



# Rewarding Sustainable Lifestyles

## Corporate Profile

Singapore, October 2023



"At first, people refuse to believe that a strange new thing can be done, then they begin to hope that it can be done, then they see that it can be done...., then it is done, and all the world wonders why it was not done centuries ago"

- Frances H. Burnett





# WEnergy Global

About Us



# Who We Are

Developer, Investor and Operator – Facilitators of Energy Transition



**Project Initiation, Development  
Financing & Compliance**

RE/Hybrid Power Generation & Micro Grids  
Feed-in-RE in Island Grids Replacing Diesel Power



**Planning, Design, Engineering, Procurement,  
Construction, Operations Management**

Rooftop, Ground-mounted and Floating Solar PV,  
Small Wind Power Systems, Battery Storage Systems,  
Micro Power Grids, Billing and Payment Systems



# Our Purpose and Mission

## Energizing Communities and Businesses – Improving Lives & Productivity

Electricity has become an essential input of life and the prerequisite for progress. We believe people deserve better. And Different. Which is why we are committed to powering people and the planet, sustainably – ultimately moving our world forward.

Our primary focus is on the electrification of **off-grid rural communities**, new **townships** and **industrial estates** using a versatile range of **renewable energy** technologies, advanced **storage systems** and **smart financing** to create world class solutions for clean, reliable and affordable electricity for **our consumers**, communities and businesses.

We are a thought partner for key decision-makers in **policy development** and technology choice, and assist with local **capacity building** to facilitate **accelerated transition** to resilient, productive and **sustainable life-styles**.

We achieve our goals through **enduring partnerships** and timeless principles of **good governance**.

**Sustainability** is an integral part of our business – **it's in our DNA**.



# Pillars for Engagement

## Getting the Job Done in Complex Policy and Business Environments!

### Innovation:

It's what sets us apart – innovations that are not merely new but actually redefine and lead market standards. Our continuous international research and knowledge-sharing activities along with the synchronised integration of new technologies and financial models ensure we always stay ahead and provide what is best: reliable and resilient outcomes .

### Solutions:

We're deeply passionate about our products and services delivering measurable and affordable change across the value chain. Through results-based projects, and hard financial prowess, we ensure our solutions stack-up commercially and with fairness for clients and the community.

### Impact:

Sustainability is an integral part of our business – it's in our DNA. For example, our smart microgrids bring education, health and wealth to families and local businesses. While SDG #07 and SDG #13 are engrained into everything we do at WEnergy Global.

### Community Spirit:

We strive to enrich the quality of life and create lasting value for society based on our portfolio of solutions. We set ambitious targets for the benefit of all our stakeholders across key environmental, social and financial parameters. It involves working together with govt. policy makers and intermediaries.

### Business Integrity:

Behaving with integrity, day in and day out, is a non-negotiable; something that's reflected both in our internal and external conduct. It's what guides us to do the right thing for the long-term success of WEnergy Global, of society and of the planet.



# Values for Progress

## Going beyond Staff Performance



- **Co-Creation** – deal with the unknown and uncertainties – Expert Consensus
- **Be Responsible** – See, feel, protect and act – do not wait, be swift, don't postpone, finish
- **Pro-Activism** – look forward – be responsive, not reactive – see the consequences – don't wait to be told
- **Power of Speed** – fight for approvals - act swiftly on emails, proposals, site visits, emergencies
- **Sense for Interconnectedness** – understand details, understand impacts
- **Curious To Known**– Read, learn, watch, interpret, translate to your duties, share
- **Creativity and Imagination** – make our systems to be a living thing/data usage

# Our Offices Across South East Asia

On the ground presence



Active in 4 key markets:

1. Singapore (HQ)
2. Philippines (Onshore)
3. Indonesia (Onshore)
4. Myanmar (Onshore, on-hold, but supporting SGP, PHL, IND)



# C&I Rooftop Solar PV Systems

## A Growing List of Delighted Customers



GPI Building  
Philippines  
21.4 kWp , 2014



St Louis College  
Philippines  
200 kWp, 2016



University of St. Louis  
Philippines  
192 kWp, 2017



St Mary University  
Philippines  
219 kWp, 2017



FEU Roosevelt  
Philippines  
99 kWp, 2018



St Louis College –Cebu  
Philippines  
172 kWp, 2018



St Louis University  
Philippines  
243kWp, 2018



Baesa Warehouse  
Philippines  
163 kWp, 2020



Bounty Agro PPDNMPC  
Philippines  
320 kWp, 2021



MD Juan Enterprises  
Philippines  
72 kWp, 2022



St Louis Maryheights  
Philippines  
90 kWp, 2022



SLU Sacred Heart Medical Center  
Philippines  
179.1 kWp, 2022



PrimeVibe Dressing Plant  
Philippines  
143 kWp, 2022



Prime Hub  
Philippines  
17 kWp, 2022



Northstar Meat Merchants  
Philippines  
830.7 kWp, 2022



Bounty Agro PPDNMPC (expansion)  
Philippines  
168 kWp, 2023



Bicol AccessHealth Centrum  
Philippines  
70 kWp, 2023



Mactan Grains Terminal Inc.  
Philippines  
55 kWp, 2023

# Solar PV Systems Projects Coming Online

## Powering Up Sustainable Projects



**T&C Manufacturing,  
Singapore**  
423 kWp, October 2023



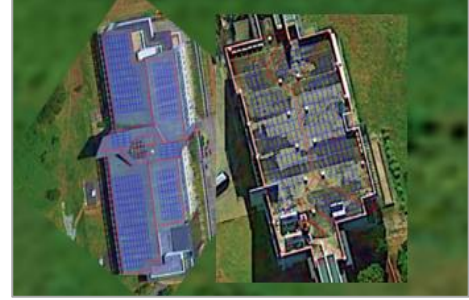
**ESSEC, Business School  
Singapore**  
24.4 kWp, October 2023



