



November 2013

PETROVIETNAM

The Partner of Choice

Vietnam National Oil & Gas Group
Website: <http://english.pvn.vn/invest/>

Outline

Petrovietnam - Overview

Exploration & Production

Gas Industry

Refining & Petrochemical

Power Generation

Professional & Technical Services

Vision & Mission



Mission

Contribute to ensure national energy security and, as a leading business group, help build and develop Vietnam economy



Strategic Vision through 2025

Be a leading petroleum group in the region – a pride of Vietnam

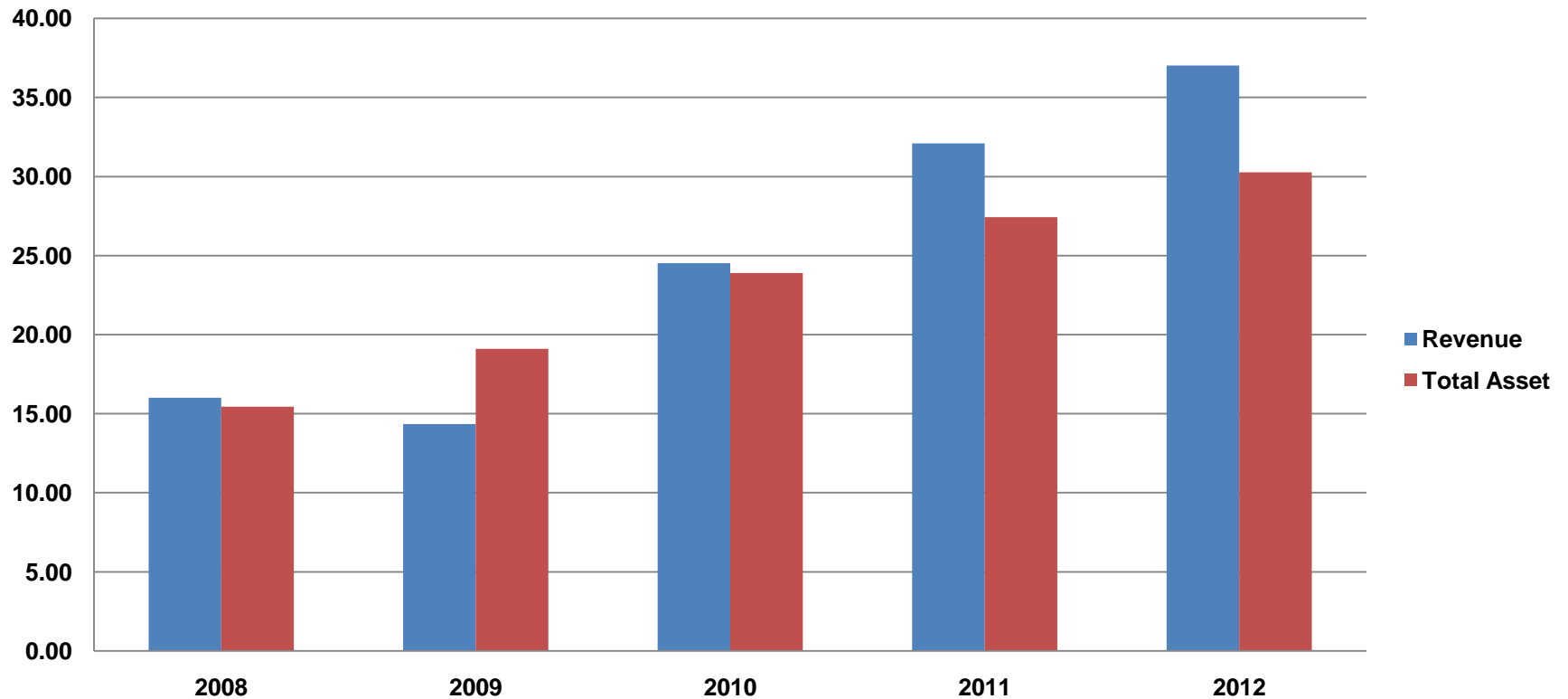
Petrovietnam - Overview

PVN Revenue:

