



Transport Development
and Strategy Institute



2022 International Forum for Vietnam-Korea Transport Infrastructure Development Cooperation to celebrate 30th Anniversary of Diplomatic Relations between Korea and Vietnam

**Diễn đàn Quốc tế 2022 về Hợp tác phát triển hạ tầng giao thông Việt Nam - Hàn Quốc
nhân dịp kỷ niệm 30 năm quan hệ ngoại giao Việt Nam - Hàn Quốc**

Session 1 : Designated Discussion

Korea Overseas Infrastructure & Urban Development Corp



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Head of Representative Office in Vietnam
Korea Overseas Infrastructure & Urban Development Corporation (KIND)

Korea **O**verseas **I**nfrastructure & **U**rban **D**evelopment **C**orp.

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- A decorative graphic at the bottom of the page consists of several overlapping, semi-transparent lines in shades of blue and red, creating a sense of motion and depth. The lines are arranged in a way that suggests a path or a series of steps, with some lines curving and others straight.

Korea Overseas **I**nfrasturcture & **U**rban **D**evelopment Corp.

KIND was established in 2018 in order to support Korean EPC players to participate in overseas PPP & Urban development projects.

Structure

Governed by MOLIT,
Equity investment from Gov. agencies & ECA



Roles



Facilitator

- to provide project opportunities
- to provide financial support for F/S
- to provide K-City Network Program



Coordinator

- to create optimized partnership with investors, lenders and EPC & O&M
- to assist in negotiating with host governments and lenders



Investor

- to make direct investment
- to source project equity and debt financing

Korea Overseas **IN**frastructure & **U**rban **D**evelopment Corp.

During the whole life cycle of PPP projects in main 4 area,
KIND provides comprehensive support in each stage...

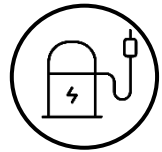
Main Area



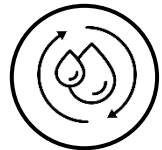
Transportation Infrastructure



Urban Development



Power, Energy and Plant



Water Resources and Environment

Service Provided



Project Identification

- Market Intelligence through global network
- Develop business proposal to partner gov.



Project Development

- Funding for F/S, Concept Planning
- Leader of Team Korea
- Risk identification and maintenance



Financial Support

- Equity Investor, Mezzanine financier
- Transaction / Financial Advisory

KIND in Vietnam

KIND representative office in Vietnam have developed and reviewed several investment projects and also provide infra & urban development know-how through knowledge programs

Investment



Hung Yen Industrial Park (Invested)

- Area : 140ha
- Progress : Under Construction
- KIND : Equity Investment



Lotte Mall Hanoi (Under Review)

- Amount : 633Mil USD
- Progress : Under Construction
- KIND : Equity /Debt Investment



Hanoi Korea Town (F/S)

- Area : 13ha (Housing/Commercial)
- Progress : Conducting F/S
- KIND : Equity Investment



Co Bi Social Housing (Commit)

- Amount : 214Mil USD /1,654 House
- Progress : Waiting for 1/500MP
- KIND : Equity /Debt Investment

Project Support

K-City Network Program

- Smart city in the Mekong Delta Region

Project Period : 2020 ~ 2021

Department : Ministry of Construction

- Hai Phong Smart Transportation System

Project Period : 2021

Department : Hai Phong City

- HCMC Transportation Transfer System

Project Period : 2022 (Applied)

