



# InfraCo Asia

*Creating Infrastructure for Developing Asia*

# Introduction

- **InfraCo Asia**

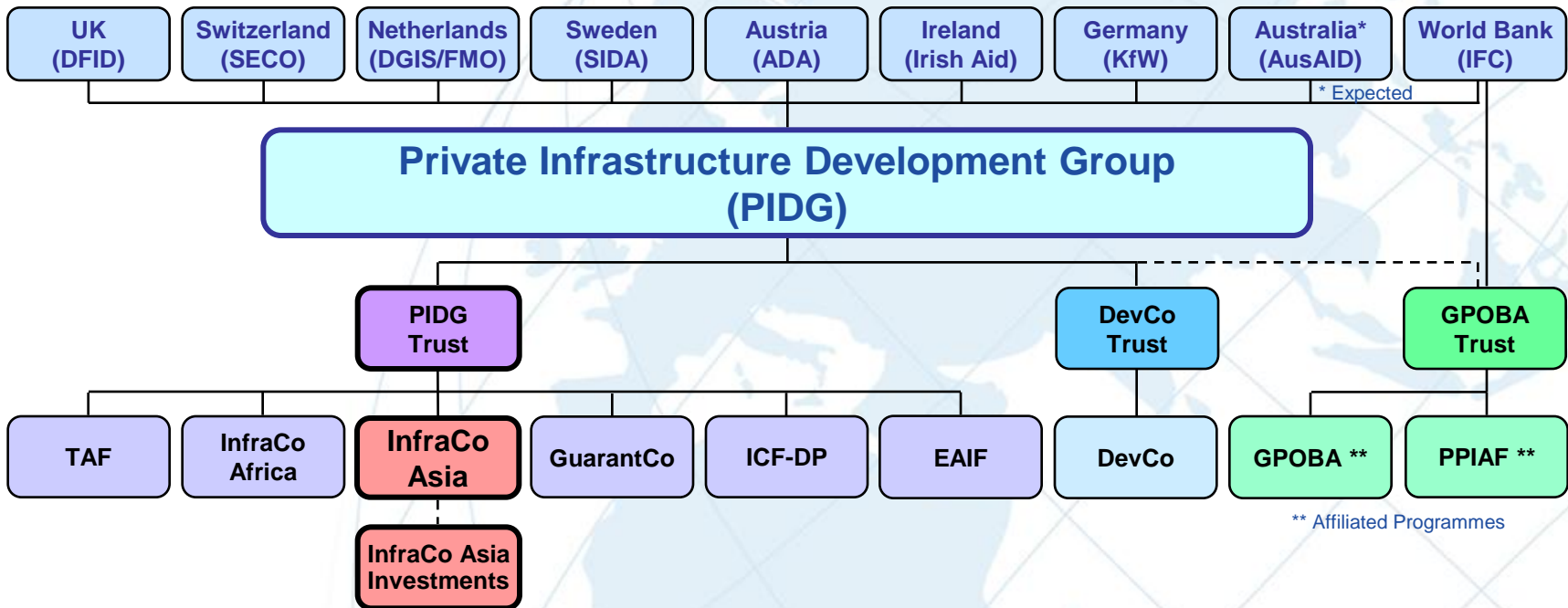
- Established in 2010 and headquartered in Singapore.
- Dedicated Facility under the Private Infrastructure Development Group (“PIDG”).
- Project Sponsor and Developer of Infrastructure Projects in poor, developing countries in Asia.
- Mandate to develop infrastructure that are :
  - Socially Beneficial;
  - Commercially Viable;
  - Complementary to Private Sector;
  - Fosters economic development, improves livelihoods, and reduces poverty.

**To improve the livelihoods of poor people in developing countries in Asia by providing increased access to essential infrastructure services to businesses and households**

# Introduction

- **Private Infrastructure Development Group (PIDG)**

- Established in 2002 and headquartered in UK.
- Multilateral donor-funded development organization.
- Principals comprise Government Agencies and the World Bank.
- Promote private-sector participation in Infrastructure in developing countries.
- Project Development Initiatives & Project Financing Initiatives.

