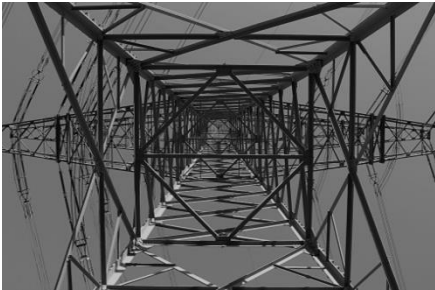


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# Introduction To Finadvice



**Corporate Finance  
Advisory**

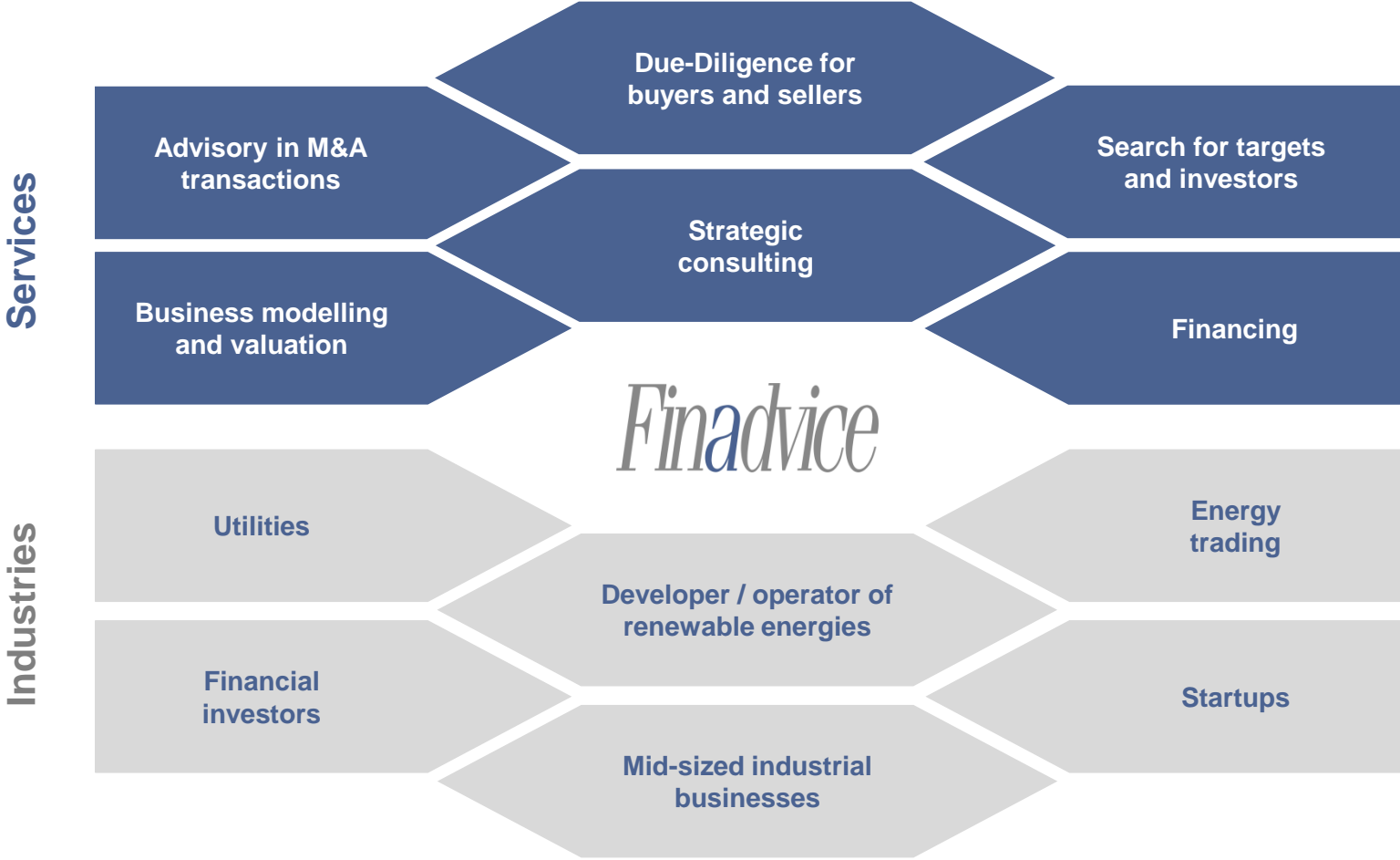


**Energy &  
Infrastructure**



**Advising The Energy And Infrastructure Sector Since 1998**

# Our advisory services



# Our history and locations

**July 1998**  
 Founding of Finadvice AG,  
 Zurich  
*Privatization of utilities*  
*Beginning of market opening*



