

RENEWABLE ENERGY MARKETS ASIA 2024 PANEL DISCUSSION

# MARKET SPOTLIGHT: SINGAPORE



**Jane Tay**

Head of PPA Origination  
and Energy Offtake  
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Tuesday, 30 April 2:30-3:00 PM



**Renewable Energy  
Markets™ Asia 2024**

# Powering the energy transition

REM Asia 2024

We are ib vogt

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# We are ib vogt

- **Top 10** leading utility-scale solar developer ranked by Mercom Capital Group
- **20-year** stellar track record with >850 employees
- Constructing **>5GW Battery Energy Storage System** projects by 2025
- Strong relationships with blue chip **PPA partners** and **institutional financiers**

## Going forwards

PV project pipeline  
**>45 GWp**

OECD markets/Emerging markets  
**85%/15%**

IPP projects targeted by 2026  
**7 GWp**

BESS projects targeted by 2025  
**5 GWp**

## Today

PV solutions built and under construction  
**4.3 GWp**

Operations & Maintenance  
**1.6 GWp**

Funds raised  
**€3.7 bn**

Projects commercialised before construction  
**8.4 GWp**

## 2022 results

Turnover 2022  
**€252m**

Investments in 2022  
**€109m**



# Map of offices

From local to global. We are present, connected, and operate successfully in many areas of the world.

Headquartered in  
**Berlin, Germany**

**35 offices**  
across Europe, North America,  
Asia -Pacific and Africa

Creating business in  
**32 countries**

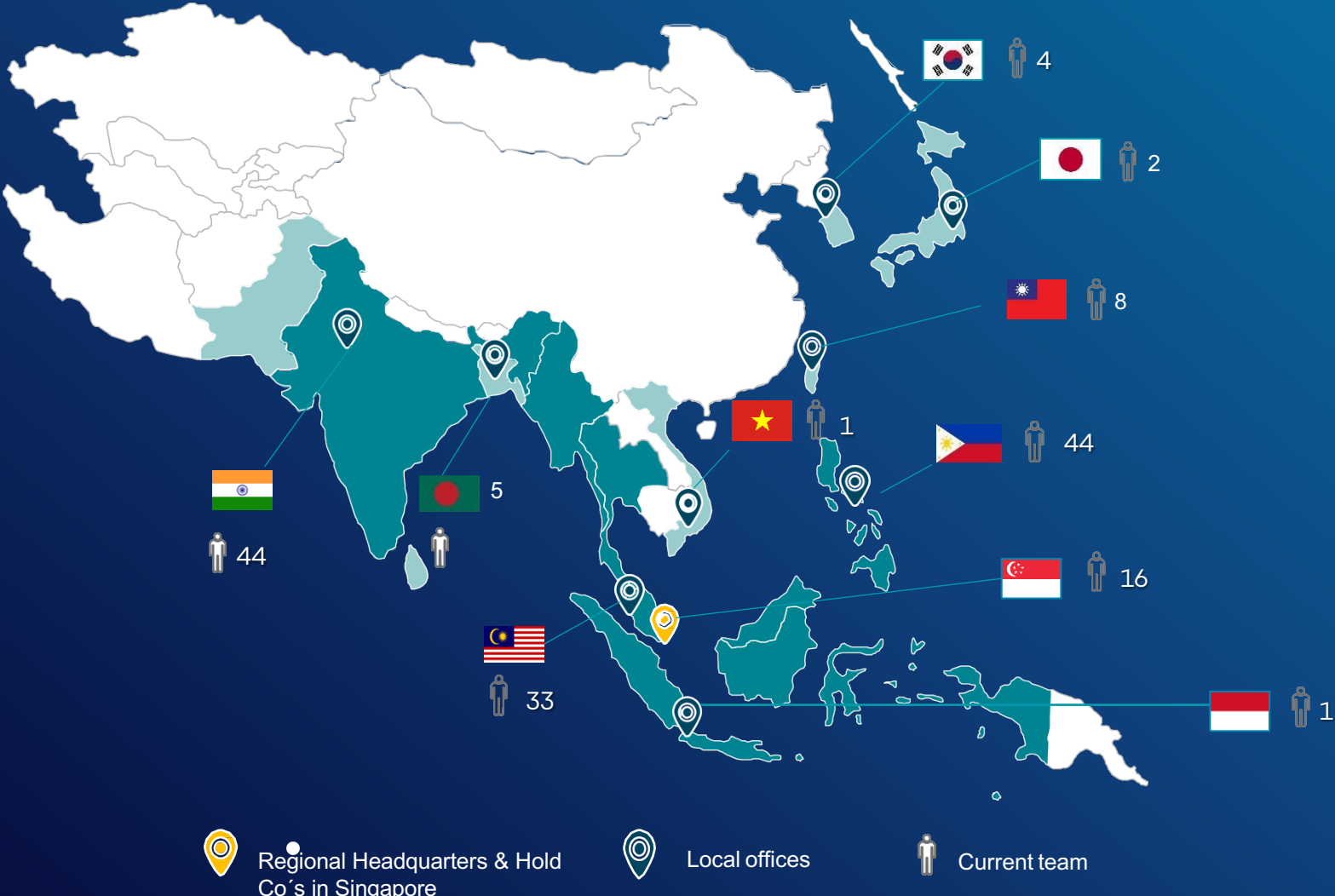
Joint ventures in more than  
**24 countries**

