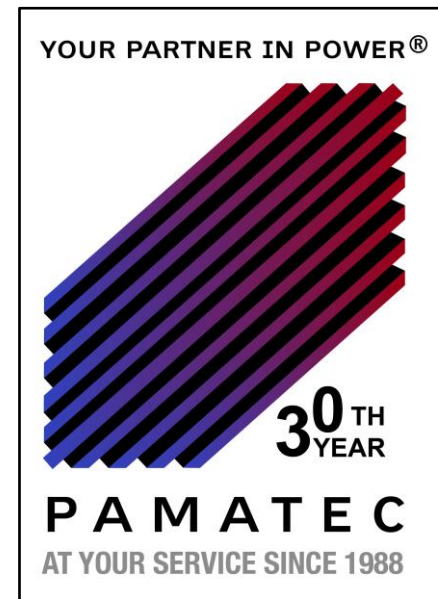


April 2018

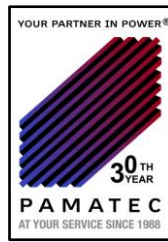


# PAMATEC Activities – Discussions Materials

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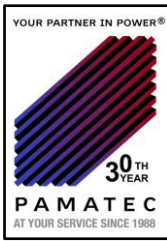
# PAMATEC in a few words

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- Paris-Manila Technology (**PAMATEC**) was founded **in 1988** by **Hubert d’Aboville**, a French “Filipino” Entrepreneur. **PAMATEC is fully owned by D’Aboville’s family**
- **Construction and Trading Activities, O & M, and Project Management** (PCAB accredited)
- **Strong knowledge and expertise in the Electrical sector** (RE Power and T&D) – over **15 years experience in the solar energy**
- Management and staff : **32 people permanent** – a few hundreds on project basis
- 2017 developments: **PAMATEC has been appointed as Local EPC** for a **40MW and a 10MW solar projects** – contracts of c.PHP250 million to be completed by 2018
- PAMATEC has been working extensively with worldwide companies:
  - **\$130 million** projects with **Schneider Group** (1992-1996)
  - **\$150 million** project with **Bouygues Group** – **the biggest Solar Plant in Asia in 2015-2016** with **320 PAMATEC employees** (132MW in Negros)

# H. d'Aboville – PAMATEC President & CEO



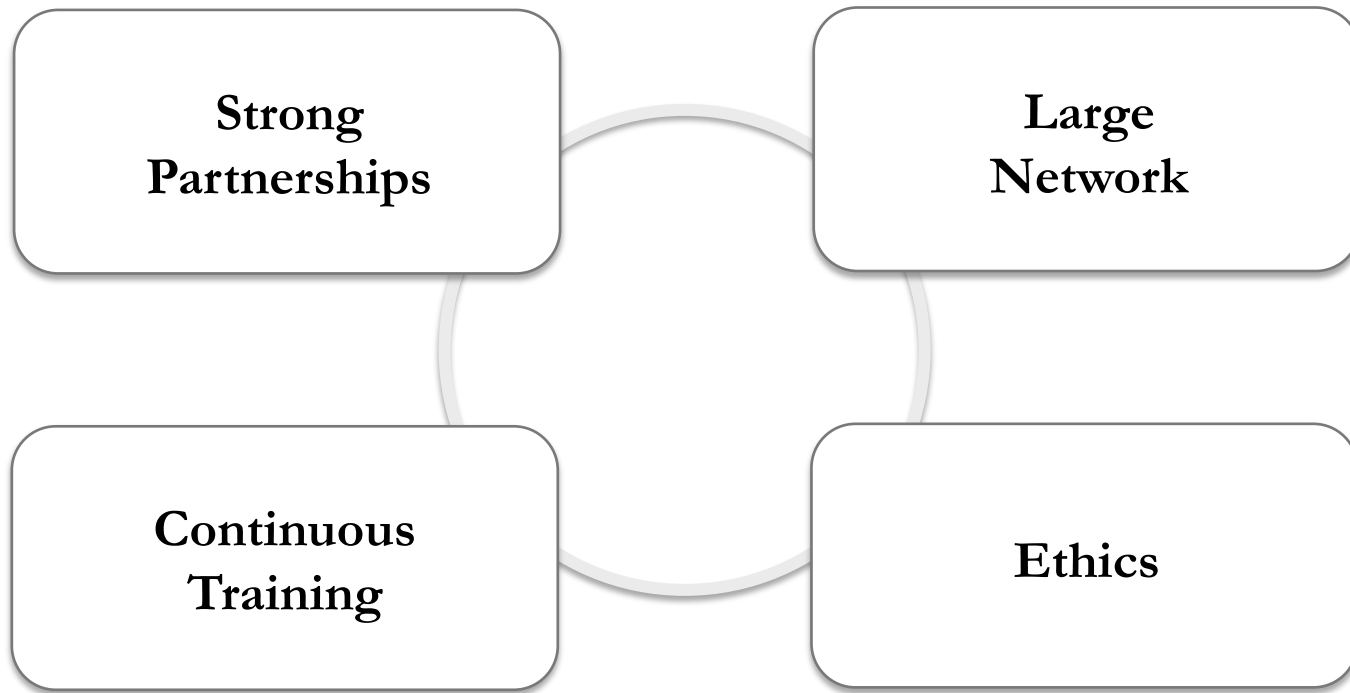
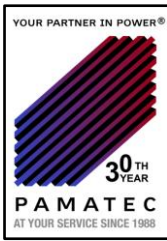
- Pamatec a représenté le Groupe Schneider à titre exclusif de 1989 jusqu'à son installation aux Philippines en 1997 (onduleur, BT, MT, et HT) réalisant plus de 140MUSD de CA : sous-station (s/s) de Mexico Pampanga 25MFF sur protocole français ; s/s San Jose 78MUSD financée par l'ADB ; s/s Tayabas et Dasmarias 38MUSD financées par Jexim bank.
- Pamatec a réalisé de 2007 à 2010, en partenariat 80/20 avec ETDE (Groupe Bouygues), le projet d'Electrification Rurale à Masbate 22.5M€ financé sur protocole français, et en 2016-2017 a construit avec Bouygues Energie la ferme solaire de 132MW à Cadiz Negros.
- Pamatec représente aujourd'hui plusieurs sociétés françaises, notamment AKUO Energie, Captels, CATU, Thomson Broadcast, et Marechal Electric. La société est active dans des projets de fermes solaires de 10 à 50MW.
  - Hubert d'Aboville réside aux Philippines depuis mars 1981
  - Il a été membre de la Section CCE des Philippines pendant 20 ans, et président de la Section de 1996 à 1998
  - Egalement membre du board de la Chambre de commerce française à deux reprises, et de l'Alliance française
  - Président de l'école Française de Manille, et co-chairman de l'école Internationale de Manille (2005-2006)
  - Président de la Chambre de commerce européenne (ECCP) de 2007 à 2012
  - Président & fondateur de la Fondation Together-Ensemble (1992)
  - Président & fondateur de la Fondation D'ABOVILLE & Demo Farm (2004)
  - Président & fondateur de Puerto Galera Most Beautiful Bays (2005)
  - Président & co-fondateur du Malasimbo Music & Arts Festival (2011-2017)
  - Membre du Tourism Congress of the Philippines (2014-2017)
  - IDRAC Business School Paris Graduate (1976)
  - INSEAD Singapour (2000) – Top Management Intensive Program
  - 2002 Hubert d'Aboville nommé Chevalier dans l'Ordre National du Mérite
  - 2010 Hubert d'Aboville reçoit du Ministre des affaires étrangères, M. Alberto Romulo le prix Apolinario Mabini
  - 2012 Hubert d'Aboville est nommé Officier de l'Ordre de Léopold II par sa Majesté le Roi Albert II de Belgique
  - 2016 promu Commodore des Gardes côtes auxiliaires des Philippines
  - 1998 publie *Les Pierres de la Foi*, Thierry Prat photographe ; texte de Mme Gemma Cruz, ministre du tourisme
  - 2009 publie *Management d'un projet international contre la pauvreté*, Masbate Philippines