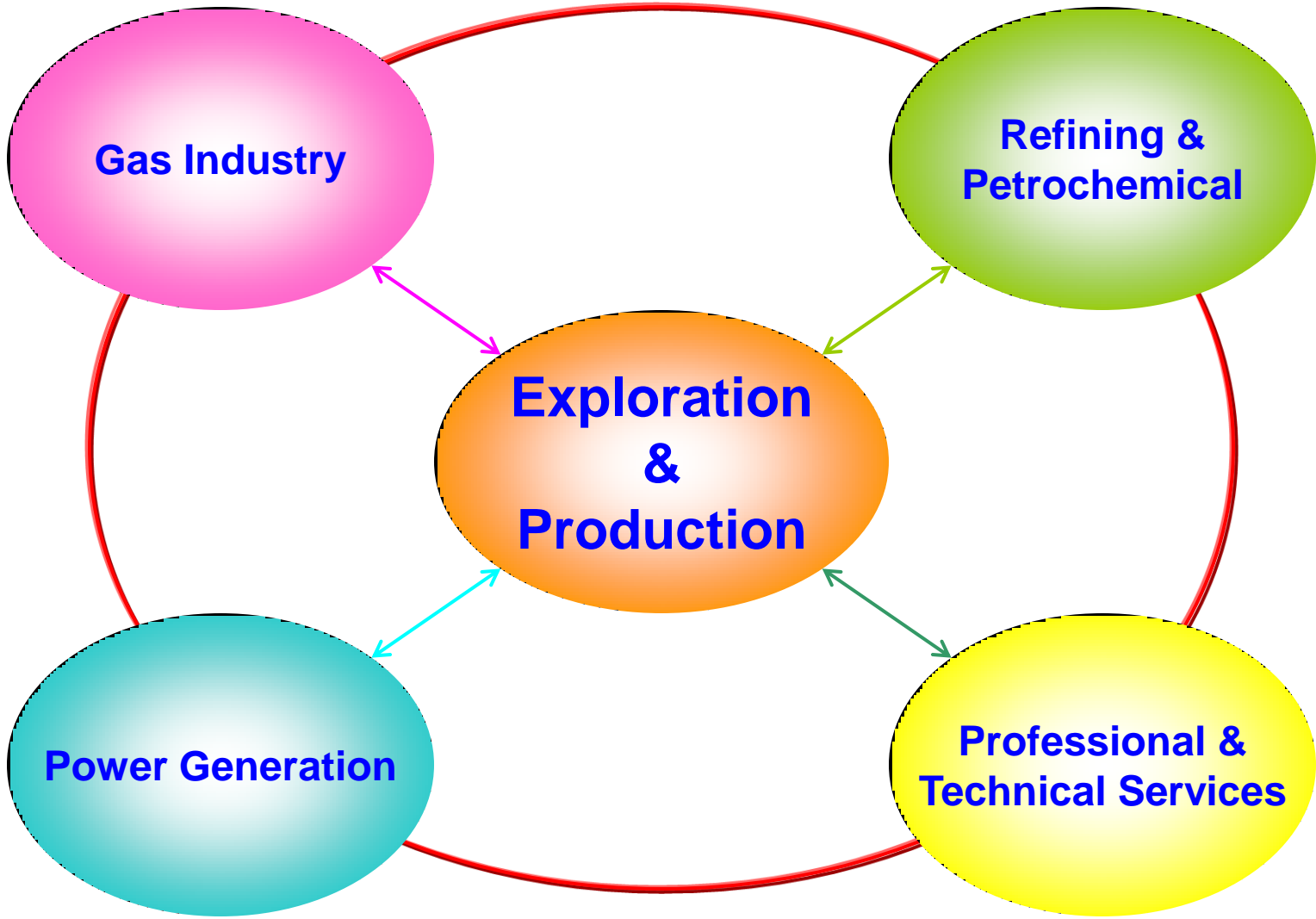
2012: ~ USD 37 billion

By end of September 2013: ~ USD 26 billion

2008-2012: Revenue & Total Asset (USD billion)

