



**Malaysian Business Chamber of Cambodia**  
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# NEW OPPORTUNITIES FOR RENEWABLE ENERGY AND GRID REINFORCEMENT IN CAMBODIA

 **HYATT REGENCY PHNOM PENH**

29 November 2022

## KEYNOTE SPEAKERS



**H.E. Keo Rottanak**  
Minister attached to the Prime Minister and  
Managing Director of EDC



**Mr. Edwin Vanderbruggen**  
Senior Partner of VDB Loi

## SPONSORS





# NEW OPPORTUNITIES FOR RENEWABLE ENERGY AND GRID REINFORCEMENT IN CAMBODIA

📍 HYATT REGENCY PHNOM PENH, CAMBODIA

As the COP 26 goals push more and more countries towards renewable energy, Cambodia finds itself at the right place at the right time for an energy transition. Developing more renewable energies and using non-fossil fuels is only part of what is driving new projects and opportunities, and there are many new projects and opportunities to maximize renewable energy into the power grid. But much work still needs to be done, such as upgrading the transmission network to be more efficient by employing advanced technology and by providing more renewable energy at affordable and stable prices.

What are the plans of Cambodia's successful utility, Electricité du Cambodge? When are new tenders expected? Which proposals for renewable energy will be entertained by the EDC? Learn directly from EDC's top officials what are the new milestones marking the development of renewables in Cambodia!

## HIGHLIGHTS

- What are the new power projects Cambodia that will be granted in the near future? What is the percentage of renewable energy in the grid? What are the sources which will be developed to satisfy the power demand?
- What is the availability of sustainable energy sources that have affordable tariffs, for investment purposes?
- Opportunities in investing in transmission improvements
- What are the commercial and technical terms for renewable projects that Cambodia is willing to accept?
- Captive solar projects for industry zones: new policies
- Project land for solar projects in Cambodia
- Comparing different ways to finance renewable projects: project finance loans and green bonds

## MODERATORS AND ORGANIZERS



**Mr. Anthony John Galliano**  
President  
American Chamber of Commerce in Cambodia



**Mr. Travis Mitchell**  
Executive Director  
American Chamber of Commerce in Cambodia



**Oknha Tan Khee Meng (KM Tan)**  
President, Malaysian Business Chamber of Cambodia ("MBCC")  
Managing Partner of Baker Tilly Cambodia

## KEYNOTE SPEAKERS



**H.E. Keo Rottanak**

Minister attached to the Prime Minister and Managing Director of Electricité du Cambodge ("EDC")



**Dr. Praing Chulasa**

Deputy Managing Director of Electricité du Cambodge ("EDC")



**Mr. Edwin Vanderbruggen**

Senior Partner of VDB Loi

## ADDITIONAL PRESENTERS



**Ms. Thay Sokphalline**

Director of the Securities Issuance Supervision Department

The Securities and Exchange Regulator of Cambodia ("SERC")

Ms. Thay Sokphalline has more than 10 years of experience in evaluating IPOs and bond issuances. She has undertaken numerous assignments in developing the regulatory framework related to securities products, preparing action plans for the development of the corporate bond market, including the issuance of green bonds. She is a member of the green bond working group established under the SERC. She has also assisted ADB in reviewing the detailed guidance on green bond issuances in Cambodia and has worked with underwriters and issuers in promoting green bonds in Cambodia.



**Mr. Maxim Kobzev**

Partner  
VDB Loi

Mr. Maxim is partner with VDB Loi finance team. His practice focuses on cross-border and local project financings, corporate loans, pre-export facilities and restructurings. Maxim advises both borrowers and lenders, commercial banks, corporations and development institutions with particular focus on complex projects in the banking, infrastructure, oil & gas, mining and metals and manufacturing sectors and transactions in the emerging markets.



**Ms. Mariza Ung**

Partner  
VDB Loi

Ms. Mariza has taken the lead of the legal team assisting the development of greenfield solar projects in Cambodia, and was lead local counsel in several acquisitions of existing solar power projects. She has also assisted international financial institutions with financing renewable power in Cambodia.



