



ASIA CLEAN ENERGY FORUM 2026

Beyond Transition: Building Secure, Resilient, Inclusive, and Intelligent Energy Systems

8-11 June | ADB Headquarters, Metro Manila, Philippines

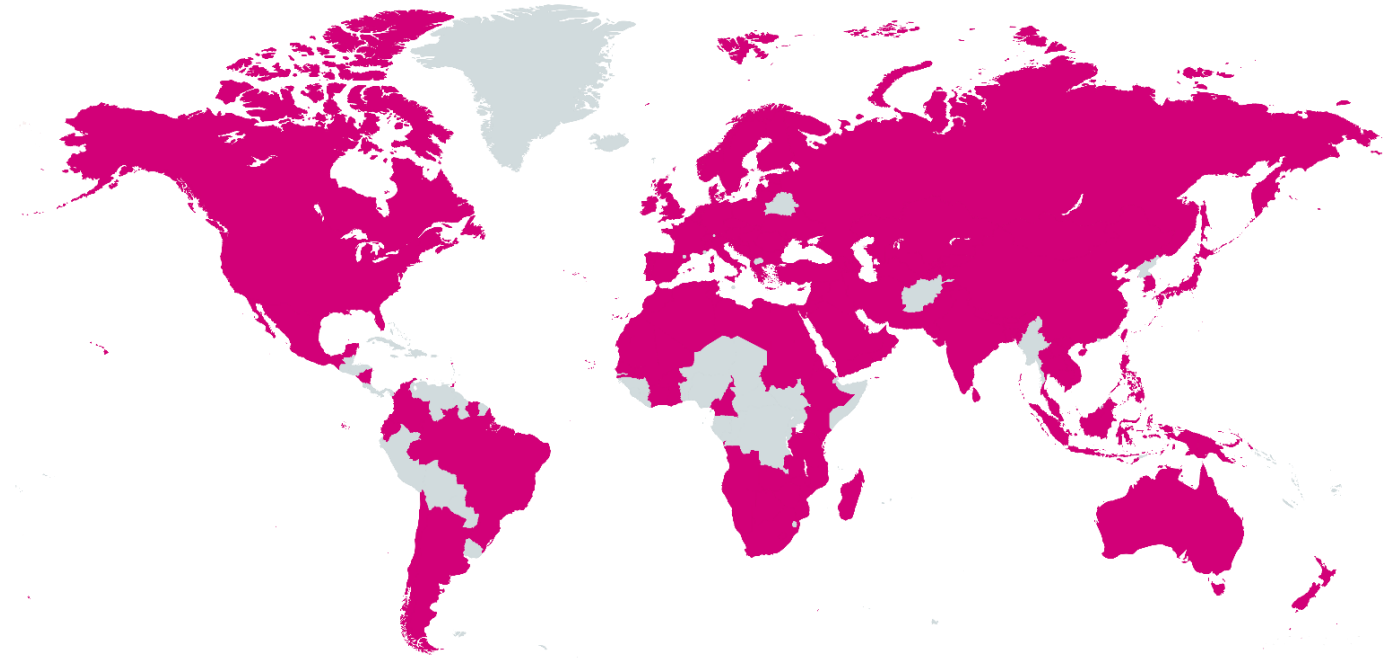
A hand-drawn sketch of a coastal landscape. In the foreground, a large, curved solar panel array is shown. In the background, there are palm trees, a small hut, and a power line tower. The text is overlaid on the left side of the image.

**Financing and Partnerships for
Beyond Just Energy Transition**

***Inclusion as a Business Case: Financial
Viability of Integrated Solar-Aquaculture in
Vietnam***

Giselle Nunes-Cordes, Head of Financial Advisory Services

Manila, June 2026



> 60 YEARS

of market experience

~ 120 MILLION €

in sales

~ 900 PROJECTS

completed on average annually

Dornier has supported ADB in > 30 financial and technical advisory projects in:

Bangladesh, Bhutan, Cambodia, India, Indonesia, Kazakhstan, Maldives, Mongolia, Nepal, Pakistan, Papua New Guinea, Philippines, Timor-Leste, Turkmenistan, Uzbekistan & Vietnam.