**PanPacific University  
Philippines**  
99 kWp, September 2023



**Far Eastern University- Marikina  
Philippines**  
112 kWp, September 2023



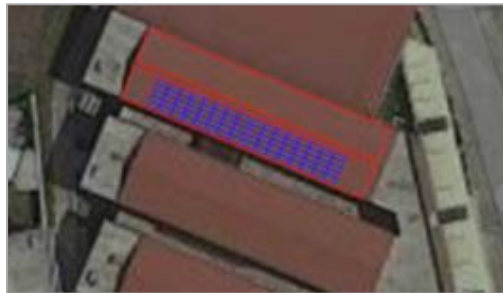
**Far Eastern University- Cavite  
Philippines**  
257 kWp, October 2023



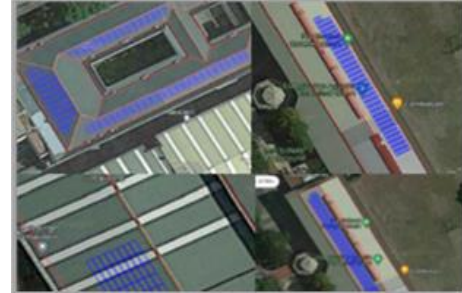
**Leyte Agriventures Inc.  
Philippines**  
112 kWp, November 2023



**Joe Green Precast  
Malaysia**  
1,200 kWp, March 2024



**Colegio San Agustin- Bulacan  
Philippines**  
43.6 kWp, January 2024



**Colegio San Agustin- Makati  
Philippines**  
393.49 kWp, January 2024



**CDO Foodsphere Inc.  
Philippines**  
955.84 kWp, March 2024

# Decentralised – Democratised – Offgrid Electrification

Philippines Project at COD since 21 August 2019 – 623 Consumers Connected to date!



SREC is Philippines' first and largest hybrid QTP with battery storage



From the ground breaking ceremony in Apr 2018...



... To the inauguration ceremony in Nov 2019



Consumers queuing to get connected in 2017..

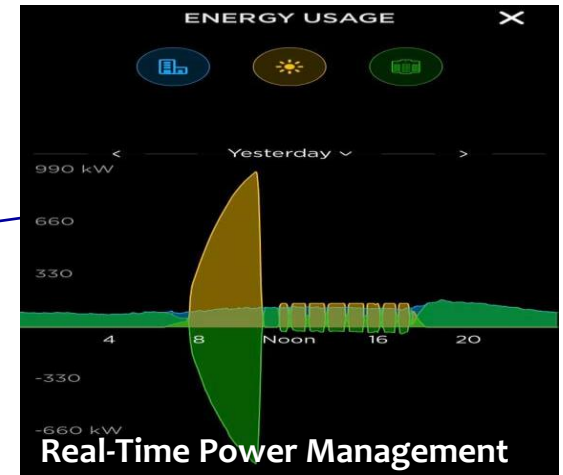


... and making bill payment in 2019

# Hybrid Microgrid With Smart Grid

Sabang, Palawan Island, The Philippines

Build, Own, and Operate a hybrid microgrid comprising 1.4 MWp solar PV, 2.4 MWh Li-ion battery storage, and 1.2 MW diesel backup with 14 km of transmission grid. Total project cost USD 9.5M – 30% equity from shareholders, 70% debt finance by the Development Bank of Philippines (DBP)



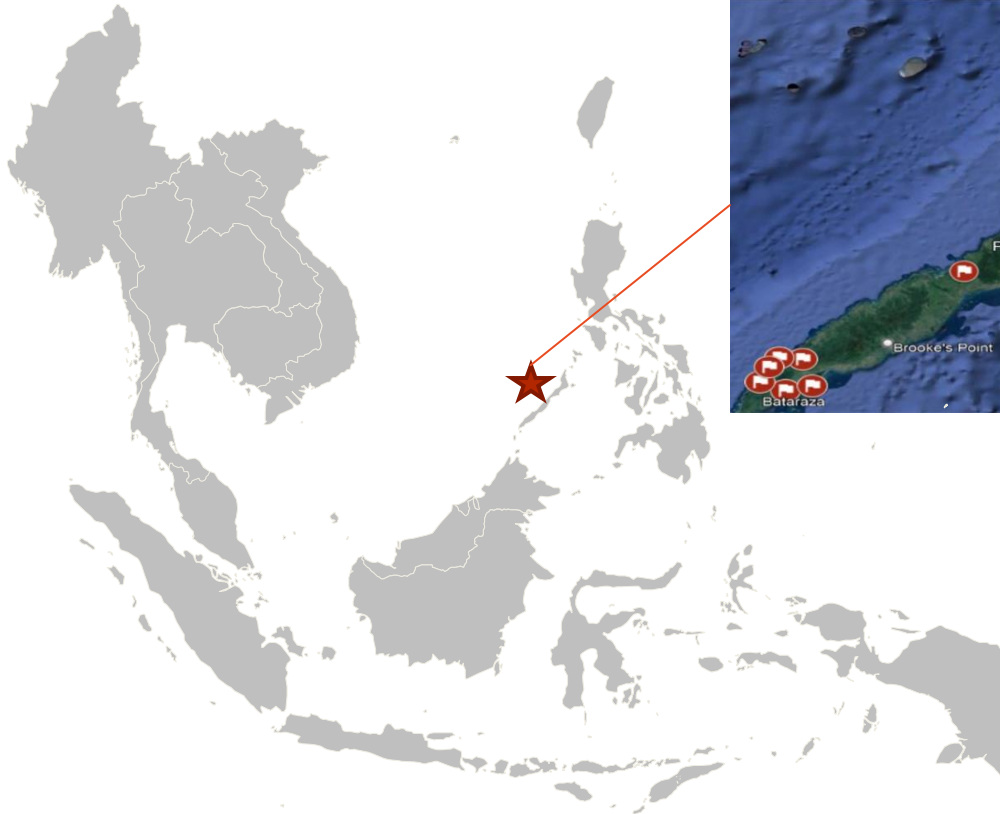
# Power Distribution Grid And Metering System