**June 1999**  
 Founding of Finadvice Financial  
 Advisory GmbH, Linz and Vienna  
*Expansion partner network*



**June 2004**  
 Founding of Finadvice Financial  
 Advisory s.r.o., Prague  
*Expansion to Eastern Europe*



**December 2006**  
 Founding of Finadvice Polska Sp.  
 z o.o., Warsaw  
*Start of wind park development*



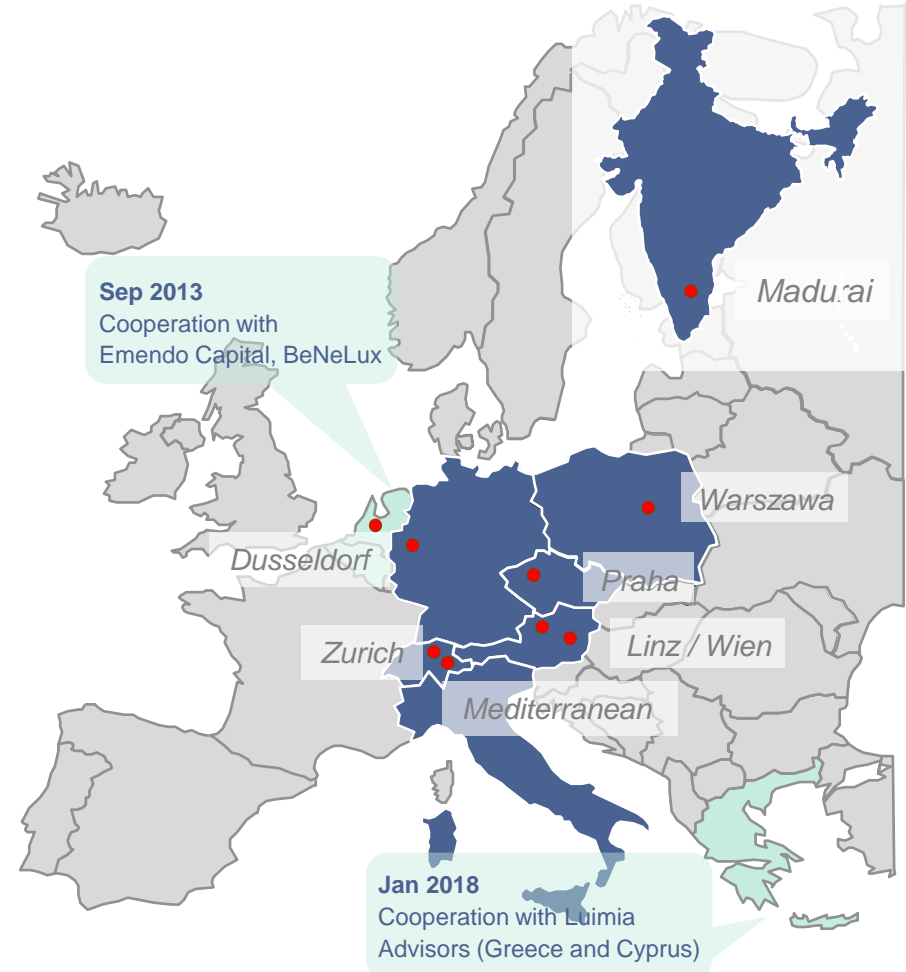
**May 2009**  
 Opening of the Finadvice Office in  
 Madurai, India  
*Expansion to Asia, Middle East*