Department : HCMC Management Authority Urban Railways

F/S Support Program

- Looking for appropriate PPP projects

Committed Projects

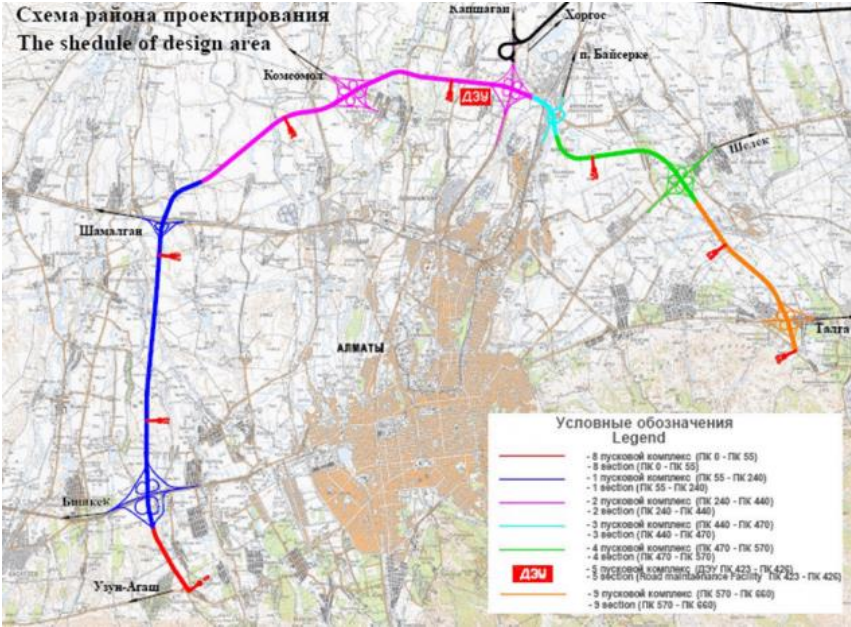
KIND committed 17 projects (398M USD) in 4.5 years. (1 transport project, 2 Vietnam projects)

Project	Type	Time	Commitment	Status
Kazakh Almaty Ring road PPP	Transport	'18.4Q	\$ 15.0M	Construction
Chile Talca Solar Power	Power	'18.4Q	\$ 6.5M	Operation
Poland Polimery Police PDH/PP plant	Plant	'19.2Q	\$ 57.0M	Construction
Chile Maria Pinto Solar Power	Power	'19.4Q	\$ 3.5M	Working for financial closing
Nepal UT-1 Hydropower	Power	'20.2Q	\$ 55.1M	Working for financial closing
Chile Guadalupe Solar Power	Power	'20.2Q	\$ 3.8M	Construction
Vietnam Hung Yen Industrial Park	Urban Dev	'20.4Q	\$ 3.8M	Working for financial closing
Indonesia Probolinggo Port Logistics Center	Others	'20.4Q	\$ 1.2M	Construction
Saudi Arabia Tanajib CHP plant	Plant	'21.2Q	\$ 17.0M	EPC Contract Signed
Vietnam Hanoi Social Housing	Urban Dev	'21.3Q	\$ 4.6M	Working for financial closing
Pakistan Lower Spat Gah Hydropower	Power	'21.4Q	\$ 70.0M	Working for financial closing
U.S.A. Chicago Hotel	Urban Dev	'21.4Q	\$ 11.6M	Working for financial closing
Equity Investment in Chile PMGD Portfolio Solar Powers (72.45MW)	Power	'21.4Q	\$ 8.1M	Working for financial closing
Fund Investment in Chile PMG(D) Portfolio Solar Powers (72.45MW & 48.6MW)	Power	'21.4Q	\$ 12.9M	Working for financial closing
Indonesia Karian Water Treatment	Water	'21.4Q	\$ 5.5M	Working for financial closing
Philippines Cebu Affordable Housing	Urban Dev	'22.1Q	\$ 11.0M	Working for financial closing
953MW Trumbull Combined Cycle Power Plant Project	Power	'22.2Q	\$ 101.0M	Working for financial closing
Total			\$ 397.6M	

Committed Projects (Almaty Ring Road)