Remote Controlled Metering and Real-Time Connectivity with Clients



# Our Capability to Win Competitive Selection Processes

Ground-breaking expected to start in Q3-2023



## Hybrid Powered Smart Micro Grids in Palawan, the Philippines

<b>16</b> Microgrids	<b>3.8 MW</b> Solar PV	<b>2 MW</b> Diesel	<b>4.2 MWh</b> Battery
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<b>7,100</b> Households	<b>30,000</b> Residents	<b>300+</b> Local SME
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**USD 18.5m**  
Investment

“**01 September 2022**, WEnergy Global, through the Maharlika Consortium and their Special Purpose Vehicle, Archipelago Renewables Corporation, have signed a Qualified Third Party (QTP) Service Contract with Palawan Electric Cooperative (PALECO) to advance rural electrification in Palawan.

Under this agreement, the Consortium will invest over PHP 1 billion (USD 18.5M) to energize over 7,100 households and empower 30,000 residents and at least 300 small local businesses through 16 microgrids, spread over 14 barangays in 7 municipalities across the service area of PALECO in Palawan.”

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# **Business Excellence Assured**

Strong Leadership with Highly Qualified Team

# Board of Directors: >200 years of Global Experience

## Combining the best Commercial, Industrial and Sustainability Experts



### Atem Ramsundersingh

**CEO/ Board Director/ Corporate Shareholder**

Distinguished 30-year career reflects hands-on in-depth knowledge and experience across multiple operating disciplines and consistent achievements in furthering the initiatives and objectives of organizations. With a Global mindset and international exposure to 70+ countries. He further brings in his extensive experience in industrial manufacturing processes, supply chain and quality management, utility management, strategic management of operations and investment portfolio, deal structuring and commercialization of businesses. He obtained a Masters' Degree in Infrastructure Engineering at the TU Delft in The Netherlands and has been trained at the Harvard Business School in Corporate Renewal and Change Management and Cambridge University in Sustainable Industrial Leadership.



### Konrad von Ritter

**Board Director/ Shareholder**

Distinguished 25 years' experience in Sustainable Development Finance, 20 years with the World Bank Group. He founded the Climate Change Practice at the World Bank Institute and was advisor for Cities & Climate Change and Climate Finance plus Nationally Appropriate Mitigation Actions. As a project leader he introduced economic instruments in environmental management in the Philippines, started up the first Ozone Depleting Substances phase out projects in Malaysia and Thailand, and served as the economist for the China Shandong Urban Environment project. He has worked in Asia, Latin America, and Europe and holds Masters Degrees in Economics and in Political Science from the FU Berlin, Germany; he has been trained by the German Development Institute; and has a certificate for an Environmental Economics Course at the HIID, Harvard.



### Hartwig Westphalen

**Board Director/ Shareholder**

Distinguished 35 years of experience in international Technology Business with focus on renewable energy and electronics. During the last 25 years he acted as founder, owner, and CEO of SunEnergy Europe GmbH, a pioneer company for Solar PV applications, initially in Germany and later throughout Europe and worldwide, including engagements in India and Mexico and countries in Africa. With his recent enterprise - Free-e - he is developing and promoting new ways of standardization and scaling up PV in residential and community applications. He gained his academic education and scientific experience in the fields of Astrophysics and Space Physics at the University of Kiel, Germany, where he received his Ph.D. degree in 1981.



### Oesha Thakoerdin

**Director/ Corporate Shareholder**

Distinguished 25 years of experience in sustainable (urban) development, low-emission (carbon) and climate-resilient development in Asia, The Netherlands, Israel and the Palestinian Territories. She has experience across different sectors, such as energy, water supply, sanitation, solid waste and transport, and across different geographical and administrative levels. She worked with large Dutch consultancy firms and with multilateral development banks including the World Bank and the Asian Development Bank as a Senior Urban Development Specialist respectively as a Senior Urban Climate Change Specialist. She holds a Master's Degree in Urban Planning and Design of Delft University of Technology, The Netherlands, was trained at LEAD Europe in Leadership for Sustainable Development, and is a Certified GRI/G4 Sustainability Reporting Specialist.



### Shinichi Imai

**Board Director/ Corporate Shareholder**

Distinguished 20 years of experience and knowledge in electric power system & protection engineering, asset management and standardisation through IEEE, Cigre, IEC, and the international consortium of GO15 and International Utility Working Group. He brings in extensive experience in business and project development in the area of electricity transmission, distribution and smart grid in Asian and European markets. He was formerly the Executive Managing Director of Tokyo Electric Power Corporation (TEPCO) Power Grid, Inc.. He was President & Director of Greenway Grid Global Pte Ltd in Singapore, a Joint Venture Company of TEPCO Power Grid, ICMG, and Chubu Electric Corporation (Nagoya, Japan). He is currently CTO with Takaoka Toko Co. Ltd. He holds a Masters Degree in Electric Engineering of Osaka University, Japan, and is a certified Professional Electrical Engineering (PE) of the State of California, USA.



### Jaffe Lau Yu

**Board Director/ Corporate Shareholder**

Distinguished 20 years of international experience in mining and trading of iron ore, steel and related minerals. He brings in extensive experience and expertise in financial services, mergers and acquisitions (M&A) and initial public offerings (IPO), financial strategy, and long term budgetary oversight. He has spearheaded business development and expansion in the metallurgy sector in various markets throughout India, Australia, South Africa, West Africa, Venezuela and Brazil. He holds C-suite positions in several international companies and is CEO/Executive Director of Abterra Ltd. He holds a Bachelor of Business Administration degree from the School of Finance of the University of Hawaii, United States of America.