**April 2013**  
 Founding of Finadvice GmbH,  
 Germany

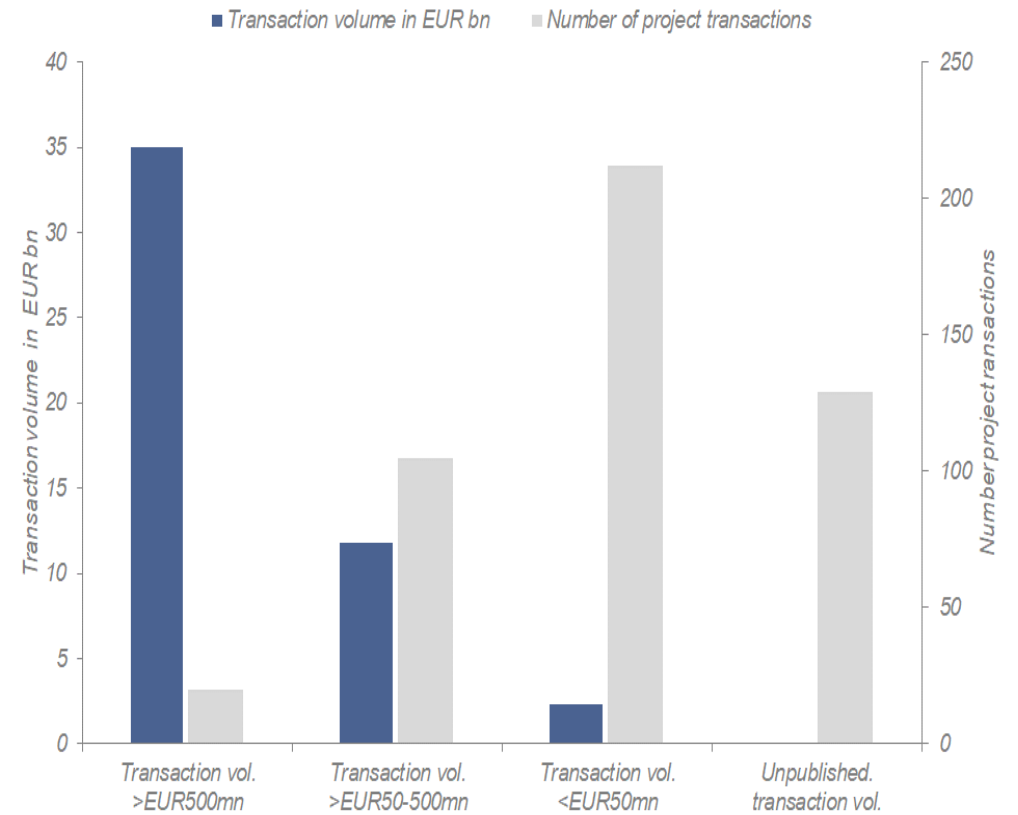


**March 2016**  
 Finadvice Mediterranean GmbH,  
*Expansion to Southern Europe*



# Our transactions

Number of projects		467
Transaction volume in EUR mn		49'316
Transaction volume in TWh		1'054
Transaction volume in MW		34'331
Renewable energy transactions in MW		20'202
Grid related transactions in km		98'326



The main focus of our work are projects in the range from EUR 50 to 500 mn.

# Our Strengths

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**Proactive engagement:** Managing Directors are proactively involved in daily project work and act as relationship managers to clients during and beyond the project's duration.



**Bespoke solutions:** Finadvice provides more than off-the-rack services as clients' needs are addressed with innovative and value-creating bespoke solutions. Moreover, when appropriate, we will recommend not to pursue an acquisition, even if we are incentivised to do so. We build sustainable relationships and we are not after one-offs.



**Industry focus:** In addition to being recognized for its in-depth knowledge of the market and related economics, Finadvice has a sound understanding of key technological, operational as well as regulatory themes in the energy and infrastructure sectors. This knowledge base nurtures considerate assessment and analysis of the issues at hand.