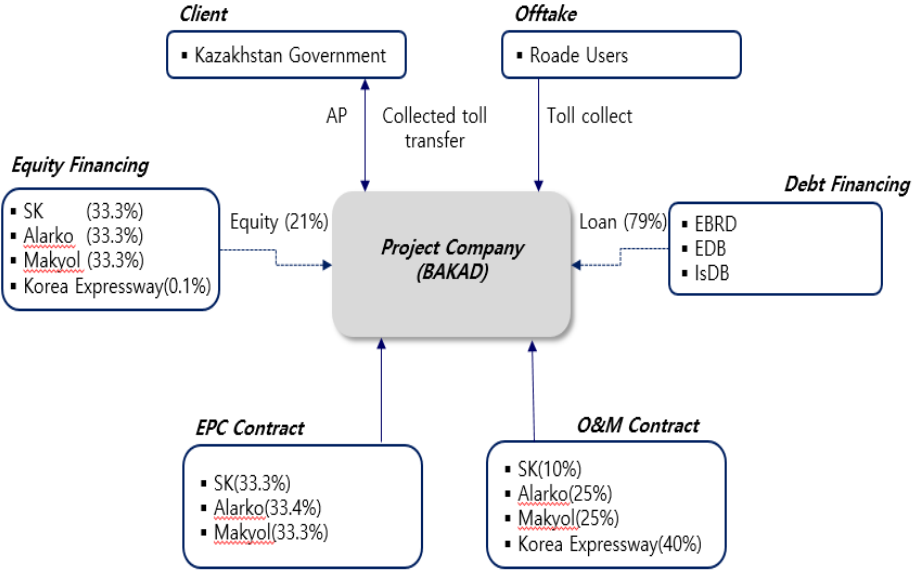
This project can be successfully committed due to stable & reliable payment scheme and strong support from Multilateral Development Banks.

Project Information



Project	66km Road (4 lane 15.5km, 6 lane 50.5km)
Type	PPP (AP)
Amount	743 Million USD
Period	20 years (incl. 50 months Construction)

Deal Structure



Potential PPP project in Vietnam

Among 157 infrastructure projects allowed for foreign investors to participate in, KIND suggest Thu Thiem - Long Thanh Airport Light Rail Project for a pilot PPP transport project

Project Information



Project	Light rail way (37km), Bridge
Type	PPP (BOT)
Amount	1.74 Billion USD (presumably estimated)
PJT Lead Organization	MOT(PMU Rail)
Benefits	<ul style="list-style-type: none"> - Easy & on-time access to the airport - More transfer passengers can visit HCMC during lay-over time - Can accelerate the airport city development in Dong Nai Province

Status & Difficulties

Project Readiness

- Listed on Master Plan on the railway network for the 2021-30 Period
- Listed on national projects subject to foreign investment during the 2021-2025 Period
- Pre-F/S is being conducted by PMU Rail (rail route, project amount, etc.)

Difficulties for PPP investors to participate in

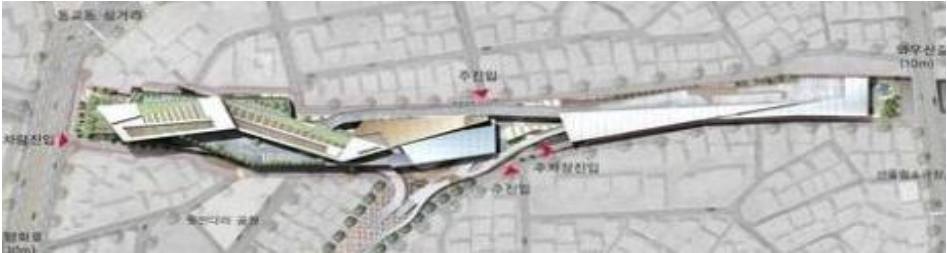
1. Difficult to forecast passenger demand
2. Payment Mechanism like MRG, AP is not allowed by Vietnamese PPP law
3. Railway project amount is comparatively bigger than other development projects

Potential PPP project in Vietnam

Project Concept



Airport Express Rail Station



Station complex Development

Feasibility ↑, P Demand ↑



City Airport Terminal

Passenger Demand ↑



Bus Transit Center, Parking Lot

Passenger Demand ↑

Thank You