~ 700 EMPLOYEES

worldwide

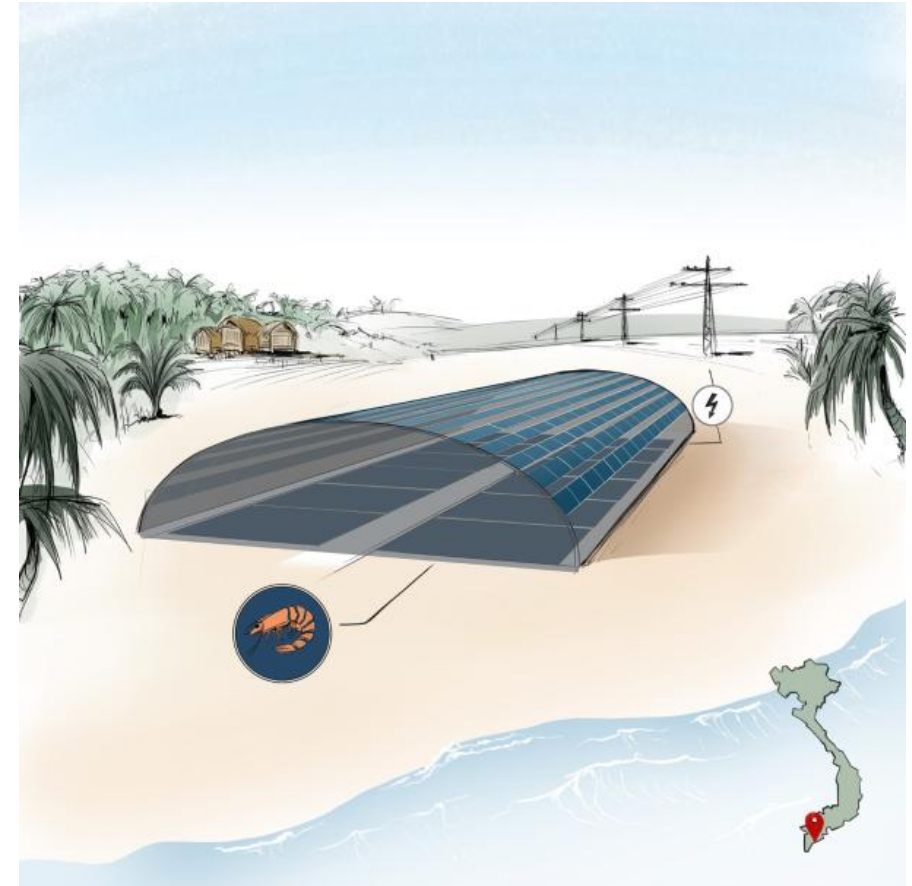
