



# APDP

## ASIA POWER DEVELOPMENT PLATFORM

### Corporate Profile

The Asia Power Development Platform (“APDP”) group, which comprises Singapore incorporated entities, was established by Macquarie (Capital) and STEAG, to fund development, construction and operations of power generation projects across the ASEAN region.

APDP is securing phase one funding up to US\$500m of construction equity capital for greenfield or brownfield thermal and renewable power plants in ASEAN countries. APDP uses its experience and expertise to enter projects to de-risk them during the development phase ahead of achieving financial close and additionally, achieve commercial operation together with its local and international partners.

#### Key points include:

- Robust shareholders bringing in financial strength combined with technical and operational experience
- Proven track record to capitalise on attractive power generation investment opportunities
- Experienced management team with strong institutional backing from STEAG and Macquarie Capital
- Differentiated investment strategy with power projects diversified across thermal and renewables across numerous countries and counterparts
- Targeting long term PPAs (20-25 years) benefitting from USD tariffs with fuel cost pass-through and strong off-takers

### APDP as a partner of choice for developers

APDP sees itself as a co-developer and facilitator for project development and realization.

- Exceptional track record of IPP development, technical capability of STEAG combined with financial structuring strength of Macquarie – a unique combination
- Understand that local issues need local expertise
- Strong interest from debt markets to participate in APDP projects to provide non-recourse project financing
- Adherence to international standards and strong corporate governance

- APDP understands and appreciates ‘partnership approach’ with local partners irrespective of it being a majority or minority shareholder
- Appreciates and strives for faster decision making and speed of implementation - without sacrificing essence of the project

### Experienced management team

- APDP is led by a highly-experienced CEO, and multi-skilled team of more than 10 professionals, including Macquarie and STEAG secondees. APDP has options to tap into respective expertise of Macquarie and STEAG, as needed.
- CEO has 28 years’ infrastructure experience across Asia, Europe, USA and Australia in various leadership roles including development, investment, operations, consultancy and private equity.
- The team comprises various well-qualified experts with more than 100 years of experience in the energy sector
- Significant knowledge and experience to undertake due-diligence, feasibility studies, project financing through commercial and multilateral banks, project agreements, project management, liaison with national and international EPC-contractors, O&M and LTSA contractors as well as fuel suppliers, consultants and vendors and other similar project stakeholders.

### Differentiated and diversified strategy

APDP focuses on conventional and renewable generation development opportunities across ASEAN in the small to medium power plant segment. The strategy includes:

- **Size:** Predominantly focussing on small to medium scale power plants (e.g. approx. 50MW –300MW). For renewable, smaller projects may be considered.
- **Fuel mix:** Diversified fuel mix (gas and coal) and renewables (wind, solar, geothermal, hydro and waste to energy).
- **Off-takers:** Public utility and industrial sectors
- **Project Mix:** Include greenfield, captive power, industrial estates, repowering, expansion, distressed projects and PPA extensions

## Macquarie and STEAG – Combining finance and technical expertise

### Credentials & Background



www.macquarie.com

- Macquarie Group is a global provider of banking, financial advisory, investment and funds management services in major international financial centres
- Global leader in Infrastructure evidenced by:
  - US\$105b assets under management invested in ~130 businesses with realised returns of ~20%
  - Advised on 97 infrastructure-related transactions worth more than US\$47b and have invested ~US\$1.5b in over 110 deals since 2008
- Notable investments in power and energy include:
  - Acquisition of a 49.89% stake in Baltic 2,288MW offshore wind farm in Germany for EUR720m
  - Freeport LNG – US\$11b project financing for the construction of a LNG export terminal
  - Supported MGT Power in the financing of the GBP650m, 299MWe WTE plant in the UK



www.steag-energyservices.com

- STEAG GmbH (“STEAG”) is the fifth largest generator of electricity in Germany, and has installed and operated capacity of approximately 14GW
- STEAG operates 8 power plants at 8 locations throughout Germany, as well as over 200 local power facilities for generating power from renewables and local generation facilities for industrial applications and heat supply
- STEAG operates coal-fired power plants in Philippines, Colombia and Turkey; local generation plants in Poland; wind turbines in France, Romania and Turkey, with a presence in European countries and in Brazil, the USA, India, South Africa and Singapore
- Significant expertise in operating conventional and renewable power facilities by providing a range of third party services to power plants, including O&M (approx. 5GW worldwide)

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