

## PROJECT FINANCE WORKSHOP:

- **Updates on developments in international practices and implementation in Vietnam**
- **New regulations on the International Financial Center: how they improve bankability of structures**
- **Case studies**

**Project financing** is the key tool in implementing large-scale projects in infrastructure, renewables, manufacturing and real estate sectors. It allows to receive long-term foreign-currency loans from early stages of project implementation.

We will share some “lessons learnt” about what are the key practical issues that lenders and borrowers have come across while structuring their deals, and how to overcome them.

- How is project finance different from a corporate loan? How to structure a project to make it “bankable”?
- Latest trends in evolution of complexity of funding sources and forms of sponsor support. AI and technology development in the context of project finance
- “Sponsor support”: how to balance lenders’ requirements with interests of project developers
- Which specific bank accounts are required in Vietnam to implement transaction and possibility to establish an overseas bank account as part of the transaction
- SBV registration procedures and when can the funds be released
- Risk matrix in project finance
- How to negotiate documentation: borrower’s and lender’s perspective
- The positive developments in regulatory framework in connection with the **International Financial Center**:
  - Out-of-court security enforcement
  - Security over land
  - Specialized court

### Event Details

**Date:**  
27 January 2025

**Time:**  
9:30AM – 11:00AM

**Location:**  
Andersen Vietnam office;  
Cobi Tower 1, Unit 1402  
Level 14, 5 Hoang Van  
Thai Street, Tan My Ward,  
HCMC

**Language:**  
English

### Speakers



**Maxim Kobzev**  
Foreign legal advisor



**Pham Ngoc Thuan**  
Director

Attendance free-of-charge; to guarantee your participation, please RSVP at your earliest convenience to **Ho Nhu Ngoc** ([ngoc.ho@vn.Andersen.com](mailto:ngoc.ho@vn.Andersen.com)).