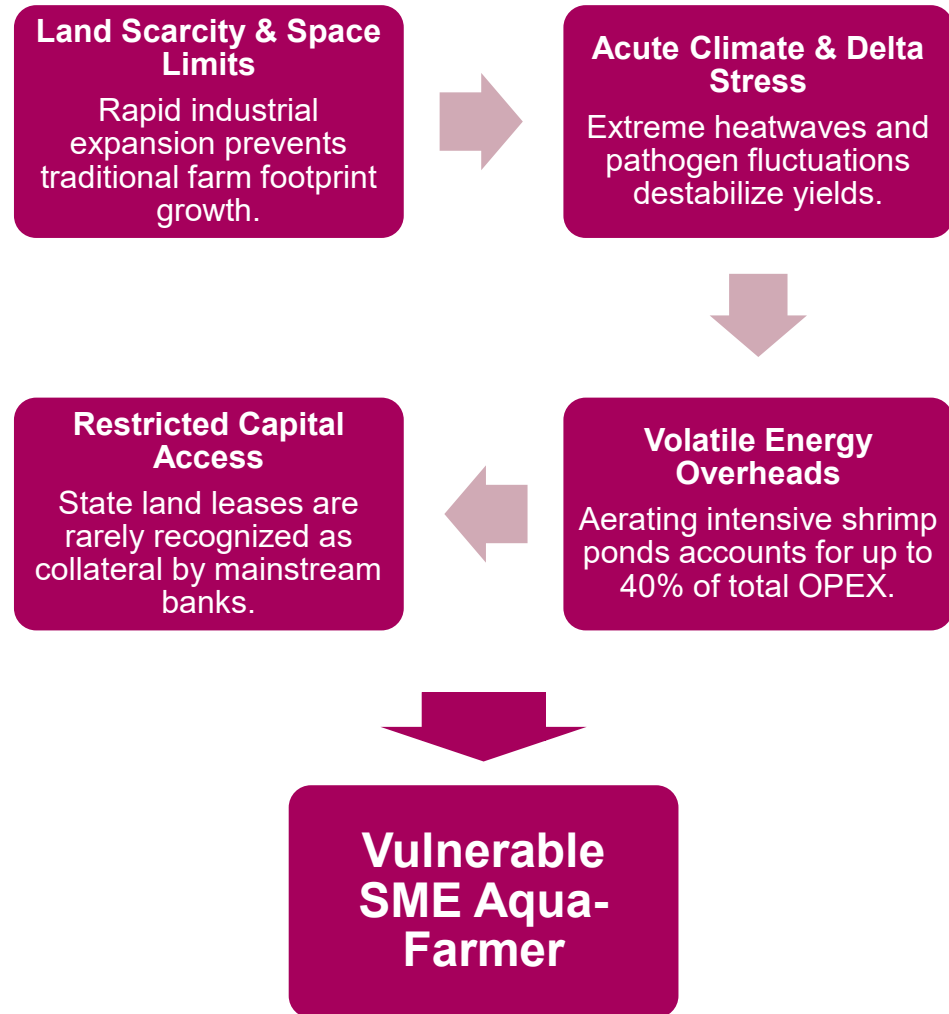
31 SUBSIDIARIES