**>850 employees**  
globally in a diversified  
organization

**70 nationalities**

# Our Team and Ground Presence in Asia

- ▶ ib vogt has experienced development teams on the ground in 10 countries in the region
- ▶ With over 100 staff on the ground across Asia, ib vogt is securing land use rights and grid access in all active markets
- ▶ In-country teams in all major focus markets provide market understanding and network such that ib vogt generates its own development pipeline and not simply acquiring rights from third parties



# Our solutions

ib vogt's product portfolio consists of all possible large-scale PV solutions, all using the latest technology on variety of terrain.



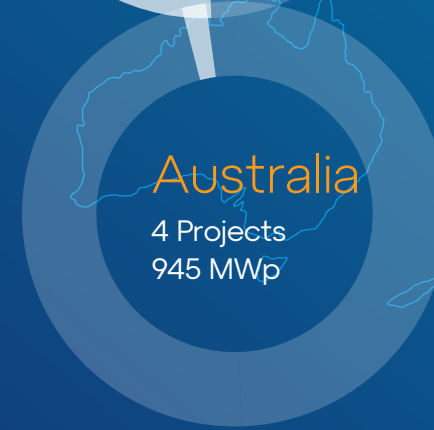
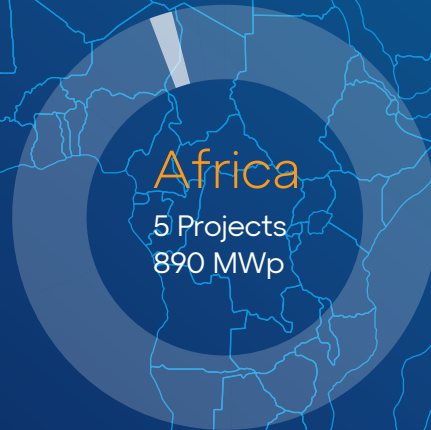
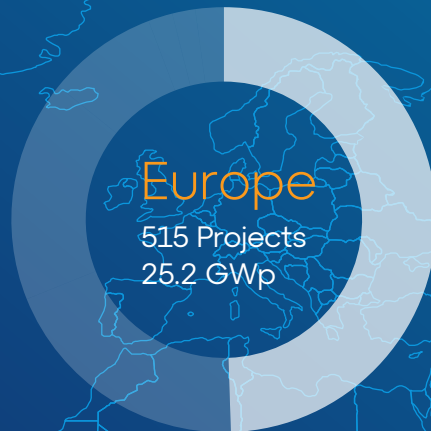
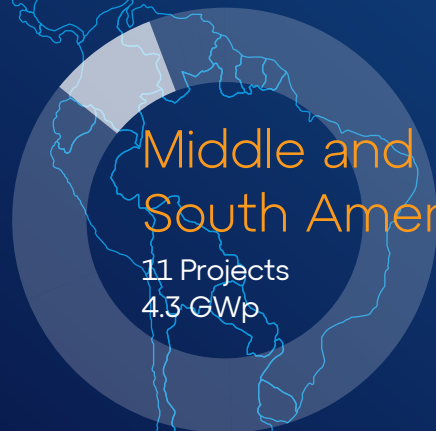
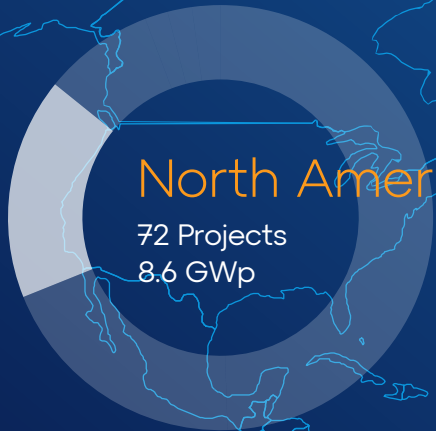
# Development Footprint