# Management Team

## Management of Multi-Disciplinary, Cross-Border and Complex Operations



### Atem Ramsundersingh

*CEO/ Board Director/ Corporate Shareholder*

Distinguished 30-year career reflects hands-on in-depth knowledge and experience across multiple operating disciplines and consistent achievements in furthering the initiatives and objectives of organizations. With a Global mindset and international exposure to 70+ countries. He further brings in his extensive experience in industrial manufacturing processes, supply chain and quality management, utility management, strategic management of operations and investment portfolio, deal structuring and commercialization of businesses. He obtained a Masters' Degree in Infrastructure Engineering at the TU Delft in The Netherlands and has been trained at the Harvard Business School in Corporate Renewal and Change Management and Cambridge University in Sustainable Industrial Leadership.



### Penny Gan

*Head of Operations Planning & Supply Chain Management*

Distinguished 10 years of experience in project operations planning, resources mobilization and supply chain management, including supply chain compliance to integrity as defined by the company. She is responsible for getting equipment and goods to the most challenging sites on the basis of route analysis, best mode of transport and risks and insurance coverages. Energy business intelligence capabilities that enable rapid tracking of developments in policy changes, compliance matters related to renewable energy connectivity and evaluating quality of data and information. She holds a Bachelors of Business Degree in Transport and Logistics Management from Royal Melbourne Institute of Technology.



### Fabian Weber

*Director of System Integration & Technologies*

Distinguished 16 years of work experience and knowledge in the planning, design and construction of RE power plants, energy storage and off-grid micro-grids as well as in providing leadership to multi-disciplinary project teams in different stages of development, execution and operations. He has carried out site surveys, feasibility studies and project execution supervisory work in different countries in Southeast Asia and Europe. He holds a Masters Degree in Mechanical Engineering and Management from the Technical University of Berlin, Germany and a Masters Degree in Civil Engineering from the Ecole Nationale des Points et Chaussées, Paris, France. He has been trained in Economics and Mathematics at the Universidade Federal Fluminense, Niteroi, Rio de Janeiro, Brazil.



### Quintin Pastrana

*Head of Business Development, President of WEnergy Power Pilipinas*

Distinguished 20 years of work experience, knowledge and skills in the energy, natural resources, legal and regulatory frameworks in project development. He brings in an entrepreneurial focus on renewable energy, off-grid infrastructure development, education, community empowerment and sustainable development. He served as anchor and producer of ANC and Bloomberg TV Philippines, focusing on critical business, financial markets, and governance news developments. He hold degrees in Business, International Relations, and Literature from the universities of Georgetown, Cambridge, and Oxford.

### Recruitment in Progress

*Head of Investments & Finance*

Extensive experience in fundraising for portfolio financing, use of decentralised and blended finance, create innovative business models, manage investments in multiple countries.

# Our Operating Environment and Partnerships

Set Up for Excellence in Renewable Energy Solutions and Power Grids

## Affiliated Companies



Sabang Renewable Energy Corporation



WEnergy Power Pilipinas Inc



Indonesia Sakti Sahwahita

## Technology Partners



TEPCO Power Grid

## Investment Partners



## Banking / Financing



## Legal / Management



PUYAT JACINTO & SANTOS



UMBRA STRATEGIC LEGAL SOLUTIONS



## Branding & Marketing



# WEnergy Global in the Orange Council Singapore



Rabobank



JACOBS DOUWE EGBERTS



3

# Readiness to Execute

Strong Technical and Project Execution Capabilities

# Full Capability To Execute Remote & Complex Operations

Multiple Projects, Multiple Countries, Simultaneous Execution

- Project Development Operations**
  - Established operational platforms across countries in form of SPVs; detailed understanding of creating corporate structuring compatible with energy and tax regulations
- Planning, Design, Engineering & Technology Choices**
  - Technical algorithms, tools and software developed for estimation of energy yield curves; in-house design and engineering team
- Supply Chain & Logistics Management**
  - Strong logistics and procurement capability to implement projects in remote areas within scheduled costs and time periods
- Financial & Legal Structuring**
  - Financial models; standardized contracts vetted by international law firms for use in structuring of projects; and analysis tools for credit assessment of rooftop owners; risk matrix for micro-grids
- Construction Management and O&M**
  - Supply chain risk tree; thus, resulting in cost efficiencies
  - Billing management solution, subsidy saving calculator
- Tacit Knowledge**
  - More than 10 years of tacit knowledge, in-house expertise and continuation of expert pool (due to very low attrition rate) on microgrids, C&I rooftop systems, Storage Systems and REs in Asia



