



ANDERSEN®

# ENERGY AND INFRASTRUCTURE

NATIONAL AND  
CROSS-BORDER PROJECTS



---

Over 10 years supporting developers, national offtakers, international investors and lenders on energy and infrastructure projects in the Southeast Asia.

---



Over 15 GW in  
70 energy projects

Over \$8 bn in financing  
transactions



### What we bring to the project:

- In-depth comparative understanding of specifics of SEA infrastructure markets
- Modern project finance structures
- Bankability criteria
- PPA, foreign exchange and lending comparative analysis for the region
- Teams with international legal and tax expertise in each office
- Understanding expectations of lenders, developers and offtakers



# What exactly our teams can do

## Helping create bankable projects



Solar



Wind



Hydro



Biomass



Wast-to-energy



BESS



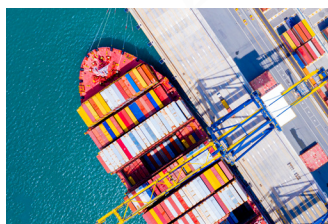
LNG



Transmission grid



Cross-border power imports



Ports, Airports, Highways



Special economic zones



Water and utilities infrastructure

### Project procurement and tendering

- Assist with developing tender terms
- Prepare drafts of the project agreements
- Forms of application documents
- Selection criteria
- Assist in conferences with potential bidders
- Analysis of submitted applications

### Tax advisory and compliance

- Cash flows structuring
- Entry, dividend and exit structuring
- Transfer pricing
- Investment incentives and tax filings

### Project finance

- Bankable corporate structures
- PPA, EPC, O&M contracts
- Documentation with Lenders

### JVs, M&A, exits

- Due diligence
- Tax structuring
- M&A documentation
- Transaction closing

### Litigation and debt recovery

- Mediation
- Pre-litigation settlements
- Litigation to recover overdue payments
- Enforcement of security



## Case studies:

### RENEWABLE POWER IMPORTS: ACROSS SOUTHEAST ASIA TO SINGAPORE

---

**Advising:** leading Japanese power developer

**Project:** cross-border renewable power transmission from Laos to Singapore

**Scope:** advising on jurisdictional matters relating to power purchase agreement, construction of transmission lines, tariffs, contractual framework.



### KAMPONG SOLAR

---

60MW solar power plant in Cambodia's Kampong Chhnang province, 60km northwest from Phnom Penh, Cambodia

### PROJECT MONSOON

---

**Advising:** one of the sponsors

**Project:** 600MW wind power project located in the Sekong and Attapeu provinces in Southern Lao PDR



### GREENYELLOW

---

**Counsel on Vietnamese aspects of acquisition by Ardian of majority stake in GreenYellow (GreenYellow's value is estimated at around €1.4 billion (\$1.42 billion)):** We have assisted Vendor with Vendor Due Diligence for Vietnam targets and structuring advice as well as tax treaty impacts for an exit in terms of an indirect transfer.



## SUNSEAP

---

Project to build 22MW Cambodia's first large-scale solar power project (First National Solar Tender Project) located in Bavet City, Svay Rieng Province.



