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AWEA WEBINAR SERIES 2020 MARKET SESSION

Financing Asia's Offshore Wind Boom...

SPEAKERS:



CHRISTOS KOLLIATSAS
Global Director
UL



QUENTIN SLIGHT
Managing Director
Credit Agricole

TUESDAY, 28 JULY 2020 - 3 PM SGT



The Asia Wind Energy Association was established in December 2016 to become the leading trade association for the wind energy sector in Asia Pacific.

The association acts as the regional platform for all wind power industry stakeholders to collectively promote the best interests of the wind power sector.

The Asia Wind Energy Association is supported by a wide variety of stakeholders from the offshore and onshore wind industry.

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Quentin Slight

Managing Director & Head of Energy and Infrastructure Group Asia, Credit Agricole

Quentin is based in Hong Kong where he is Head of Credit Agricole CIB's Energy & Infrastructure Group for Asia with responsibility for a team of ten based in Hong Kong and Singapore. He was previously a senior member of the Power & Utilities project finance team based in Paris with responsibility for advisory and arranging mandates in the EMEA region. The Energy & Infrastructure Group covers project and acquisition financing and advisory in the key sectors of Power, Oil&Gas, Infrastructure and Mining. Key recent transactions that Quentin has led include the acquisition financing for GIP's US\$5Bn acquisition financing of Equis' pan-Asian renewables portfolio and the landmark Formosa 1 Offshore Wind project in Taiwan for which CACIB acted as Lead Documentation Bank. The team is continues to actively work on a number of mandates in the Offshore wind and utility-scale solar space across Asia.



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AWEA WEBINAR SERIES 2020 - MARKET SESSION

Financing Asia's Offshore Wind Boom...

TUESDAY, 28 JULY 2020 - 3 PM SGT

Financing Asia's Offshore Wind Boom



Financing Asia's Offshore Wind Boom...

*AWEA Webinar Series 2020 –
Market Session*

28th July 2020



- Head of the Energy & Infrastructure Group Asia for Credit Agricole CIB in Hong Kong for the last 5 years;
- Previously spent over 10 years in the Power & Utilities team in Paris covering Advisory and Arranging opportunities across EMEA region;
- Responsible for a team of 10 based in Hong Kong and Singapore delivering Advisory and Arranging services in the key sectors of Power & Utilities, Infrastructure, Oil & Gas and Metals & Mining;
- Specific focus on Power sector and the development of renewables in Asia and in particular OSW starting with Taiwan.

CACIB leading the development of offshore wind and renewables in Asia

CACIB is one of the market leading non-domestic banks operating in Asia.

CACIB is a Tier 1 Power & Infrastructure franchise that has advised on some of the most high-profile deals across the spectrum.

Selected Recent Mandates in Asia Offshore Wind and Renewables Sector

<p>APRIL 2020</p> <p>ISQUARED CAPITAL Marubeni</p> <p>180 MW Changhua Floating Solar Project Taiwan</p> <p>NT\$ 7.2 billion Project Financing Financial Advisor</p>	<p>Ongoing</p> <p>Confidential</p> <p>Asia</p> <p>Offshore Wind Project</p> <p>Co-Lead Documentation Bank, MLA, Hedging Bank</p>	<p>FEBRUARY - 2020</p> <p>CIP COPENHAGEN INFRASTRUCTURE PARTNERS</p> <p>590 MW CFXD Offshore Wind Project Taiwan</p> <p>NTD 90.0 billion Lead Documentation Bank, MLA, Hedging Bank</p>	<p>October - 2019</p> <p>SWANCOR</p> <p>376 MW Formosa 2 Offshore Wind Project Taiwan</p> <p>TWTD 62.5 billion MLA, Lead Documentation Bank, ECA Coordinator, Intercreditor Agent, EKF & K-SURE Facility Agent, Commercial Facility Agent, IRS and FX Hedge Arranger</p>
<p>June - 2019</p> <p>wpd Yunlin 640 MW Offshore Wind Taiwan</p> <p>NT\$ 85,500,000,000 Underwriter, Bookrunner, MLA, Hedging Bank, Lead Documentation Bank, Intercreditor Agent, Facility Agent</p>	<p>JAPAN - 2018</p> <p>GLOBAL INFRASTRUCTURE PARTNERS EQUIS USD 620M</p> <p>Acquisition of a Pan-Asian Portfolio of Renewable Assets</p> <p>MLA, Underwriter, Bookrunner, Agent & Hedge Bank</p>	<p>2018 (aborted)</p> <p>wpd Yunlin Offshore Wind Project in Taiwan</p> <p>M&A advisory for a Japanese investor to acquire up to 49% stake in 708MW Yunlin OW project</p>	<p>JUNE 2018</p> <p>Orsted 128 MW Formosa 1 Offshore Wind Project Taiwan</p> <p>TWTD 17.7 billion MLA, Lead Documentation Bank, Intercreditor Agent, EKF Facility Agent, Commercial Facility Agent, Sole FX Hedge Arranger and IRS Hedge Provider</p>
<p>2016</p> <p>Chevron CONFIDENTIAL INDONESIA</p> <p>MLA support in the competitive bid for the acquisition of Chevron's geothermal assets</p>	<p>JAPAN - 2016</p> <p>MACQUARIE BRUC PROJECT TAIYO 37MW Portfolio of PV Assets</p> <p>JPY 9,100,000,000 Project Finance Bridge Loan Facility Financial Advisor Mandated Lead Arranger</p>	<p>JAPAN - 2015</p> <p>ISOLUX CORSAIR I-solar 31,2MW Gunma PV Project</p> <p>JPY 11,550,000,000 Project Finance Term Loan Facility Mandated Lead Arranger Facility Agent</p>	<p>2015</p> <p>HOAY HO HYDROPOWER LAOS / THAILAND</p> <p>USD 82,000,000 Project Financing MLA, Facility Agent, Offshore Account Bank, Hedge Coordinator</p>