# Our client base

### SWITZERLAND & LIECHTENSTEIN

### GERMANY

### AUSTRIA

### FRANCE & BENELUX

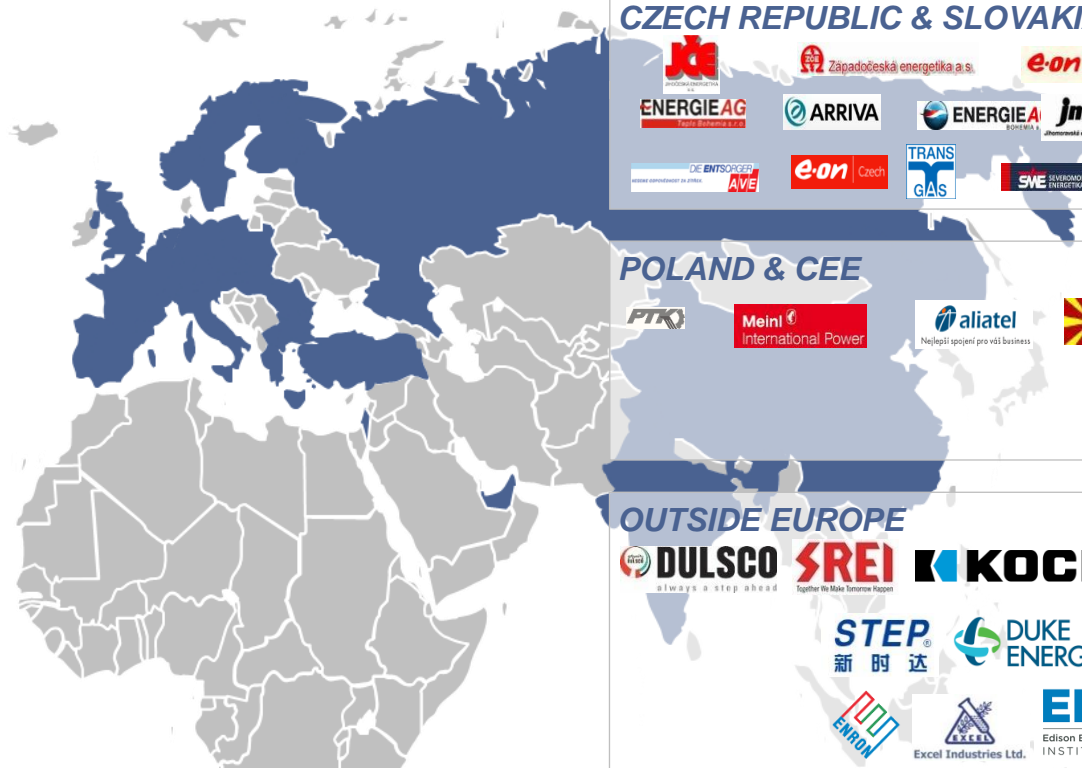
### SOUTHERN EUROPE

### NORTH-WEST EUROPE


### CZECH REPUBLIC & SLOVAKIA

### POLAND & CEE


### OUTSIDE EUROPE




# Management team



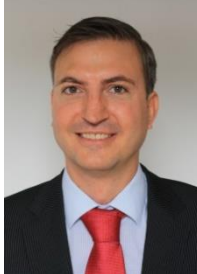
**Manfred Lerley**  
 Founder  
 Zurich  
**Experience:**  
 27 years, thereof 21 years at Finadvice  
**Specialization:**  
 Energy- and utilities industry , wind power and project financing  
 Austria, Czech Republic, Slovakia, Poland and Rumania




**Hans Poser**  
 Founder  
 Zurich  
**Experience:**  
 28 years, thereof 21 years at Finadvice  
**Specialization:**  
 Energy- and utilities industry, new business models, energy trading, electricity production, sector coupling  
 Western Europe and China




**Jan Strobel**  
 Zurich  
**Experience:**  
 22 years, thereof 18 years at Finadvice  
**Specialization:**  
 Energy services, energy industry and financing  
 Germany, Austria, Switzerland, Benelux and UAE




**Felix ab Egg**  
 Zurich  
**Experience:**  
 17 years, thereof 15 years at Finadvice  
**Specialization:**  
 Renewable energies and grid infrastructure  
 Switzerland, Germany and France




**Jeffrey Altman**  
 Senior Advisor  
 Zurich  
**Experience:**  
 35 years, thereof 7 years at Finadvice  
**Specialization:**  
 Energy services, energy industry, strategy, financing and new business models  
 Great Britain, Europe, USA, Australia and China




**Fritz Lehner**  
 Linz/Vienna  
**Experience:**  
 23 years, thereof 20 years at Finadvice  
**Specialization:**  
 Utility companies, medium-sized industry businesses, financing  
 Austria and bordering countries



**Ralf Hülsmann**  
 Dusseldorf  
**Experience:**  
 18 years, thereof 7 years at Finadvice  
**Specialization:**  
 Energy- and technology companies and financing  
 Germany, Benelux and Asia



**Dr. Pier Paolo Raimondi**  
 Mediterranean Region  
**Experience:**  
 27 years, thereof 5 years at Finadvice  
**Specialization:**  
 Acquisitions, divestments and capital market transactions in the energy industry  
 Italy, France, Greece, Spain and Turkey



**Murali Babu**  
 Madurai  
**Experience:**  
 21 years, thereof 11 years at Finadvice  
**Specialization:**  
 Energy, waste and water management  
 India, UAE and Western Africa



**Jaroslaw Korytowski**  
 Warsaw  
**Experience:**  
 31 years, thereof 13 years at Finadvice  
**Specialization:**  
 Wind power and real estate  
 Poland, Ukraine, Austria and Russia

# Senior Advisory Council



**Cyril Roger-Lacan**, the CEO and one of the founders of Tilia, a Franco-German services, consulting and co-development company and cooperation partner of Finadvice. Tilia is the partner of cities, communities, public and private utilities, industrial businesses and co-investors who seek to develop innovative projects and improve their investments and operations in the fields of energy, water and environmental services. In this capacity, it has developed several first-of-a-kind European projects in those fields. Prior to the creation of Tilia, Mr. Roger-Lacan was a senior executive with the Veolia group, also a long-standing client of Finadvice. After making the first environmental PPP in China, he held senior international positions and was CEO of Veolia Water Europe for 8 years. He also is a member of the French Conseil d'Etat, France's highest regulatory body, and in this capacity, held senior positions in the public service. Mr Roger-Lacan holds diplomas from ENA, ENS, Sciences Po and Sorbonne including an agrégation in economics and social sciences. As an expert, he is a regular contributor to policy making, both at the French and European level and speaks fluent French, English, German and Spanish.



**Gianni Operto**, a veteran utility and cleantech expert, based out of Zurich and currently acting as the President of AEE Suisse, the Industry Association of Renewables and Efficiency Industries in Switzerland and as a Non-Executive board member at several companies in Germany and Switzerland. Formerly, Mr. Operto was a private equity investor at Good Energies, a venture capitalist at Emerald Technology Ventures, the President and CEO of EWZ, the Zurich municipal electric utility and a long-standing client of Finadvice and held various senior positions with worldwide responsibility at ABB Power Generation. Mr. Operto is a graduate (MS Mech. Eng.) of the ETH Zurich and has completed executive education at LBS. He speaks four languages fluently.

