distributed across

22 COUNTRIES

HQ in Germany, multiple offices in Asia

Integrated Strategic Case for Aqua-PV in Vietnam



**Resolving the land-food-energy nexus
by empowering vulnerable farmers as active
participants in the clean energy economy.**

Baseline & Context

- **Energy Targets:** Small-medium farmers seek 20-30 kW systems for self-use or grid offset.
- **Policy & Rights:** State-issued “Red Book” certificates are needed to secure ownership and loans.

Key Challenges & Barriers

- **Diurnal Grid Mismatch:** Solar output peaks by day, while aeration demand peaks at night.
- **High Upfront CAPEX:** Long paybacks and tight banking rules limit financing.

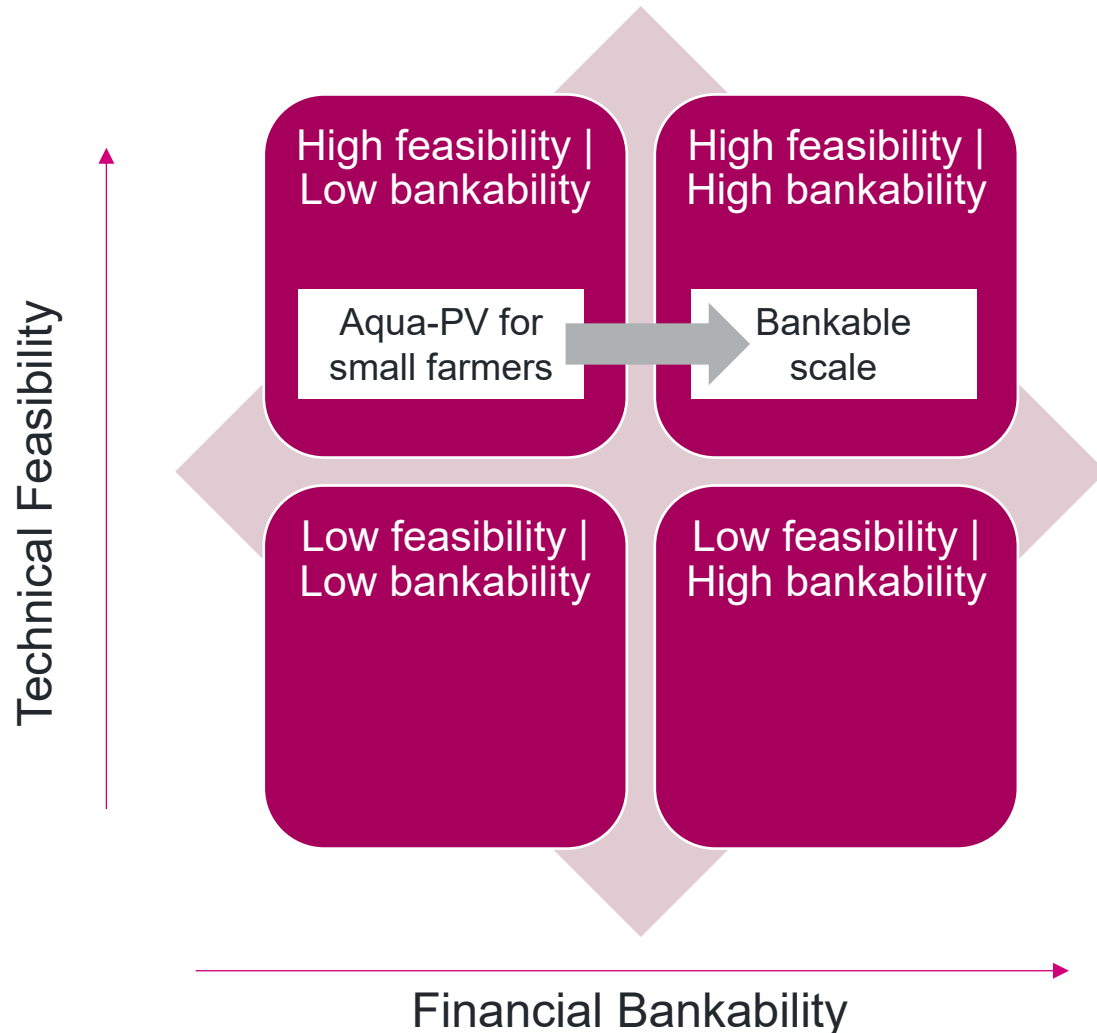
Opportunities & Drivers

- **Operational Savings:** Shade reduces algae growth and cuts chemical costs.
- **Labor Integration:** Midday shade creates a cooler, safer workspace for women.

Suggestions & Solutions

- **Cooperative Funding:** Share installation and maintenance costs through local cooperatives.
- **Rigorous Risk Planning:** Build visible local pilots and use standard pre-screening checklists.