Award winning advisor and arranger

<p>Infrastructure Investor AWARDS 2019 Global Bank of the Year 2019 ★★★★★</p>	<p>PFI AWARDS 2019 APAC Renewable Deal of the Year 2019 ★★★★★</p>	<p>IJGlobal Awards 2019 Asia Pacific Offshore Wind Deal of the Year 2019 ★★★★★</p>
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Outstanding track record in the Global Offshore Wind sector

<p>ONGOING</p> <p>Confidential</p> <p>Financial Advisor for one of the French floating offshore wind site attributed</p> <p>Financial Advisor</p>	<p>ONGOING</p> <p>Confidential Europe</p> <p>Acquisition of a minority stake in an offshore windfarm</p> <p>Financial Advisor</p>	<p>ONGOING</p> <p>Confidential</p> <p>Financial Advisor to one of the bidders for the French offshore wind farm Round 3</p> <p>Financial Advisor</p>	<p>NOVEMBER 2019</p> <p>edf renewables UK, Neart Na Gaoithe 448MW Offshore Wind Farm GBP 2,300,000,000 MLA, Hedge Provider</p>
<p>NOVEMBER 2019</p> <p>BORALEX Boralex French renewable portfolio refinancing EUR 1,200,000,000 MLA, Account Bank, Hedge Provider</p>	<p>OCTOBER 2019</p> <p>innogy SW/M UK, Acquisition of minority shares in the Gwynt y Môr Offshore wind farm Confidential MLA, Hedge Provider</p>	<p>OCTOBER 2019</p> <p>edf ENBRIDGE France, Saint-Nazaire 480MW Offshore Wind Farm Confidential Senior MLA, Hedge Provider</p>	<p>JULY 2019</p> <p>sse SDIC CIP UK, Refinancing of the Beatrice Offshore Wind Farm Confidential MLA, Bookrunner, Hedge Provider</p>



- For Investors and Financiers alike the key elements that determine the successful development of an OSW market can be summarised as:

Project Fundamentals

- Wind speed
- Water depth
- Grid availability
- Access to infrastructure
- Natural disasters (typhoons, earthquakes)

Regulatory Framework

- Clear government commitment to offshore wind
- Well-defined process to secure site, offtake agreement, grid connection
- Support for engagement with local stakeholders

Financial Feasibility

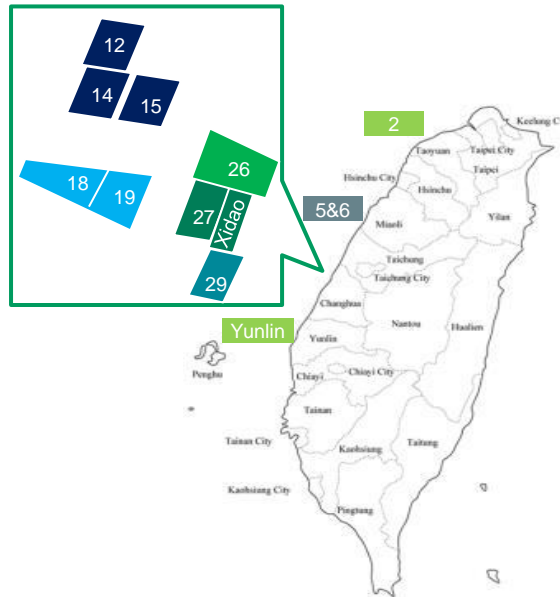
- Bankability of offtake
- Sufficient market liquidity of banks and ECAs
- Foreign ownership restrictions

Offshore Wind

Taiwan, Japan, Korea ...