# Design & Engineering Capabilities

Use of Software Tools to Size & Verify Systems and Calculate Yield and Cost

## Solar Yield estimates

- PV Sol, PV Syst

## Hybrid system sizing

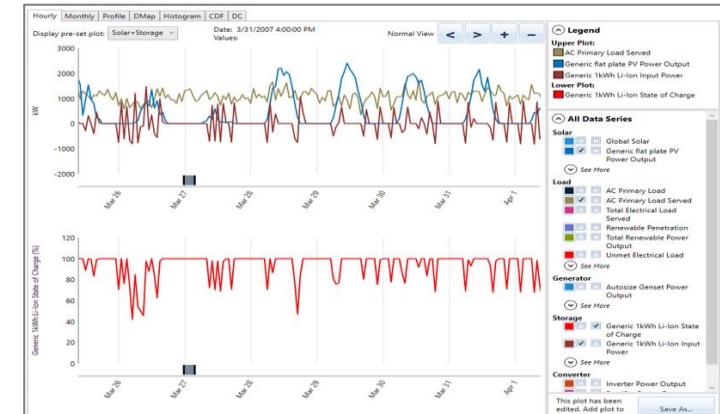
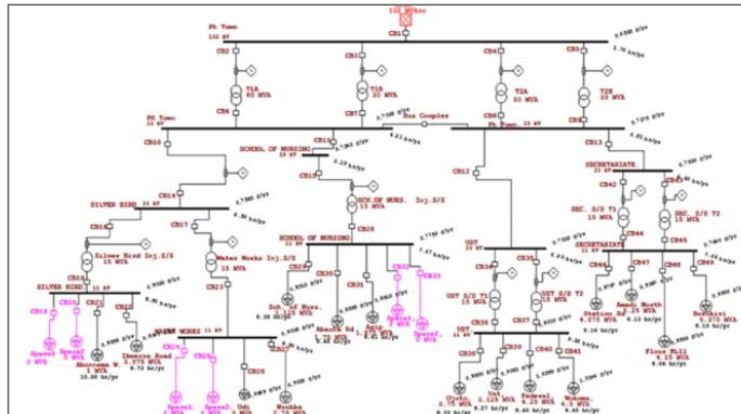
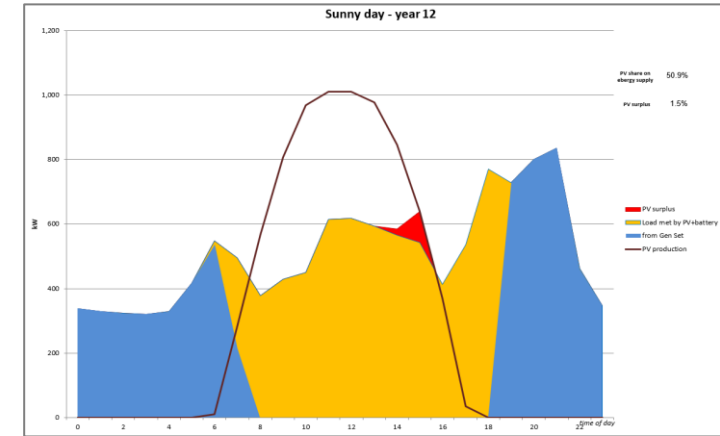
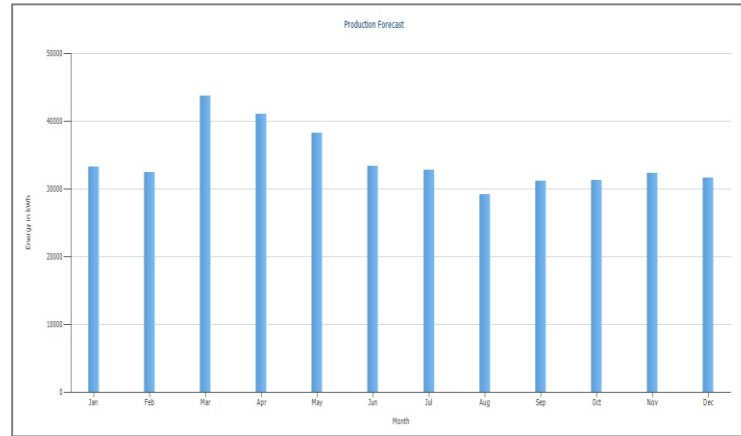
- WEG hybrid calculator
- Homer (NREL/ USA)