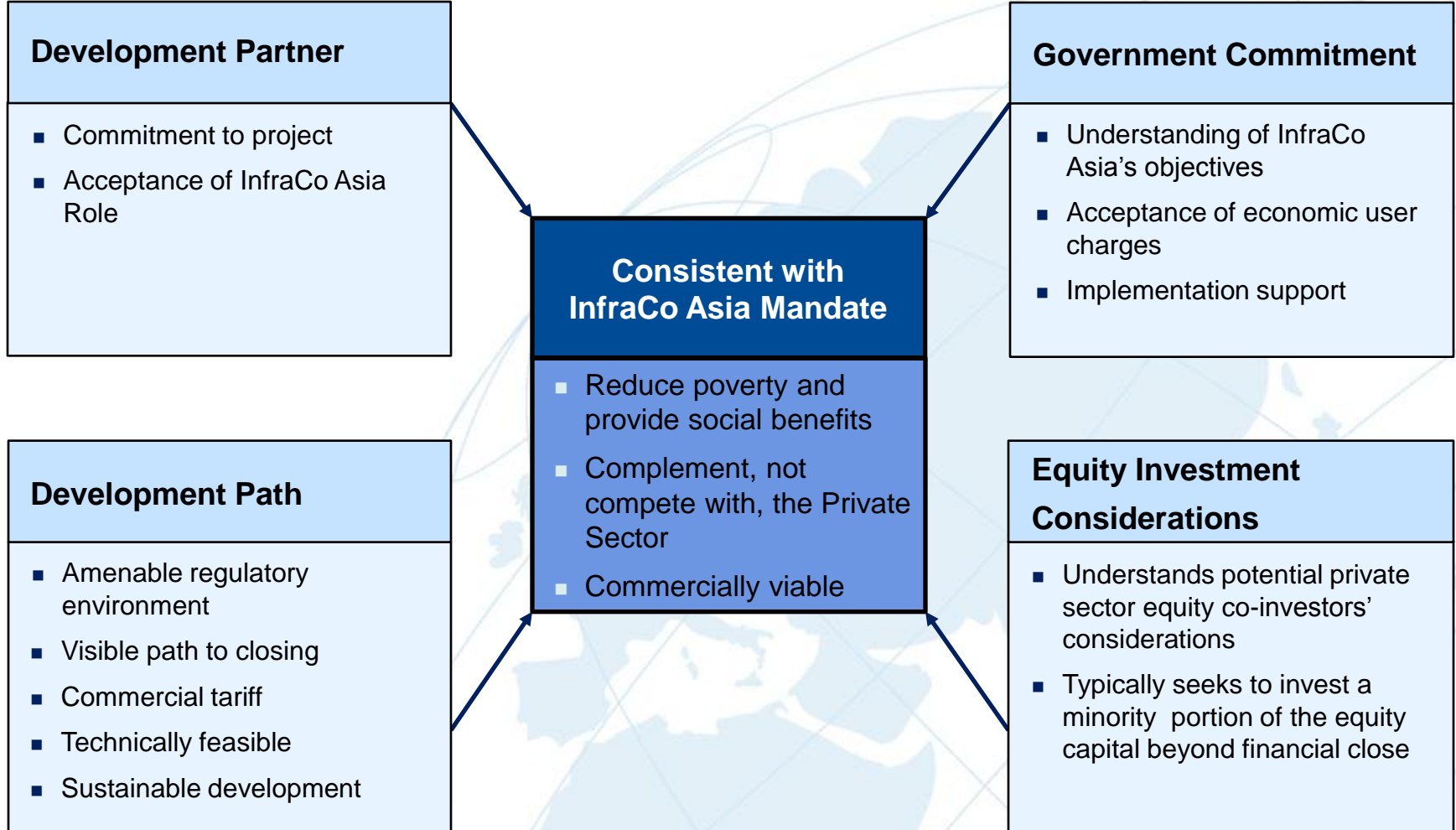


**“To mobilize private-sector investment to assist developing countries to provide infrastructure vital to boost their economic growth and combat poverty.”**