*Hubert d'Aboville,  
PAMATEC President,  
CEO & Founder*

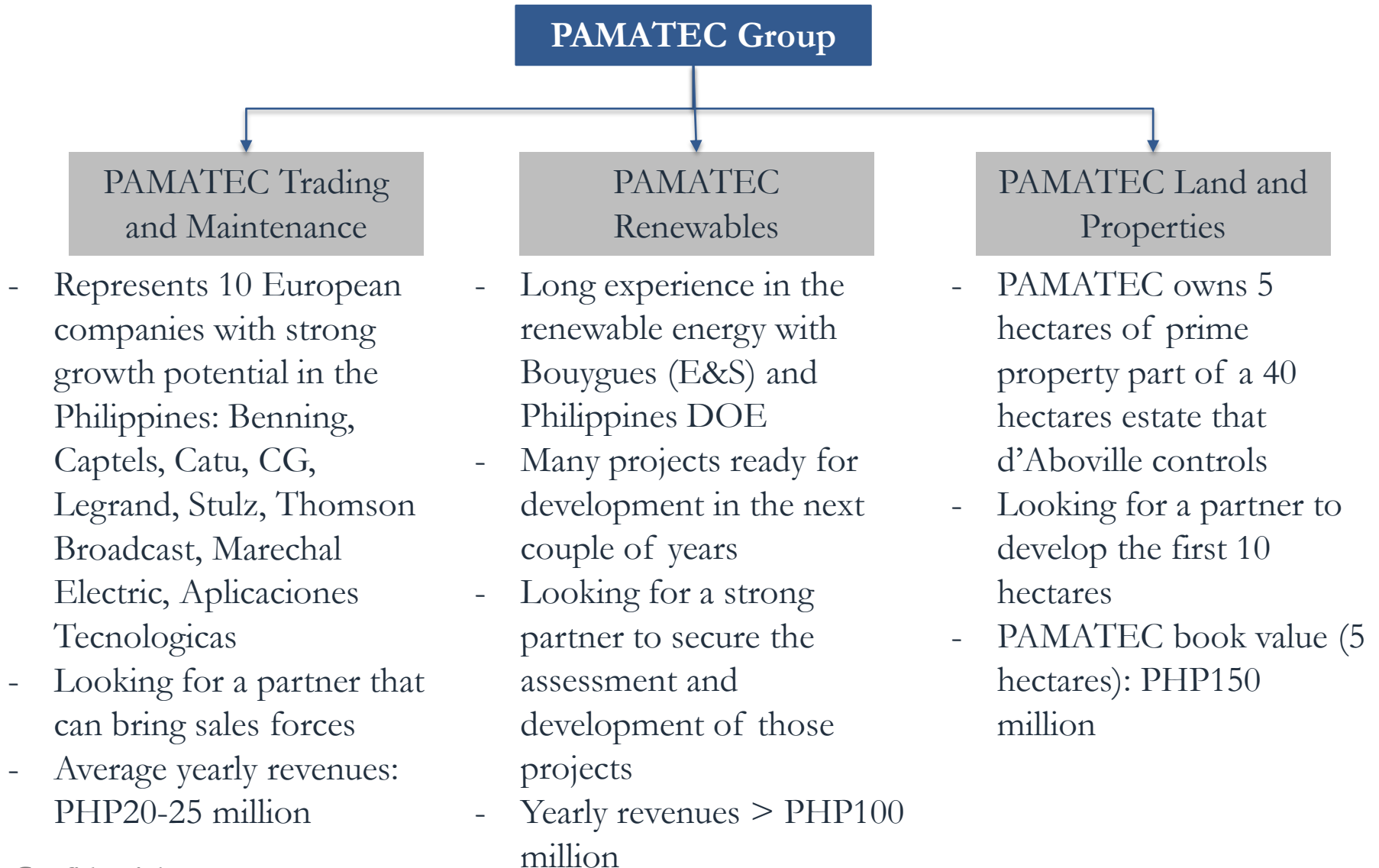
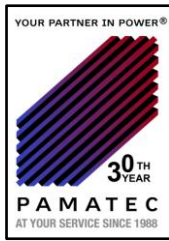
# The 4 Pillars of Success

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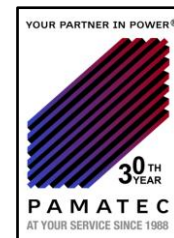


**PAMATEC's solid model will guarantee a bright future.**

# Organizational Structure



# PAMATEC Trading and Maintenance

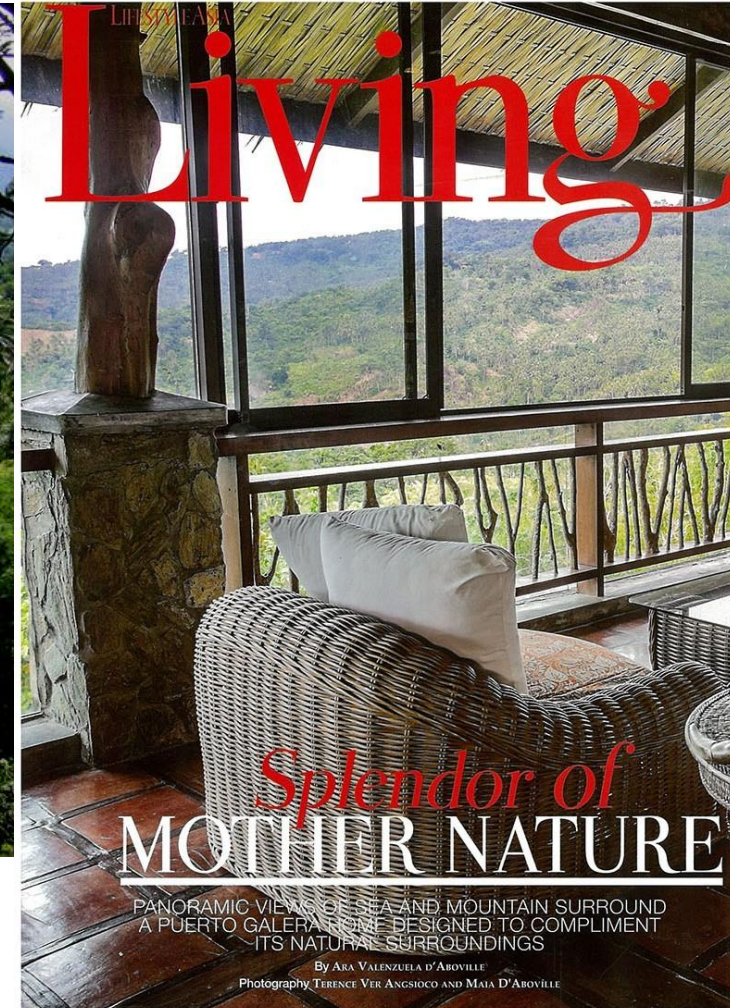


	Name	Nationality	Sector / Products sold	Exclusive	Current deal
	BENNING	GER	Telecom / UPS Power Supply and Battery Charger & Rectifier		2017 – 2019 sub-distribution allowed
	CAPTELS	FR	Weighing System / Vehicle Weighing System	✓	2017 – longer duration under negotiation
	CATU	FR	Safety Equipment / Electrical Safety Equipment and Protection	✓	2017 – 2019
	CG	BEL – INDIA	Power systems / Transformer	✓	2017 – longer duration under negotiation
	LEGRAND	FR	Electrical & digital Infrastructure building / UPS - up to 800kVA		Under negotiation
	STULZ	GER	Air conditioning / Precision Air Conditioning Unit		Under negotiation
	THOMSON	FR	Radio & TV broadcast / Digital Terrestrial TV Transmitter	✓	2017 – 2019
	MARECHAL	FR	Electricity connections / Connectors	✓	2017 – 2019
	APLICACIONES	SPAIN	Lightning Protection		Under negotiation