**Mr. Grégory Thomassin**

COO - Head of Project Finance  
APAC of Total Eren

Mr. Gregory is in charge of all project financing activities for Total Eren in APAC region. He is also the COO - APAC for Total Eren and as such supervises projects under construction and operation in the APAC region including the 74MWp solar PV project in Battambang, Cambodia that Total Eren owns.



**Mr. Puree Tantivirasut**

Senior Investment Manager  
of DEG Bangkok Office

Mr. Puree is a senior investment manager, responsible for the energy sector. His roles include appraising and structuring transactions relating to energy projects in the Southeast Asia. Product focus is long term project finance and debt mezzanine.



H.E. KEO ROTTANAK

# H.E. KEO ROTTANAK

Minister attached to the Prime Minister and Managing Director of Electricité du Cambodge (“EDC”)

Born in Pursat Province on 16 September 1973

## CURRENT POSITION

- Minister attached to the Prime Minister and Managing Director of Electricite Du Cambodge (EDC)

## EDUCATION

- **Degree Courses:** Master’s Degree in International Development from the International University of Japan (Japan); Master’s Degree in Higher Education Administration from Columbia University (USA); Bachelor’s Degree in Teaching English as a Foreign Language (Cambodia)
- **Non-degree Courses:** Leadership and politics from Harvard University (USA), Lee Kwan Yew School of Public Policy (Singapore), Asian Institute of Management (the Philippines), University of Canberra (Australia)

## PAST POSITIONS

- Royal Government of Cambodia Delegate in charge of Managing the Electricite Du Cambodge (EDC) and Advisor to the Prime Minister *2008-September 2018*
- Acting Director General of Industry, Ministry of Industry, Mines and Energy *2007-2008*
- Director of Minister’s Cabinet of Ministry of Industry, Mines and Energy *2004-2008*
- National Program Office for Governance, Asian Development Bank Cambodia Office *2002-2003*
- Director of Department of Small and Medium Enterprises (SMEs) at Ministry of Industry, Mines and Energy *1999-2005*
- Lecturer & Deputy Director of Studies, English Department of Royal University of Phnom Penh *1994-1995*
- Assistant to the Country Manager of Thakral Brothers Ltd. of Singapore (Cambodia Office) *1992- 1994*

## ELECTED OFFICE

- Elected to the National Assembly 2013
- Elected to the National Assembly 2018

## SCHOLARSHIPS AND AWARDS

- Monbusho Scholarship, the Government of Japan
- Fulbright Scholarship, the USA Government
- Kingdom of Cambodia’s medal of Cheatopaka

## HOBBIES AND INTERESTS

- Books, movies, music and social works



## DR. PRAING CHULASA

Deputy Managing Director of Electricité du Cambodge (“EDC”)

Mr. Praing Chulasa, born in 1974, is currently a Deputy Managing Director in charge of Planning and Techniques of Electricité du Cambodge (EDC); a wholly state-owned enterprise to generate, transmit and distribute electric power throughout Cambodia. He was employed in 1996 but studied abroad from 1995 to 2000. After return back in early 2001, he carried on his work as an expert staff in the Corporate Planning and Project Department (CPPD) and was promoted to Chief of Planning Management Information System and Tariff Office at the end of 2001. In 2003, he held the position of Deputy Director and then Director of CPPD from 2008-2014.

He is mainly undertaking the supervision work on system operation for generation, transmission and distribution as well as projects implementation. The above activities include power stability and sustainability with economic dispatch optimization to achieve affordable cost of supply for both transmission and distribution levels.

He has also involved in national power development policy and strategy especially maximized the renewable energy integration, regional cooperation on HV interconnection as well as collaboration with international development partnership to engage for power infrastructure construction and technology's innovation with capacity building transfer to the junior staffs.