# Approach

- **Developer of Infrastructure Plants & Facilities:**
  - Project development leadership and commitment as Joint Owner & Sponsor.
  - Participate in full development cycle to successfully bring projects to closing.
  - Work with both local governments and development partners.
  - Provides development capital and expertise.
  - Invests in equity ownership.
  - InfraCo Asia is not a Consultant.
- **Acts commercially:**
  - Seeks market-based risk adjusted returns.
  - Development timeline is a priority - seek to close projects expeditiously.
- **Actively participates and assists with project development:**
  - InfraCo Asia is not a passive funding source for development expenses.
- **Puts development capital at risk:**
  - Takes on risk and loss associated with unsuccessful projects.
- **World class team of developers:**
  - Senior principals have over 100 years of experience – most of it in Asia
  - Worked in leading infrastructure development companies

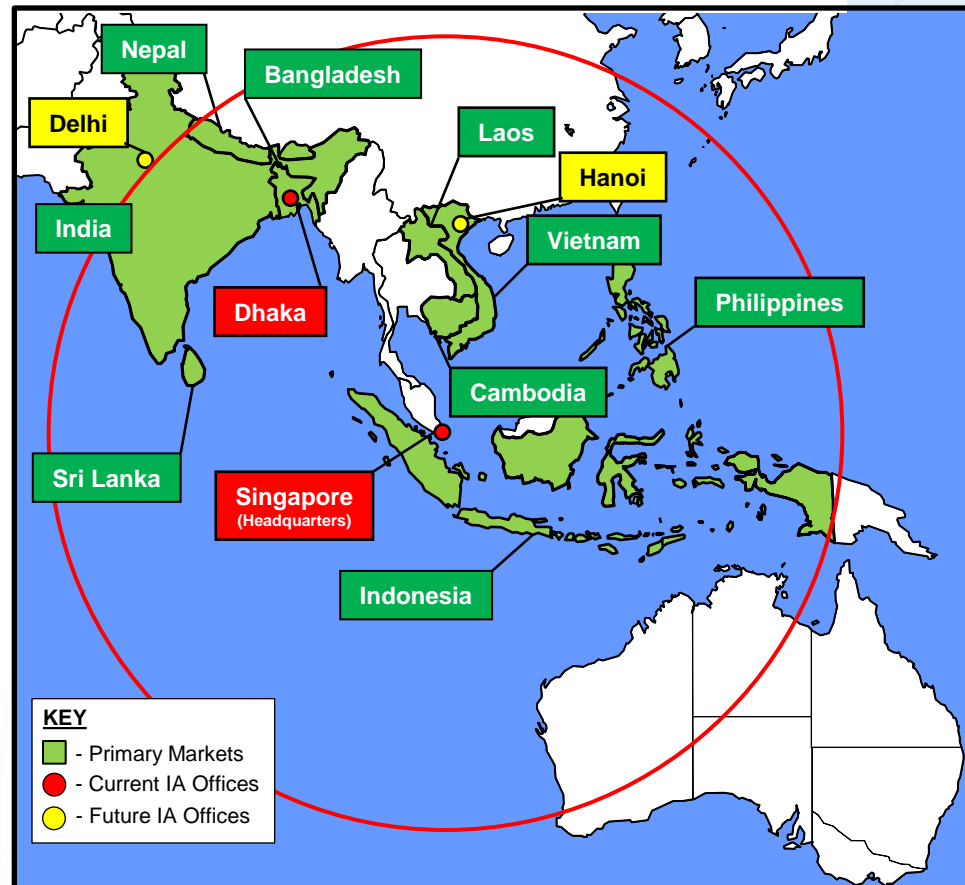
# Project Selection



**InfraCo Asia will apply a consistent and disciplined approach to project screening**

# Primary Markets

- Headquarters in Singapore.
- Country Office in Dhaka (Delhi & Hanoi to be established).
- Primary Markets within 5 hours from Singapore



# Sector Coverage



Water &  
Waste Water



Transport & Logistics



Communication



Renewable & Conventional Power



Transmission



Pipelines



Urban  
Infrastructure



Agri -  
Infrastructure



Cement & Fertilizer and Others



# Management Team



**Surender Singh**  
**Managing Director**

Worked in infrastructure and banking at AES, Merrill Lynch and Industrial Development Bank of India. Founder of InfraCo Asia Management.