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# 02



# Development footprint



# Development footprint in Asia



# Project references

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# 03



Bienvénida, Spain

# Delivering of our first grid-parity project

From development through to lifetime support

## Tailored structuring and benefits for investors and customers:

Innovative long-term power purchase agreement (PPA) with a leading world-wide energy supplier.

Attractive price hedging, balancing price volatility while remaining exposed to opportunities in the Spanish power market.

Product tailored to institutional long-term investors and purchased by a major European insurance group.

We provided an end-to-end service with a fully-wrapped Engineering-Procurement-Construction (EPC) contract and full lifetime operation support.



January 2020

Ground-breaking



180.1 MWp

Solar array



175.8 ha

Total area



562,836

Solar panels



306,540 MWh

Production p.a.



400 kV

Grid connection voltage



Vloeiervelden Hollandia, The Netherlands

# Largest single solar farm in the Netherlands with efficient dual use of land



January 2020  
Ground-breaking



116 MWp  
Solar array



175.8 ha  
Total area



288,116  
Solar panels



30,267 homes  
supplied with clean energy



55,721,746 kg  
CO<sub>2</sub> savings per year

## Benefits for the environment and local grid:

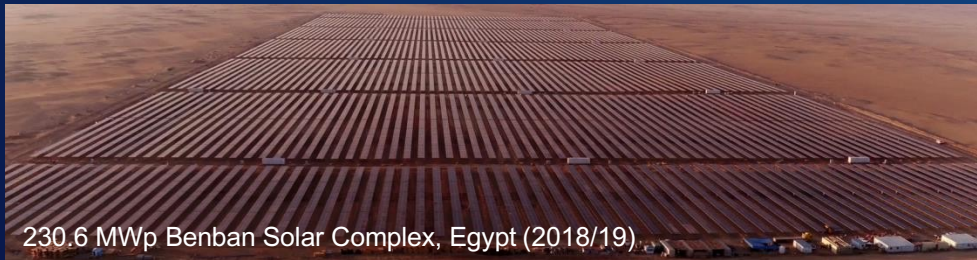
Built with a submerged substructure on a mix of retired and still-active flow fields of a neighbouring wastewater processing plant.

Installing the solar panels on elevated racks above the water creates an efficient dual use of the land.

Through this feat of engineering, former fallow land now has multi-purpose usage.

The solar project, which is connected to a private grid, sets an example for how to circumvent local grid congestion.