### EDUCATION & SPECIALIZATION

- **DEng, Electrical Engineering** on “Power System Stability especially for a Long-distance HV Transmission Lines”, Institut National Polytechnique de Grenoble, France, *Oct, 2000*. (French Government Scholarship)
  - Voltage and rotor angle stability for static and transient
  - Static analysis techniques and dynamic simulations
  - Modeling on excitation and governor system with assistance from OPF, PSS, FACTS devices to determine the preventive and corrective measures/indicators in order to avoid as possible the large disturbance in the power system if the fault occurs.
- **MSc on Electrical Engineering**, Institut National Polytechnique de Grenoble, France, *July 1997*. (French Government Scholarship)
- **MEng** on “Power System Design and Operation”, École Nationale Supérieure d'Ingénieurs Electriciens de Grenoble, Institut National Polytechnique de Grenoble, France, *October 1996*. (EDF Scholarship)
- **Electrical Engineer**, Technical Superior Institute Cambodian Soviet Friendship, actual renamed to Institute of Technology of Cambodia (ITC), Cambodia, *July 1995*

### OTHER TRAINING COURSES

- “Economic and Politic in Power Sector Management” at the Institut d'Economie et de Politique de l'Energie, Grenoble France, *Feb-Apr 2002*, supported by French Ministry of Foreign Affairs.
- “Project Evaluation and Implementation for Supervisor” at Tokyo, Osaka, Kyoto of Japan, *Aug-Sep 2007*, supported by JICA.



# MR. EDWIN VANDERBRUGGEN

Senior Partner of VDB Loi

Edwin has 30 years of experience as a legal adviser, academic, author, and government consultant, and has worked in Southeast Asia for nearly his entire career.

Edwin has built up vast experience advising sponsors, financial institutions, oil and gas supermajors, independent power producers, and other multinational enterprises on their projects in the region, including on multibillion dollar energy and infrastructure projects, mergers and acquisitions, and financing transactions.

He has assisted governments in the CLMV region on transactions and issues such as legal reform, public finance, privatization, and taxation. He has also frequently consulted for IFC, ADB, the United Nations, and governmental agencies of Japan, Korea, and the Netherlands.

Edwin's experience in Cambodia is wide-ranging and has involved many precedent-setting matters, including a major telecom merger, the acquisition of a market leading telecommunications infrastructure company in Cambodia and Myanmar, the first industrial-scale solar project, the first wind power project, and the first PPP solar power project. He was also a full-time adviser to the Minister of Finance of Cambodia from 2006-2008.

## PROFESSIONAL EMPLOYMENT HISTORY

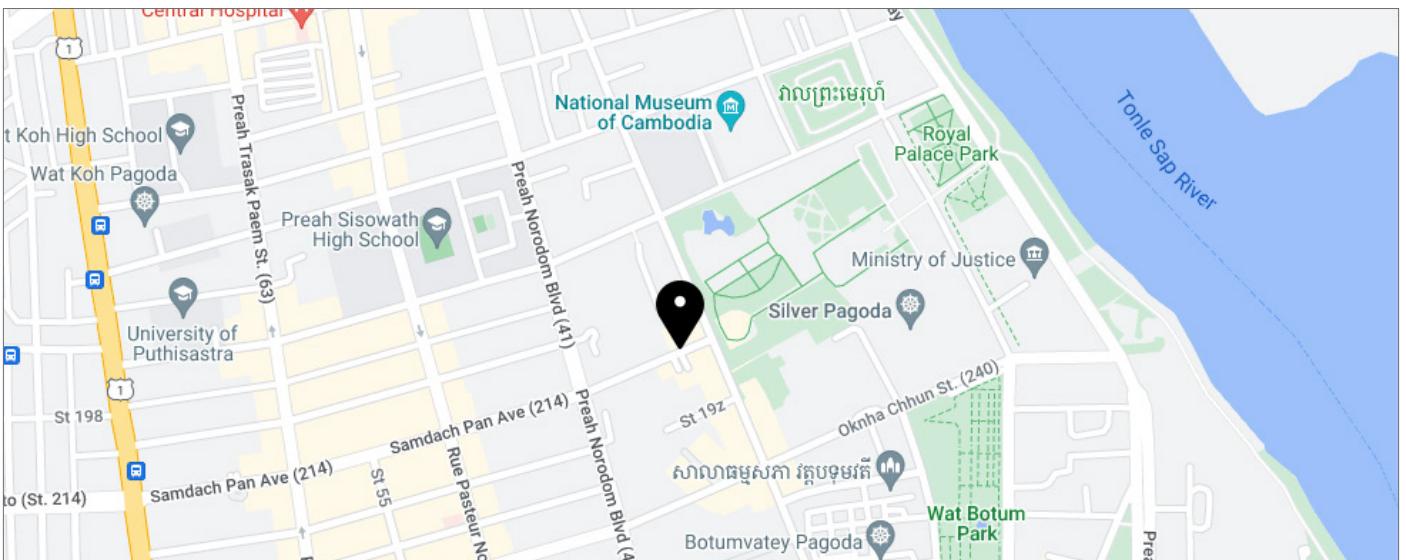
- **Senior Partner** – VDB Loi 2012 – Present
- **Partner** – DFDL Mekong, Cambodia, Myanmar and Vietnam 2007 – 2012  
(Senior Counsel – 2008)
- **Adviser to the Cambodian Government** – Ministry of Economy and Finance, Phnom Penh, Cambodia 2006 – 2007
- **Partner/Tax Lawyer** – Asia Pacific Tax Consultants, S.E. Asian Region 1997 – 2006
- **Director** – SNGI/Groupe Suez, Paris, France 1994 – 1997
- **Tax Lawyer** (“Fiskaal Jurist”) – Loyens & LOEFF, Antwerp, Belgium 1991 – 1994
- **Legal Adviser** – COMIRA, Antwerp, Belgium 1989 – 1991