Taiwan

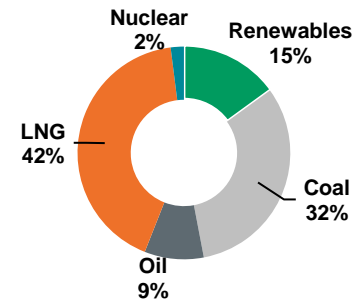
- ❖ New energy policy in Taiwan is focused on **increasing renewable energy supply** by raising renewable energy target to achieve **20% renewable electricity generation by 2025** (i.e. 29.9 GW by 2025 vs. 7.8 GW in 2019), of which 5.5 GW is coming from offshore wind.
- ❖ The government is planning to procure a further 10 GW of offshore wind capacity between 2026 and 2035. **Round 3 auctions** are expected in early 2021 for 5 GW of capacity.



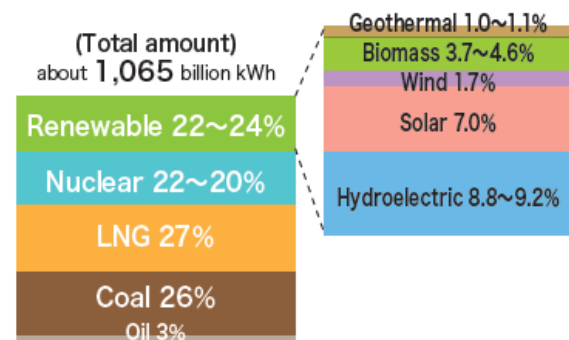
Japan

- ❖ Japan has the **7th longest coastline** in the world and 1600 GW of offshore wind potential. 80% of this is in deep waters (>50 m depth).
- ❖ **10 GW of Offshore Wind** is needed to meet the 2030 target.

2016 Primary Energy Supply



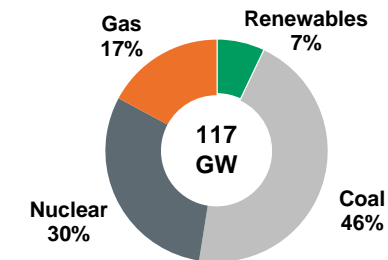
2030 Targeted Power Sources



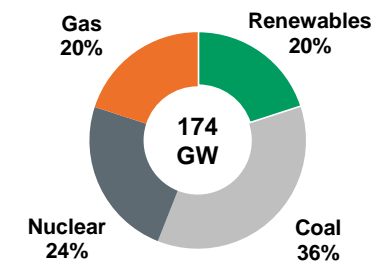
Korea

- ❖ The “3020 Project” aims to increase Renewable Energy to 20% of total generation by 2030. Installed capacity of renewable power is expected to increase to 63.8 gigawatts (GW) by 2030. Offshore wind is expected to contribute 13 GW (vs 38 MW currently).

2017 Total Generation mix









2030 Targeted Generation mix



Offshore Wind

Taiwan, Japan, Korea ...

					
Tariff	<ul style="list-style-type: none">•Taiwan based on FIT tariff transitioning to Auction-based system.		<ul style="list-style-type: none">•Auction / Feed-in-Premium: Japan preparing 1st Round OSW auctions to set tariff.		<ul style="list-style-type: none">•RPS & REC: Korea is based on renewable purchase obligation or Renewable Portfolio Standard ("RPS") with Renewable Energy Certificates ("RECs").
PPA	<ul style="list-style-type: none">•Taipower PPA is a short-form template. Potential for Corporate PPAs.		<ul style="list-style-type: none">•PPA is a pro-forma agreement set by METI.		<ul style="list-style-type: none">•REC SPAs can be negotiated with one of the 22 "Required Generators" based on SMP + REC.
Grid	<ul style="list-style-type: none">•Initial capacity allocation based on planned grid availability.		<ul style="list-style-type: none">•Curtailment is an issue plus auctioned grid capacity.		<ul style="list-style-type: none">•Priority of dispatch but grid reinforcement plans to be reviewed.

Permitting Process	 <ul style="list-style-type: none">•Reasonably well-established processes	 <ul style="list-style-type: none">•Process is evolving with some lack of clarity.	 <ul style="list-style-type: none">•Process is evolving with some lack of clarity.
Certification	<ul style="list-style-type: none">•Acceptance and utilisation of internationally recognised certification bodies like DNV-GL, Lloyds etc.	<ul style="list-style-type: none">•ClassNK certificate is a comprehensive windfarm certification required to obtain METI construction permit. Process takes 1.5 – 2 years.	<ul style="list-style-type: none">•Need to obtain certification from Korea Energy Agency (“KEA”). Additional 6-8 months.
Environmental and Social	<ul style="list-style-type: none">•Projects are required to obtain EIA approval before grid allocation. Government-led compensation standard for fishery community affected.	<ul style="list-style-type: none">•EIA takes 3 - 4 years to complete in Japan	<ul style="list-style-type: none">•EIA takes 1.5 - 2 years to complete in Korea. No government guideline for fishery compensation.

Offshore Wind

Taiwan, Japan, Korea ...