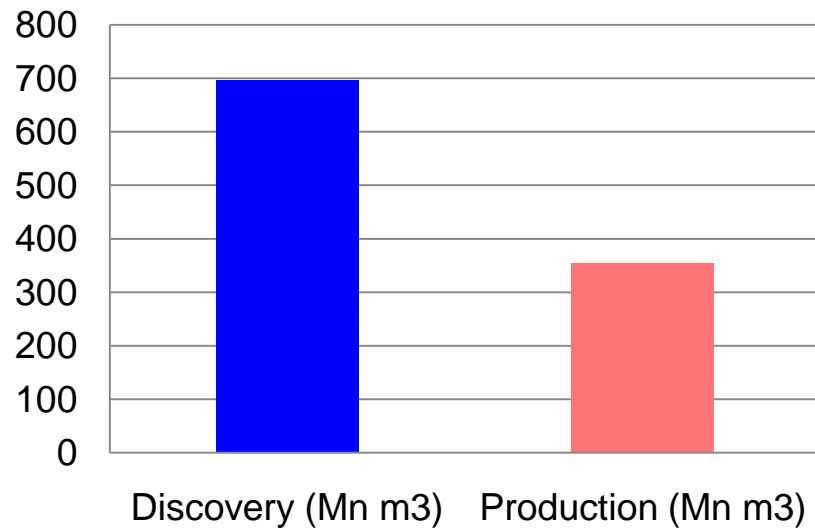


Petrovietnam - Main business segments

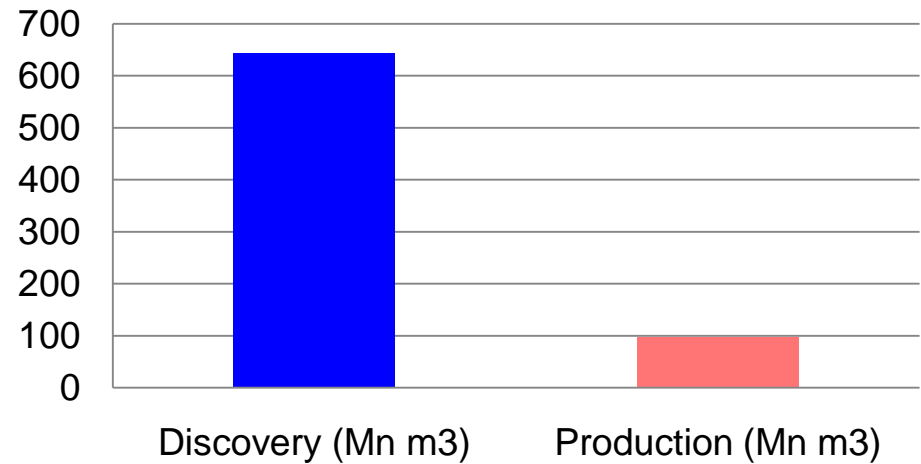


2P Reserves: approximately 1.4 billion m³ (oil equivalent) by end of 2012

Oil Reserves



Nature Gas Reserves



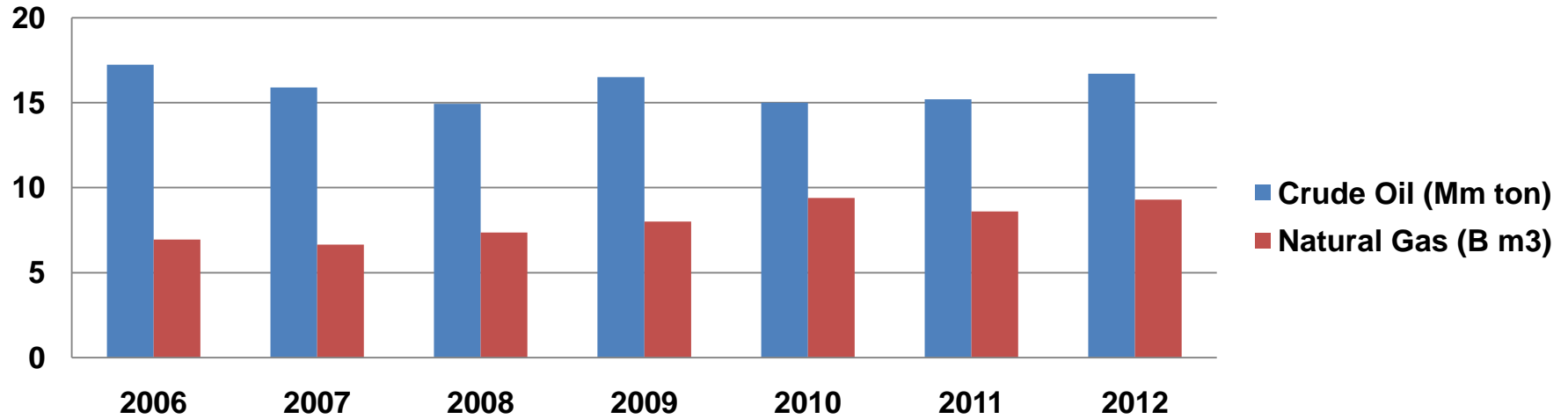
Until 2020: Expect to increase reserves by 40-50 million m³ (oil equivalent) annually including:

- Domestic: 30-35 million m³ / year
- Oversea: 10-15 million m³ / year

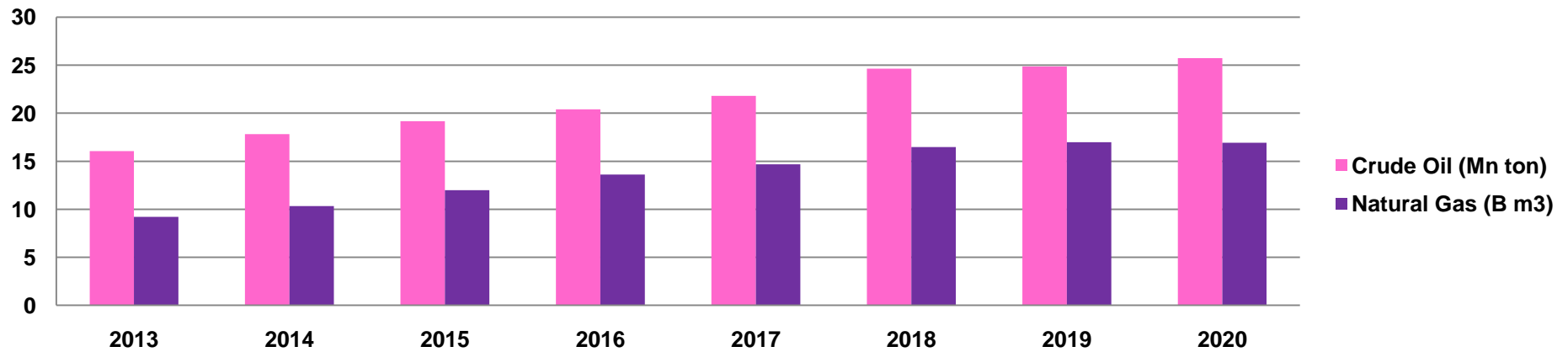
E&P – Core Business

Production & Forecast

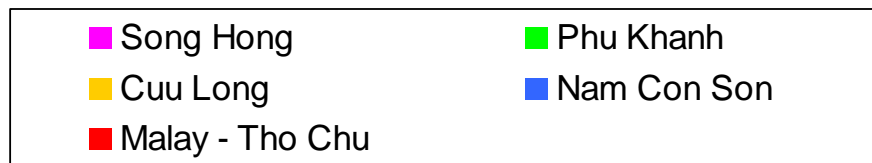
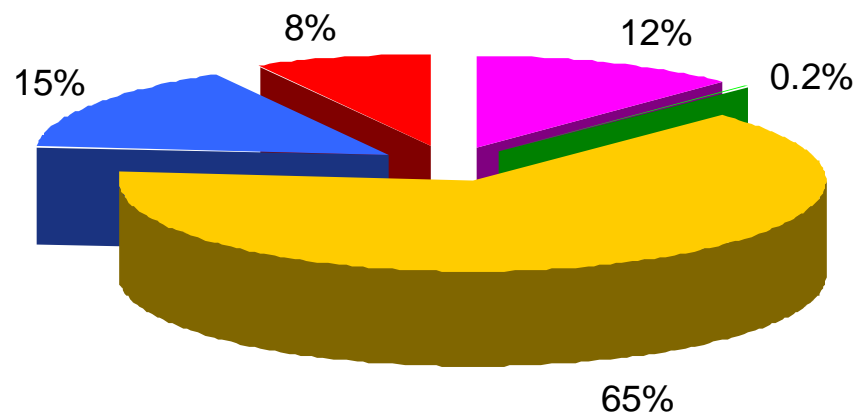
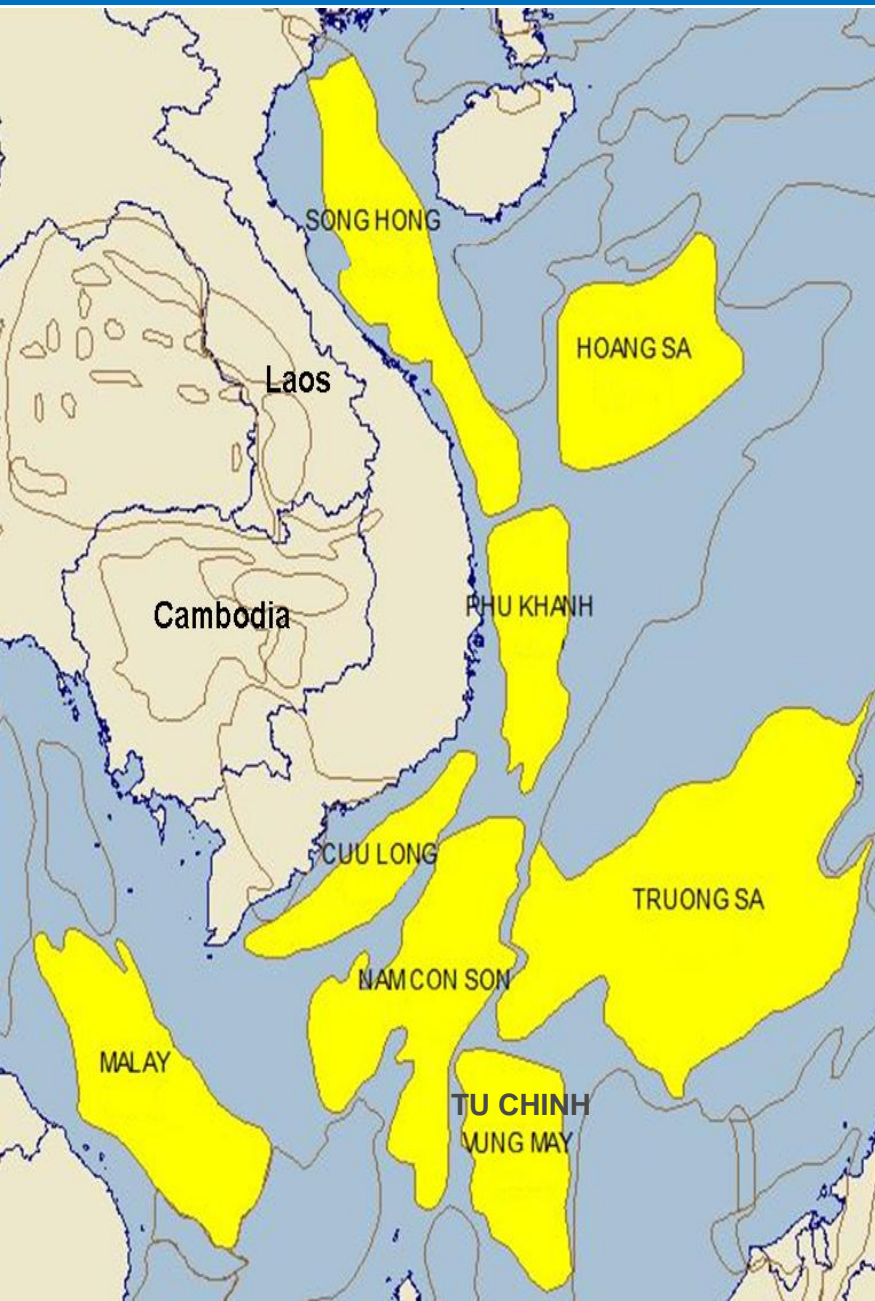
2006 - 2012: Production



