

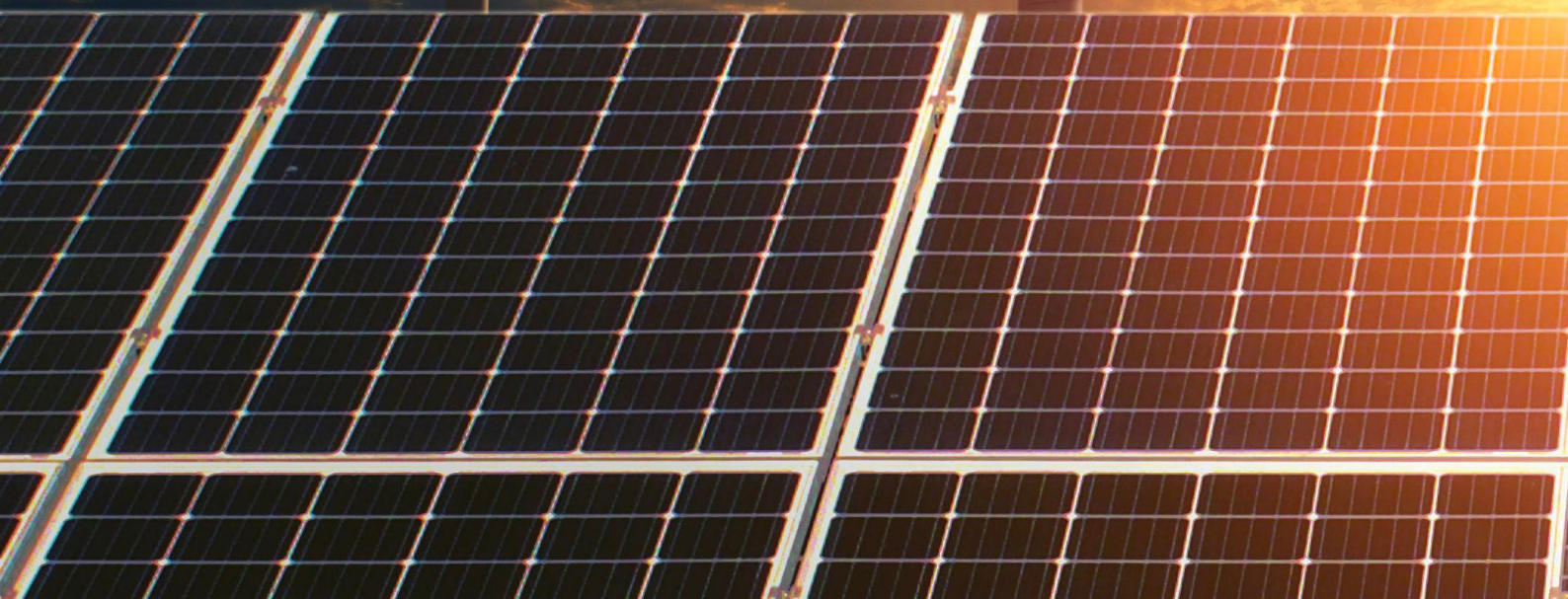
VDB | *Loi*

# OPPORTUNITIES IN RENEWABLE ENERGY

BANGLADESH, CAMBODIA, LAOS AND VIETNAM

ONLINE WEBINAR

August 24, 2023



## HIGHLIGHTS

- Cambodia's upcoming 2 GW new solar projects and energy storage, ADB supported: How will the project pipeline look like?
- What is the real impact of Vietnam's finally published Power Development Plan 8?
- International power trading from Laos and Cambodia to Singapore? Outlook and status update
- Which renewable energy projects are for sale or investment in Bangladesh, Cambodia, Laos and Vietnam?
- Is it still possible to obtain a power project in Bangladesh, Cambodia or Laos without a tender?
- What are the tariffs and commercial terms for wind and solar PPAs in Bangladesh, Cambodia, Laos and Vietnam?
- Updates on the pipeline for water, waste, transportation projects in the region

## INTRO

Several markets in South and Southeast Asia continue to offer massive opportunities in energy and infrastructure development, driven by the energy transition and a strong growth in economy and population. A region that is rebounding strong after COVID, you cannot afford to be out of the loop on what is really happening on the ground. That is precisely the purpose of this highly practical briefing event by VDB Loi's senior partner Edwin Vanderbruggen, who focuses on some of the regions' hottest markets and projects.