**Nicola De Sanctis**, an accomplished senior executive in the energy and utilities sector in Italy, based out of Milan and Bari and currently acting as the Vice-Chairman, CEO and General Manager of Acquedotto Pugliese, the largest water business in Italy and as a Non-executive Chairman at Delos Power, the Management Company of the infrastructure fund TAGES HELIOS, the third largest photovoltaic player in Italy by assets. Formerly, Mr. De Sanctis was the Chairman and CEO of E.On Italia, the CEO of IREN (the municipally-owned and publicly-listed utility in the North-West of Italy), the CEO of Edison Energie Speciali (the renewable energy business of the Edf/Edison group in Italy), the CEO of the Edison gas business, a Managing Director of Waste Management Italia and held various senior positions at Agusta (helicopters) and Baxter (pharmaceuticals). Mr. De Sanctis is a graduate (MS in Nuclear Eng.) with honors of the University of Pisa and holds an MBA from INSEAD in Fontainebleau (France).



**Dr. Leopold Windtner**, an experienced expert in the energy and electricity sector based in Linz, Austria. Mr. Windtner serves as supervisory board chairman and member of several Austrian companies and was for many years chairman of the board and general director of Energie AG Oberösterreich (formerly Oberösterreichische Kraftwerke AG)., a long-standing client of Finadvice. Formerly, Mr Windtner held the position of President and then Vice President of the Austrian Electricity Companies Association (Österreichs Energie). Mr. Windtner graduated in commercial science from the University of World Trade in Vienna and received his doctorate from the Vienna University of Economics and Business. Incidentally, Mr. Windtner is President of the Austrian Football Association and Vice President of the Federal Sports Organization.
























# Successful transactions 1999-2005

<p><b>Austria 1999</b></p> <p>Energie AG Oberösterreich Acquisition of a stake in Stadtwerke Salzburg and merger with SAFE to form Salzburg AG</p>  <p>Buy side advisory</p>	<p><b>Switzerland 1999</b></p> <p>Enron Set up of an electricity trading cooperation with Elektrizitätswerk der Stadt Zürich (ewz)</p>  <p>Buy side advisory</p>	<p><b>Switzerland 1999</b></p> <p>Enron Set up of an electricity trading cooperation with Industrielle Werke Basel (iwb)</p>  <p>Buy side advisory</p>	<p><b>Germany 1999</b></p> <p>Not disclosed Acquisition of a gas distributor in Germany (Valuation only)</p> <p>Buy side advisory</p>	<p><b>Austria 1999</b></p> <p>Kelag Acquisition of 100% of the Shell subsidiary Wärmebetriebe GmbH</p>  <p>Buy side advisory</p>	<p><b>France 1999</b></p> <p>EDF Analysis and modelling of European electricity wholesale market</p>  <p>Advisory</p>	<p><b>Austria 2000</b></p> <p>State of Upper Austria Partial privatisation of 25.1% of Energie AG Oberösterreich</p>  <p>Sell side advisory</p>	<p><b>Germany 2000</b></p> <p>Not disclosed Financing of a German start-up internet shop</p> <p>Financing</p>