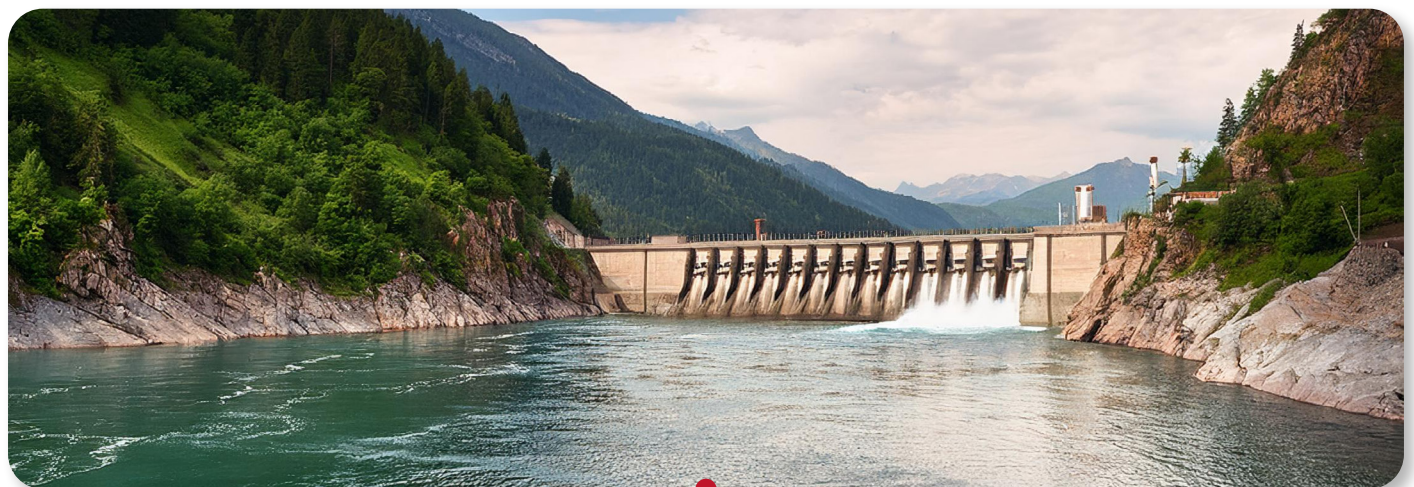
## BESS PROJECT – ADVISING NATIONAL POWER OFFTAKER

---

**Advising:** national power offtaker in SEA

**Project:** national BESS program and individual renewable power projects

**Scope:** part of the consortium of advisors on the development of the BESS program and procurement/tendering of renewable power projects



## RENEWABLES PROJECTS IN LAO

---

**Advising:** BCPG

**Project:** acquisition of several hydropower projects in Laos; exporting to Vietnam

**Scope:** advising on all aspects of due diligence, M&A documentation and review of the PPA and related documentation; transmission line aspects

## Key Contacts in Vietnam



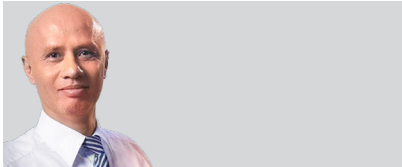
**Jean Loi**  
Managing Partner  
jean.loi@vn.Andersen.com



**Edwin Vanderbruggen**  
Senior Partner  
edwin.vanderbruggen@vn.Andersen.com



**Maxim Kobzev**  
Partner  
maxim.kobzev@vn.Andersen.com



**Nguyen Quoc Tuan**  
Partner  
tuan.nguyen@vn.Andersen.com



**Giang Pham**  
Partner  
pham.giang@vn.Andersen.com



**My Le**  
Partner  
my.le@vn.Andersen.com



**Thuan Pham**  
Director  
thuan.pham@vn.Andersen.com



**Le Thi Thanh Thuy**  
Senior Compliance Consultant  
thuy.le@vn.Andersen.com



**Lien Vu**  
Consultant  
lien.vu@vn.Andersen.com



**Satoshi Mitsukuri**  
Japanese Desk Manager  
satoshi.mitsukuri@vn.Andersen.com

### ANDERSEN IN VIETNAM

The Landmark Building, 5B Ton Duc Thang, Unit 505 Level 5  
Ben Nghe Ward, District 1, Ho Chi Minh City  
T: +84 708 283 668  
<https://vn.Andersen.com>



Andersen in Vietnam is comprised of Loi and Partners Law Company Limited and VDB Loi Company Limited. Andersen in Vietnam (Loi and Partners Law Company Limited and VDB Loi Company Limited) is the Vietnam member firm of Andersen Global, a Swiss verein comprised of legally separate, independent member firms located throughout the world providing services under their own name or the brand "Andersen," "Andersen Tax," or "Andersen Legal." Andersen Global does not provide any services and has no responsibility for any actions of the member firms, and the member firms have no responsibility for any actions of Andersen Global.