

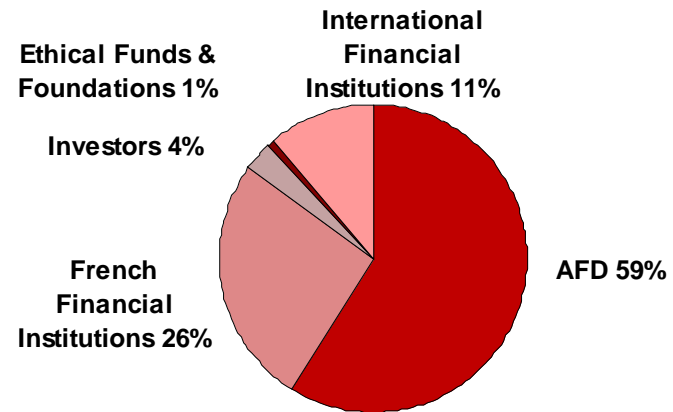


PROPARCO and the Renewable Energy Sector in Southeast Asia 15 February 2012

PROPARCO – At a glance

- Private sector arm of the French Development Agency (AFD)
- Founded in Paris in 1977
- Combines long-term developmental objectives and private sector returns
- Covers developing and emerging countries (Africa, Middle-East, Asia, Latin America and Caribbean)
- Present in South-East Asia since 2004
- Offers a wide range of long term financial instruments (debt / mezzanine / equity)
- Not tied to French Interests

Proparco's Shareholding Structure



Aga Khan Fund For Economic Development



Our range of financial products

SMEs, BIG CORPORATES, BANKS or INFRASTRUCTURE	Financing tools		Amount/period
	Equity	Direct equity investments (minority ie<20%) /mezzanine Investment in investment funds	€ 3M to 20 M 4 to 10 years Flexible term
	Loans: €/\$ currency	Long-term and/or structured senior or subordinated financing	€5M to €100M 5 to 20 years Flexible term
		Local currency facilities	
Subordinated financing (\$ or €)			
Guarantees	Guarantees of \$ or local currency loans	50% of loans €5M to € 50M 5 to 20 years	
<p>Possibility of subsidized technical assistance to financial institutions and corporate clients on specific areas of expertise such as governance and environmental impacts</p>			

Proparco's mandate in North and Southeast Asia

- In **Vietnam, Cambodia, and Lao PDR**, Proparco's mandate is to promote sustainable growth and poverty reduction in all sectors:

- Finance
- Infrastructures
- Industry
- ...



- In **China, Mongolia, Thailand, Indonesia and the Philippines**, Proparco focuses on:

- Climate change mitigation
- Agro-industry and food security
- Health and education
- Microfinance and access to finance
- Sustainable tourism
- Water, sanitation and waste

USD **603** Million committed...

... to **50** investment projects.

Renewable Energy Resources – Selected Potential in the Region

	Wind	Geothermal	Solar	Hydropower
Philippines	+++ debt / equity	+++ debt / equity	++ debt / equity	+++ debt / equity
Indonesia	+ debt	+++ debt / equity	++ debt / equity	++ debt
Vietnam	+ debt		+ debt	+ debt
Thailand	+ debt / equity		+++ debt / equity	
Laos				+++ debt / equity (private/gov't)

Selection of recent projects in North and Southeast Asia

 <p>FajarPaper Indonesia 2011 Loan USD 10 M</p>	 <p>Sacombank Vietnam 2011 Loan USD 10 M</p>	 <p>SUU JSC Mongolia 2011 Loan USD 2 M</p>	 <p>HKL Cambodia 2011 Loan USD 5 M</p>	 <p>Asian Bamboo China 2011 Loan EUR 20 M</p>	 <p>Yaohua Glass China 2011 Loan USD 40 M</p>
 <p>Panin Bank Indonesia 2010 Loan USD 25 M</p>	 <p>Sacombank Vietnam 2010 Loan USD 20 M</p>	 <p>Techcombank Vietnam 2010 Loan USD 15 M</p>	 <p>CICT Vietnam 2010 Loan USD 15 M</p>	 <p>SSIT Vietnam 2009 Loan USD 15 M</p>	 <p>Golden Rice Cambodia 2009 Loan USD 7 M</p>

Other projects in North and Southeast Asia



Acleda Bank Plc
Cambodia
2009
Loan USD 10 M



Theun Hinboun
Lao PDR
2009
Loan USD 40 M



Millicom
Laos
2007
Loan USD 13,5 M



Airports 2
Cambodia
2006
Loan USD 17,5 M



China Gaz
China
2005
Loan USD 25 M



TBEC
Thailand
2005
Gua. EUR 6 M



Nam Theun II
Laos PDR
2005
Loan USD 27 M



Dragon Capital
Vietnam
2004
Loan USD 2 M



Scavi
Vietnam
2004
Loan USD 2 M



Cam GSM
Cambodia
2003
Loan USD 8,5 M



Airports 1
Cambodia
2003
Loan USD 10 M



Phu my 2.2
Vietnam
2002
Loan USD 40 M

PROPARCO Projects in Asia (Vietnam, Cambodia, Laos, Thailand, Indonesia, Philippines, China, Mongolia)

Infrastructure Projects

- CICT/SSIT, Vietnam, 2009/2010, Loan USD 25M
- Theun Hinboun, Laos, 2009, Loan USD 40M
- Millicom, Laos, 2007, Loan USD 13,5 M
- Zhongda, China, 2006, Loan EUR 7,8 M
- SCA Airports, Cambodia, 2003-2006, Loans USD 10-17,5 M
- FE Clean Energy, Cross Country, 2005, USD 5 M
- TBEC, Thailand, 2005, Guarantee EUR 6 M
- China Gas, China, 2005, Mezzanine Loan USD 25 M
- Nam Theun II hydro, Laos, 2005, Loan USD 27 M
- Cam GSM, Cambodia, 2003, Loan USD 8,5 M
- Phu My 2.2, Vietnam, 2002, Loan USD 40 M
- FCR, Vietnam, 1999, Loan USD 17 M

Banking Projects

- Panin Bank, Indonesia, 2011, Loan USD 20 M
- HKL, Cambodia, 2011, Loan USD 5 M
- Aceda Bank, Cambodia, 2009, Loan USD 10 M
- Sacombank, Vietnam, 2009-2011, Loan USD 50 M
- Techcombank, Vietnam, 2009-2010, Loan, USD 30 M

Investment Funds

- Spring Capital Asia Fund, China, 2010 USD 8 M
- Dragon Capital, Vietnam, 2009, Eq. USD 4.2 M
- Vietnam Debt Funds, Vietnam, 2008, Eq EUR 5M
- Red River Holding, Vietnam, 2008, Eq EUR 10 M
- Development Principles Fund II, Eq. USD 20 M
- Cathay Capital, China, 2007, Eq. EUR 5 M
- Asian Lion, 2006, Eq. USD 3 M

Corporate Projects

- FajarPaper, Indonesia, 2011, Loan, USD 10 M
- SUU, Mongolia, 2011, Loan USD 2 M
- Asian Bamboo, China, 2011, Loan USD 20 M
- Yaohua Glass, China, 2011, Loan USD 40 M
- Golden Rice, Cambodia, 2009, Loan USD 7 M
- Sinder, China, 2009, Loan USD 7,5 M
- Yingli Solar, China, 2008, USD 25 M
- SCAVI, Vietnam, 2004 and 2009, Loans USD 18 M



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