<p><b>Slovakia 2001</b></p> <p>Électricité de France Valuation of a Slovakian gas company</p>  <p>Buy side advisory</p>	<p><b>Austria 2001</b></p> <p>Not disclosed Valuation of an Austrian water utility company</p> <p>Buy side advisory</p>	<p><b>Switzerland 2002</b></p> <p>Elektra Birsek Münchenstein Setup of a trading joint venture</p>  <p>Buy side advisory</p>	<p><b>Germany 2002</b></p> <p>Energie Baden-Württemberg AG Acquisition of 25.1% in Heilbronner Versorgungs GmbH</p>  <p>Buy side advisory</p>	<p><b>Austria 2002</b></p> <p>Energie AG Oberösterreich Acquisition of 49.9% in Stadtwerke Wels</p>  <p>Buy side advisory</p>	<p><b>Switzerland 2002</b></p> <p>Elektrizitätswerk der Stadt Zürich Selection of Statkraft as strategic trading partner</p>  <p>Sell side advisory</p>	<p><b>Czech Republic 2003</b></p> <p>Energie AG Oberösterreich Acquisition of 95.2% in the Czech water company VaK JC</p>  <p>Buy side advisory</p>	<p><b>Czech Republic 2003</b></p> <p>Energie AG Oberösterreich Acquisition of 58.3% in the Czech water company VaK Beroun</p>  <p>Buy side advisory</p>
<p><b>Czech Republic 2004</b></p> <p>E.ON Energie AG Acquisition of REC assets from Energie AG in the Czech Republic</p>  <p>Buy &amp; Sell side advisory</p>	<p><b>Germany 2004</b></p> <p>Energie Baden-Württemberg AG Increase in stake from 24.9% to 40% in Stadtwerke Weinheim</p>  <p>Buy side advisory</p>	<p><b>Germany 2004</b></p> <p>Energie Baden-Württemberg AG Acquisition of 15.05% in MVV Energie AG</p>  <p>Buy side advisory</p>	<p><b>Hungary 2004</b></p> <p>Energie AG Oberösterreich Acquisition of waste management activities of RWE Umwelt AG in Hungary</p>  <p>Buy side advisory</p>	<p><b>Czech Republic 2004</b></p> <p>Energie AG Oberösterreich Acquisition of waste management activities of RWE Umwelt AG in the Czech Republic</p>  <p>Buy side advisory</p>	<p><b>Switzerland 2004</b></p> <p>Elektrizitätswerk der Stadt Zürich Valuation and renegotiation of electricity contracts and power plant participations</p>  <p>Valuation</p>	<p><b>Germany 2004</b></p> <p>Veolia Water Deutschland Acquisition of 74.9% in Braunschweiger Versorgungs-AG</p>  <p>Buy side advisory</p>	<p><b>Germany 2004</b></p> <p>Veolia Water Systems Acquisition of the domestic business of WABAG Germany from VA Tech</p>  <p>Buy side advisory</p>
<p><b>France 2004</b></p> <p>Veolia Water Systems Acquisition of the domestic business of WABAG France from VA Tech</p>  <p>Buy side advisory</p>	<p><b>Austria 2005</b></p> <p>SMB Wageneder Sale of all shares in the company to financial investors</p>  <p>Sell side advisory</p>	<p><b>Germany 2005</b></p> <p>Dalkia GmbH Sale of parts of the German facility management business to Gegenbauer</p>  <p>Sell side advisory</p>	<p><b>Germany 2005</b></p> <p>Dalkia GmbH Acquisition of 10 biogas projects</p>  <p>Buy side advisory</p>	<p><b>Czech Republic 2005</b></p> <p>Energie AG Oberösterreich Acquisition of 3 water assets in the Czech Republic</p>  <p>Buy side advisory</p>	<p><b>Hungary 2005</b></p> <p>Energie AG Oberösterreich Acquisition of 44.8% in the Hungarian waste company Zöldfok Rt.</p>  <p>Buy side advisory</p>	<p><b>Switzerland 2005</b></p> <p>Taurino Traktion GmbH Set-up and financing of start-up company for rail cargo transports</p> <p>Financing</p>	<p><b>Austria 2005</b></p> <p>J.C. Neckermann GmbH &amp; Co. KG Financing of a biodiesel plant with a capacity of 100,000 tons p.a.</p>  <p>Sell side advisory</p>

