

Investing in ASEAN

Association of Southeast Asian Nations

2018 | 2019



• one vision • one identity • one community •

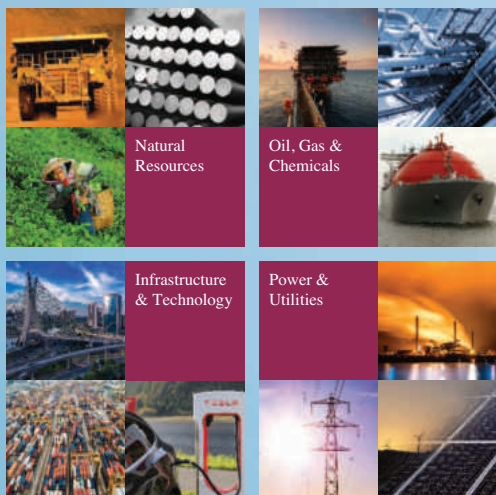
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AWR Lloyd



18-year track record in ASEAN delivering on-the-ground M&A support, industry intelligence and strategic insights to some of the world's most successful companies in the oil and gas, mining and metals, power, renewables, smart cities, infrastructure and aerospace industries.

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ASEAN infrastructure and resources: pivotal

Alexander Wood, Vice Chairman & CEO, AWR Lloyd



Alexander Wood

Southeast Asia is on the threshold of a wave of infrastructure and resource sector investment providing a strong platform for accelerated economic growth. To support the ASEAN region's rapid urbanisation and development at least US\$7 trillion will be needed for the infrastructure sectors alone by 2030.

Alex Wood, CEO of AWR Lloyd, a specialist strategy and corporate finance firm, explains why the region is so important: "Southeast Asia is absolutely pivotal. It is the cockpit of the world demographically, economically and geo-politically. It is where the ancient civilisations of China and the Indian Sub-Continent converge. It hosts the world's third largest labour force. And within the next ten years, Bangkok, where I am sitting now, will be within an hour or so's flight from more than half the world's consuming class."

The region's maritime heart, the South China Sea, is at the crossroads of world trade with over 50% of the world's merchant fleet tonnage already passing through it. The physical oil trade through the Malacca Strait is 3x more than the Suez Canal and 15x more than the Panama Canal. Regional ASEAN economic integration is also set to expand with intra-regional trade currently at much lower levels than in Europe and North America.

Unprecedented opportunities are opening up for international companies and investors in the oil & gas, mining and metals, power generation, renewables, ports, satellites and smart cities sectors in ASEAN. AWR Lloyd has been on-the-ground in the main ASEAN countries working with these industries for nearly 20 years. Alex Wood explains the approach: "Our focus is simple – we make sure our clients only make investments and acquisitions which generate sustainable returns to their shareholders. We provide a realistic assessment of risks and strategic insights. We are proactive in helping our clients push deals through to successful completion. Then we work to manage local stakeholder relationships to ensure results are delivered and that international standards of governance and reporting are met."

Bart Lucarelli, AWR Lloyd's Managing Director for Power & Utilities advises on investment in the power, renewables, water and smart city sectors: "The per capita consumption of electricity in ASEAN is half the world's average with an electrification rate of under 80%, leaving millions of people literally in the dark. We work with our clients to build projects that will close the gap over the next decade or so."