			
Local Content	<ul style="list-style-type: none">• No requirement for initial fast-track projects, gradually increasing up to and beyond 2025.	<ul style="list-style-type: none">• No formal requirements yet but strong incitation to maximise.	<ul style="list-style-type: none">• No formal requirements yet but strong incitation to maximise.
Contracting Structure	<ul style="list-style-type: none">• Adapted to multi-contracting structures.	<ul style="list-style-type: none">• Potentially fewer subcontracts and some EPC wraps.	<ul style="list-style-type: none">• EPC wrap preferred.
Capital	<ul style="list-style-type: none">• 30% of OSW funding provided by domestic banks with state-owned banks absent. Local banks and lifers require ECA cover.	<ul style="list-style-type: none">• Abundant domestic bank liquidity for long tenors. Lifers keen to support OSW sector.	<ul style="list-style-type: none">• Abundant domestic bank liquidity for long tenors. Lifers keen to support OSW sector.



- Impact of Covid-19 and prospects of a global economic downturn on Investor and Financier appetite:

Flight to Quality	Return of Experience	Competition for Liquidity
<ul style="list-style-type: none">• Long-term fully contracted offtake;• Strong and experienced developers;• Investment grade offtake;• Support for Renewables.	<ul style="list-style-type: none">• Successful track record.	<ul style="list-style-type: none">• Alternative demands on Investor and Financier funds;• Corporate PPAs;• Auctions.



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Christos Kolliatsas

Global Director, Offshore Wind



Mr. Kolliatsas is responsible for the global offshore wind business for UL. Mr. Kolliatsas has over 14 years' experience in the renewables sector and in particular in offshore wind where he is a recognized expert in due diligence services having been involved with projects exceeding \$25 billion. Furthermore, Mr. Kolliatsas lead the work for the renewables program in South Africa. Prior to joining UL, he worked for Mott MacDonald for 14 years where he worked as Project Director and held a number of managerial positions. Mr. Kolliatsas holds a Bachelor's degree in Energy Technology from the Technological Educational Institution of Athens and a Master's in Energy Systems and the Environment from the University of Strathclyde. He is fluent in English and Greek.



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Financing Asia's Offshore Wind Boom...