## WHAT OTHERS SAY ABOUT EDWIN

- *“Edwin Vanderbruggen is very good at dealing with very difficult issues; he can push things through, make things work.”* – **Chambers 2016**
- *“...knows more about the legal environment than anyone else.”* – **IFLR1000**
- *“...has an excellent sense of how to deal with the bureaucracy in Myanmar.”* – **Chambers and Partners**
- *“...advises an impressive range of leading corporations.”* – **Legal 500**



## EVENT LOCATION



### HYATT REGENCY PHNOM PENH

#55, Street 178, Sangkat Chey Chumnas  
Phnom Penh 12206  
Cambodia

### HOW TO REGISTER AND ATTEND?

Registration fees are **US\$35** for AmCHAM and MBCC members, and **US\$50** for non-members. Send your info (Name, Position, Company, Email, Contact Number) to Kathryn Ortega ([kathryn.ortega@vdb-loi.com](mailto:kathryn.ortega@vdb-loi.com)) or [click here](#).

## PROGRAM

Time	Program
9:00AM - 9:15AM	Opening remarks by <i>Electricité du Cambodge (“EDC”)</i>
9:15AM - 9:20AM	Opening remarks by <i>AmCHAM</i>
	<b>PANEL 1:</b>
	<b>CAMBODIA’S ENERGY OUTLOOK FOR A SECURE, SUSTAINABLE ENERGY FUTURE</b>
9:20AM - 10:30AM	<ul style="list-style-type: none"><li>• What are the new power projects Cambodia will grant in the near future?</li><li>• What is the target percentage of renewable energy in the generation mix?</li><li>• What are the sources that will be developed to satisfy Cambodia’s rising demand for power?</li><li>• Availability of investment in sustainable energy sources that have an affordable tariff</li></ul>
10:30AM - 10:45AM	Networking break
	<b>PANEL 2:</b>
	<b>INVESTMENT IN POWER GRID IMPROVEMENTS AND POWER FOR INDUSTRY ZONES, ENERGY M&amp;A AND LAND ACQUISITION</b>
10:45AM - 11:00AM	<ul style="list-style-type: none"><li>• Opportunities in investing in transmission improvements</li><li>• Captive power projects for industry zones</li><li>• How to acquire a plant in development or in operation?</li><li>• Acquisition of land and right of way for solar</li></ul>
	<b>PANEL 3:</b>
	<b>WHAT ARE THE COMMERCIAL AND TECHNICAL TERMS FOR RENEWABLE PROJECTS THAT CAMBODIA IS WILLING TO ACCEPT?</b>
11:00AM - 11:15AM	<ul style="list-style-type: none"><li>• Green bonds in Cambodia: an interesting alternative?</li><li>• Is non-recourse financing possible in Cambodia?</li><li>• EPC/vendor finance, refinancing, local security</li><li>• Experiences with direct agreements and sovereign guarantees</li></ul>
11:15AM - 11:45PM	Q&A session
11:45AM - 11:50AM	Closing Remarks by <i>the Malaysian Business Chamber of Cambodia (“MBCC”)</i>