# PAMATEC Properties



The Villa Malasimbo in the heart of Puerto Galera



# PAMATEC Renewables



## Examples of completed projects:



Philippines Rural Electrification Service, Masbate, 2007/2009 – c.\$22.5 million – 18,000 households powered by Mini grid and solar



The biggest Solar Plant in Asia with 132.5 MW, 2015-2016 – \$150 million

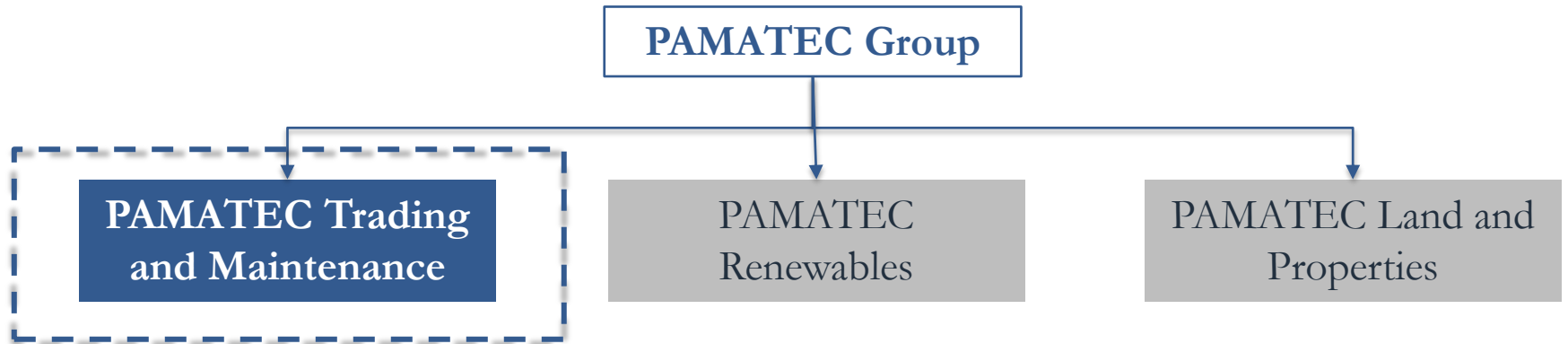
## Prospective and On-going projects:

- 10 MW Naic Solar Farm Project
- 40MW Phase of Naic Solar Farm Project
- 34 MW Zamboanga Solar Power Project
- 50MW Cadiz Solar Project
- 10 MW Floating Solar Project at Lake Naujan Oriental Mindoro
- Department of Agriculture / PNOC – Large Agri-energy in Mindanao
- EU-ASEP Phase 2 program – Off-grid Rural Electrification Project
- Solar Rooftop Projects



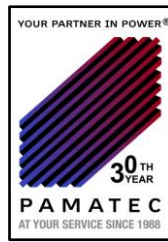
# Organizational Structure

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# PAMATEC Trading and Maintenance Activities

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## Trading

- **Representing 10 European companies with strong growth potential** in the Philippines with a solid sales team. The main partners are as follow:
  - Benning, Captels, Catu, CG, Legrand, Stulz, Thomson Broadcast, Marechal Electric, Aplicaciones Tecnologicas

## Maintenance

- **Long term maintenance contracts** for electrical maintenance with large corporations in the Philippines. Key interest: **recurring revenues and potential upsell**



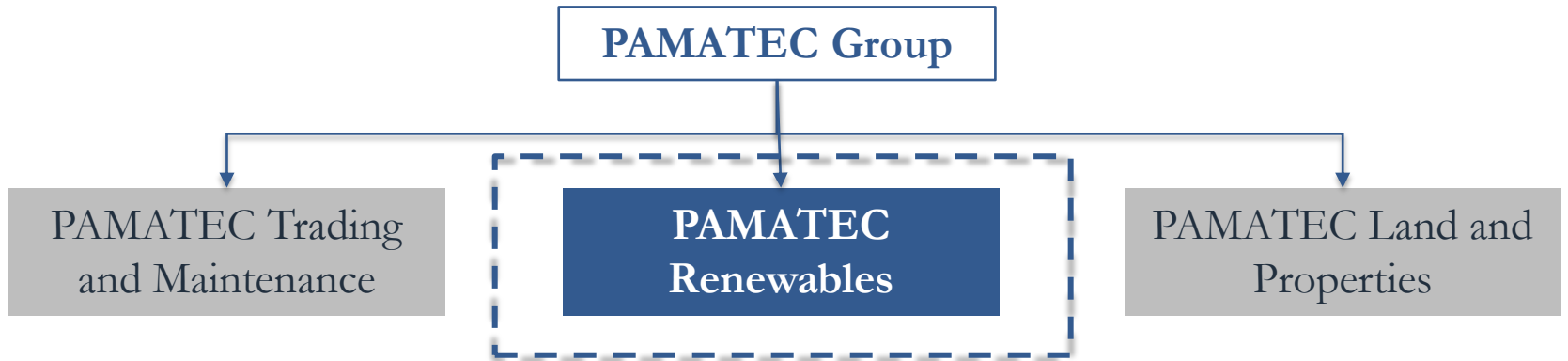
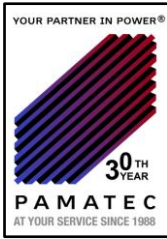
Over 300 branches nationwide for UPS yearly maintenance contract



Wyeth : UPS yearly maintenance contract

# Organizational Structure

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# PAMATEC Renewables – Main Completed Projects



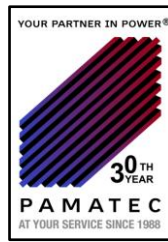
Philippines Rural Electrification Service,  
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The biggest Solar Plant in Asia with  
132.5 MW, 2015-2016 – \$150 million