TUESDAY, 28 JULY 2020 - 3 PM SGT

Lessons Learned from Financing Offshore Wind in Europe

Lessons Learned from Financing Offshore Wind in Europe

28 July 2020 | Asia Wind Energy Association Webinar



Agenda

- I. Introduction
- II. Financing
- III. Lessons learned



Introduction



Christos Kolliatsas

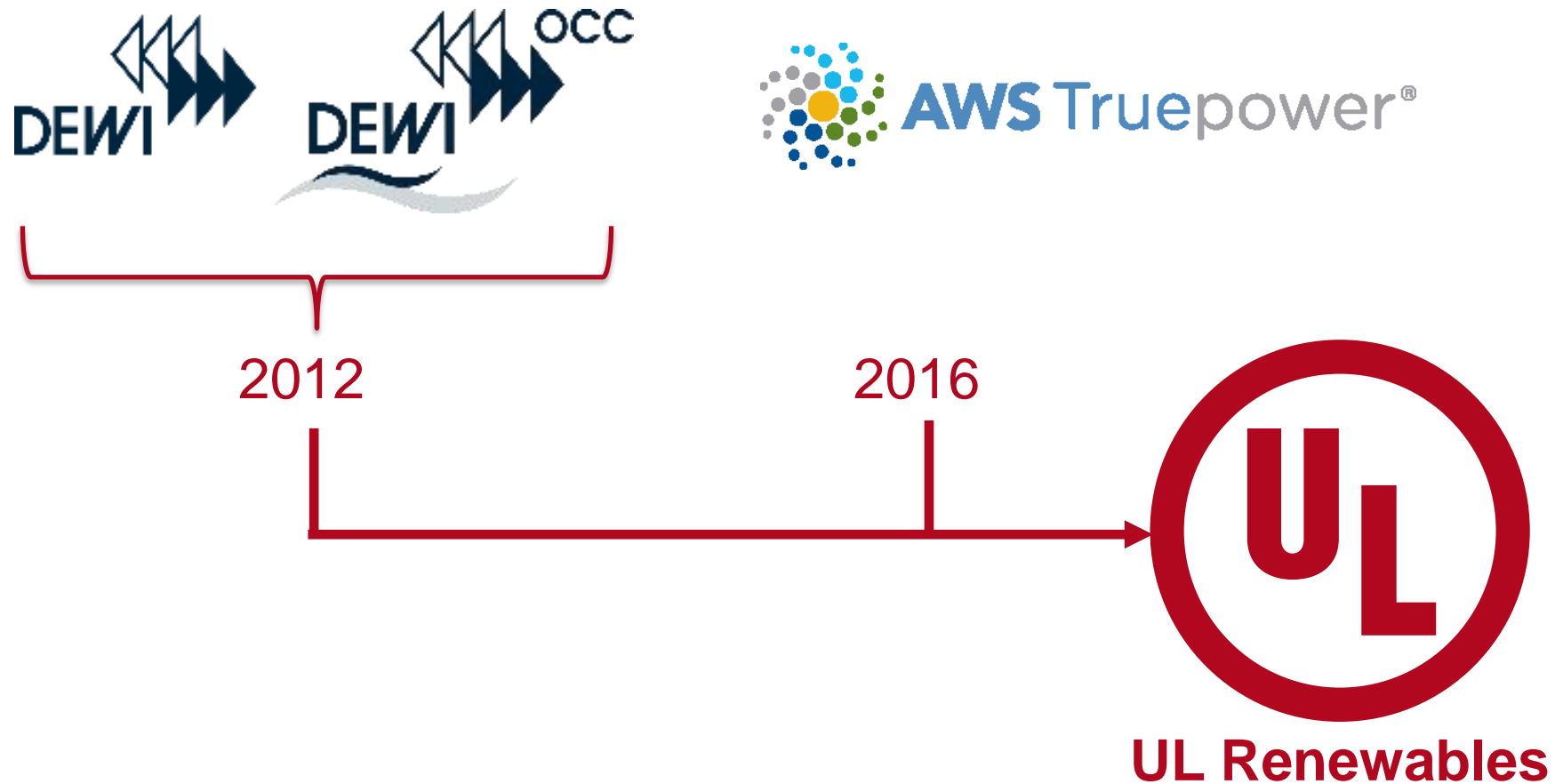


- Global director for offshore wind
- Lender's engineer experience in offshore wind since 2006:
 - World's first financed offshore wind farm (Q7)
 - 1st Belgian offshore wind farm (Thornton Bank)
 - 1st US offshore wind farm (Block Island)
 - 1st Taiwanese offshore wind farm (Formosa)
 - 1st French offshore wind farm (Saint-Nazaire)
 - Involved in ~50% of project financed deals for offshore wind; total renewable dd experience over USD25 billion
- Policy paper for IEA and government work for UK as well as administration of CfD
- Speaker and publications for offshore wind in various conferences and publications
- Owner's engineer assignments

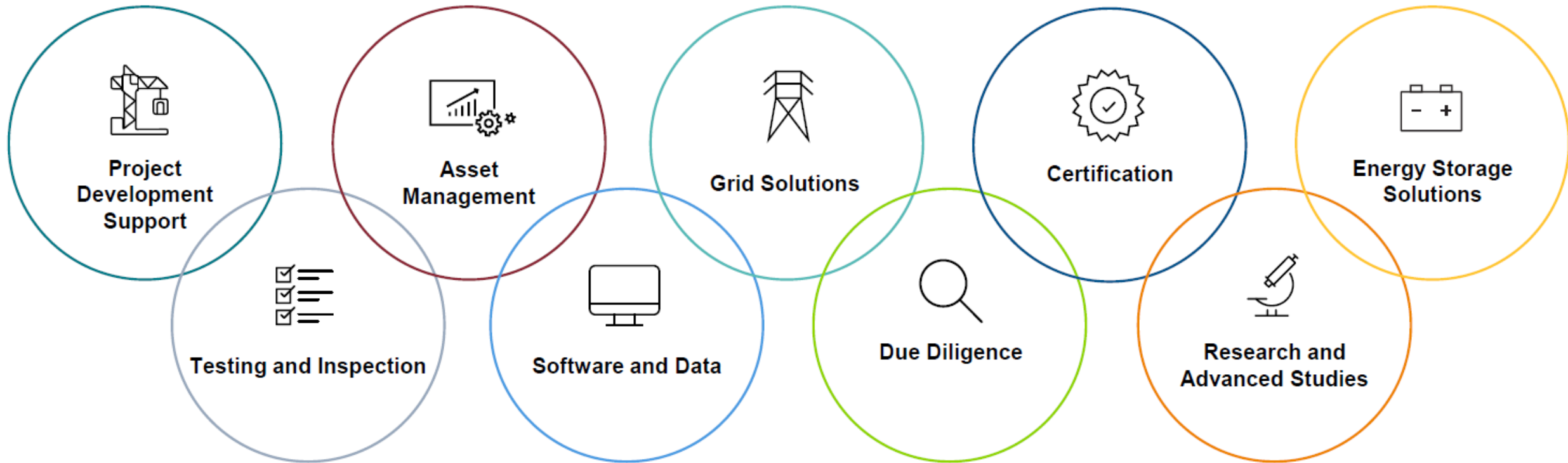
A black and white photograph of an offshore wind farm. In the foreground, a large wind turbine is partially visible, with its three blades extending across the frame. The sea is choppy with small waves. In the background, several other wind turbines are visible, receding into the distance under a cloudy sky. The text "UL Renewables" is overlaid in the center of the image.

