



## Best Infrastructure Debt Manager

### AEW

(an affiliate of Natixis Investment Managers)

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**As former bankers, the infrastructure debt team at AEW (an affiliate of Natixis Investment Managers) has developed an unparalleled sourcing network globally. Members of the investment team in APAC have been in the region for over 20 years, so they know the landscape and the market players very well.**

The infrastructure debt team has 3 investment directors stationed in Hong Kong and a senior risk manager based in Singapore, all fully dedicated to APAC. Their strong network enables them to source directly and structure deals for the needs of their investors.

The investment process relies on a robust selection and monitoring process using best-in-class scoring and valuation data and methodology, with an ability to integrate specific ESG constraints.

#### NZ innovation

The AEW infrastructure debt team completed a major transaction in 2023 to help fund the solar energy transition in New Zealand. The senior loan for solar panels is secured against 20-year contracts with residential customers. The yield on the senior secured loan is in excess of 7.5%, representing a significant innovation and complexity premium.

The margin on this deal was around 100bps higher than a comparable rooftop solar deal in Europe, reflecting both the complexity and innovation involved in the transaction and a lack of available long-term financing via the banking industry.

AEW’s participation in the senior loan was funded via two channels: a mandate with a Hong Kong-based insurance company, and a Luxembourg-domiciled green vehicle. This is the first time AEW utilized two mandates/vehicles managed from different places to source and arrange sustainable investments in the Asia-Pacific region.

#### Satellite deal

The infrastructure debt team also closed its first satellite refinancing transaction in Malaysia. The team invested in an Airbus-built satellite owned by Measat, a Malaysian telecommunications company. Measat has been operating satellites for over 25 years, among other diversified telecom activities. If satellites are globally a declining market - being challenged with other means of telecommunications such as fiber - they remain key in areas where fibre is not accessible.

The satellite is mainly providing broadcasted services: pay TV and radio. Around 80% of the revenues derive from long-term contracts.

The infrastructure debt team sourced the deal from Natixis CIB and structured a customised fixed rate tranche of USD22m, with prepayment protection and denominated in USD, on behalf of one of its institutional clients. Total loan facility is USD112m, closed in July 2023 and fully amortised in 6 years.