# Successful transactions 2005-2007

<p><b>Austria 2005</b></p> <p>AVE</p> <p>Acquisition of animal incineration plant TKV Regau</p>  <p>Buy side advisory</p>	<p><b>Germany 2005</b></p> <p>BVT</p> <p>Advice to the private investors bvt and VASA in the restructuring process of Stadtwerke Cottbus</p>  <p>Restructuring</p>	<p><b>Czech Republic 2005</b></p> <p>E.ON Czech Holding</p> <p>Raiffeisen Impuls</p> <p>Leasing bought 100% in EFIS a.s.</p>  <p>Sell side advisory</p>	<p><b>Germany 2006</b></p> <p>Energie Baden-Württemberg AG</p> <p>Acquisition of 10% in Stadtwerke Schwetzingen</p>  <p>Buy side advisory</p>	<p><b>Austria 2006</b></p> <p>AVE</p> <p>Acquisition of 100% in Austrian waste company Eigl</p>  <p>Buy side advisory</p>	<p><b>Germany 2006</b></p> <p>Energie Baden-Württemberg AG</p> <p>Acquisition of 50% in Gasversorgung Sachsenheim</p>  <p>Buy side advisory</p>	<p><b>Macedonia 2006</b></p> <p>Republic of Macedonia</p> <p>Sale of 90% in ESM AD Elektrostopanstvo na Makedonija to EVN AG</p>  <p>Sell side in consortium</p>	<p><b>Austria 2006</b></p> <p>AVE</p> <p>Acquisition of 100% in the Austrian waste companies Bachleitner and Faltinger</p>  <p>Buy side advisory</p>
<p><b>Czech Republic 2006</b></p> <p>E.ON Czech Holding</p> <p>Acquisition of shares in the Czech gas company JCP</p>  <p>Buy&amp;Sell side advisory</p>	<p><b>Germany 2006</b></p> <p>Energie Baden-Württemberg AG</p> <p>Audit of a management data base</p>  <p>Advisory</p>	<p><b>Germany 2006</b></p> <p>Stadtwerke Düsseldorf</p> <p>Acquisition of Remondis Bergische Region through its participation ATG &amp; Rosendahl</p>  <p>Buy side advisory</p>	<p><b>Germany 2006</b></p> <p>Stadtwerke Düsseldorf</p> <p>Acquisition of Remondis branch in Langenfeld through its participation AWISTA GmbH</p>  <p>Buy side advisory</p>	<p><b>Germany 2006</b></p> <p>Energie Baden-Württemberg AG</p> <p>Acquisition of 30% in Stadtwerke Bad Herrenalb</p>  <p>Buy side advisory</p>	<p><b>Switzerland 2006</b></p> <p>Regio Energie Solothurn</p> <p>Acquisition of a stake in Trianel European Energy Trading GmbH</p>  <p>Buy side advisory</p>	<p><b>Germany 2006</b></p> <p>Energie Baden-Württemberg AG</p> <p>Merger of assets with Energieversorgung Rottenburg</p>  <p>Merger advisory</p>	<p><b>Czech Republic 2006</b></p> <p>AVE Czech Republic</p> <p>Acquisition of communal waste company TSM Ústí nad Labem</p>  <p>Buy side advisory</p>
<p><b>Czech Republic 2006</b></p> <p>Arriva</p> <p>Acquisition of 100% in bus company Transcentrum bus, spol. s.r.o.</p>  <p>Buy side advisory</p>	<p><b>Germany 2006</b></p> <p>Energie Baden-Württemberg AG</p> <p>Acquisition of 50% of Energieversorgung Gaildorf from Thüga</p>  <p>Buy side advisory</p>	<p><b>Czech Republic 2006</b></p> <p>AVE Czech Republic</p> <p>Acquisition of waste company Kattenbeck s.r.o.</p>  <p>Buy side advisory</p>	<p><b>Czech Republic 2006</b></p> <p>AVE Czech Republic</p> <p>Acquisition of waste company REKKA s.r.o.</p>  <p>Buy side advisory</p>	<p><b>Czech Republic 2006</b></p> <p>AVE Czech Republic</p> <p>Acquisition of waste company TESCO Jindřichův Hradec</p>  <p>Buy side advisory</p>	<p><b>Czech Republic 2006</b></p> <p>AVE Czech Republic</p> <p>Acquisition of waste company Frymes Technické služby s.r.o.</p>  <p>Buy side advisory</p>	<p><b>Czech Republic 2007</b></p> <p>AVE Czech Republic</p> <p>Acquisition of a waste company TSM Kolin</p>  <p>Buy side advisory</p>	<p><b>Czech Republic 2007</b></p> <p>AVE Czech Republic</p> <p>Acquisition of a waste company ZSS a.s.</p>  <p>Buy side advisory</p>
<p><b>Czech Republic 2007</b></p> <p>AVE Czech Republic</p> <p>Acquisition of a waste company Fortygo s.r.o.</p>  <p>Buy side advisory</p>	<p><b>Slovakia 2007</b></p> <p>Energie AG Oberösterreich</p> <p>Acquisition of a heat company Kremnické tepelné hospodárstvo</p>  <p>Buy side advisory</p>	<p><b>Czech Republic 2007</b></p> <p>Arriva</p> <p>Acquisition of 100% in bus company Bosak Bus, spol. s.r.o.</p>  <p>Buy side advisory</p>	<p><b>Czech Republic 2007</b></p> <p>Arriva</p> <p>Acquisition of 100% in bus company Osnado, spol. s.r.o.</p>  <p>Buy side advisory</p>	<p><b>Germany 2007</b></p> <p>Dalkia</p> <p>Acquisition of 100% in Biomassekraftwerk Delitzsch</p>  <p>Buy side advisory</p>	<p><b>Austria 2007</b></p> <p>GuD Timelkam GmbH</p> <p>Sale of 30% generation capacity of the 400 MW gas and steam plant Timelkam</p>  <p>Sell side advisory</p>	<p><b>Austria 2007</b></p> <p>Power Tower Leasing</p> <p>Arrangement of Financing of the new Energie AG headquarters ("Power Tower Leasing")</p>  <p>Financing</p>	<p><b>France 2007</b></p> <p>Croma Pharma</p> <p>Acquisition of 100% in the optical business of the French company Cornéal</p>  <p>Buy side advisory</p>