UL Renewables

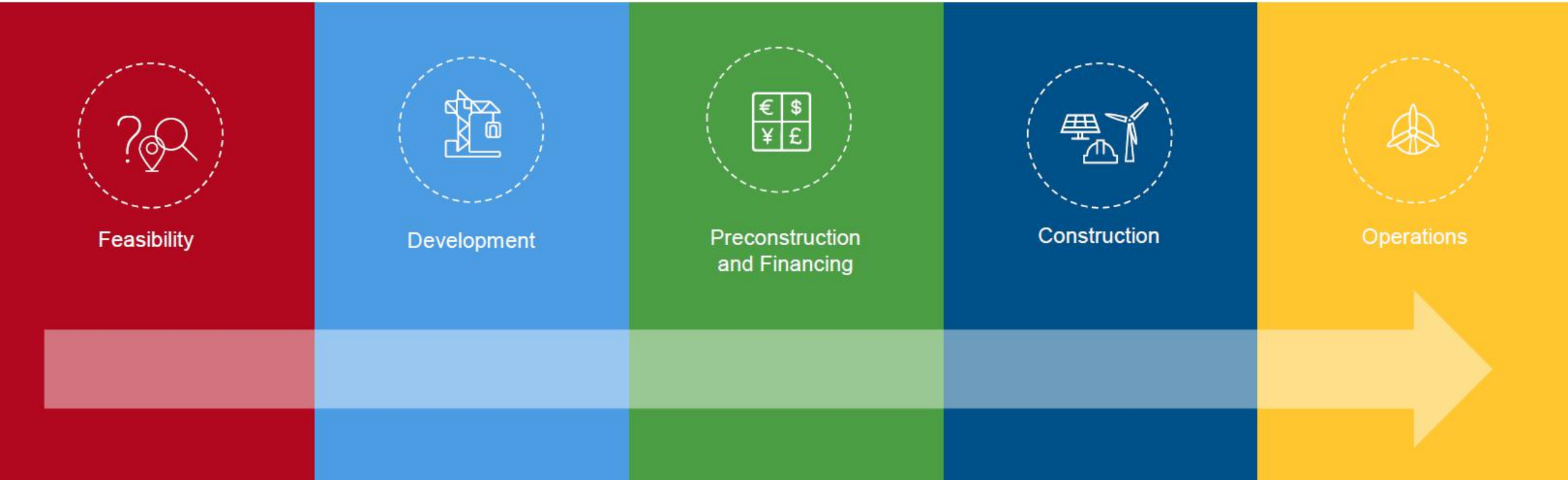
Strong and diverse pedigree



Broad range of services



Covering all stages



An Overview of Our Experience



UL operates in
more than
140
COUNTRIES



ADVISED 90%
of the wind industry's top
project developers and plant
owners



UL is accredited to provide
certification, testing and
inspection services under
the relevant international
certification schemes

CONCENTRATION OF OFFSHORE EXPERIENCE



Providing metocean data
monitoring for the offshore
wind industry in
the North Sea
since 2003.



First to deploy an offshore
metocean monitoring
system for offshore wind
in the US

Involved in



of North America's offshore wind
projects since 2000



Investor/lender's
engineer for
500+
wind and solar projects
since 2012



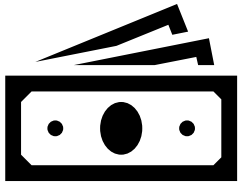
Performed energy
assessments on more than
60%
of approved German offshore
wind farms in the North Sea