2013 - 2020: Forecast



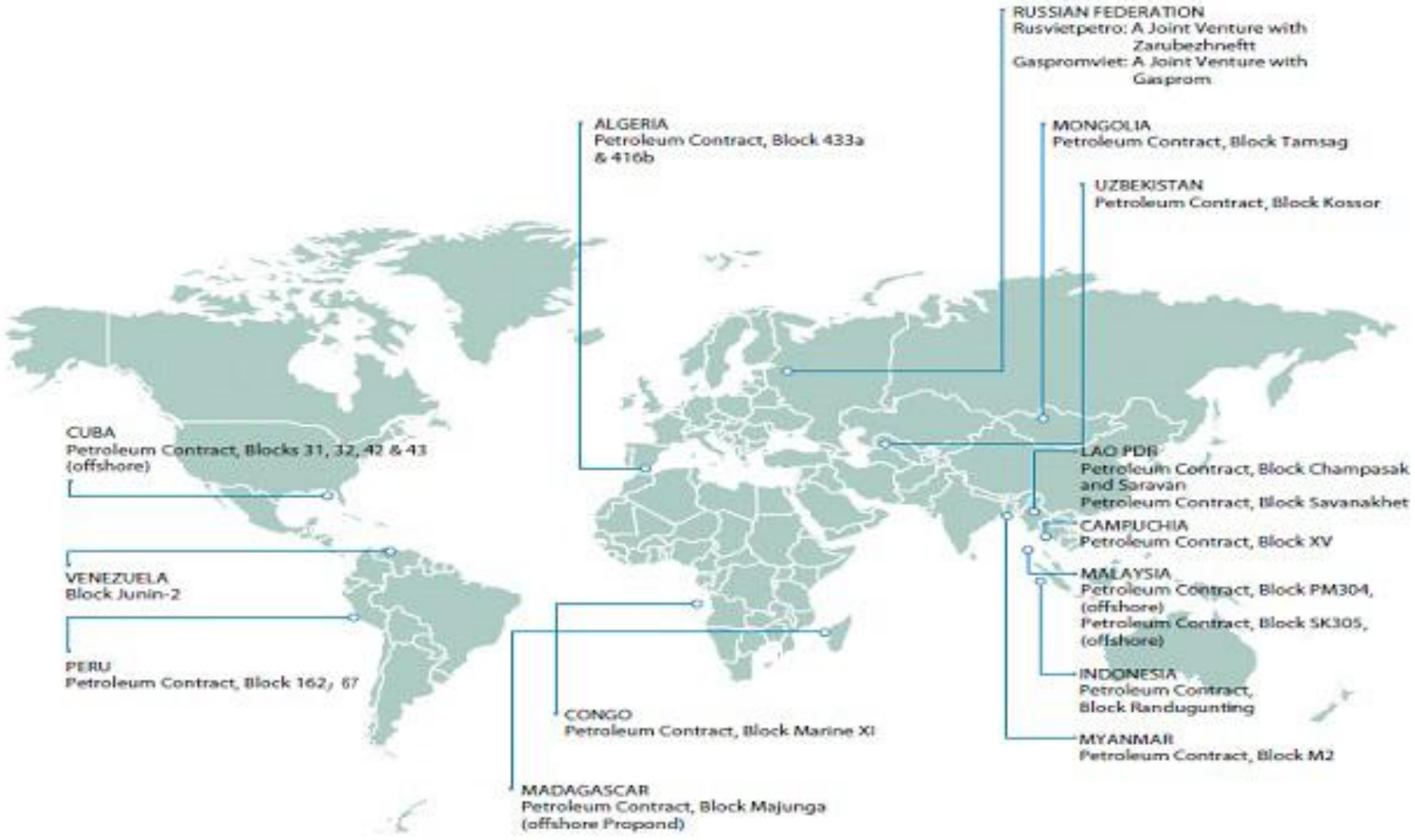
E&P: Vietnam Sedimentary Basins



Valid petroleum contracts: 61

E&P: Oversea activities

21 Oversea petroleum contracts in 15 countries and territories
Total overseas productions reach 50 million tons by 2020



E&P: Projects/ Blocks calling for investment:

<i>Area</i>	<i>Name of block</i>	<i>Owner</i>	<i>Equity Ownership Offering</i>
Song Hong Basin	Blocks MVHN; MVHN-01KT, 02KT, 03KT Block 104-109/05	PVN	80%
	Blocks 102/10 & 106/10	PVEP	66%
	Block 101 - 100/04	PVEP	40%
Phu Khanh Basin	Blocks 148, 149	PVEP	60%
Onshore Mekong Delta	Blocks DBSCL-01, 02, 03, 04	PVN	80%
Nam Con Son Basin	Blocks 19, 20, 03, 06/94, 22/03, 28, 29	PVN	80%
	Block 05-2/10	PVEP	20%
	Block 10 & 11-1	PVEP	40%
Malay – Tho Chu – Phu Quoc Basin	Blocks 31, 32, 33, 34, 35, 36/03, 37, 38, 41, 43, 44, 47/01	PVN	80%
Malaysia	Block SK 305	PVEP	30%
Uzbekistan	Block Kossor	PVEP	40%
Laos	Block Champasak & Saravan	PVEP	40%
Cambodia	Block XV	PVEP	50%

Gas Industry - Overview

Total production reached 94 billion m³ up to 9/2013

Gas Pipeline Systems Capacity:

- Cuu Long Basin gas pipeline system: 2 billion m³ of gas/year
- Nam Con Son gas pipeline system: 7 billion m³ of gas/year
- Ca Mau – PM3 gas pipeline system: 2 billion m³ of gas/ year
- Phu My – Nhon Trach gas pipeline system: 2 billion m³ of gas/year
- Phu My – My Xuan – Go Dau low-pressure gas pipeline system: 1 billion m³ of gas/year



Gas Industry – Project calling for investment:

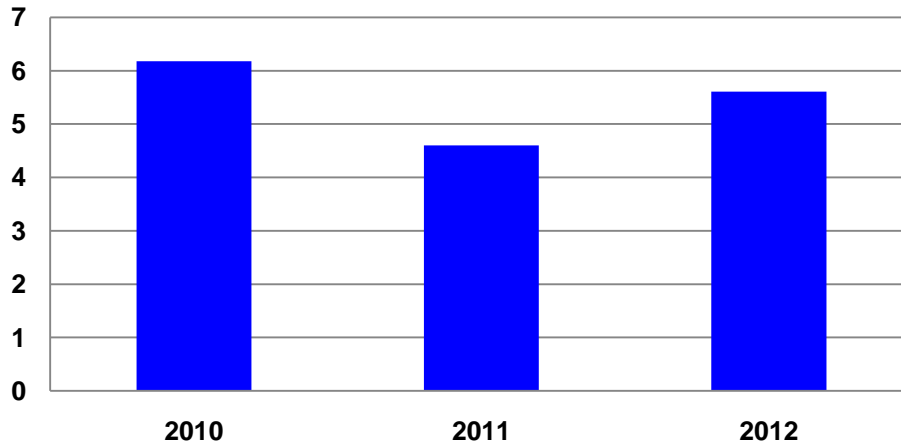
Project Name	Owner	Location	Total Investment Capital (million USD)	Equity Ownership Offering
LNG Son My	PV Gas	Binh Thuan	1,350	49%

- **Key business activities:** import and export LNG
- **Location:** Son My 1 industrial zone, Binh Thuan province
- **Capacity:**

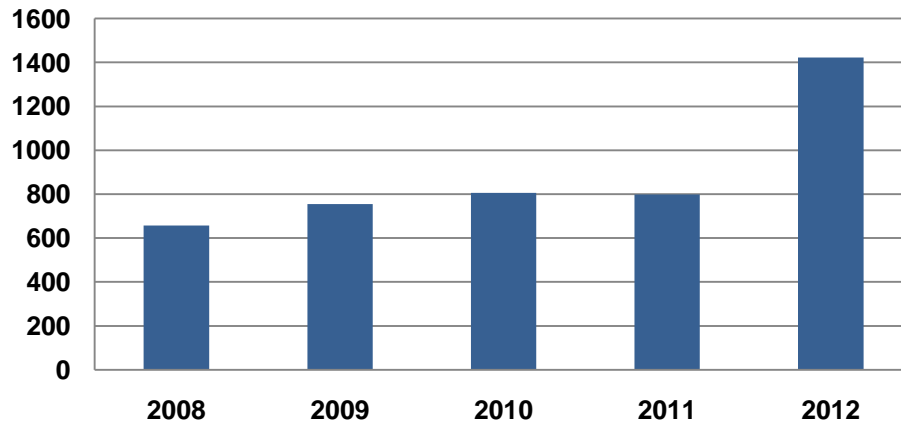
<i>Phase</i>	<i>Time of operation</i>	<i>Capacity</i>
Phase 1a	2018	1.8 mtpa
Phase 1b	Before 2020	3.6 mtpa
Phase 2	2023	6.0 mtpa
Phase 3	2026 ÷ 2030	9.6 mtpa

Refineries & Petrochemicals – Overview

Gasoline Production (Million ton)



Urea Production (Thousand ton)



Refinery:

- Dung Quat Refinery : capacity of 6.5 million tons of crude a year
- The Condensate Processing Plant: capacity of 130,000 tons of condensate a year

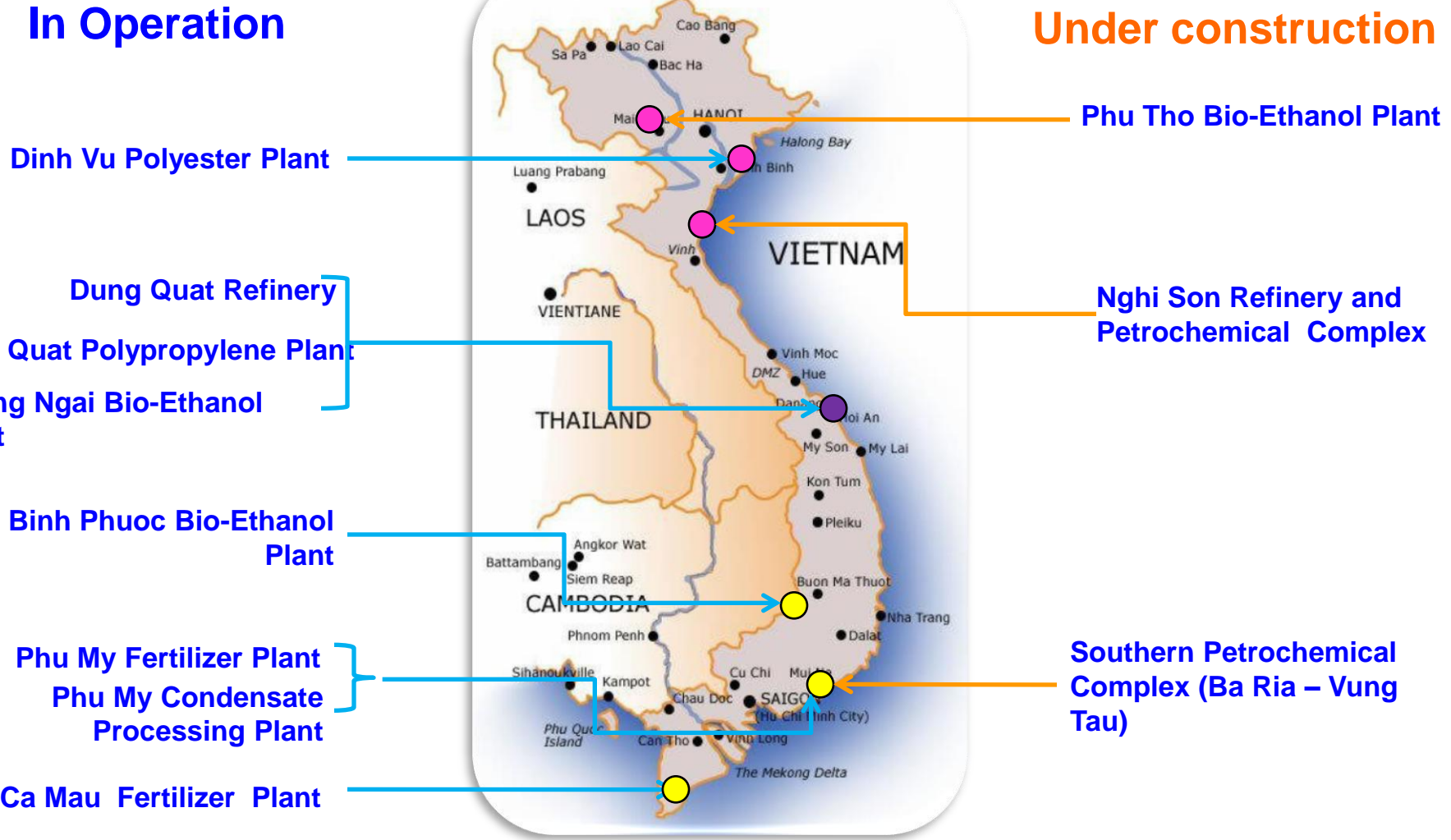
Petrochemical and Bio-fuel :