**Matthew Bartley**  
**Deputy Managing Director**

Over 20 years of experience in development, financing, construction, acquisition and sale of infrastructure projects at AES, Santos Limited, Allgas Energy Limited and Crooks Michell Peacock and Stewart



**Enamul Latifi**  
**Director**

14 years of experience in development, financing, construction, operation and acquisition of infrastructure projects and FMCG sector. Previously with AES, British American Tobacco .



**Christopher Phong**  
**Director**

Over 16 years experience in development, financing, construction and operation of infrastructure projects. Previously with Keppel Integrated Engineering, UOB and OUB.



**Faisal Chaudhury**  
**Country Director – Bangladesh**

More than 15 years experience of which 10 years in power sector in South Asia, primarily in Bangladesh with AES, Globeleq and Tanjong Energy



**Vivek Gupta**  
**Director - India**

With 7 years of experience in project development, mergers & acquisition and project financing with AES Middle East and South East Asia



**Sharad Pungalia**  
**Director - India**

Has over 9 years of project development experience with Amplus Infrastructure, AES and KSK Energy in India



**Yogesh Tiwari**  
**Director**

About 14 years of infrastructure development across Asia and Middle East experience at Sembcorp and AES



**Ids Groenhout**  
**Director - Renewable Energy**

Some 30 years experience developing infrastructure projects throughout the Asia Pacific region. Previously Executive Director with SMEC

# A Unique Solution

- **Bridges a critical gap in Asian infrastructure development:**
  - Early stage development expertise complemented by development capital.
- **Complements efforts of host governments:**
  - Seeks to identify and develop commercially viable infrastructure projects in host government priority areas.
- **Balances the interests:**
  - Understand requirements of host governments, private sector investors and financiers, and balances these interests towards successful project implementation.
- **Complements and does not compete:**
  - Work with local or international developers for projects.
  - Additionality is a Core Principle.
- **Focuses on commercially viable and attainable projects that produce social benefits:**
  - Infrastructure that improves services, jobs and the environment, and help to alleviate poverty is a priority.
- **Aims to reduce equity participation at financial close to allow for majority equity investment by the private sector:**
  - Flexibility and capability to extend time of majority private sector equity participation.

# Value Add

- InfraCo Asia can bring to a project credibility and development capability that is among the best in region and encompasses all aspects, including:
  - Developing a **Business Case** for the project including economic, commercial, environmental, technical and sustainability analysis, project structuring etc.
  - Negotiating long-term commercial agreements as necessary to secure a viable project including **anchor tariffs** and **user agreements**.
  - Conducting **Feasibility Studies**.
  - Negotiating **EPC** (Engineering, Procurement & Construction) contracts.
  - Negotiating **O&M** (Operations and Maintenance) contracts.
  - Securing **site** and necessary **permits** for the construction and operation of the Project.
  - Providing **development capital** directly and facilitating support from InfraCo affiliate programs.
  - Arranging third party long term **equity** and **debt** financing on limited recourse basis (i.e. repayment is mainly on the basis of the economic success of the Project).

# Conclusion

- **Multilateral, Donor-funded, Infrastructure Development Partner.**
- **Mandated to develop Infrastructure that are:**
  - **socially beneficial,**
  - **commercially viable,**
  - **complementary to Private Sector,**
  - **fosters economic development.**
- **Expertise to develop early-stage Infrastructure Projects through Financial Close to Commercial Operation.**
- **Active participant & not passive investor.**
- **Commitment to put Development Capital at risk.**



**Thank You**

# Appendix

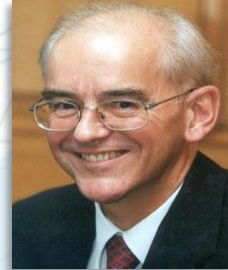
# InfraCo Asia: Governance

InfraCo Asia's Board of Directors comprise individuals with extensive senior investment banking, industry and regulatory experience



