



# Macquarie International Infrastructure Fund Limited

**Acquisition of Petroplus Tank Storage Sites  
Add-On German Tank Storage Business**

20 June 2006



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# Outline



- Investment Summary
- The Asset
- Economics
- Conclusion



# Investment Summary



# Key Highlights



## Value Accretive Tank Storage Business Consolidation Acquisition

- TanQuid is 100% owned by MIIF and operates 10 tank storage sites in Germany
  
- TanQuid has agreed to acquire a portfolio of 8 German tank storage sites from Petroplus International B.V. (“Petroplus”)
  - Equity investment of EUR 13.2 m (S\$26.4 m<sup>1</sup>)
  - Funded using MIIF standby facility (no equity raising required)
  - 2007 forecast cash yield from acquisition of 14.3%
  - Long term contracts with a high rate of contract renewal
  - Further diversifies product mix of TanQuid portfolio
  
- Scope to extract synergies

<sup>1</sup> Throughout the presentation a EUR/SGD exchange rate of 0.50 is assumed



# TanQuid Portfolio Overview



**Reinforcement of market leading position: 18 sites and 25% market share**

Item	New Acquisition Petroplus Portfolio	Existing TanQuid Portfolio	Total TanQuid + Petroplus
Equity Investment	<b>S\$26.4 m</b>	S\$90.3 m	S\$116.7 m
2007 Forecast Cash Yield	<b>14.3%</b>	13.5%	13.7%
EV/EBITDA (2006)	<b>7.0 x</b>	8.7 x	8.3 x
Gearing	<b>~ 65 %</b>	~ 70%	~ 70%
Sites	<b>8</b>	10	18
Market Share	<b>3%</b>	22%	25%
% of MIIF Portfolio <sup>1</sup>	<b>2.1%</b>	7.3%	9.3%
Total Direct Assets as a % of MIIF Portfolio <sup>1</sup>	<b>na</b>	62.5%	63.3%

<sup>1</sup> Based on the 31 December 2005 portfolio valuation as disclosed in the Audited MIIF 2005 Annual report.



# Investment Merits



## High barriers to entry

- Essential assets with a strong competitive advantage
- Following acquisition TanQuid will have 25% market share

## Attractive economic profile

- Stable and sustainable revenues
- 2007 forecast cash yield from the new acquisition of 14.3%

## Credit-worthy customers

- Long-term relationships with high credit-worthy customers including German Government Authority (EBV) rated AAA
- Solid track record of contract renewal

## Diversification of revenue and customers

- Diversification of revenue base from increased bio fuel and jet fuel storage
- Diversification of customer base

## Experienced management team

- Senior management team will be retained
- Management's strong track record exemplified by attractive operating margins

## Growth Opportunities

- Further add-on acquisition opportunities remain in the sector
- Opportunity to extract operating, financing and structural synergies



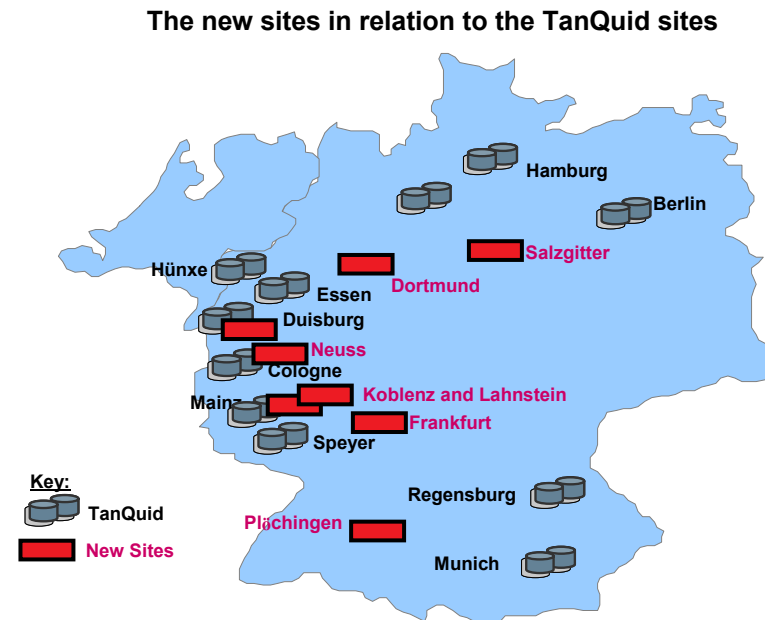
# The Asset



# Asset Overview



- 8 tank storage sites located primarily in the Ruhr-Rhine region of western Germany
- Complementary geographic fit with existing TanQuid portfolio
- The acquired sites have been operating at near 100% capacity
- Main sources of revenue
  - Oil Storage (contracts with EBV Government Authority and oil companies)
  - Diversification of revenue base from increased bio fuel and jet fuel storage
  - Chemicals handling and storage