- Phu My Fertilizer Plant: capacity of 800,000 tons of urea
- Ca Mau Fertilizer Plant: capacity of 800,000 tons of urea
- Dung Quat Polypropylene: capacity of 150,000 tons of polypropylene products a year.
- Dinh Vu Polyester Fiber Plant: capacity of 170,000 tons of fiber a year
- Quang Ngai Bio-fuel Plant capacity of 80,000 tons of ethanol a year

Refineries & Petrochemicals – Key projects

In Operation

Under construction

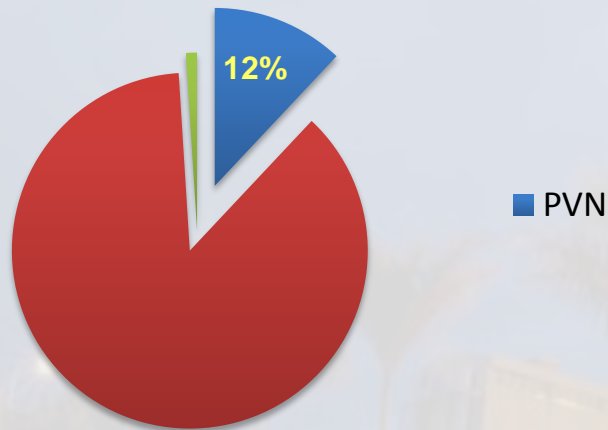


Refineries & Petrochemicals – Projects calling for investment:

No.	Project Name	Owner	Location	Investment Capital / Charter Capital (million USD)	Equity Ownership Offering
1	Binh Son Refining & Petrochemical Company Ltd	PVN	Quang Ngai Province	1,700	25%
2	Petrovietnam Camau Fertilizer Company Ltd	PVN	Ca Mau Province	153	49%
3	Petrovietnam Petrochemical & Textile Fiber JSC. (PVTex)	PVN, PVFCCo, Vinatex, Phong Phu Corp.	Hai Phong City	100	81%
4	Cai Mep Condensate Processing Plant	PV Oil	Vung Tau	197	49%
5	PetroVietnam Bio-fuels JSC.	PV Oil	Phu Tho	20	39%
6	Orient Bio-fuels JSC.	PV Oil	Binh Phuoc	31	29%

Power Generation - Overview

- Invest in 12 major power plants ~ 10,000 MW
- 5 major completed plants ~ 2,880 MW
- 12% national grid, target 20-25% by 2015



