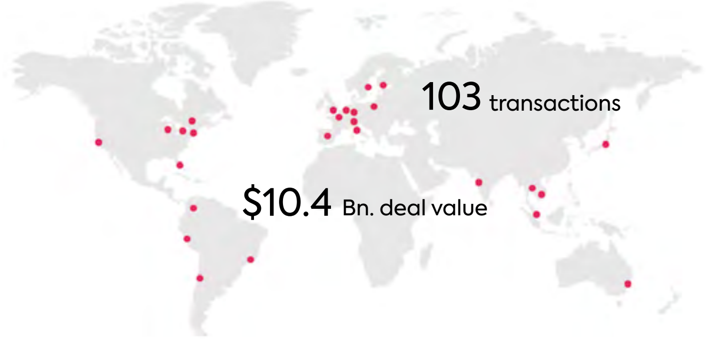
Mergers Alliance

Extensive International Energy and Sustainability Experience

Mergers Alliance members work with business owners and management teams in the Energy and Sustainability sector around the world. Their experienced teams of sector experts have completed over 103 transactions representing more than USD 10.4 billion in value since 2010.



Mergers Alliance partners offer clients financial advisory services in 25 countries in Europe, Asia and the Americas

Financial advisory services include mergers & acquisitions, equity and debt capital raising, valuations and restructuring

Mergers Alliance partners offer clients access to international buyers, knowledge of the local market and insight into the local M&A culture

Deal Drivers in Energy and Sustainability

Deal activity in the renewable energy and sustainability sector is increasing rapidly, driven by a strong mix of government policies, societal demand and investor demand for long term growth opportunities.

The sector spans a wide range of technology, services and infrastructure business models. Many transactions are related to the energy transition, spanning areas including renewable energy, smart grids, electric vehicles and energy efficiency. These transactions are driven by trends such as the decarbonization and digitization of energy systems and contribute towards the transition to a net zero carbon future.

Transactions in this sector tend to involve a mixture of local market participants and international financial and strategic investors. Many such international investors have global mandates seeking to future proof their traditional businesses or scale up new technologies and services internationally.

Européenne de Biomasse — Fundraising

- Européenne de Biomasse is a **renewable energy** project developer and an industrial pellets producer
- The Company needed funding for the construction of the first large-scale black pellet manufacturing facility in Europe
- Aurignac advised Européene de Biomasse on the equity fundraising from Meridiam and Caisse des Deports

socomec (Innovative Power Solutions) — Buy side advisory

- French-based Socomec provides availability, control and safety products for **low voltage electrical networks**
- Socomec was looking to expand into the North American market
- Advised by Dresner Partners, Socomec acquired Continental Control Systems and subsequently Boltswitch, Inc.

ecotricity — Sell side advisory

- Ecotricity is a green energy company operating the Electric Highway, a UK-wide **electric vehicle charging** network covering motorways and roads
- Ecotricity was looking to sell the Electric Highway, in order to redeploy capital into earlier stage clean energy ventures
- Opus Corporate Finance advised Ecotricity on the sale of the Electric Highway to GRIDSERVE, funded by Hitachi Capital

DEXMA (Energy Intelligence) — Sell side advisory

- DEXMA is a Spanish provider of innovative SaaS solutions with artificial intelligence and machine learning capabilities for **energy data management**
- Nemetschek Group was looking to increase its capabilities in energy management
- Opus Corporate Finance advised Dexma on its sale to Spacewell, a subsidiary of the Germany based Nemetschek Group

CrossLink — Sell side advisory

- CrossLink, a leading manufacturer of composite components, launched a business unit for the development of composite-based thermal solutions in lithium-ion batteries for **electric vehicles**
- The company was looking for strategic investors in order to scale up production capacity
- Advised by Proventis Partners, Crosslink sold its Business Unit to Oerlikon Friction Systems

We are helping Energy and Sustainability businesses achieve their strategic goals across a full range of corporate finance transactions

Mergers Alliance Energy & Sustainability Experts

Pierre Schneider

Proventis Partners

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15 years of experience in M&A and the Energy & Sustainability sector

- **Proventis Partners** – Partner
- **Transaction experience** includes Nordex' acquisition of Acciona Windpower 2016
- **Nordex S**E – Member of the Executive Committee, Head of Corporate Development, Strategy and M&A
- **PWC Transaction Services Strategy Group** – Mgr. and Authorized Signatory
- **Accenture** – Strategy Consultant
- Master in Materials Science and Engineering

Stuart Schofield

Opus Corporate Finance

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More than **16 years** of experience in M&A and the Energy and Sustainability sector

- **Opus Corporate Finance** – Partner
- **Transaction experience** includes advising Ecotricity on the sale of the Electric Highway to GRIDSERVE, fund raising for carbon capture company Carbon Clean and advising Breathe Energy on its sale to EDF
- **UBS** – Associate Director
- University degree in Chinese

John McElroy

Opus Corporate Finance

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More than **30 years** of experience in M&A and the Energy and Sustainability sector

- **Opus Corporate Finance** – Partner
- **Transaction experience** includes advising Eelpower on its partnership with SUSI and DEXMA on its sale to Nemetschek
- **UBS** – MD, Head of UK Corporate Advisory Group, UBS Wealth Management; MD, M&A Group, New York; UBS Investment Bank; Director, Corporate Finance, SG Warburg
- Chartered Accountant, KPMG; BSc in Economics

Illustrative relationships:

ABB, acciona, AVIVA, AVANGRID RENEWABLES, bp, centrica, Gurit, EDF, EnBW, enaco, ENGIE, e.on, etf, GE, innogy, Marubeni, Ørsted, PHOENIX CONTACT, NORDEX, Shell, SIEMENS Gamesa, TOTAL, TRITIUM, KALPA-TARU POWER TRANSMISSION LIMITED

Mergers & acquisitions

MBO's / MBI's

Debt capital markets

Financial restructuring

In-depth knowledge of the sectors in which our clients operate

International sector teams that understand global and local trends

Cross-border relationship with strategic and financial acquirers

Identification of overseas targets and acquisition execution

We welcome the opportunity to talk to you about how we can help your Energy and Sustainability business achieve its strategic goals

Look for local contact details in mergers-alliance.com or call +44 7866 030464