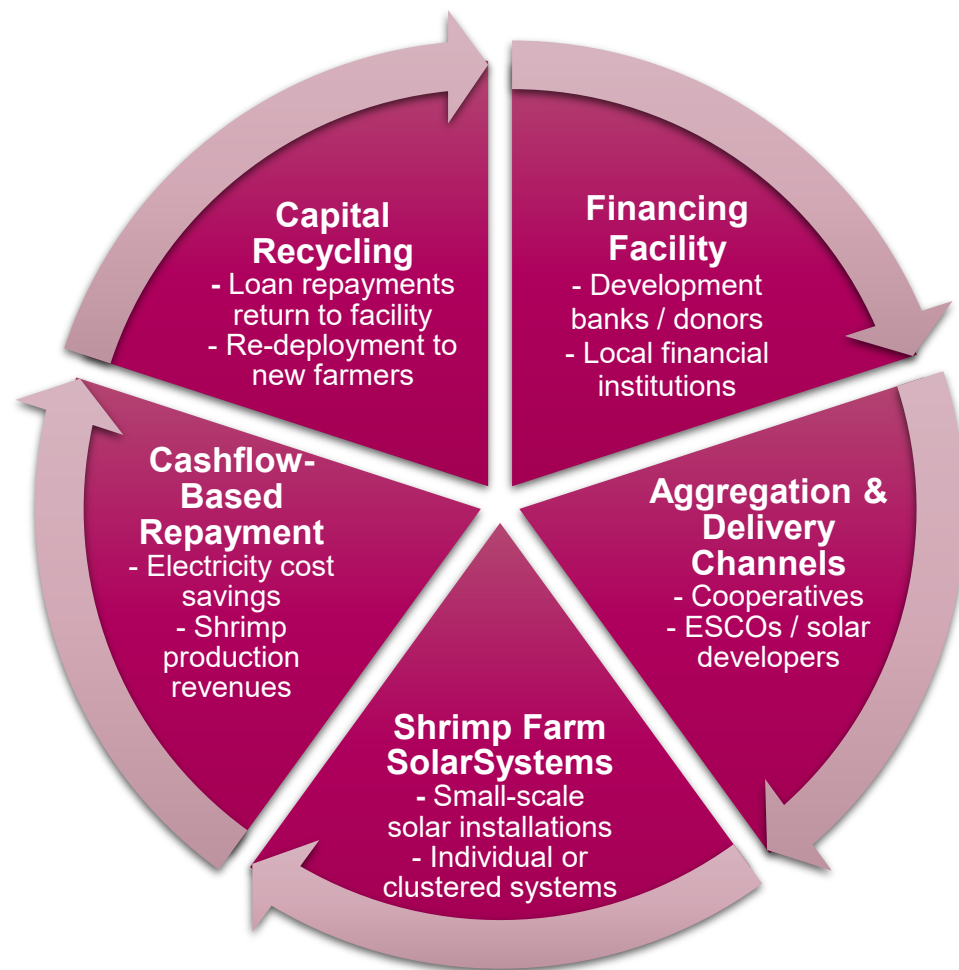
The Feasibility x Bankability Matrix



Bankability Challenges:

- **Excessive Transaction Costs**
Small projects are too costly for lenders to process efficiently.
- **Collateral Deficiency & Land Tenure**
Many producers lack clear land titles or acceptable collateral.
- **Volatile Offtake Security**
Weak offtake commitments make revenues uncertain.