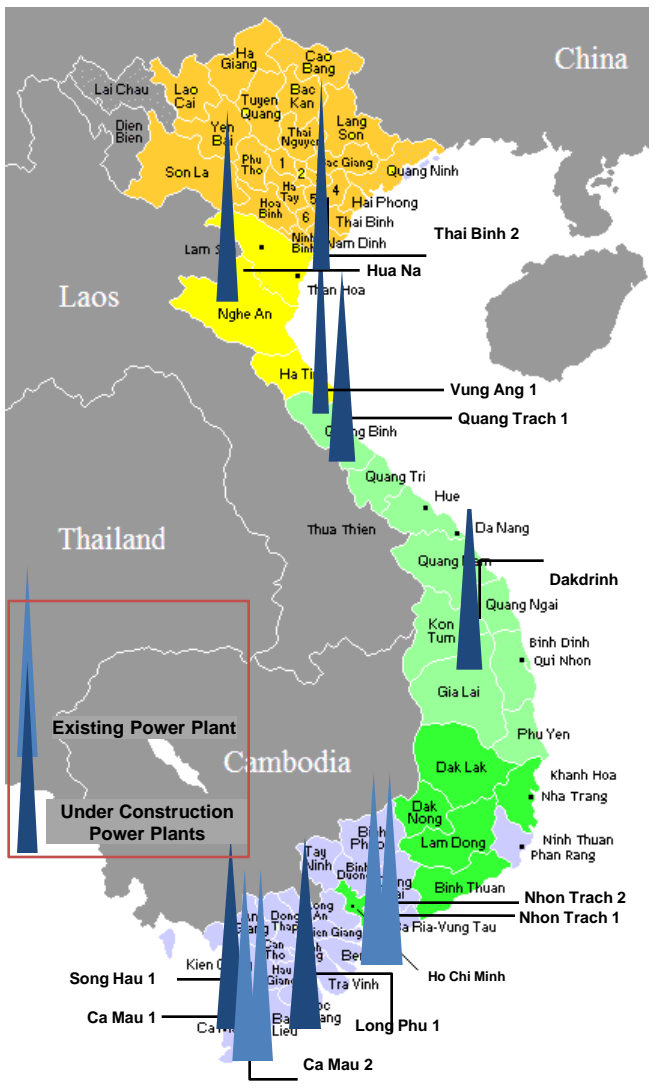
~ 12.4 billion kWh supplied in first 9 months of 2013

(~ 63 billion kWh up to 30/9/2013)



Power Generation - Plants

• 5 major operating power plants with total capacity: 2,880 MW



Projects	Owner	Capacity
1 Ca Mau Gas-fired Power Plant No.1	PVN 100%	750 MW
2 Ca Mau Gas-fired Power Plant No.2	PVN 100%	750 MW
3 Nhon Trach Gas-fired Power Plant No.1	PVN 100%	450 MW
4 Nhon Trach Gas-fired Power Plant No.2	PVN 65%	750 MW
5 Hua Na Hydro	PVN 82%	180MW

• 7 on-going power plants with total capacity: 6,175 MW

Projects	Capacity	COD
1 Vung Ang No.1 Coal-Fired	1,200MW	2014
2 Quang Trach No.1 Coal-Fired	1,200MW	2018
3 Thai Binh No.2 Coal-Fired	1,200MW	2016
4 Long Phu No.1 Coal-Fired	1,200MW	2016
5 Song Hau No.1 Coal-Fired	1,200MW	2017
6 Dakring Hydro	125MW	2013
7 Hoa Thang Wind Farm	49.5MW	2015

Power Generation - Projects calling for investment

No.	Project Name	Owner	Location	Total Investment Capital (million USD)	Equity Ownership Offering
1	Nhon Trach 1 Gas-fired Power Plant	PVPower	Dong Nai Province	322	49%
2	Hua Na Hydro Power Plant	PV Power; Lilama, BIDV, MB	Nghe An Province	288	82%
3	DakDrinh Hydro Power Plant	PV Power, BIDV, Licogi, SongDa Group	Quang Ngai Province	238	93%
4	Vung Ang 1 Coal-fired Power Plant	PVN	Ha Tinh Province	1,595	49%
5	Thai Binh 2 Coal-fired Power Plant	PVN	Thai Binh Province	1,656	49%
6	Long Phu 1 Coal-fired Power Plant	PVN	Soc Trang Province	1,595	49%
7	Song Hau 1 Coal-fired Power Plant	PVN	Hau Giang Province	1,633	49%
8	Quang Trach 1 Coal-fired Power Plant	PVN	Quang Binh Province	1,695	49%
9	Hoa Thang 1 Wind Power Plant	PVPower	Binh Thuan Province	83	49%

Professional & Technical Services - Overview

G&G studies, FPSO, FSO supply



Logistics & technical support



Materials & equipments trading



Crude oil & petroleum products trading



2012 service revenue: **US\$11.7 billion**

Operation & maintenance



Transportation, storage, distribution of petroleum products



Designs, constructions, installation

Professional & Technical Services - Projects calling for investment

No.	Project Name	Owner	Location	Investment Capital / Charter Capital (million USD)	Equity Ownership Offering
1	Petrovietnam Transportation Corporation	PVN, Pvcombank, ACB, Others	Ho Chi Minh	110	21.8%
2	Petrovietnam Construction JSC	PVN, Others	Ha Noi	190	18.5%
3	Petrovietnam Energy Technology JSC	PVN,PVI, Others	Ho chi Minh	24	5%
4	Petrovietnam Phuoc An Port Investment & Operation JSC	PVN, Sonadezi Corp	Dong Nai	21	49%
5	Dung Quat shipbuiding company Ltd	PVN	Quang Ngai	176	64%
6	OceanBank	PVN	Hanoi	190	20%
7	PvcomBank	PVN	Hanoi	427	52%
8	Lai Vu Company industrial park.	PVN	Hai Duong	28	100%
9	Soai Rap petroleum industrial park	PVC	Tien Giang	74	100%

Thank you
for your attention!

Contact Detail:

Investment & Development Division
Vietnam Oil & Gas Group (Petrovietnam)

Address: 18 Lang Ha Street, Ba Dinh, Hanoi, Vietnam

Tel: (84-4) 38252526

Fax: (84-4) 38265942

Website: <http://english.pvn.vn> , <http://english.pvn.vn/invest>