# Excellence in Engineering & Construction



# Projects in Asia — Krabi (THA), Gorontalo and Sambelia (IDN)



## Krabi, South Thailand - 7.1 MWp

- ▶ COD – 2018
- ▶ bifacial modules
- ▶ single-axis-tracking systems



## Gorontalo, Indonesia - 14.5 MWp

- ▶ COD – 2019
- ▶ single-axis tracking systems



## Sambelia, Indonesia - 7.25 MWp

- ▶ COD – 2019
- ▶ single-axis tracking systems



# Projects in **Asia** — Benny, Frodo and Surallah (PHL)



## Frodo, Philippines – 8.8 MWp

- ▶ COD – 2016
- ▶ Ground-mounted
- ▶ CO<sub>2</sub>savings: 10,700 tones p.a.



## Benny, Philippines – 7.5 MWp

- ▶ COD – 2016
- ▶ Ground-mounted
- ▶ CO<sub>2</sub>savings: 9,120 tones p.a.



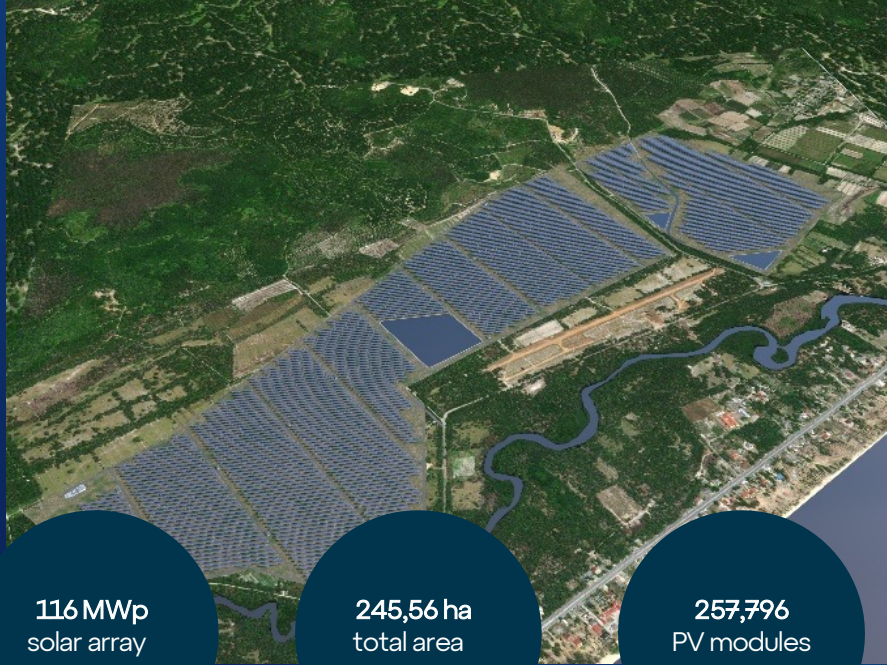
## Surallah, Philippines – 6.2 MWp

- ▶ COD – 2015
- ▶ Ground-mounted
- ▶ CO<sub>2</sub>savings: 7,200 tones p.a.
- ▶ Clean energy for: 8,740 households





# Projects in Asia – Coara Marang (LSS3), MYS



116 MWp  
solar array

245,56 ha  
total area

257,796  
PV modules



205,650 MWh  
production p.a.

50,000 homes  
equivalent of  
Clean Energy

120,000 t.  
CO<sub>2</sub> savings  
per year

- ▶ NTP in January 2021 | COD in Q3/2022
- ▶ Selected by Suruhanjaya Tenaga (Energy Commission) as a winning bidder for Malaysia Large-Scale Solar Photovoltaic Plant (LSS3).
- ▶ The project is designed to produce electricity at the most competitive rate of 0.177 RM/kWh.
- ▶ Utilization of bifacial PV modules on ground mounted single-axis tracking systems.



Marang,  
Terengganu

# Projects in Asia — Coara Marang (LSS3), MYS



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# SINGAPORE

29 - 30 APRIL 2024



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