## Grid simulation

- ETAP

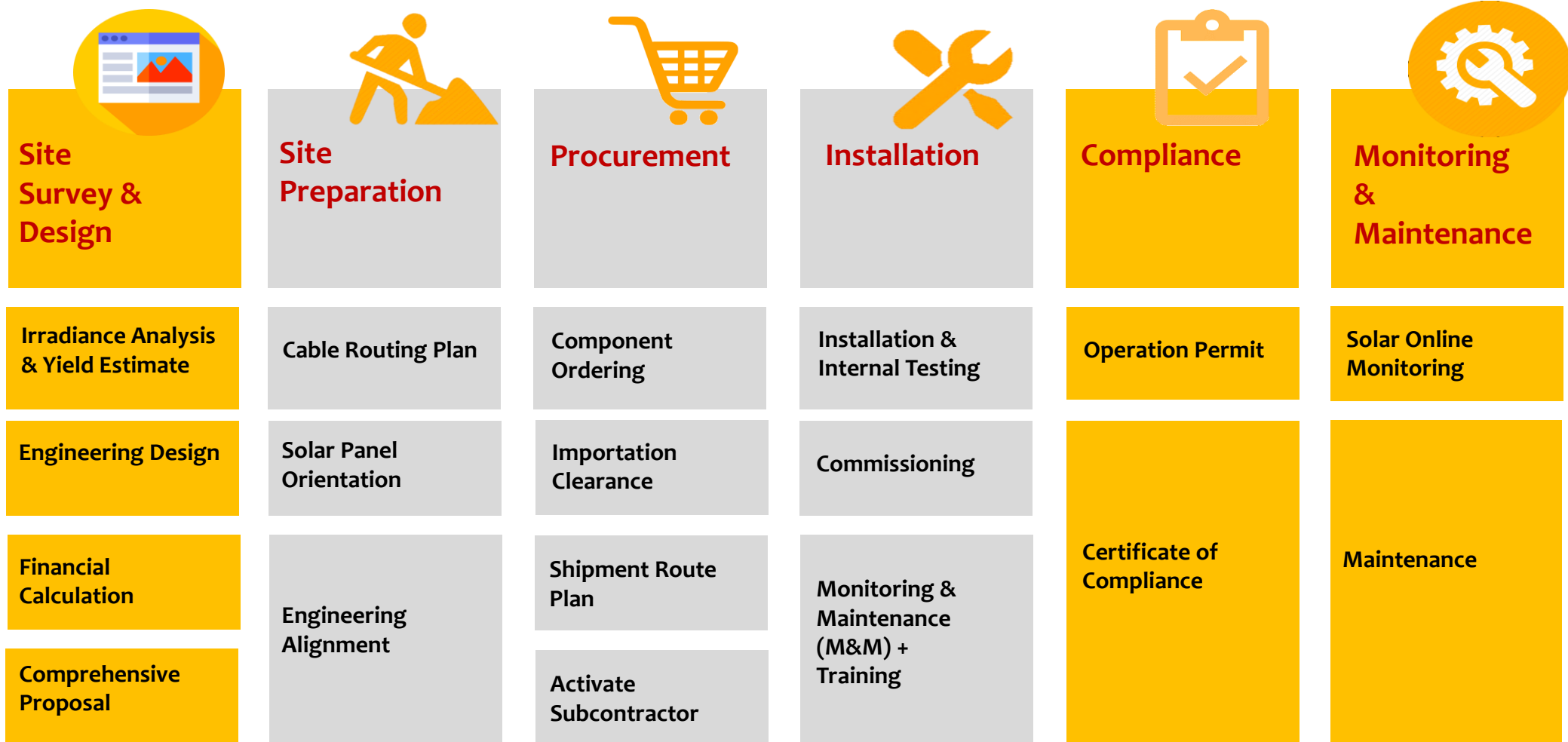
## Costing

- WEG calculation tools



# The Way We Engage in C&I Rooftop Solar PV

## Concept-to-Commissioning Services



# Operations Planning & Logistics

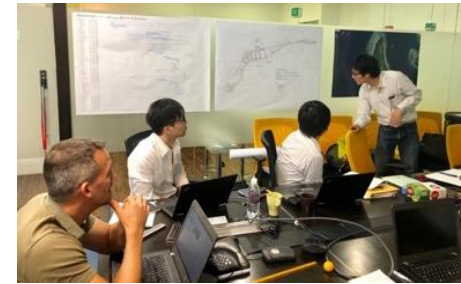
Our Full Capabilities to Manage

Project Planning	Structuring Transaction	Suppliers & Contractors	Logistics Management	Last Mile Delivery	Project Site Readiness
Project Execution Gantt Chart	Tax	Request for Proposal	Analysis of Shipment Routing	Route Planning	Occupational Health & Safety
Permit / License	Procurement Transaction Planning	Evaluation of Qualification	Shipment Planning	Route Analysis	Site Planning & Preparation
Project Organisation Chart	Construction Stage Cash Flow Planning	Evaluation of Technical Proposal	Custom Regulation	Cargo Protection	Temporary Facilities
Resource Allocation	Contract Drafting & Management	Negotiation	Cargo Management	Barge Berthing Location	Site Supervision
Project SOP	Insurances	Quality Assurance	Multi Party Coordination	Permission	Personnel Transportation



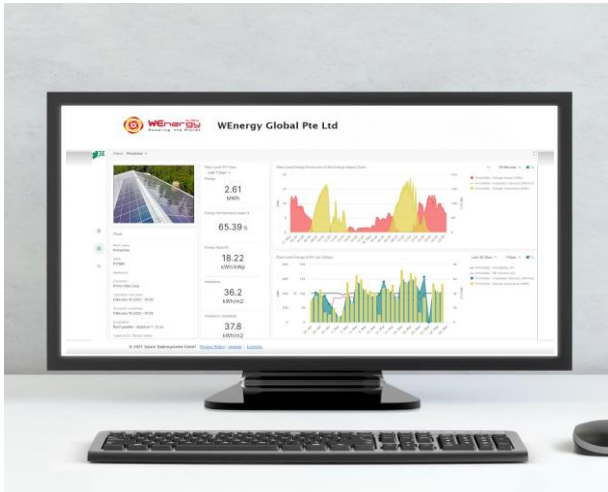
# Joint Operations Team (JOT) for Large Scale Projects

The Best of Expertise: TEPCO-PG & WEnergy Global – 9 Nationalities!



# Full Scale Capabilities for C&I Rooftop Solar PV

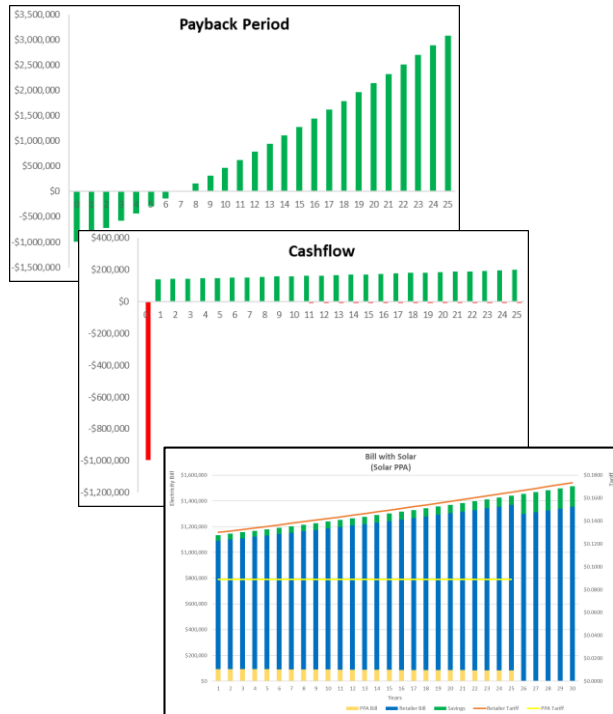
Surpassing Global standards for Operational Safety and Quality Management



# Why Work With Us on Clean Energy Systems?

Our Uniqueness in use of customized business models for your benefit

Full transparency on financial benefits and optimal profitability for our clients and investors



Focused on industrial and commercial solar PV systems ranging from rooftop to ground and floating systems



International and multi-disciplinary team of engineering and financial experts coming together for all projects