# PAMATEC Renewables – Main Completed Projects

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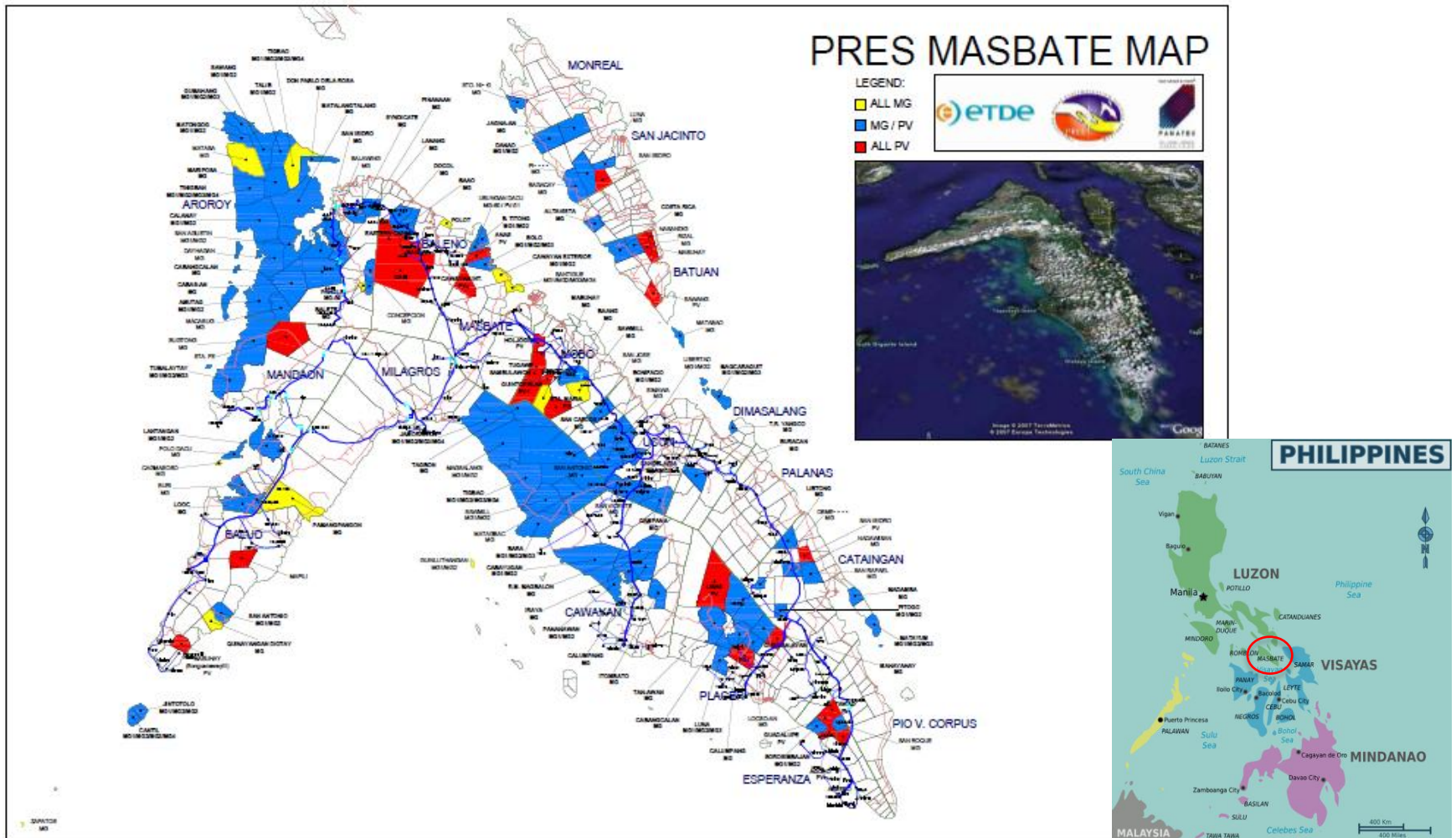


- **Philippine Rural Electrification Services (PRES) Project (2007 to 2011)**

- The PRES project was implemented through the French Filipino Loan Protocol financing amounting to Euro 17.5 Million with 55% grant financial package.
- It was implemented by the French Consortium; ETDE-Bouygues as the equipment supplier and PAMATEC as the firm in-charge with the survey, engineering, logistic and installation of the systems .
- About 18,000 households (12,800 through Diesel Mini Grid and 5200 through 75WP SHS) located in the 131 un-energized remote barangays in 14 municipality in the islands of Masbate and Ticao Island benefited from the project.
- Lighting for barangay halls, school buildings, rural health centers as well as streetlights to major thoroughfares were also provided in each barangay
- PAMATEC also tapped and cooperated with Non Profit Organizations (NGO's) that delivered social services in health care and education as well as livelihood and microfinance programs in PRES Barangays.

# PAMATEC Renewables – Main Completed Projects

- Philippine Rural Electrification Services (PRES) Project Coverage



# PAMATEC Renewables – Main Completed Projects

- Philippine Rural Electrification Services (PRES) Project Coverage

Survey & Staking



Delivery & Hauling



Solar Home System



# PAMATEC Renewables – Main Completed Projects

- Philippine Rural Electrification Services (PRES) Project Coverage

## Mini Grid Installation



## Training & Work shop





# PAMATEC Renewables – Main Completed Projects

- Philippine Rural Electrification Services (PRES) Project – CSR Activity



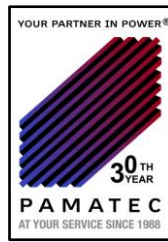
With Handicap Int'l

GILAS through Ayala Foundation

With BIP Foundation,  
LGU, & NGO's

# PAMATEC Renewables – Main Completed Projects

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## ■ Other Rural Electrification Project (Solar Home System- 30 to 75 Wp)

- Barangay Electrification Project (BEP) under Department of Energy (DOE) – 2006 to 2013
  - About 10,000 household with Solar Home System (SHS – 20 to 75 Wp system) and PV Street Light installed nationwide
- Winrock-Mirant Amore - 2008- 2009
  - About 2000 household with Solar Home System (SHS – 30 to 75 Wp system) and PV Street Light installed in Maguindanao, Zamboanga del Sur and Tawi tawi Mindanao
- DAR – SPOT Project - 2008
  - Installation of 2,203 sets of Solar home System (SHS) in the province of South and North Cotabato
- TEFI Heart & Soul Project - 2013
  - 2220 Household with Solar Home System (SHS – 20 to 75 Wp system) and PV Street Light installed in Polilio Island Queson Province

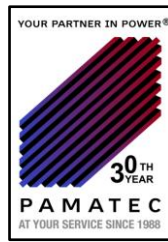
# PAMATEC Renewables – Main Completed Projects

- Other Rural Electrification Project (SHS/PV Streetlight)



# PAMATEC Renewables – Main Completed Projects

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- **Pollo 132.5 MW Solar Farm Project (Cadiz City, Negros Occidental) – 2015 to 2016**
  - PAMATEC serve as the local consultant/partner and subcontractor of Bouygues Energies & Services (Main EPC) in the preparation of bids, survey, planning and in the implementation and construction phase of the project.
  - PAMATEC provides significant information and works in the early planning stage for:
    - Identification & selection of other subcontractors
    - Logistics and delivery
    - Peace and order situation
    - Procurement and rentals of local material and equipment
    - Site survey and soil testing
    - Guidelines and standards
    - Permitting and licensing etc...
  - PAMATEC do all electrical works installation, testing and commissioning under Bouygues supervision.

# PAMATEC Renewables – Main Completed Projects

- Pollo 132.5 MW Solar Farm Project (Cadiz City, Negros Occidental) – 2015 to 2016



# PAMATEC Renewables – Main Completed Projects

- Pollo 132.5 MW Solar Farm Project (Cadiz City, Negros Occidental) – 2015 to 2016



# PAMATEC Renewables – Main Completed Projects

- Pollo 132.5 MW Solar Farm Project (Cadiz City, Negros Occidental) – 2015 to 2016



# PAMATEC Renewables – Main Completed Projects

- Pollo 132.5 MW Solar Farm Project - CSR Project

Kinder School Building at Tiglawigan Elementary School. Jointly donated by Together-Ensemble Foundation, Inc., Bouygues Energies & Services-PAMATEC, Marins Sans Frontieres and Ouest-France Solidarite.

