

# TLG Announcements

## TLG Opens Office in Thailand

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### Contacts for this Announcement

#### Chris Starling

Partner

cstarling@lantaugroup.com

+66 816 44 1342

#### Mike Thomas

Managing Director

mthomas@lantaugroup.com

+852 9226 2513

We are incredibly excited to announce the opening of a new office in Bangkok, Thailand, headed by TLG Partner Chris Starling – another milestone in expanding our on-the-ground presence throughout the Asia Pacific region. More than anything, our offices in China (Hong Kong), Singapore, Australia, Korea, and now Thailand enhance our service to clients, our ability to recruit and retain the very best talent, and our considerable advantages in deep energy sector insights and analytics.

TLG always takes a unified approach to our clients. We work as an integrated firm without the impediments of structural silos or regional fiefdoms. Clients prefer the right team to the close team. The experience of decentralisation and work-from-home throughout the pandemic has underscored the benefits of always putting the right team together - no matter where we each may be. But there is something special about an actual office: of its immediate tangible reality and its future potential.

### Our Thai TLG History

Our involvement in the Thai energy markets dates back nearly two decades, when members of the TLG team assisted an oil and gas major with valuing offshore gas field access to the Thai and Malaysian markets. Over the years, we have expanded our Thai connections. Through our work with a wide array of clients – including traditional investors, private equity funds, developers, as well as public stakeholders and multilateral institutions across the IPP, SPP, and C&I solar rooftop segments. We have now positioned ourselves as a confident, equipped, esteemed name in the region.

In the last two years alone, TLG teams have been engaged on multiple mandates by clients with a Thai market focus, including the two largest C&I rooftop solar transactions. We have also provided commercial due diligence for an SPP gas cogeneration platform, advised on the acquisition of an onshore wind portfolio, and undertaken numerous strategic and market reviews for investors and developers covering IPP projects and the growing LNG sector. We have also worked with lenders as independent advisors, and with the ADB in developing its sector outlook and strategy for the Thai market.

### Aims, Ambitions, and Advancing the TLG Ethos

Our expansion is equally motivated by the growing energy sector challenges and opportunities facing the ASEAN region more generally. We have long maintained an integrated ASEAN electricity sector modelling capability, anticipating the day when renewable energy might be contracted from, say, Laos to Singapore; an ASEAN gas hub might emerge; or focus might shift to the value of regional balancing and system optimisation to drive down costs and enhance security of supply.

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“Chris and our entire TLG team have been going from strength to strength. We’re really pleased with the opportunity to be part of the Thai energy scene,” noted Mike Thomas, TLG’s managing director. Chris specialises in providing transaction support, due diligence and advisory services to IPPs, utilities, investors, and key industry stakeholders seeking to assess opportunities across the grid-based and distributed generation sectors. In addition to his experience in the Thai market, Chris has worked throughout Southeast Asia, particularly the Philippines, supporting the full panoply of energy sector stakeholders, from investors and developers to fuel suppliers through to the distributed energy sector and end-users.

TLG is a specialist energy sector economic consultancy combining deep sector expertise with exceptional analytics. We help clients throughout the energy sector value chain and in select adjacent areas make better decisions, supported by rigorous market models, insightful application of economics, and strategic insights.

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