## SPEAKERS



**Edwin Vanderbruggen**  
Senior Partner

Edwin has a vast experience advising Governments, sponsors and lenders on energy, transportation, water and waste projects in Bangladesh, Cambodia, Myanmar, Laos and Vietnam. His on-the-ground knowledge, practical approach and his well-known public speaking skills make him a very welcome guest at JOI's briefings in Tokyo for many years running. Now back after the COVID suspension, Edwin will outline the key things to know about these markets and projects, focusing on hot issues and real opportunities for Japanese investors in the energy and infrastructure space.



**Maxim Kobzev**  
Partner

Maxim is a senior legal adviser focusing on cross-border transactional work. He has over 15 years of experience advising corporate clients, commercial banks, development institutions, export-credit agencies, and multilateral financing organizations. He handles complex projects in industry sectors such as energy and renewables, banking and green finance, infrastructure, oil & gas, mining and metals, and manufacturing. Prior to joining VDB Loi, Maxim was part of the energy, infrastructure, and project finance team of White & Case.



**Mariza Ung**  
Partner

Mariza is an experienced legal adviser, providing due diligence and structuring services to clients in a range of industry sectors. She is particularly known for her deep knowledge of regulatory aspects in real estate and construction, including the regulatory aspects of large project transactions, such as licensing, and factory and environmental approvals. Furthermore, she is an outstanding expert on land issues. She has worked on some of the largest energy and infrastructure projects in the country, such as solar plants, industrial zones, and island resorts. Mariza is a member of the Bar Association of Cambodia.



**Edith Ruan**  
Counsel

Qualified both in China and in New York, Edith advises clients on commercial transactions across the infrastructure, banking and finance, and telecommunications sectors. She also has extensive experience in supporting Chinese companies for their overseas projects and businesses, including CITIC, ICBC, Huawei, SinoHydro, ZTE, and other state-owned and private entities. She is based in Phnom Penh, Cambodia

TIME	PROGRAM
	<b>WHAT YOU NEED TO KNOW ABOUT UPCOMING OPPORTUNITIES IN BANGLADESH</b>
02:00PM - 02:20PM	<ul style="list-style-type: none"><li>• Project pipeline: some key projects and tenders you need to know</li><li>• What are the commercial terms and tariff of PPAs for solar and wind in Bangladesh?</li><li>• What is the real reason so few solar projects get to COD? (Tip: It's not because of the land)</li><li>• How to acquire a brownfield power project in Bangladesh?</li><li>• What are the key practical challenges to get a foreign project loan approved?</li></ul>
	<b>CAMBODIA: PROJECTS AND OPPORTUNITIES IN ENERGY AND INFRASTRUCTURE</b>
02:20PM - 02:40PM	<ul style="list-style-type: none"><li>• What are the details of ADB's plan for 2GW solar projects plus storage?</li><li>• How will the structure be for the export of renewable energy to Singapore?</li><li>• Which projects are negotiated without a tender?</li><li>• Cambodia solar projects for sale: this is how you structure the purchase</li></ul>
	<b>SOME KEY ISSUES ON UPCOMING ENERGY PROJECTS IN LAO PDR</b>
02:40PM - 03:00PM	<ul style="list-style-type: none"><li>• Update on the status of Lao hydropower projects</li><li>• What will be the effect of the new PPP Law?</li><li>• Solar and hydro project developers seeking buyers and investments: how to structure?</li><li>• What are the commercial terms of wind projects in Laos?</li></ul>
	<b>A NEW START FOR ENERGY INVESTMENT IN VIETNAM?</b>
03:00PM - 03:20PM	<ul style="list-style-type: none"><li>• What does the new Power Development Plan 8 mean for renewable energy projects?</li><li>• How to acquire an already approved solar or wind project in Vietnam?</li></ul>

## HOW TO REGISTER AND ATTEND?

Registration is free of charge for VDB Loi clients and invitees. Send your info (Name, Position, Company, Email, Contact Number) to Kathryn Ortega ([kathryn.ortega@vdb-loi.com](mailto:kathryn.ortega@vdb-loi.com)) or scan QR Code for online registration.

SCAN HERE FOR  
ONLINE REGISTRATION



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