# Controls and Compliance, Health and Safety

Defined Processes and Disciplined monitoring

# Procurement Best Practices

## Defined processes, contracts and vendor selection criteria

- The Procurement and Purchasing Procedures are established and maintained to ensure that services and materials acquired for development of projects by WEG conform to specified quality requirements.
- All vendors (suppliers) and contracted services, which impact product quality (directly or indirectly), are assessed and selected based on their ability to meet WEG specified requirements for project components.
- The procedure for evaluation of vendors (suppliers) includes monitoring of delivery, quality, and any other items required on purchase orders.
- WEG also requires vendors (suppliers) to perform a root cause analysis and provide documented corrective actions taken when a delivered product or service fails to conform to specified requirements.
- Procurement/ Purchasing documents clearly define, where appropriate:

*Material requirements and may include reference to applicable drawings, inspection instructions, relevant technical data and quality system standards.*

*Requirements for qualification of personnel*

*Business management system requirements*



# Comprehensive Insurance Coverage

## Compliance & Risk Mitigations



	Insurance	Coverage
Company	Professional Indemnity Insurance	Coverage in the event of alleged breach of professional duty of care or duty by reason of a negligent act, error or omission.
	Directors & Officers Liability Insurance	Providing Company's' Director and Officers with personal liability and financial loss coverage from wrongful acts committed, or allegedly committed.
Project	Surety Bond Insurance	Protect Company's interest against Client's contract non-payment.
	Erection All Risk Insurance	An all risks cover during the construction period for contract works against loss or damage to property, 3 <sup>rd</sup> party liability for accidental bodily injury or property damage.
	Marine Cargo Insurance	Protection for loss of or damage of cargo during transit.
Employee	Medical Insurance	Providing Employee with outpatient medical treatment, hospitalization and life coverage.
	Work Injury Compensation Insurance	Covers the liability of the Company to pay compensation to employees who suffered work-related injury, occupational illness or diseases.
	Travel Insurance	Protect against risks and financial losses that could happen while overseas travelling.

# Quality Management System

ISO 9001:2015



- Overall Company Management Procedures Compliance
- Comprehensive Design and Development Quality Check
- Transparent and Ethical Procurement Procedures
- Project Execution Management Protocols
- Proactive Risk and Opportunities Management
- Contract Risk Management
- Promote Active Learning and Professional Development
- Equal Opportunity Employer
- Regulatory and Legal Compliance

# Occupational Health & Safety

## ISO 45001:2018



- Comprehensive Occupational Health & Safety Guidelines
- Proactive Safety Risk Assessment and Mitigation Measurements
- Employees Mental Wellness Awareness
- Comprehensive Employee Welfare and Insurance Coverage
- Regulatory and Legal Compliance



# Appendix 1 – Awards

# Awards and Achievements

## Recognition of Leadership in Innovation and Sustainability



**Dr Albert Winsemius Award**  
**May 2022**

Dutch Chamber of Commerce Singapore  
Category: Outstanding Business Achievements



**Dr Albert Winsemius Award**  
**March 2016**

Dutch Chamber of Commerce Singapore  
Innovation & Sustainability - Category: Rising Star



**Singapore APEX Corporate Sustainability Award, Oct 2016**

Singapore Business Federation / UN Global Compact Singapore Network - Category: Clean Technologies



**Erasmus Energy Award**  
**June 2014**

Erasmus Centre for Future Energy Business, Rotterdam School of Management, The Netherlands, for innovative and sustainable energy concept & business model of our flagship Sabang Microgrid Project

# Appendix 2 – Innovation in our DNA

# Off-Grid Lighting in Bangkok - Thailand

## Innovation and Fun in Engineering

Off-grid Solar streetlights on bike trail around Suvarnabhumi Airport/ Bangkok:

- 23.5 km track length
- 820 solar streetlights
- Solar PV:  $241 \text{ kW}_p$
- Aqueous hybrid ion battery: 1.6 MWh



# Rooftop Micro Wind Turbine Project

10 Wind Mills - LTA Rail And Bus Depot - Singapore

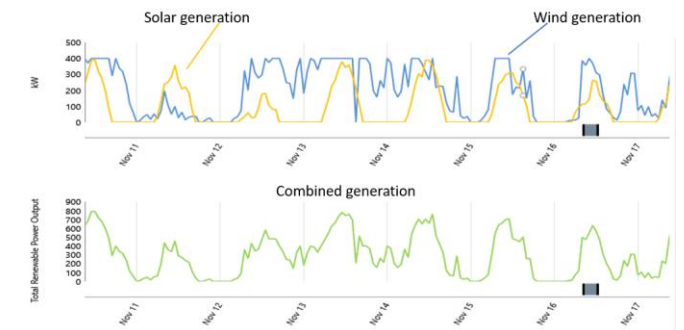
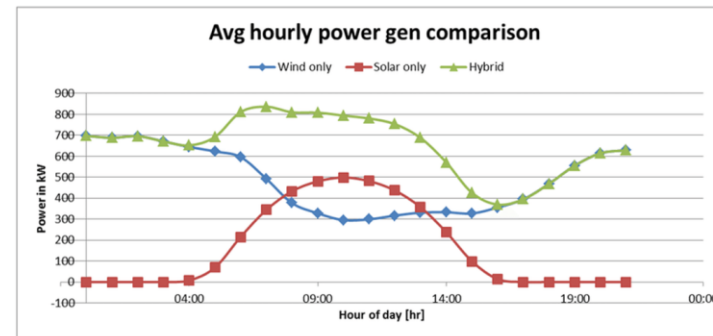


# Small Wind Turbines: Studying Commercial Use

Combine RE sources to eliminate Diesel

## Combine Wind & PV:

- PV & Wind yield curves: often complimentary
- Reduce battery capacity
- Reduce or eliminate need of diesel power without heavily oversizing PV & battery
- Increase RE share in a cost-effective way

