Firstly, on behalf of the Electricity Regulatory Authority of Vietnam (ERAV), Ho Chi Minh City Power Corporation (HCMPC), I would like to welcome the representatives from Department of Industry and Trade of HCMC, World Bank, Electricity Vietnam, Southern Load Dispatch Centre, and especially the large customers of HCMPC to the today Marketing Workshop on “Implementation of DR Pilot Programs in HCMPC” under the Pilot DR Program implemented by ERAV.

Ladies and Gentlemen,

In the context of depleting fossil fuels and threatened energy security, the Demand Response Programs are an effective solution contributing to ensuring safe and reliable electricity supply.

Demand Response is one of the solutions to enhance the power usage effectiveness, from that to contribute to ensure balance of supply and demand, optimize the power system, and improvement of reliability and safe supply. Upon implementation, the DR Programs will assist to reduce or change customer load demand, contributing to reduced peak demand during peak hours of the national power system, regional power system, or in the area where the network is suffering from being overload.

By participating in the DR Programs, the customers shall receive appropriate support, and more important is the general benefit directly provided to the customer and the whole of society, such as

- ✓ Reduce monthly electricity cost;
- ✓ Reduce the risk of system blackout;
- ✓ Reduce the impact of sudden blackout to the customer’s production and business;
- ✓ Contribute to enhance reliability and quality of supply; and
- ✓ Reduce pressure for investment for network expansion.

Ladies and Gentlemen,

The implementation of pilot DR Programs, in accordance with the direction of the government and the Ministry of Industry and Trade (MoIT), is to ensure energy security and is consistent with the roadmap for the development of the smart grid in Vietnam. In the coming years, electricity supply to the Southern area, especially HCMC is facing many difficulties which may lead to demand-supply imbalance. Therefore, MoIT and ERAV selected HCMPC to perform the pilot DR Programs for a period of one year. The result of the pilot DR Programs shall be used nationwide to be replicated for various types of customers.

This program has been implemented from February 2014 with the support of Diamond Energy in designing and proposing suitable DR Programs within the context of Vietnam. So far, Diamond Energy has completed its proposal on "Detailed Design the pilot DR Programs".

For successful implementation of the DR Programs, it is necessary to have the participation, support, and active response from electricity consumers, especially the industrial and commercial customers with large consumption. Therefore, today, with the expectation of this important meeting of stakeholders and especially the customers of HCMPC, ERAV and HCMPC organized this marketing workshop to introduce to the customers the contents and benefit of the proposed DR Program. With this workshop, we would like to get the support and response from the local authorities, especially from the customers participating in the pilot DR Program in order to contribute to improve the reliability of supply for the customers in the HCMC area in particular and customers nationwide in general.

On behalf of ERAV, HCMPC, once again, I would like to express my sincere thanks for your participation.

Once again, I would like to express my thanks to all of you for spending your time to be here with us. We wish you good health and hope this workshop will be a great success.

Thank you.

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