Financing



Types of financing



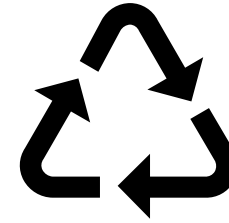
Balance Sheet

100% Sponsor funding
100% Sponsor control
100% Sponsor risk



Project Finance

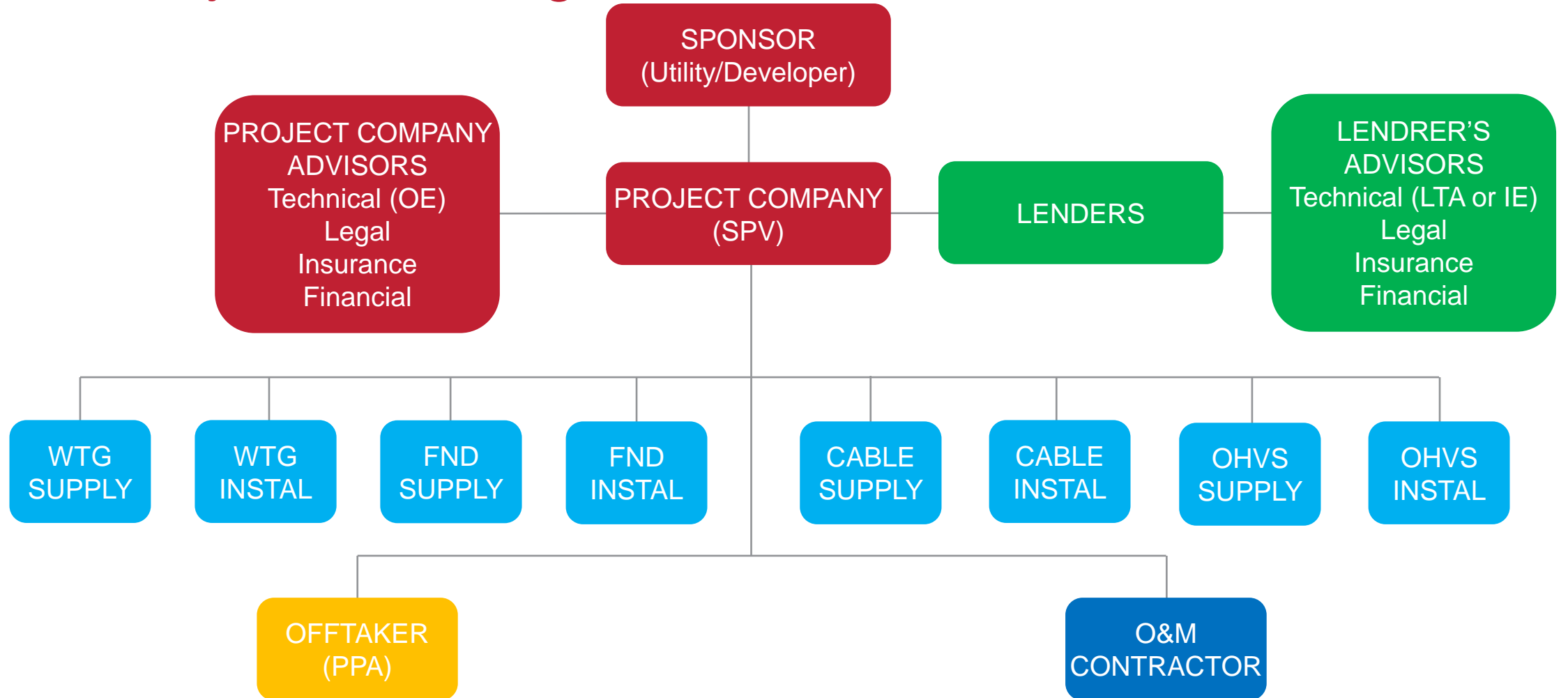
70/30 Lenders/Sponsor
Sharing of risk
More projects for same equity
Portfolio risk mitigation



Re-Financing

Mixed approach
Sponsor carries construction risk
Lenders share operational risk
Recycling of capital

Typical Project Financing Structure



Lessons learned



“450 GWs by 2050.”

— Wind Europe

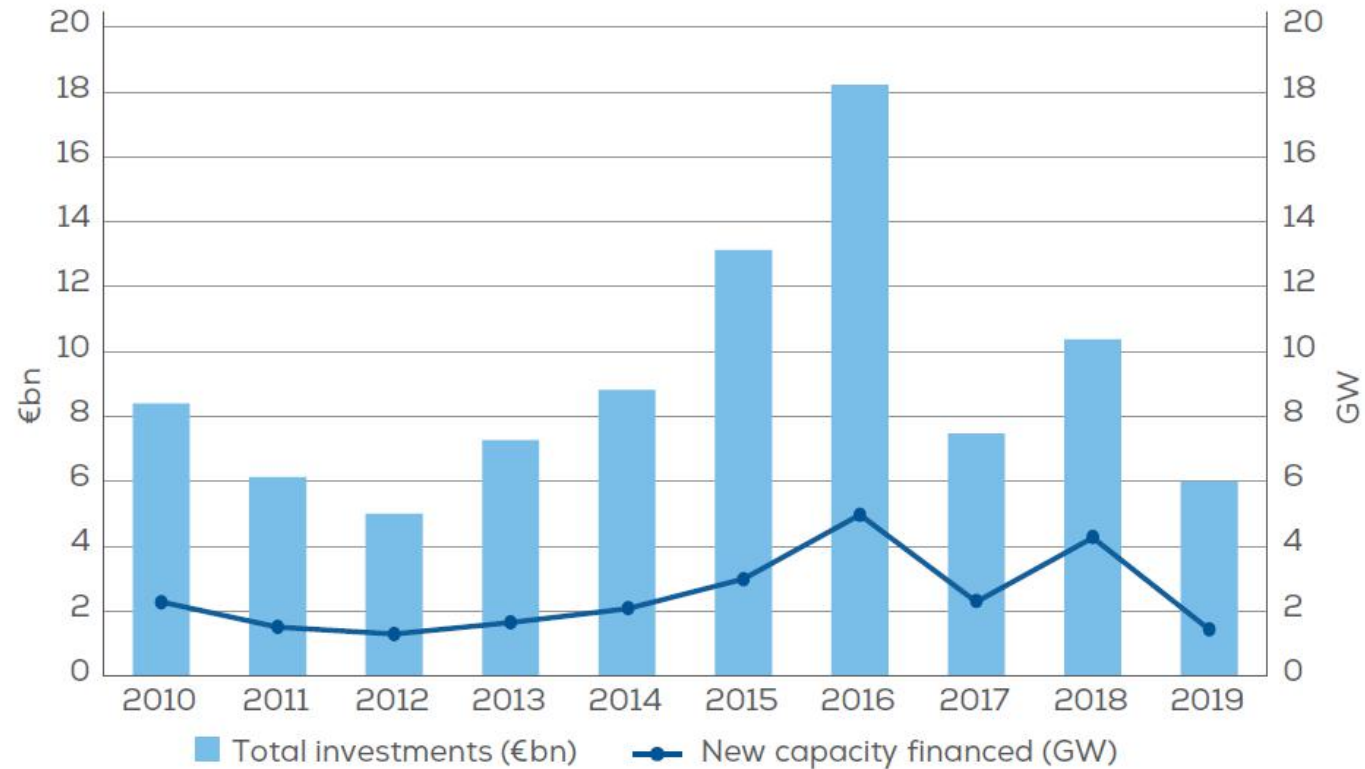
“1,000 GWs by 2050 globally.”