**Peter Bird, Board Member (Singapore)**

- Managing Director at NM Rothschild
- Previously with Coopers & Lybrand consulting and with Stirling University
- Published over 30 economic papers in journals



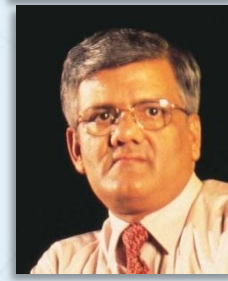
**Keith Palmer, Board Member (UK)**

- "Architect" of InfraCo, Chairman of InfraCo Africa and founder Chairman of InfraCo Asia
- Founder and Chairman of Cambridge Economic Policy Associates
- Former Vice Chairman of NM Rothschild



**Vijay Sethu, Board Member (Singapore)**

- Consultant to Capital Asia Advisers, of which he was previously founding CEO
- Director of Malakoff Berhad, Malaysia's largest IPP and Don Muang Tollway companies
- Previously with ANZ (project & structured financing) and Enron Asia Pacific



**T N Thakur, Board Member (India)**

- Chairman and MD, PTC India
- Previously Director (Finance & Financial Ops), Power Finance Corp providing financing for Indian power projects
- Over 30 years experience in audit & accounting with India's civil service



**Kenneth Baxter, Board Member (Australia)**

- Chairman of PNG Energy Developments Ltd and PNG Sustainable Infrastructure Ltd and Chairman
- Prior roles include: Chair of strategic consulting firm TFG International, Chair of the Australian Dairy Corporation, Chair of the Thai Dairy Industries, Commissioner of Australian National Railways
- Worked for Australian govt, both state and federal



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Managing Director**

- Worked in infrastructure and banking at AES, Merrill Lynch and Industrial Development Bank of India.
- Founder of InfraCo Asia Management.



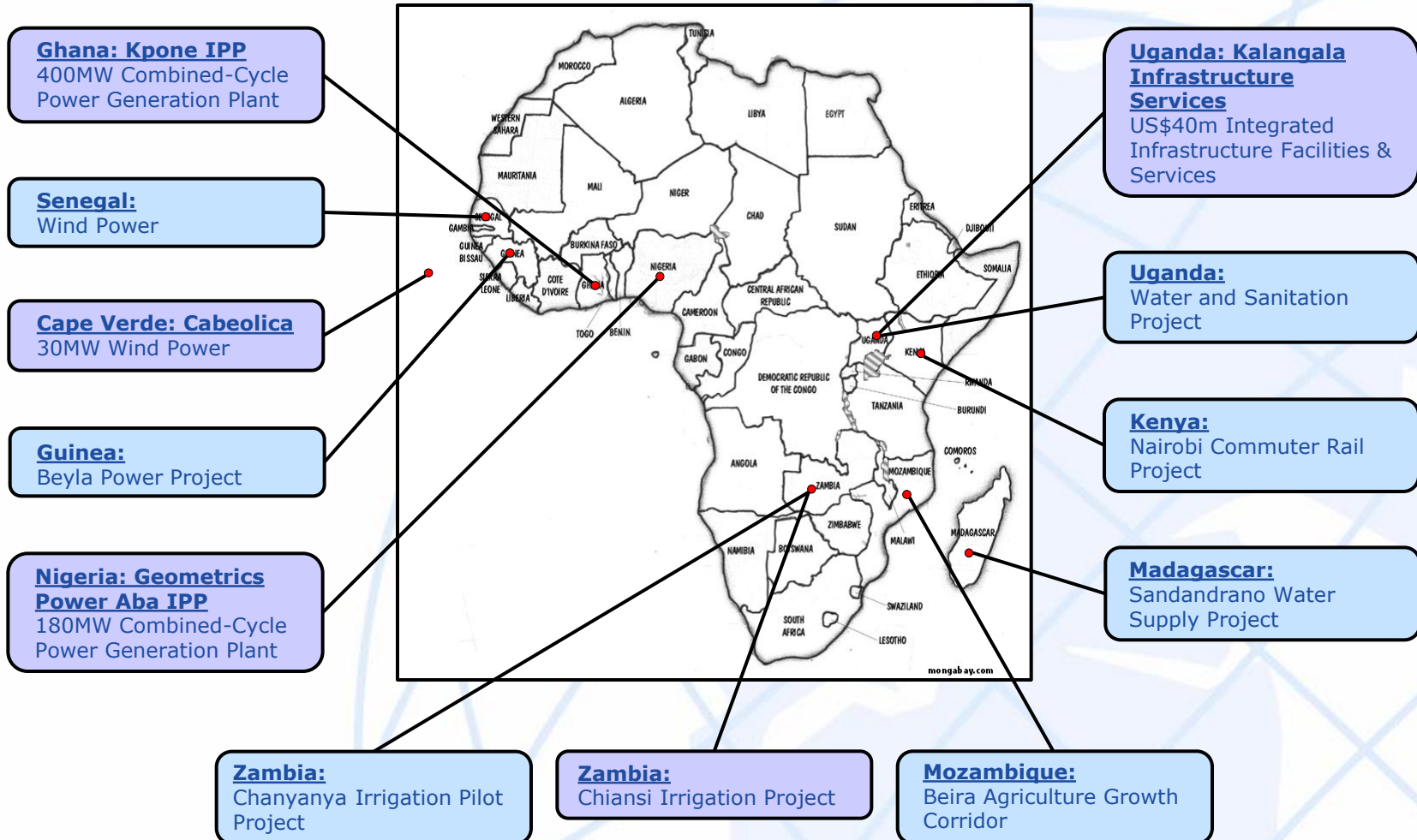
**Matthew Bartley  
Deputy Managing Director**

