

INFRAC^oASIA

Leadership Capital
for Infrastructure Development



 VIETNAM

The 29.7MW Coc San
Hydropower Project in northern
Vietnam's Lao Cai Province

Asia's Infrastructure Gap: What is at Stake

Asia is expected to need in excess of US\$8 trillion in additional funds per decade* to meet its infrastructure needs. This is an urgent challenge.

Providing better access to quality, sustainable infrastructure is the key to many communities and economies in South and South East Asia reaching their full potential.

InfraCo Asia provides responsible leadership in bridging the infrastructure gap that can't be met by government or development bank funding at the early stage of project development. Through its project development and financing expertise, InfraCo Asia provides a catalyst for the private sector to invest in sustainable infrastructure projects in South and South East Asia.

**Asian Development Bank estimate*

“ “ With more than **800 million people** in Asia lacking access to water, sanitation and electricity, inclusive growth means more investment in infrastructure—and making that investment more efficient.

Christine Lagarde

Who We Are

InfraCo Asia's Executive management team members and Non Executive Directors have extensive senior level experience in the infrastructure and financing sectors and a range of regional contexts. Their expertise provides invaluable strategic guidance and support to InfraCo Asia's Developer Teams and Joint Venture Partners.

Origin

InfraCo Asia became fully operational in 2010. InfraCo Asia is a company of the Private Infrastructure Development Group (PIDG) established in 2002 as a coalition of donors mobilising private sector investment to assist developing countries attain infrastructure vital to boosting their economic growth and combating poverty.

Funding

InfraCo Asia is currently funded by three members of PIDG – the Australian Department of Foreign Affairs and Trade (DFAT); the Swiss State Secretariat for Economic Affairs (SECO) and the UK Department for International Development (DFID).



Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Swiss Confederation

Federal Department of Economic Affairs FDEA
State Secretariat for Economic Affairs SECO

Management and Board

InfraCo Asia's management team, led by the Chief Executive Officer, collectively bring the knowledge and capabilities to build and manage InfraCo Asia's portfolio of investments – from project selection to business analysis, clear structuring, finance, risk management and compliance. InfraCo Asia, through its developer teams, actively participates in project origination and development.

One PIDG

InfraCo Asia can draw on the expertise of its fellow PIDG members to support project development and financial close. Each PIDG facility plays a strategic role, either through providing technical assistance; early stage development; debt and guarantees or equity and hybrid financing. View PIDG facilities here:

<http://www.pidg.org/what-we-do/companies>

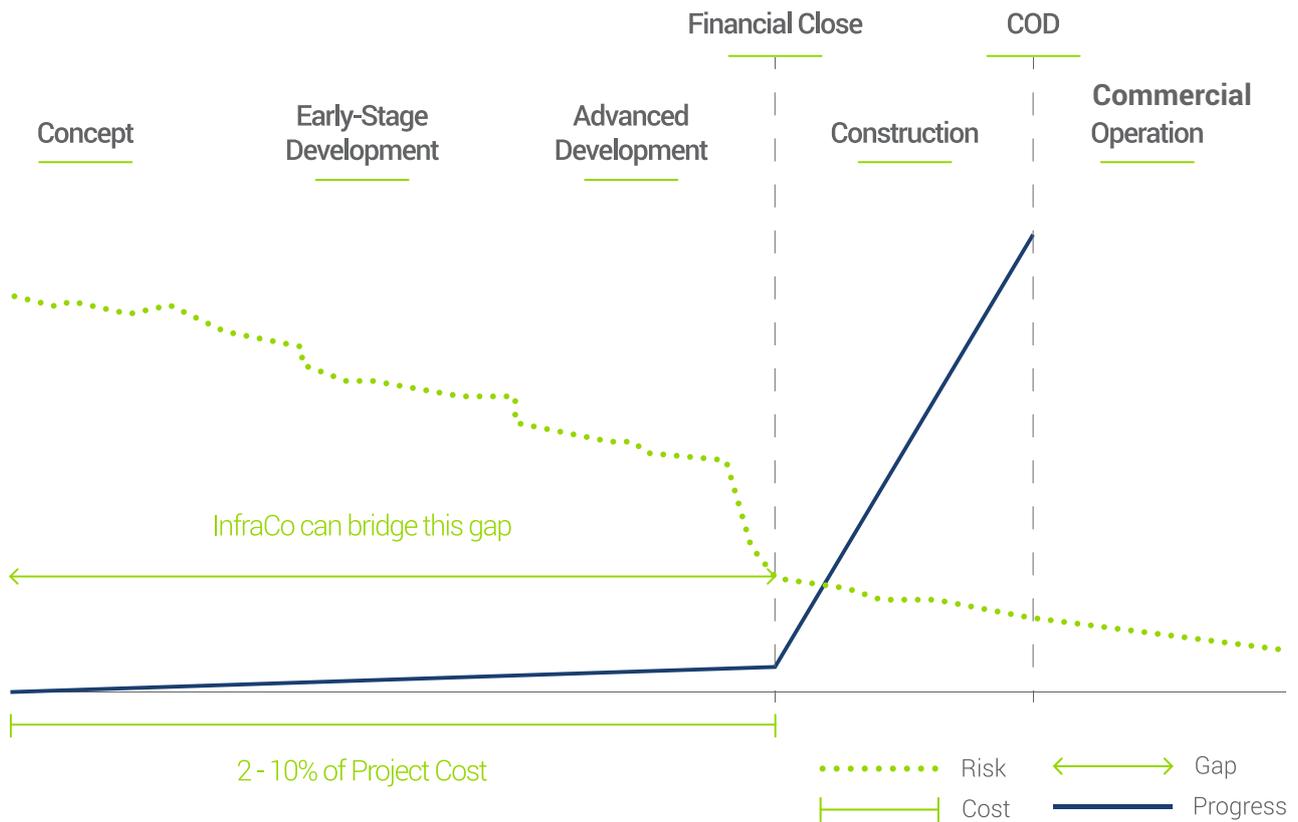
PIDG is a multi-donor organisation. Its members include the governments of Australia, Germany, Norway, Netherlands, Sweden, Switzerland and the United Kingdom as well as Finance for Development and the International Finance Corporation.





InfraCo Asia's management and board collectively bring the **knowledge** and **capabilities** to build and manage InfraCo Asia's portfolio of investments.

What We Do



The initial stages of project development require relatively little finance, but the high levels of risk can deter private sector investors.

InfraCo Asia funds pre-financial close, early stage, high-risk infrastructure development activities by taking an equity stake in sustainable and commercially viable infrastructure projects. These contribute to economic growth, social development and

poverty reduction. We step in where the private sector is initially unable or unwilling to invest. By mitigating early stage development risks, InfraCo Asia is a catalyst for private sector participation.

“ “ We incur the upfront costs and risks related to preparing and structuring infrastructure projects for private sector participation at an early stage, which would typically involve considerable time, resources and uncertainty for investors.

Allard Nooy
CEO, InfraCo Asia



South Asia

-  Bangladesh
-  Bhutan
-  India
-  Nepal
-  Pakistan
-  Sri Lanka

South East Asia

-  Cambodia
-  Indonesia
-  Laos
-  Myanmar
-  Philippines
-  Vietnam

Sector Coverage

- 
Power and Energy
- 
Tele-communication
- 
Logistics & Transport Infrastructure
- 
Water & Waste Water
- 
Waste Management
- 
Urban & Social Infrastructure
- 
Agriculture
- 
Oil & Gas Distribution
- 
Manufacturing

InfraCo Asia does not participate in project development that could have damaging environmental or social impacts.

