



# IJGlobal Podcast - Apterra, the New Kids on the Block

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Ila Patel

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Apterra, backed by New York-headquartered Apollo Asset Management, is no ordinary credit fund looking to put money to work, it is a direct origination platform designed to benefit all pools of capital.

IJGlobal editor Ila Patel talks to old friends Michael Pantelagianis and Ralph Cho, the co-heads of Apterra, on its growth strategy, global expansion and what makes them different from other infrastructure finance platforms.

In an episode that runs for 20 minutes, Mike and Ralph discuss their enduring business partnership spanning 20+ years, with the latest venture described as "an exciting opportunity" to generate capital for Apollo and its shareholders.

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"The flexibility and the diversity of capital that we offer to our borrowers is one of the biggest reasons that Mike and I came to Apollo," says Ralph.

So what makes Apterra different to other origination platforms?

"I think there are competitors. I don't think we delude ourselves into thinking we're a unique animal out there," says Mike. "I just think we have a lot of appetite and pockets of capital that are within our control that enable us today to be a significant player in this space."

Ralph adds: "While there are a lot of asset managers out there, unlike the typical private credit funds that are raising specific funds and deploying that capital, Mike and I are in a unique position with Apterra in that Apollo has made it clear that all of their pools of capital are available to us. Our job is to go out to market and originate."

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