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# ARCHIPELAGO CAPITAL PARTNERS

Sponsor-Led Private Credit + Infrastructure Platform

[www.primeassetsph.com](http://www.primeassetsph.com)

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## Executive Summary

Private Credit secured by hard assets, serviced by hospitality cash flow, with a defined high-value infrastructure exit via the 62.79MW Iloilo Solar Project

### Senior Debt + Founding GP Opportunity

Primary Exit:

62.79MWSolar Power Project – Iloilo City

Yield Support:

Cash-flowing Hospitality Portfolio

Sponsor Equity Contribution:

₱2.25B+ Existing Assets



### Why Iloilo?

- 300+ sunny days/year
- stable grid
- renewable-ready land

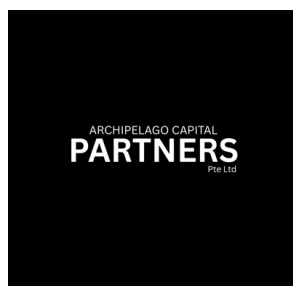
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## 1 — Why This Is Different

**Most Philippine Deals Offer Only One Return Path**

Typical Deals	ACP Structure
Real estate collateral only	Real estate + operating hotels + energy exit
Passive lender role	Founding GP economics
Single repayment source	Multiple repayment sources
Illiquid collateral	Solar monetization catalyst

### **Result:**

**Downside protected like credit. Upside participates like private equity.**

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## 2 — Capital Stack Requested

Senior Debt Raise: ₱250 Million

Use of Funds	Amount
Solar permitting / structuring / prep	₱100M
Hospitality EBITDA enhancement	₱75M
Working capital / debt reserve	₱50M
Legal / transaction / contingency	₱25M

## 3 — Core Assets Supporting the Facility

### A. Hospitality Cash Flow Portfolio

- Oceans Edge Resort – Carabao Island
- 89 Villas – El Nido
- Lexias El Nido
- Lexias Siargao

### B. Strategic Land Portfolio

- 53 hectares Jaro, Iloilo
- Cebu landbank
- Siargao beachfront parcels

## C. Infrastructure Catalyst

### 62.79MWp Iloilo Solar Project

Located on sponsor-controlled 53-hectare site.

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## 4 — The Main Exit (Most Important Upgrade)

### 62.79MWp Iloilo Solar Power Project

Metric	Value
Capacity	62.79 MWp
Area	53 hectares
SPV/Permitting Cost	₱100 Million
RTB Value (Ready to Build)	₱500 Million
Appraised Land Value	₱2.2 Billion
Tariff	₱5.19/kWh
COD Target	2028

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## Why This Matters

The senior debt today becomes bridge capital into a potentially institutional-scale renewable energy monetization event.

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## 5 — Debt Service Coverage

### Hospitality Revenues as Carry Engine

Source	Role
Resorts & Hotels	Monthly interest support
Asset sales/JV	Interim liquidity
Solar equity sale	Principal takeout
Refinance at project level	Upside catalyst

### Message to Senior Debt:

You are not relying on land sale alone.

You are backed by **real operating cash flow + hard assets + future infrastructure exit.**

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## 6 — Proposed Terms

Item	Terms
Facility Size	₱250M
Coupon	24% p.a.
Tenor	36 months
Security	Land mortgage / share pledge / assignment
Priority	Senior secured
Fees	Negotiable upfront
GP Rights	Founding GP

## 7 — Founding GP Waterfall

### Three Founding GPs Only

1. Sponsor – LT Cubillas
2. Senior Debt Capital Partner
3. Strategic GP

## After Senior Debt Repayment:

Waterfall profits split among Founding GPs.

Includes:

- Promote economics
  - Deal fees
  - Advisory fees
  - Solar upside
  - Future exits
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## 8 — Upside for Senior Debt

### Immediate Yield

₱250M × 24% = ₱60M annual coupon

### Equity-Style Optionality

Participation in:

- Solar project equity monetization
- Hospitality turnaround upside
- Land JV gains
- Future ACP transactions

### Scarcity Value

Only **three Founding GP seats**.

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## 9 — Senior Debt with Control Position Entry into Renewable Energy + Hospitality Platform

## What Smart Capital Sees

This is not a loan.

This is a **control-position entry into a future multi-asset Philippine platform** before institutional money arrives.

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## 10 — Exit Timeline

Year	Event
2025	Capitalization / structuring
2026	Hospitality EBITDA uplift
2026–27	Solar permits / financial close
2027–28	Solar equity sale / refinance
Any time	Strategic asset monetization

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## 11 — Closing Statement

Senior secured downside.

24% fixed yield.

Founding GP upside.

Infrastructure-backed exit.

Hospitality Cashflow Support.

**This is the rare Philippine deal with both coupon and catalyst.**