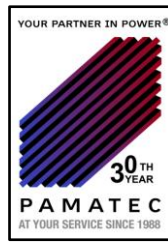
Inaugurated in June 2015 in time for school opening





# PAMATEC Renewables – On-going Projects

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- **10 MW Naic Solar Farm Project**

- Contract for PHP32 million between Sunshine Solar Power generation Company (owner of the Plant) and PAMATEC was signed this August 2017
- Notice to Proceed (NTP) was received last 04 August 2017
- Construction is on-going and expected completion is by 2018
- Phase 2 of the proposed total of 50 MW Solar Power plant at Naic Cavite

- **40MW Phase of Naic Solar Farm Project**

- Contract for PHP218 million between Sunshine Solar Power generation Company (owner of the Plant) and PAMATEC was signed in June 2017
- PAMATEC has been selected for Electro-Mechanical and civil works of 40MW phase of Naic Solar Farm Project. Main EPC is ET Solution
- Contract was signed last 22 June 2017 and NTP was received last 04 August 2017
- Construction is on-going and expected completion is by 2018

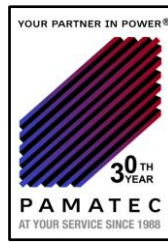
# PAMATEC Renewables – On-going Projects

- 10 MW + 40MW Naic Solar Farm Project



# PAMATEC Renewables – Prospective Projects

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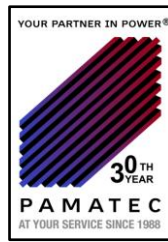


- **34 MW Zamboanga Solar Power Project**

- 34 MW Solar Power Plant developed by EcoGlobal who already got the service contract at DOE for this project, located at Zamboanga ECO Zone
- The project did not materialized in 2016/2017 and the proponent are now looking and searching for new investor for the project
- PAMATEC is the previous prequalified EPC for the whole project
- PEZA of Zamboanga City through their administrator Mr. Christopher Arnuco requested PAMATEC to continue and develop the project once the DOE revoked the existing Service Contract for this area
- PEZA is also asking PAMATEC to look for investor partner in order to fast track the project which was significantly delayed at this point
- PMT is now preparing to develop it.s own 50MW project with the Zambonaga Eco Zone

# PAMATEC Renewables – Prospective Projects

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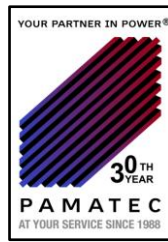


- **50MW Cadiz Solar Project**

- Service contract for the 50MW Solar Plant was awarded by DOE in June 2017, capacity can be amended and increase to 70 MW
- The site is adjacent to the completed 132MW Pollo solar farm project in Cadiz
- The project eye a bilateral agreement or PPA with distribution utility in Visayas region and will utilize the on-going NGCP construction of Submarine Cable connecting Panay island Grid to Cebu Grid that can solve the overcapacity in the island. Submarine cable is expected to be completed by 2018
- The developer is working for Power Supply Agreement with Local Electric Cooperative at a rate between Php 4.50 to 5.50 per kWh
- PAMATEC is tasked by the developer to look for possible investor of the power plant wherein PAMATEC can be a full EPC.

# PAMATEC Renewables – Prospective Projects

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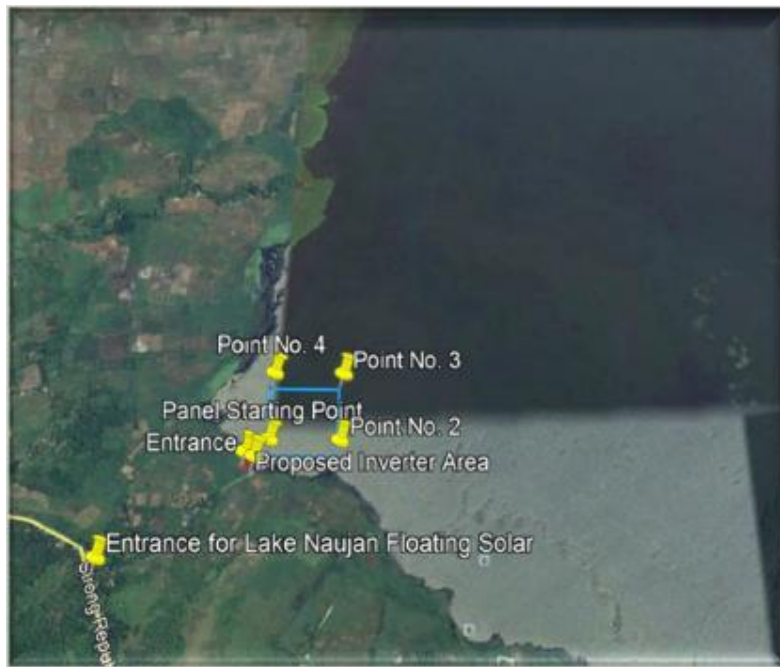


## ■ 10MW Floating Solar System at Naujan Lake, Oriental Mindoro

- PAMATEC is developing a project of Floating Solar system at Naujan Lake with the strong support and backing of the Provincial board of Or. Mindoro
- Initial 10MW capacity is proposed by PAMATEC with support from Ciel & Terre, a French technical and project developer with a portfolio of over 200MW floating solar projects under development in 10 countries.
- PAMATEC are now starting the site survey, consolidating data, information and documentation requirements in obtaining a Service Contracts for the site.
- Coordination with Local entity like PAMB. LGU and other stake holder is on going.
- The system will be connected to the ORMECO grid
- Electricity generated by the plant will be acquired by ORMECO through a Power Purchased Agreement (PPA).

# PAMATEC Renewables – Prospective Projects

- **10MW Floating Solar System at Naujan Lake, Oriental Mindoro**
  - The proposed floating solar site is about 10ha area out of 8125ha total lake area
  - About 1 ha land area is also being secured near the coastline for inverter and Substation
  - The site is about 1 km from NGCP 69 kV line tapping point



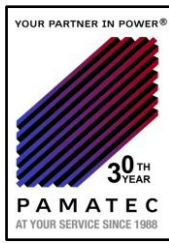
# PAMATEC Renewables – Prospective Projects

## ■ Dept. of Agriculture and PNOC Pilot Solar Greenhouse project

- PAMATEC presented to Secretary Piñol last September 26, 2017 during the Philippine-France Agri Forum, a project development of latest technology in solar farm in the Philippines, combining agriculture and energy in a Solar Green House System
- Mr. d’Aboville met Department of Agriculture Secretary Emmanuel Piñol and Usec for Fisheries and Director BFAR, DA Eduardo Gungona this January 8, 2018 to discuss further the proposed project and again on January 09, 2018 together with PNOC President and CEO ADM Rueben Lista and his staff.
- It was discussed that:
  - PNOC will handle the energy and financing part,
  - DA will take care of the Agriculture parts
  - PAMATEC will be the technology provider



# PAMATEC Renewables – Prospective Projects



- Dept. of Agriculture and PNOC Pilot Solar Greenhouse project

## DA, DOE tap Fil-French to build solar plant in North Cotabato

By: [Karl R. Ocampo- @inquireidotnet](#)  
[Philippine Daily Inquirer](#) / 05:13 AM January 16, 2018

Two government agencies have tied up with a Filipino-French company to build a solar-powered plant in North Cotabato that will address the province's electricity problem and provide livelihood for local farmers and fisherfolk.

Officials of the Department of Agriculture (DA) and the Department of Energy (DOE) met last week with Paris Manila Technology Corporation (Pamatec) to discuss the construction of a solar-powered plant in the province set to be implemented by the second quarter of the year.

"Our target is to build a facility with a solar farm that can house greenhouses underneath that can be used to produce tomatoes for the sardines industry," Agriculture Secretary Emmanuel Piñol said in an interview with the Inquirer. Piñol is a former governor of North Cotabato.

"We've been importing tomato paste, millions of metric tons of it, from China. Why don't we just produce it here? It will generate income and livelihood. So when sardines are canned, the local industry can source their tomatoes from these farms," he added.

If successful, the agencies will look at implementing the same project in other provinces such as Zamboanga, Basilan, Sulu, and Tawi-Tawi— islands that have insufficient power supply.