Our Approach

InfraCo Asia's mandate is based on **three core pillars** that form our project selection criteria:



Development Impact

Projects must be sustainable, reduce poverty and provide social and economic benefit while meeting environmental best practice. They must afford better accessibility to better infrastructure for people in lower income regions.



Additionality

Our role is to complement, not compete. InfraCo Asia steps in where private sector developers, owners and operators are unable or unwilling to take on upfront risks and costs on their own with the private sector



Commercial Viability

Return for projects must be commercially attractive in order to mobilise private sector participation.

Our Model

Developer Services Program

InfraCo Asia's Developer Services Program, which includes project origination, pre-financial close project development, EPC management and financial structuring activities, are outsourced to three teams of dedicated and exclusively contracted project developers.

- *Equicap Asia* provides developer services for South Asia
- *Infunde Development* provides developer services for South East Asia (excluding Myanmar)
- *Infra Capital Myanmar* provides developer services for Myanmar

Co-Development Program

InfraCo Asia's Co-Development Program involves investing in third party projects to provide pre-financial close project development capital to projects that meet InfraCo Asia's investment criteria.

“ “ PIDG companies each provide **critical expertise** on-the-ground. We keep a close watch on the opportunities and challenges faced in the countries where we work.

Philippe Valahu

CEO, Private Infrastructure Development Group

Our Impact

InfraCo Asia's current portfolio of projects, comprising those under development, under construction and in operation, is creating access to new or improved infrastructure for almost 2 million people in South and South East Asia.

In Vietnam, InfraCo Asia's run-of-river **Coc San Hydropower Project** supplies almost 30MW of clean energy, but its impact goes beyond the electricity grid. Local owner/operator Lao Cai Renewable Energy runs a Community Development Program constructing access roads, rehabilitating schools and building small scale irrigation projects. A Livelihoods Restoration Program assists people whose land was impacted by the project to reinstate income-producing activities. It provides agricultural supplies and scholarships enabling the children of poorer families to attend school and buy books and uniforms.

Pakistan's power capacity shortfall of more than 5,000 MW is equal to about one third of total demand on the system. Industry, businesses and households all bear the burden of unreliable power, and an estimated 2-3% of national GDP is lost. InfraCo Asia's **Metro and Gul Ahmed Wind Power Projects** collectively generate 100MW of renewable energy, creating jobs and supporting industry. The projects benefit almost 700,000 people through access to a more reliable, affordable power supply.

Wherever InfraCo Asia develops and implements a project, we aim to enrich our host communities. From employment opportunities to livelihood enhancement and community development programs, we add to the opportunities available to local people.

View InfraCo Asia's full project portfolio at <http://www.infracoasia.com/projects>





“ At the highest level, InfraCo Asia’s role is providing leadership for private, institutional and strategic investors to come into markets that they may not understand; that they quite justifiably have risk aversion to.

John Walker
Chair, InfraCo Asia

Vision for the Future

Each time InfraCo Asia brings a sustainable infrastructure project to a point where the private sector is attracted to invest, a success story is born.

We provide leadership capital and infrastructure development and financing expertise to unlock private sector capital.

As we deliver projects that provide access to new or improved infrastructure, we demonstrate a powerful proof of concept. Nothing entices private sector participation more effectively than real, working examples of success.

InfraCo Asia's unique structure means we can go where others fear to tread. The more early stage infrastructure projects are successfully de-risked, the better the business and local community's appreciation for what is possible. Many of InfraCo Asia's projects are highly replicable.

As a leader in its field, InfraCo Asia is playing a critical role in the creation of private infrastructure industries. Beyond this, it is capturing people's imaginations and building a real bridge between opportunities for private sector investors and those most in need of access to quality infrastructure.

Work with Us

InfraCo Asia's key expertise is in the early stage development of infrastructure projects.

We are interested in projects located in South East Asia (including Myanmar) and South Asia that may be ideal candidates for InfraCo Asia's **Co-Development Program**.

Enquiries are welcome.

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