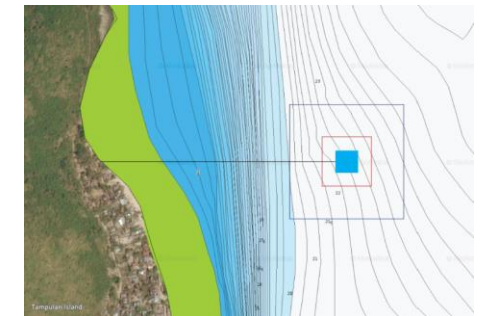
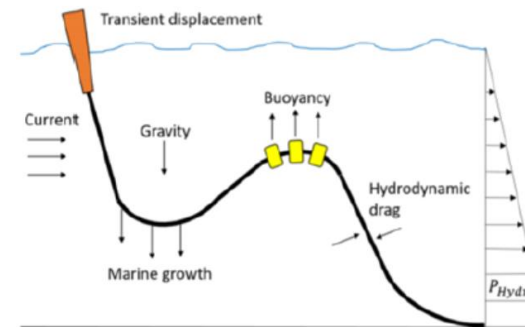
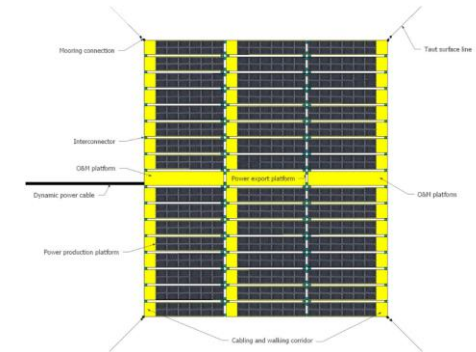
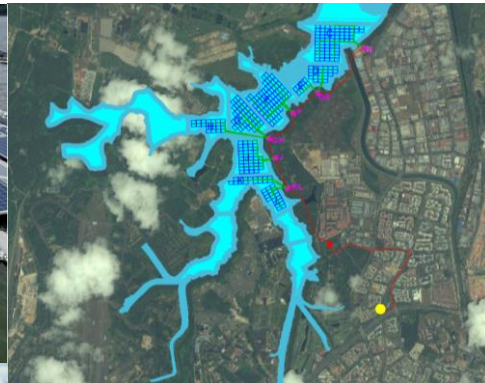


# Floating Solar PV on Water Reservoirs & Oceans

## WEnergy Global Prepared Singapore's National Floating Solar Master Plan

Master planning for >500 MWp of floating solar power plants in reservoirs for the Singapore Government's water utility, with technical feasibility, engineering design and economic and financial modelling. Execution of the master plan is in progress with 60 MWp already operational and another 144 MWp coming online by 2023.

R&D cooperation with Dutch floater manufacturer to create a cost efficient floating solar structure product capable of withstanding strong waves and winds

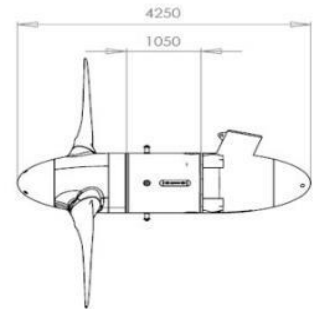


# Small Hydropower with River Run-Off Turbines

## Capturing the Potential Energy in Spillways



- Increasing the hydropower capacity of Laos
- Off-grid electrification of rural communities in Laos
- Identified 20 potential sites for deployment



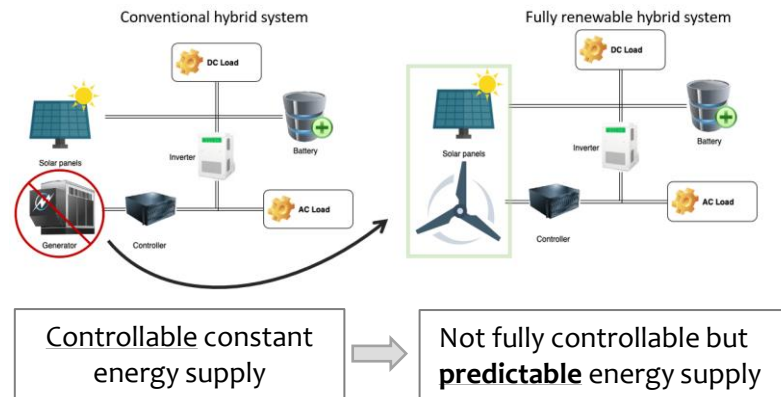
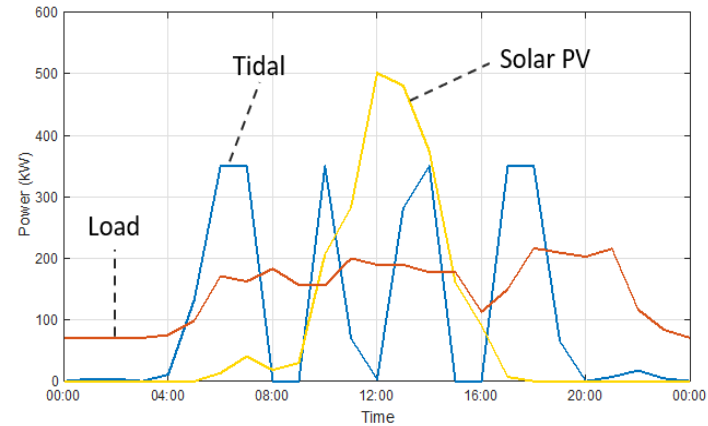


# Studying Use of Tidal Power

Combine RE sources to eliminate Diesel

## Combine Tidal & PV:

- Harnesses energy from tides
  - Predictable yield curve
  - Hybrid with PV & BESS to further reduce or eliminate need for diesel in a cost-effective way
- First Feasibility Study conducted in Panlaitan/ Philippines in collaboration with Technical University Delft/ NL



# Agriculture and Energy Go Together!

Converting existing non-productive land to produce clean electricity and food



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