Funding for the project would come from the government-owned and controlled corporation Philippine National Oil Company (PNOC) under DOE, which is said to have an investment fund of P8 billion.

"The fund is readily available under our COB (corporate operating budget). For this week, we are going to identify the land where we will construct [our] first solar-powered plant. After that, we will be conducting the feasibility study," PNOC vice president for operations Pedro Lite said in a phone interview.

"To generate profit, we will work as an independent power supplier for cooperatives in the area," he added.

Pamatec, for its part, will provide the technology needed to construct the farm.

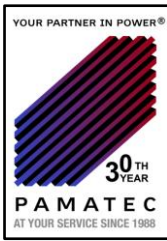
Bureau of Fisheries and Aquatic Resources Director Ed Gongona, who was also present during the meeting, added that aside from planting high-value crops, the plant will also house a fish farm for aquaculture.

Gongona said the agency would be breeding black carp, milkfish, shrimp and shellfish as a means to provide additional income for fisherfolk.



# PAMATEC Renewables – Prospective Projects

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- Dept. of Agriculture and PNOC Pilot Solar Greenhouse project



Project Update:  
March 9, 2018 Meeting  
PNOC RC & PAMATEC

# PAMATEC Renewables – Prospective Projects

- Dept. of Agriculture and PNOC Pilot Solar Greenhouse project - Update

**PNOC RENEWABLES CORPORATION**  
A SUBSIDIARY OF THE PHILIPPINE NATIONAL OIL COMPANY



**Proposed Location**


Location of the Proposed Greenhouse-Solar Assisted Project, Makilala, North, Cotabato, Mindanao

1

# PAMATEC Renewables – Prospective Projects


- Dept. of Agriculture and PNOC Pilot Solar Greenhouse project

**PNOC RENEWABLES CORPORATION**  
A SUBSIDIARY OF THE PHILIPPINE NATIONAL OIL COMPANY



**Site Details:**

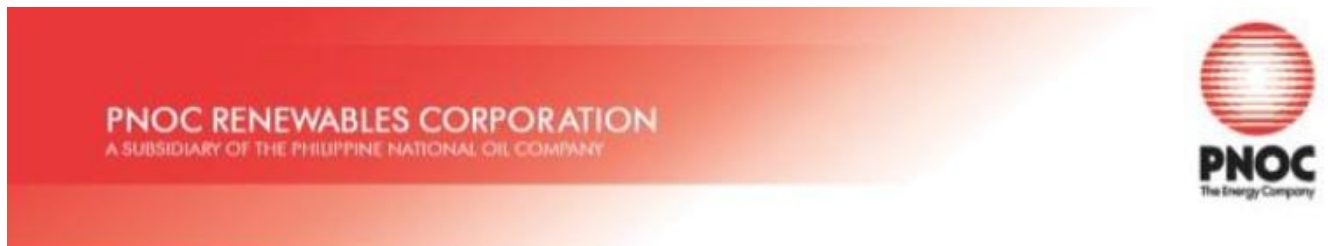
- Grassland, open
- Near national highway with 13.2 kV and 69 kV
- COTELCO as the DU



# PAMATEC Renewables – Prospective Projects



- Dept. of Agriculture and PNOC Pilot Solar Greenhouse project - Update



## Data/Information Needed:

- Agricultural crop production and marketing study
- Land ownership/rental agreements (in compliance to procurement law)
- Funding source (PNOC, DA, DOST, Bank Loans, Grant)
- Review of related energy regulations
- Convergence program (DA, DOE, PNOC RC)

# PAMATEC Renewables – Prospective Projects



- Dept. of Agriculture and PNOC Pilot Solar Greenhouse project - Update

**PNOC RENEWABLES CORPORATION**  
A SUBSIDIARY OF THE PHILIPPINE NATIONAL OIL COMPANY



## Way Forward:

- MOU/MOA with DA and PNOC RC (BOD approval)
- PSA/CSP with COTELCO/Mindanao WESM
- Detailed FS (solar PV & greenhouse operation) – option for other available and cheaper technologies
- Project financing
- Bidding/Construction
- O & M/Greenhouse Operation/Marketing
- Development for other areas nationwide
- Other suggestions

# PAMATEC Renewables – Prospective Projects



- Dept. of Agriculture and PNOC Pilot Solar Greenhouse project - Update

PNOC RENEWABLES CORPORATION  
A SUBSIDIARY OF THE PHILIPPINE NATIONAL OIL COMPANY



## Project Update/Key Pointers:

- MOA (general) sent to DA for comments (but we assume this will be MOU only. Will wait for DA's reply/comment;
- Project description sent to DA does not include data on crops, its on solar and greenhouse only;
- To coordinate with DA technical team upon instructions from Sec. Pinol (possibly on March 20)
- PNOC RC to draft a MOA containing project details, benefits, responsibilities in preparation for the future activities;

9

# PAMATEC Renewables – Prospective Projects



- Dept. of Agriculture and PNOC Pilot Solar Greenhouse project - Update

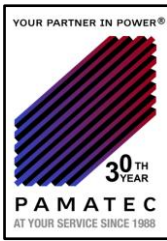
PNOC RENEWABLES CORPORATION  
A SUBSIDIARY OF THE PHILIPPINE NATIONAL OIL COMPANY



With PAMATEC:

- 1) How can we select PAMATEC?
- 2) Is it possible if PAMATEC shall be the SC applicant/RE developer?
- 3) PNOC RC as the government partner/investor aside from the DA?
- 4) How shall this be implemented by DA? What is their role? Are they going to select a farmer's organization/agricultural partner? Do they issue a corresponding DA guidelines or circular? What particular group in DA will be responsible?

# PAMATEC Renewables – Prospective Projects



- Dept. of Agriculture and PNOC Pilot Solar Greenhouse project - Update

PNOC RENEWABLES CORPORATION  
A SUBSIDIARY OF THE PHILIPPINE NATIONAL OIL COMPANY

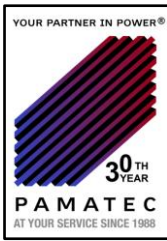


PAMATEC:

- What is PAMATEC's suggestion on cooperation? Is it Tripartite MOA with DA, PNOC RC, PAMATEC?
- Who will design the greenhouse? How can the designer satisfy the requirements for crop production?
- How about agricultural components:
  - Cost on site preparation, tending, harvesting
  - Marketing, financial management
  - Long term operation plans



# PAMATEC Renewables – Prospective Projects



- Dept. of Agriculture and PNOC Pilot Solar Greenhouse project - Update

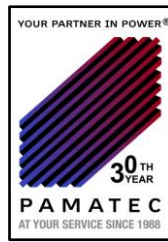
**PNOC RENEWABLES CORPORATION**  
A SUBSIDIARY OF THE PHILIPPINE NATIONAL OIL COMPANY



## Proposed Timetable

- 1 year pre-dev and funding (March 2018-Feb 2019)
- 1 year EPCC (March 2019-December 2019)

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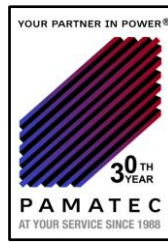


## ▪ Dept. of Agriculture and PNOC Pilot Solar Greenhouse project - Update

- Dept. of Agriculture (DA) already approved the MOA presented by PNOC
- Signing of MOA between DA and PNOC is set this May at Malacañang.
- PAMATEC as the technology provider and possible EPC for the project is making a selection process for competent and reliable prospective suppliers/partners.
- PAMATEC is soliciting call for proposal for the site assessment services, agricultural advisory services, Project design and engineering services and equipment supply, construction management services and training services.
- Prospective partners with known expertise for Solar greenhouse project are the ff:
  - **Akuo Energy** - A Paris based IPP with about 861.5 MW in operation, under construction and with financing underway. Developed and Completed several Solar Green House System combining Energy and Agriculture
  - **Van Der Hoeven** – Specialized contracting firm designing, manufacturing and building Greenhouse structure for different purpose from Netherland
  - **Louis Berger Power** - With Various completed PV Greenhouse projects in Spain,
  - **Mecosun** - based in France with experience and delivered number of PV greenhouses globally.