- Over 20 years of experience in development, financing, construction, acquisition and sale of infrastructure projects at AES, Santos Limited, Allgas Energy Limited and Crooks Michell Peacock and Stewart

# InfraCo in Africa



# InfraCo Projects in Africa



# InfraCo Projects in Africa - A Closer Look

## Geometrics Power Aba IPP, Nigeria

- C. US\$220m gas-fired power plant and associated transmission in Aba state
- 180 MW of generating capacity to supply reliable power to industrial and residential users at approximately half the cost of existing generation in a market currently facing shortages
- Area served has estimated poverty rate of 50%
- InfraCo has sold its stake to new investors and project is now 60% constructed

## Kpone Power IPP, Ghana

- C. US\$450m gas-fired power plant in Kpone municipality and near Tema industrial area
- 400MW of generating capacity to provide urgently needed low cost, reliable and efficient power supply in a market currently facing shortages
- Area served has estimated poverty rate of 40%
- InfraCo has sold its controlling stake to Africa Finance Corporation

## Kalangala Infrastructure Services, Uganda

- C. US\$40m infrastructure services initiative on Bugala Island, Lake Victoria
- Existing infrastructure dilapidated or non-existent
- Project will provide power supply for the island, a ferry service, a main island road and a potable water supply to benefit 22,000 residents primarily engaged in agriculture and fishing
- EPC contracts and almost all government licenses finalized; first ferry under construction.

## Wind Power, Cape Verde

- C. €60-65m wind power project – the first serious wind project in Sub-Saharan Africa
- Four wind farm sites with total capacity of about 30MW to replace substantial portion of current diesel generation with lower cost, clean energy
- Average poverty rate in Cape Verde is 37%
- InfraCo has sold its controlling stake to FinnFund and Africa Finance Corporation

# Chiansi Project, Zambia

- Pilot phase completed at a cost of US\$ 3 million to prove concept of providing shared, commercially managed irrigation infrastructure to local smallholder farmers and sources of finance.
- Pilot project involved the purchase and installation of irrigation infrastructure to support 148 hectares of farmland owned by smallholder farmers which will be farmed under commercial management. Farmers receive an equity interest in the commercial farm operation. In addition irrigation infrastructure will be provided to 60 hectares of land to be cultivated by individual local farmers for their own domestic food needs.
- Initial response from community and government highly positive.
- Aim is to scale up the project to cover some 2,600 hectares which will require raising financing of \$30m.
- Project will benefit about 6,500 people, most of whom are below the poverty line, by improving crop yield through year-round water supply, and providing improved access roads and related transport and health infrastructure

