

Banpu aims to achieve more than 2 million tonnes of coal sales in Vietnam's thriving energy markets

Banpu Public Company Limited, a leading integrated energy solutions company in Asia-Pacific, continues to penetrate Vietnam's coal markets in two consecutive years and aims to seal more than 2 million tonnes of coal sale agreements with Vietnamese clients to respond the growing demand of coal. Moreover, Banpu is unceasingly looking for new investment opportunities with Greener & Smarter strategy to continuously and sustainably grow Banpu Group's business in the future.

Ms. Somruedee Chaimongkol, CEO of Banpu Public Company Limited, said "Vietnam is the tenth country that Banpu entered to capture great business opportunity. The country is in Asia-Pacific region that has highly growing demand of electricity. The Vietnamese PDP expects that the power demand of the country will be doubled to 130 GWs by 2030, which is a response to the country's economic growth, while coals is still the main resource of power generation. However, the domestic coal is insufficient, the coal import is required. In 2018, Banpu sold 1.3 million tonnes of coal to Vietnam. We are ready and capable of providing high quality and customized specifications of coals from our own mines including Indonesia and Australia and strong partnership network to satisfy clients with sophisticated logistics system. In 2019, Banpu increases our target to achieve over 2 million tonnes of coal sale in Vietnam from established trust and diversified clients.

Apart from Banpu's firm capacity in coal production and commercial aspect, Banpu set up an office in Ho Chi Min City in 2018 to manage coal sales covering marketing, client services, research, sales contracts and logistic operations. This office also serves the purpose of the wind farm development as well as the study for further investment in solar farms and other power plants.

"Given the confidence of our stakeholders in every country we have business, our strong financial performance and our corporate governance, we determine to grow sustainable business by looking for further investment opportunities that generate great returns and go in line with Greener & Smarter strategy. We focus on the development of 3 core businesses, which are **Energy Resource** (coal and gas including related operations such as marketing, training, logistics, fuel procurement and transmission) **Energy Generation** (coal-fired and renewables power plants) and **Energy Technology** (total solar energy solutions, energy storage system and energy technology system), in Vietnam and other countries in Asia-Pacific. These businesses are crucial for Banpu's future growth and potential to create added values and to maximize long-term returns for our shareholders" Ms. Somruedee added.

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Photo



About BANPU

Banpu Public Company Limited is a leading integrated energy solutions company with coal, power and renewable energy business in 10 countries: Thailand, Indonesia, China, Australia, Lao PDR, Mongolia, Singapore, Japan, the United States of America and Vietnam.

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