# PAMATEC Renewables – Prospective Projects

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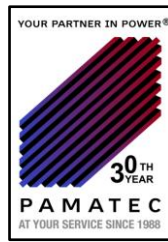


## ▪ EU – ASEP Program – Phase 2 (EuropeAid/158417/DD/ACT PH)

- Objective of EU ASEP Program is to generate more electricity from renewable energy, increase efficiency of energy use and increase access to affordable, disaster resilient energy for the poor
- Submission of Concept note: to be confirmed
- Indicative amount made available by EU for this call for proposal is EUR 7.2M with minimum grant of EUR 1.5M and maximum grant of EUR 3M per approved proposal
- PAMATEC participated and reached round 2 of EU-ASEP phase 1 program wherein they allocated a budget of 21M euro divided into four lots.
- PAMATEC will participate again in phase 2 call for proposal. With the experience and lesson learned in the phase 1 of EU-ASEP program call for proposal procedure, PAMATEC is confident and looking forward to win this time.
- PAMATEC already prepared two different proposal for in different site namely in Oriental Mindoro (with support of the provincial government) and in Upi, Maguindanao through IED for submission upon confirmation of the schedule for the call for proposal submission.
- New Update: Information Session is now scheduled on 12 April 2018 and deadline for submission of Concept Note is schedule on 10 May 2018.

# PAMATEC Renewables – Prospective Projects

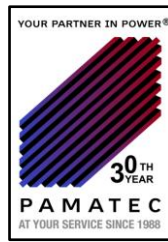
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- **Solar Rooftop Project:**
  - **Cindy’s Factory – Tarlac**
    - 288kWp Solar Rooftop Installation for factory own consumption
    - Option for project financing is currently being worked out. The expected savings generated by Solar PV rooftop annually have a Return of Investment (ROI) in about 5-6 years
    - Awaiting Funding to start Project Implementation & Construction
    - Option for **Total Solar** Integrated solution package is now being work out
  - **Metro Town Mall – Tarlac**
    - Approximately 270kWp Solar Rooftop Installation for Mall own Consumption
    - EPC budgetary project cost: ofer: PHP16 million
    - Option for project financing is being worked out; the expected savings can be used for payment of the investment for about 5 to 6 years
    - Option for **Total Solar** Integrated solution package is now being work out

# PAMATEC Renewables – Prospective Projects

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- **Optum Global Solution**

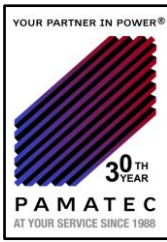
- 275kWp Solar Rooftop Installation for own Consumption
- The expected monthly savings will be used to recover the initial investment for about 5 to 6 years
- Option for **Total Solar** Integrated solution package is now being work out

- **Total Information Management Corporation**

- 108kWp Solar Rooftop Installation for own Consumption
- EPC budgetary project cost offer : PHP6.5 million
- Budgetary Offer Date: July 07, 2017
- The expected monthly savings will be used to recover the initial investment for about 5 to 6 years
- Budget is being allocated within 2018

# A G to G Project between Philippines and France

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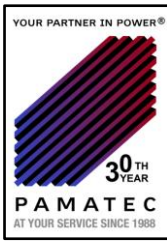


- **Early Warning System (EWS) for the Philippines**

- PAMATEC in partnership with Thomson Broadcast have proposed to Usec. Eliseo M. Rio Jr. of DICT, Office of the Civil Defense, National Telecommunications Commission and Department of Science and Technology-PHILVOCS, PAGASA
- EWS through Digital Radio Mondiale (DRM) has all required tools built-in for a quick and complete mass notification in case of disasters and catastrophe
- This project could be proposed by the French government under soft loan financing.
- Usec. Rio in a letter dated 29 August 2017, expressed his interest in the said project and would like to be oriented on the financing part of the French government
- Mr. d'Aboville met last December 18,2017 with ASec. Engr. Alan Silor. ASec Silor will contact all agencies concerned under DICT as well as NEDA, then will revert.

# PAMATEC investment opportunity

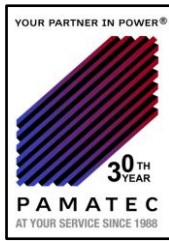
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- Having developed a **strong expertise, a recognized brand and an extensive network** over the past years (in the solar industry especially), PAMATEC is now enjoying a **very attractive projects pipe for the coming months and years**
- Today PAMATEC would like to **maximize its capacity to develop all these projects**. Thus, he would like to integrate partners who could:
  - **Bring additional skills and expertise** in the company
  - **Increase PAMATEC financial capabilities** for operating such projects
- The deal structure is flexible: **Mr. D'Aboville is open for a minority or majority investment** into PAMATEC Renewables. The investment could also be done in several tranches

# Company Profile

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Main Office Address Only

2F OHI Bldg.,179 Yakal St. cor. Ayala Ave.  
1203 Makati City, Metro Manila

Telephone

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+63 2 887-2284

Fax

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Webpage

[www.pamatec.com.ph](http://www.pamatec.com.ph)

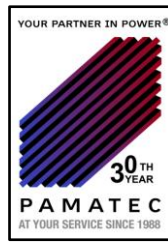
Corporate E-mail Address

[inquiry@pamatec.com.ph](mailto:inquiry@pamatec.com.ph)



# Company Profile

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## Alternate Representatives:



**Engr. Emmanuel d'Aboville**  
Assistant to the President & CEO  
[edaboville@pamatec.com.ph](mailto:edaboville@pamatec.com.ph)

Graduated at ESME-Sudria University (Paris, France). A Licensed Electrical Engineer. Work experience: 2009 with BOUYGUES France and in 2011-2012, as BENNING Singapore representative in the Philippines.

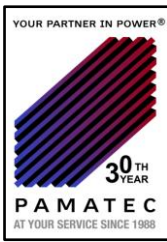


**Ma. Cristina Diaz Espinueva**  
Secretary to the President & CEO  
[mespinueva@pamatec.com.ph](mailto:mespinueva@pamatec.com.ph)

Graduated of BS in Computer Science at Technological University - Manila. Passed Civil Service Commission and Philippine National Police exam. She has a wide verse experience both in administrative and executive tasks due to her various work experiences here and abroad.

# Company Profile

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## Senior Advisors:



**Commissioner Ramon Jose  
Moreno y Ibarra**

Senior VP for Institutional Affairs –  
Office of the President

[morenomanila@gmail.com](mailto:morenomanila@gmail.com)

A network specialist with a vast knowledge and skills in humanitarian aid and development. Has served in the foreign service and the UN system, Red Cross and in several other humanitarian organizations. He is likewise involved in higher education and in charitable institutions. He has represented multinational organizations involved in international trade, commercial and government programs and projects.



**Benjamin Blanchard**

Senior Finance Consultant

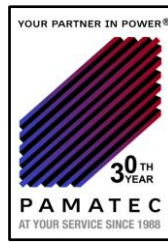
[benjamin@index-asia.com](mailto:benjamin@index-asia.com)

Former investment banker at Lazard Frères (until 2013) and then financial analyst for Xavier Niel at Iliad (until 2015).