— IRENA

\$3 Trillion investment

2019 European offshore wind highlights - Financing

New offshore wind investments and capacity financed: 2010 – 2019 (€bn)



Total invest-ments (€bn)	8.4	6.1	5.0	7.2	8.8	13.1	18.2	7.5	10.3	6.0
New capacity financed (GW)	2.2	1.5	1.3	1.6	2.1	3.0	5.0	2.3	4.2	1.4

Source: WindEurope Annual Offshore Wind Statistics 2019

Market lessons learned

- Deals are happening
- Offshore is appealing due to its size
- Lack of financing has not been an issue
- Lenders not as risk averse
- Risks must be identified and appropriately mitigated
- Lenders interest in protecting downside – there is no upside for them!



Typical technical offshore wind risks



- Design risks (foundations)
- WTG 6x capacity since 2006
- Limited site investigations
- Existing infrastructure
- Existing sea-users

- Capability of participants
- Interfaces
- Planning
- QA/QC
- Accessibility and constructability
- Cable handling
- Pressure on supply chain -> bankruptcies
- HSE

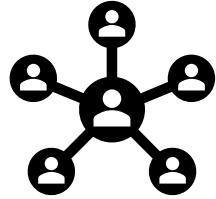
- Energy predictions
- HSE risks
- Energy yield
- Accessibility and operability

Things can go wrong!!

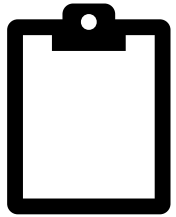
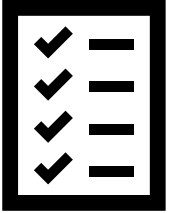


Technical lessons learned

- People deliver projects!



- Interfaces need managed



- Always have a plan B (and C)!

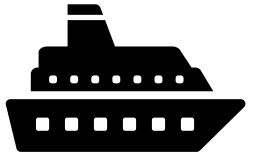


- Strong HSE focus

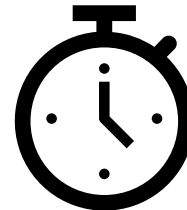
- Clear communications



- Secure vessels



- Detailed investigations



- Well thought-out schedule

Projects get financed

Lack of finance has not been a problem

Need to show good understanding of risks and robust mitigation plans (technical and commercial)

Aim to be at the top of the lender's pile of requests

A good technical advisor can help



Any questions?

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Q & A Session

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Question 1

Which offshore wind markets in Asia are most interesting from a lender's perspective?

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Question 2

What are the main lessons learned that we should apply in Asia?

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Question 3

Are local & regional banks getting involved in financing offshore wind in Asia?

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Question 4

The EPC market in Europe is well developed. What are the risk of having 'new' EPC parties in Asia?

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Question 5

Where is the equity coming from for all these new offshore wind projects?



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Question 6



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Question 7



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Question 8



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Question 9



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Question 10



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Question 11



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Question 12



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Question 13



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Question 14



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Question 15



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Closing

Upcoming Webinar



Asia Wind
Energy Association

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AWEA WEBINAR SERIES 2020 - TECHNICAL SESSION

How AI Can Optimize Wind O&M Strategies and Boost Resturns

SPEAKERS:

 **KASPER WALET**
Maycroft and AI-Energizer

 **LÁSZLÓ SILLER**
River Commodities and AI-Energizer

TUESDAY, 4 AUGUST 2020 - 3 PM SGT

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