

Get to know more about CGIF's latest deals!



Issuer: GLP Pte. Ltd.
Issue Size: JPY 15.4 Billion
 (~USD 149 Million)
Country of Issuance: Japan
Tenor: 9 years
Issuance Date: 24 Dec 2020



Issuer: PT Ketrosden Triasmitra
Issue Size: IDR 583 Billion
 (~USD 42 Million)
Country of Issuance: Indonesia
Tenors: 3 and 5 years
Issuance Date: 8 Jan 2021



Issuer: JWD InfoLogistics PCL
Issue Size: THB 700 Million
 (~USD 23 Million)
Country of Issuance: Thailand
Tenor: 5 years
Issuance Date: 5 Mar 2021

Hear from our Investment Specialists!



Jerome Ferreria

Q: Tell us more about GLP

JF: GLP is Singapore-based issuer with businesses in logistics, real estate, infrastructure, finance and related technologies. GLP is rated Baa3/ BBB/ BBB (by Moody's/S&P/Fitch).

Q: What were this deal's highlights that you're particularly proud of?

JF: Not only was CGIF's first JPY guarantee transaction under the AMBIF, but our guarantee also lengthened the bond tenor to match the duration of GLP's capital expenditures and extend its debt maturity profile.

Q: How do you envision this deal to help with ASEAN bond market development? How does this deal play a role in the new normal brought about by COVID-19?

JF: With CGIF's support, GLP, a foreign and unfamiliar issuer in Japan, was able to tap a longer tenor bond of nine years at compelling pricing even under the COVID-19 environment. This bond enabled GLP to further diversify its investor base in Japan and strengthen cross-border bond market linkages among the ASEAN+3 under the AMBIF. Interestingly, GLP's operations have been resilient amid the pandemic.

Q: What were the challenges you faced in this deal and how did you overcome these challenges?

JF: This was CGIF's and GLP's first bond transaction in Japan and the local investors were not that familiar with neither the guarantor nor the issuer. Thus, CGIF, GLP, and the Arranger were very proactive in investor roadshows and responded quickly to questions/clarifications any potential investor had, which ultimately led to an oversubscription of the bonds.

Q: Can you share with us what is unique about the Japanese bond market?

JF: The JPY financial market is deep with large and diversified investors that makes it an important financial market as one of the key sources for foreign companies to obtain competitive funding for their businesses. The JPY market even allows issuers the flexibility to use the JPY proceeds in Japan or convert the same back into the issuer's native currency and use it for the issuer's local business operations.

Q: What types of deals do you want to explore in Japan?

JF: We prefer to support a similar transaction as GLP—ASEAN issuer tapping the JPY bond market with the proceeds used in Japan.



Boniarga Mangiring

Q: Tell us more about Triasmitra

BM: Triasmitra is a leading submarine and inland network infrastructure provider in Indonesia; engaged in fiber optic cable system development, deployment, sales, and maintenance. The Company has successfully developed landmark submarine fiber optic cable systems in Indonesia such as the Jakarta-Singapore (B2JS), Jakarta-Surabaya (Jayabaya), and Medan-Dumai (Damai).

Q: What were this deal's highlights that you're particularly proud of?

BM: It is CGIF's first IDR public offering bond listed in Indonesia Stock Exchange (IDX). This deal also enabled to support the telecommunication infrastructure sector, which is crucial in the pandemic situation. And the assigned AAA rating by Pefindo confirms the robustness of CGIF guarantee. Furthermore, reputable domestic and foreign investors from diversified investor categories participated in this transaction. This transaction will clearly be a benchmark for other Indonesian issuers looking to access IDR bond market with a CGIF guarantee.

Q: How do you envision this deal to help with ASEAN bond market development? How does this deal play a role in the new normal brought about by COVID-19?

BM: The deal is in line with CGIF's developmental mission—to bring debut issuers into the Indonesian bond markets—and has enabled Triasmitra to diversify its funding sources and mitigate currency mismatch.

Due to the pandemic, corporates face hurdles to raise capital through bond issuance. The Triasmitra deal shows that CGIF guarantee enables a company to raise funds with bigger size and longer tenures in the midst of the pandemic.

Q: What were the challenges you faced in this deal and how did you overcome these challenges?

BM: Investors are increasingly risk-averse during this time of pandemic, particularly first-time issuers. We actively interacted with investors virtually to introduce Triasmitra and the CGIF guarantee. As a result, we attracted a fair number of investors who invested in a CGIF-guaranteed bond for the first time.

Q: Can you share with us what is unique about the Indonesian bond market?

BM: Indonesia is the largest economy in Southeast Asia. As such, its bond market has great potential. Despite concerns due to the pandemic, investor appetite for local IDR bonds continues to grow while corporate issuers are likely to benefit from the increasing demand. We expect the market will continue to grow and evolve in the following years.

Q: What types of deals do you want to explore in Indonesia?

BM: We aim to support more issuers that look into listing their bonds in the stock exchange. We also look forward to guaranteeing innovative deals such as sukuk, project bond, and securitization.



Jo Ee Khoo

Q: Tell us more about JWD

JK: JWD is a Thai-integrated logistics service provider. What made JWD an interesting prospect for us was that it is present across the logistics value chain not only in Thailand but also in the ASEAN region. Thus, backing companies like JWD would demonstrate our support for inter-ASEAN connectivity and trade.

Q: What were this deal's highlights that you're particularly proud of?

JK: That we were able seek out an issuer who was resilient to pandemic conditions and was able to meet our developmental mandates as the transaction is the first MTN program to be supported by CGIF. Also, we achieved our most competitive pricing for a THB bond to date—a testament of our strong market acceptance as a bond guarantor.

Q: How do you envision this deal to help with ASEAN bond market development? How does this deal play a role in the new normal brought about by COVID-19?

JK: This transaction underpins the role of long-term local currency bonds as a stable funding source for infrastructure investment. We also guided JWD to develop an international-standard environmental and social management system (ESMS) that further strengthens their drive towards greater sustainability and safety standards. Access to long term bonds contributes to JWD's funding stability and therefore, their resilience to face new normal conditions.

Q: What were the challenges you faced in this deal and how did you overcome these challenges?

JK: We originated this transaction in the midst of a global lockdown when travel and client interaction opportunities were severely impeded. Fortunately, we were able to eventually perform site visits as we had presence in Thailand during the period and movement controls were gradually eased after Thailand handled the crisis exceptionally well.

Q: Can you share with us what is unique about the Thai bond market?

JK: The professionalism, dynamism, and efficiency of its market participants. It was a privilege to work with JWD, their adviser, and the arrangers on this transaction.

Q: What types of deals do you want to explore in Thailand?

JK: Due to the depth and diversity of its capital market, Thailand has positioned itself as a financing hub for the Greater Mekong area. It would be ideal if we could support more issuers from ASEAN+3 countries to tap on Thailand's long-term savings, and in doing so, promote inter-ASEAN+3 investments.