Since then helped more than 20 companies on their business plan and their financial operations (PayinTech, Z hotel). Graduated from HEC Paris – Specialization in finance and digital

# Company Profile

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## Officers:



**Engr. Ireneo V. Abua**  
Senior VP for Operations  
[iabua@pamatec.com.ph](mailto:iabua@pamatec.com.ph)

Graduated at Pamantasan ng Lungsod ng Manila (PLM) with a degree in Bachelor of Science in Electronics and Communications Engineering (BSECE).

A licensed engineer with more than 20 years work experience as Project Engineer/Manager in various Renewable Energy and rural electrification projects.

Attended various seminars and forums (local and overseas) related to his profession as well as comprehensive training on Portable Axle Weighing Systems with CAPTELS (France).



**Engr. Fidel C. Malayto**  
Senior Sales Consultant  
[fcm\\_888@yahoo.com](mailto:fcm_888@yahoo.com)

Mechanical Engineering at Mapua Institute of Technology (1983-1988). Specialization: LV/MV/HV Network Systems/Power Systems Protection & Control /DC Power Systems/Battery Health Management Systems. With 25 years work experience in his field of specialization as sales engineer/manager & consultant.

# Company Profile



## Officers:



**Reynel Libo-on**  
Technical Manager  
[rlibo-on@pamatec.com.ph](mailto:rlibo-on@pamatec.com.ph)

Graduated at Meralco Foundation, Inc.-Institute B.S.E.E Undergrad at Univ. of Negros Occidental Recoletos (from 2001 to 2006).

With working experience for about 9 years of Electrical and air-conditioning related tasks. Attended PACU technical trainings with Stulz GmbH (in Sydney, Australia).



**Reyn Godinez**  
Technical Supervisor  
[rgodinez@pamatec.com.ph](mailto:rgodinez@pamatec.com.ph)

Graduate of Electronics and Communications Engineering Technology in Universidad de Zamboanga.

With a total 9 years of solid experience in Manufacturing and Network firms, he played a major role in supervising his team as Quality and Production Engineer. He is currently handling the After Sales Services and Technical Support Operations.



**Ron Mardia**  
System Administrator  
[rsantiago@pamatec.com.ph](mailto:rsantiago@pamatec.com.ph)

A DOST Graduate Scholar of BS Computer Engineer from Rizal Technological University.

Worked as IT Instructor (AMA Computer Learning Center) and IT Specialist for about 5 years.

# Company Profile

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## Finance:



**Roseanne Castro, C.P.A.**  
Finance Head  
[rcastro@pamatec.com.ph](mailto:rcastro@pamatec.com.ph)

Graduated from the Lyceum of the Philippines University (Intramuros, Manila) with a degree of Bachelor of Science in Accountancy.

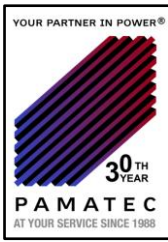
A Certified Public Accountant by profession. Roseanne is a CPA whose specializes on tax compliance and tax due diligence review, tax provisioning, income tax review, tax assessments, tax return preparations and Philippine Economic Zone Authority (PEZA) reportorial requirements preparation. She's a former Supervisor of Tax Compliance Group and a professor in her alma mater.



**Zeny A. Flores**  
HR / Admin Officer  
[zflores@pamatec.com.ph](mailto:zflores@pamatec.com.ph)

Graduated from the University of Baguio, Bachelor of Science in Commerce, major in Accounting. With work experience in audit and accounting for more than 10 years and as secretary to the President & CEO for 15 years. Attended various seminars on auditing, accounting and with government agencies like SSS, Pag-Ibig and BIR.

# Company Profile



## Legal Counsel

**CASTILLO LAMAN TAN  
PANTALEON & SAN JOSE**

LAW FIRM

The firm was founded in 1981 by a group of lawyers with the vision of establishing a highly professional, dynamic, and full service legal practice. Originally named Castillo Laman Tan and Pantaleon, the firm was formed with seventeen (17) lawyers. Today, the firm has a total of 43 lawyers and four legal assistants, a number consistent with its growth philosophy of judicious expansion. It has a support staff consisting of 13 paralegals and a full complement of administrative and accounting personnel, inclusive of a management information system team.

## External Auditors

**SGV&Co**  
ERNST & YOUNG

SGV & Co. is currently the Philippines' largest multidisciplinary professional services firm with eight offices across the country. SGV & Co. is a member practice of Ernst & Young, a global leader in assurance, tax, transaction and advisory services. Worldwide, its 167,000 people are united by shared values and an unwavering commitment to quality.

SGV & Co. and Ernst & Young make a difference by helping our people, clients and wider communities achieve their potential.

## Banking Partners



China Banking Corporation (China Bank, PSE stock symbol CHIB), founded in 1920, is the first privately-owned local commercial bank in the Philippines. Now, it is one of the largest private universal banks and one of the best-governed publicly-listed companies in the country. In partnership with PAMATEC since 1981 – banker and client

**BDO** Unibank

BDO is a full-service universal bank in the Philippines. It provides a complete array of industry-leading products and services including Lending (corporate and consumer), Deposit-taking, Foreign Exchange, Brokering, Trust and Investments, Credit Cards, Corporate Cash Management and Remittances in the Philippines

# Reviews, Testimonials & Recognition

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*Projects and Recognition from Partners  
about PAMATEC and Hubert d'Aboville*



VSL Philippines, Inc.

27 Foreign Plaza Bldg.  
152 EDZA cor. Balibisan St.  
Mandaluyong City, Philippines

# Certificate of Completion

*This certificate is issued to*

**PARIS-MANILA TECHNOLOGY CORPORATION**

for successfully completing of works as a SUBCONTRACTOR

**at 132.5 MWp POLLO SOLAR PARK**

Given this 31<sup>st</sup> day of March 2016

**at Brgy. Tinampa-an, Cadiz City, Negros Occidental**

  
**Jean Marc Chalang**  
**Project Director**  
**VSL Philippines, Inc.**



Republic of the Philippines  
PROVINCE OF MASBATE  
Masbate City

*Certificate of Commendation*  
is given to

PARIS-MANILA Technology Corporation

In recognition of their invaluable contribution for the cause of Persons with Disabilities (PWDs) in the implementation of the Programs and Services in the Province of Masbate.

Given this 27<sup>th</sup> day of July 2007 at Magallanes Coliseum, Masbate City.

*Elisavinda T. Kho*  
**HON. ELISA T KHO**  
Governor - Province of Masbate  
PCWDP Chairman

*Certificate* 2011  
ENERGY GLOBE NATIONAL AWARD

**WINNER**  
**PHILIPPINES**

PROJECT  
Philippine rural electrification service (PRES)

APPLICANT  
PARIS-MANILA Technology Corporation (PAMATEC)

*Olga Köberle*  
Olga Köberle  
ENERGY GLOBE Foundation  
Vize-Präsidentin

*Wolfgang Neumann*  
Wolfgang Neumann  
ENERGY GLOBE Foundation  
Präsident

**Energy Globe**  
The world award for sustainability



Energy Globe  
June 29 November 2011



Philippine Chamber of  
Commerce and Industry

<http://www.philippinechamber.com/>



EUROPEAN CHAMBER OF COMMERCE  
OF THE PHILIPPINES

<http://www.eccp.com/>



CCI FRANCE  
PHILIPPINES

<http://www.cci-france-philippines.org/>



D'ABOVILLE  
Foundation

<http://www.dabovillefoundation.org/>



<http://together-ensemble.org/>



<http://www.mostbeautifulbays.com/>



<https://ciap.dti.gov.ph>



Employers Confederation  
of the Philippines

<http://www.ecop.org.ph/>



<http://iiee.org.ph/>

<http://www.specs.org.ph/>