

Aquila Clean Energy Asia Pacific – "Bringing clean energy to life"

Hamburg-based Aquila Group is a sustainable investment and asset development company with a focus on generating and managing essential assets on behalf of its clients. Since 2020, Aquila Group's clean energy platform in Asia Pacific, Aquila Clean Energy, has been headquartered in Singapore and in 2022, the company had its official office opening in Taipei. In Asia Pacific, Aquila Clean Energy focuses on funding and developing renewable energy projects. Besides investing in projects, Aquila also offers the technical know-how to realize their plans and operate the final assets, as the company has significant international experience in project development and real asset management. Today, Aquila Group produces 13.9 GW capacity of clean energy globally and has EUR 14.9 billion assets under management.



About Hendrik Bohne:

- Originally from Bremen, Germany, today he lives in Singapore with his wife and son
- Head of Asset Management & business development at Aquila Clean Energy Asia Pacific
- Motorcycle riding is his preferred way to relax
- Appreciates the welcoming and open attitude of Taiwanese people

GTO: What is Aquila doing? Since when are you in Asia and Taiwan?

H. Bohne: We opened our Asia Pacific headquarters in Singapore in 2020 and now have 60+ people across the region, of course here in Taiwan, but also in Korea, Japan, Australia, and New Zealand. In Asia Pacific, we mainly focus on funding, developing, building and operating clean energy assets. Our investment management team is deeply skilled in reviewing our financial modeling and assessing if our investments will work as well as having expertise in the deal origination and early development phase of our assets. In addition, we have a big engineering team as we are also involved in the development of projects from a technical perspective. This is complemented by the rest of our asset management team which is responsible for overseeing operational projects, including technical and commercial management, insurance management and selling electricity on the spot market. So, we have expertise across the entire value chain and lifecycle of our investments and projects.

GTO: How many employees do you have in Taiwan?

H. Bohne: Right now, we are proud to have 12 people in Taiwan with diverse backgrounds in investment, development, and engineering. When we first expand to a new country it is important for us to always have expertise on the investment side as well as on the technical side.

GTO: Where does the focus of your Taiwanese partners lie on? Do they need the engineering know-how of you to make their project happen or is it just the financing?

H. Bohne: It is a mix of both. We develop new projects together with our local partners and our local team on the ground, so we build the projects and operate them. It is not our objective to sell the projects to just anybody, but to execute them together with our local partners. On the one hand, we bring our partners the benefits of our international experience and access to international finance, and on the other hand, thanks to our experienced local team, we also offer key local know-how. We call this concept "think global, act local". Our local partners may benefit from our international experience. However, they also benefit from our vendor relationships because we can buy on a global scale rather than "project by project".



GTO: How big is the Taiwanese market compared to other markets that you are active in?

H. Bohne: Taiwan is one of our core markets. We believe the region has a lot of potential, and we have many active projects that we are currently developing. Taiwan itself, compared to the electricity market in Japan or Australia, is much smaller; however, in terms of the potential and what the government is looking to achieving in its transition to clean energy, Taiwan is definitely a market we are excited about. In Taiwan we are currently actively developing solar projects, basically solar-fishery projects, but we are also considering floating solar and are currently exploring battery storage. Regarding battery storage, we already have assets in Europe and Australia and are now looking forward to expanding here in Taiwan as well. When it comes to wind-related projects, onshore wind farms are an essential part of the assets managed by Aquila. Of the 13.9 GW of clean energy capacity we manage globally, a significant part of that is from onshore wind farms.

GTO: Do you think that there is more potential for photovoltaic in Taiwan?

H. Bohne: There is for sure significant potential. Solar fishery is a good start when it comes to increasing energy security via clean energy while not infringing on existing aquaculture. It is not about replacing one technology with another but more about how they can co-exist together.

GTO: What is the goal of Aquila Clean Energy in Taiwan in 5 years?

H. Bohne: When Aquila launched in Asia Pacific 2 years ago, it was our goal to achieve in 5 years the same level of clean energy generation capacity that Europe had at that time, meaning that the company wants to grow significantly in terms of GWs operated in Asia. Of course, the development time here is a bit longer, because we focus on green field development, whereas in Europe we are often invest in “ready-to-build” projects. That said, as mentioned before, Taiwan will indeed be one of our core focus markets in Asia when it comes to green field developments. We are here for the long-term perspective and helping advance the energy transition toward a more sustainable future – here in Taiwan and abroad – is what is driving us.

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The Aquila Clean Energy APAC team



View from one of Aquila's wind parks' turbines



Aquila solar park in Germany



One of Aquila's battery energy storage system assets in Belgium