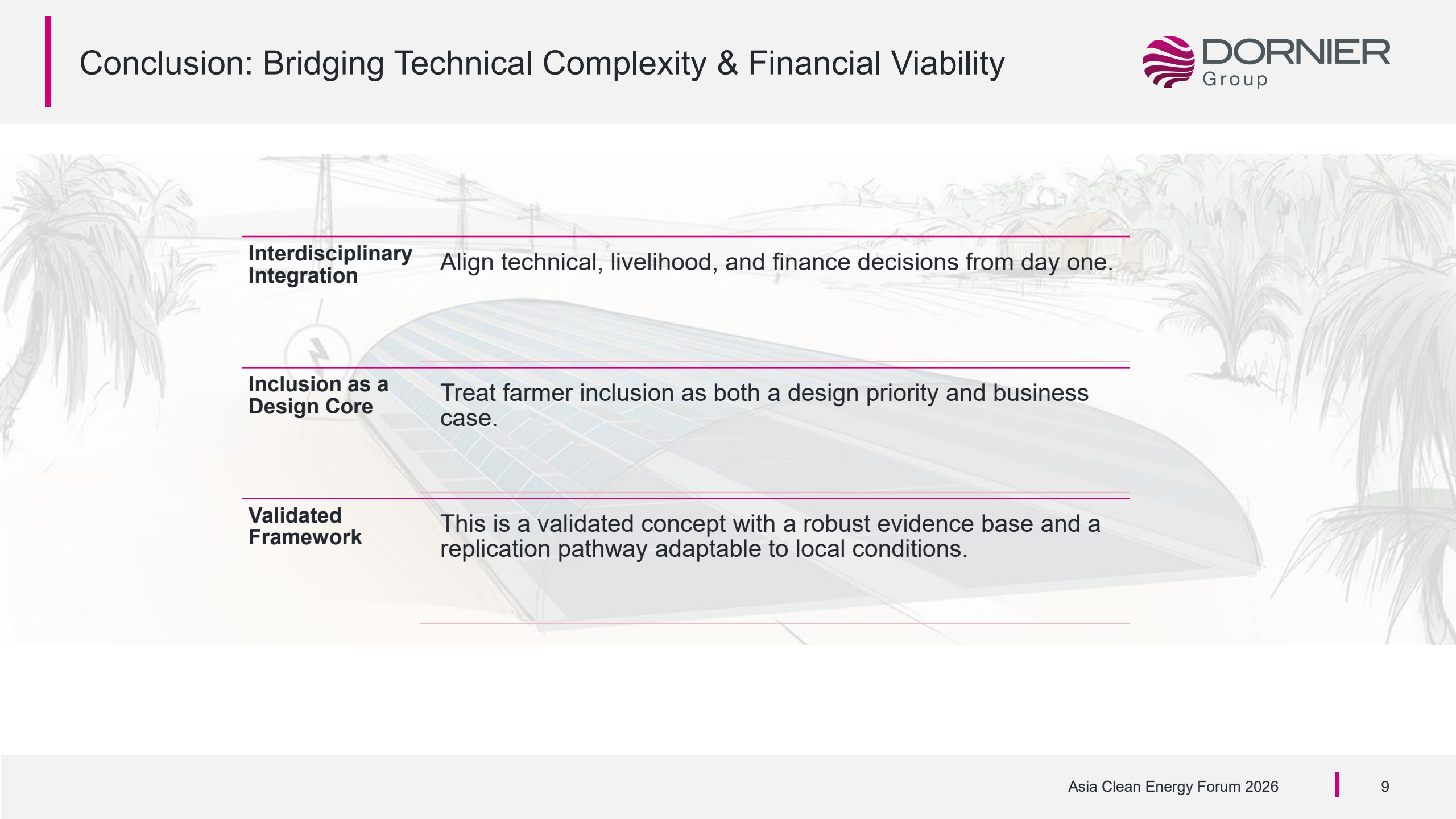
Financing Model	Mechanism	Inclusion Benefit
Green Credit Packages	Preferential Rates for RE Capex	Reduces debt service burden for SMEs
PPA – Third Party	Investor owns solar power plant; farmer buys discounted power	Zero upfront Capex for the farmer
Cooperative aggregation	Grouping SMEs into a single SPV	Lowered risk through scale and collective security
Leasing Models	PV modules as “moveable collateral”	Overcomes land-title restrictions
Revolving Facility	Aggregation, structure financing, and capital recycling	Continuous scaling without new funding



Impact & Benefits

- ✓ Access to affordable financing
- ✓ Reduced energy costs
- ✓ Climate resilience
- ✓ Inclusion of small producers
- ✓ Self-sustaining financing ecosystem

Conclusion: Bridging Technical Complexity & Financial Viability



Interdisciplinary Integration

Align technical, livelihood, and finance decisions from day one.

Inclusion as a Design Core

Treat farmer inclusion as both a design priority and business case.

Validated Framework

This is a validated concept with a robust evidence base and a replication pathway adaptable to local conditions.



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TO ATTAIN THE BEST...

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