# Financials of New Acquisition

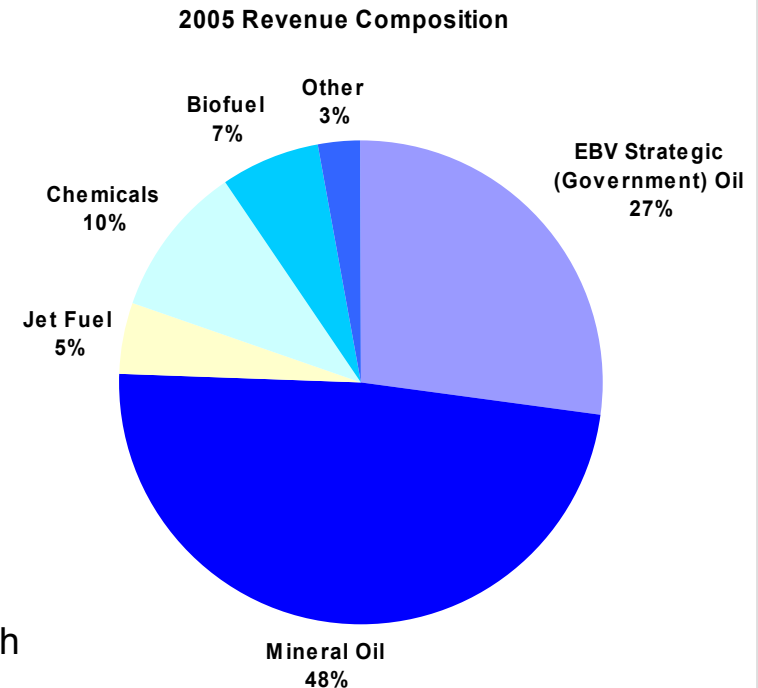


EUR m	2005 <sup>1</sup>	2006B <sup>2</sup>
Revenue	9.1	9.7
Costs	(5.2)	(5.2)
<b>EBITDA</b>	<b>3.9</b>	<b>4.7</b>

<sup>1</sup> Based on 2005 management accounts

<sup>2</sup> TanQuid 2006 budget

- EBV is a government backed agency (AAA rated)
  - Its mandate is imposed by EU directive to store 90 days of oil consumption
- Revenue base is underpinned by long-term contracts
  - >50% of revenue is from customers with whom length of relationship is >10 years
  - Majority of this revenue is from credit rated customers
  - 2006: 97% of forecast revenues are under contract
  - 2006 to 2010: average of 54% of forecast revenues are under contract
- Growth in 2006 earnings due to increased capacity coming on-line and cost management





# Consolidation Merits



- TanQuid to increase market share from 22% to 25%
- The business model of the new sites is very similar to that of TanQuid
- Potential synergies from future cost savings and revenue optimisation:
  - Cross sharing of customers across different locations
  - Diversification of product mix with introduction of biofuel
  - Operational synergies upside not included in acquisition base case
- Tank storage market remains highly fragmented presenting further consolidation opportunities



# Economics



# Funding and Returns



Sources of Funds	EUR m	S\$ m
MIIF Contribution	13.2	26.4
Senior Debt	23.5	47.0
<b>Total Sources of Funds</b>	<b>36.7</b>	<b>73.4</b>

Uses of Funds	EUR m	S\$ m
Purchase Price	33.0	66.0
Transaction Costs	3.7	7.4
<b>Total Uses of Funds</b>	<b>36.7</b>	<b>73.4</b>

- Purchase price of EUR 33.0m represents a FY2006 EBITDA multiple of 7.0x (compared to TanQuid acquisition in Nov 2005 of 8.7x)
- MIIF contribution will be funded using standby facility (no equity raising required)

Forecast Yields	2007 Forecast Cash Yield
<b>New Acquisition</b>	14.3%
<b>Existing TanQuid Portfolio</b>	13.5%
<b>Total TanQuid Portfolio Including Acquisition</b>	13.7%

- 2007 yield of 14.3% of new acquisition is 0.8% higher than existing portfolio of 13.5%



**Conclusion**



## Conclusion



- Value accretive tank storage business consolidation opportunity
- Funded using MIF standby facility (no equity raising required)
- 2007 cash yield from new acquisition of 14.3%
- Long term contracts with a high rate of contract renewal
- Further diversifies customer and product mix within TanQuid portfolio
- Reinforcement of market leading position: 18 sites and 25% market share
- Scope to extract further operational synergies