# Successful transactions 2007-2009

<p><b>Slovakia 2007</b></p> <p>AVE Slovakia</p> <p>Acquisition of a majority in a waste company VODS</p>  <p>Buy side advisory</p>	<p><b>Hungary 2007</b></p> <p>Meinl Internat. Power</p> <p>24% participation in Vasarosnameny CCGT power plant project (subcontractor)</p>  <p>Buy side advisory</p>	<p><b>Germany 2007</b></p> <p>Energie Baden-Württemberg AG</p> <p>Merger of distribution assets in Calw into Energie Calw GmbH</p>  <p>Buy side advisory</p>	<p><b>Slovakia/Hungary 2008</b></p> <p>Arriva</p> <p>Acquisition of 100% in bus company Eurobus Invest Holding</p>  <p>Buy side advisory</p>	<p><b>Germany 2008</b></p> <p>Dalkia</p> <p>Acquisition of ABB division Distributed Energy</p>  <p>Buy side advisory</p>	<p><b>Germany 2008</b></p> <p>ewz</p> <p>Acquisition of three wind turbines in Crussow from financial investor</p>  <p>Buy side advisory</p>	<p><b>Germany 2008</b></p> <p>Sustec Industries</p> <p>Sale of the CCGT CHP plant in Schwarze Pumpe to Atel</p>  <p>Sell side advisory</p>	<p><b>Czech Republic 2008</b></p> <p>AVE Czech Republic</p> <p>Acquisition of a waste company from Remondis CZ</p>  <p>Buy side advisory</p>
<p><b>Czech Republic 2008</b></p> <p>AVE Czech Republic</p> <p>Acquisition of the waste company Odpady 98 s.r.o.</p>  <p>Buy side advisory</p>	<p><b>Czech Republic 2008</b></p> <p>Energie AG Oberösterreich</p> <p>Acquisition of the heat company Tepelné zásobování Rakovník s.r.o.</p>  <p>Buy side advisory</p>	<p><b>Czech Republic 2008</b></p> <p>AVE Czech Republic</p> <p>Acquisition of the waste company Plast Servis</p>  <p>Buy side advisory</p>	<p><b>Czech Republic 2008</b></p> <p>Energie AG Oberösterreich</p> <p>Acquisition of a heat company in Vimperk</p>  <p>Buy side advisory</p>	<p><b>Czech Republic 2008</b></p> <p>Energie AG Oberösterreich</p> <p>Acquisition of the heat company Sateza</p>  <p>Buy side advisory</p>	<p><b>Czech Republic 2008</b></p> <p>Energie AG Oberösterreich</p> <p>Acquisition of the water company 1.JVS</p>  <p>Buy side advisory</p>	<p><b>Germany 2008</b></p> <p>BS Energy</p> <p>Investment decision regarding the construction of a CCGT plant</p>  <p>Business plan</p>	<p><b>Czech Republic 2008</b></p> <p>AVE Czech Republic</p> <p>Acquisition of the waste company Komunální služby Hořovice s.r.o.</p>  <p>Buy side advisory</p>
<p><b>Austria 2008</b></p> <p>Eduard Kettner GmbH</p> <p>Sale of 82.7% of Eduard Kettner GmbH to Schmid Industrie-holding GmbH</p>  <p>Sell side advisory</p>	<p><b>Austria 2008</b></p> <p>SBM Mineral Processing</p> <p>Sale of 60% of SBM Mineral Processing GmbH to the Management</p>  <p>Sell side advisory</p>	<p><b>Austria 2008</b></p> <p>Fair Energy GmbH</p> <p>Acquisition of 40% in IFEA – „Institut für Energieausweise GmbH“</p>  <p>Buy side advisory</p>	<p><b>Austria 2008</b></p> <p>EAG Oberösterr. and OÖ Ferngas AG</p> <p>Asset swap in OÖ Ferngas AG with OMV AG</p>  <p>Asset swap advisory</p>	<p><b>Switzerland 2009</b></p> <p>Swisspower</p> <p>Renewable energy opportunities review</p>  <p>Advisory</p>	<p><b>Switzerland 2009</b></p> <p>Energie Thun AG</p> <p>Electricity procurement strategy and contract valuation</p>  <p>Advisory and valuation</p>	<p><b>Germany 2009</b></p> <p>BS Energy</p> <p>Valuation of electricity procurement contract</p>  <p>Valuation</p>	<p><b>Austria 2009</b></p> <p>FACC AG</p> <p>Sale of 91 % of FACC AG to the Chinese investors XAC and ATL</p>  <p>Sell side advisory</p>
<p><b>Austria 2009</b></p> <p>Karriere.at Informationsdienstleistung GmbH</p> <p>Sale of 49 % of karriere.at GmbH to jobs.ch AG</p>  <p>Sell side advisory</p>	<p><b>Austria 2009</b></p> <p>Nutzfahrzeuge Rohr GmbH</p> <p>Sale of 100% of shares to VMS GmbH and Oberbank Opportunity Fonds</p>  <p>Sell side advisory</p>	<p><b>Austria 2009</b></p> <p>Soravia Group</p> <p>Acquisition of 100 % of VVT Vermögensverwaltung GmbH</p>  <p>Buy side advisory</p>	<p><b>Austria 2009</b></p> <p>Saatbau Linz OÖ Landes Saatbau-genossenschaft</p> <p>Acquisition of 80 % of the Polish Centrala Nasienna Sp. z o.o.</p>  <p>Buy side advisory</p>	<p><b>Czech Republic 2009</b></p> <p>Energie AG Teplo</p> <p>Acquisition of the heat company Tehor s.r.o.</p>  <p>Buy side advisory</p>	<p><b>Czech Republic 2009</b></p> <p>Energie AG Water</p> <p>Acquisition of the water company VHOS a.s.</p>  <p>Buy side advisory</p>	<p><b>Czech Republic 2009</b></p> <p>AVE Czech Republic</p> <p>Acquisition of the incinerator company Synthos Kralupy</p>  <p>Buy side advisory</p>	<p><b>Czech Republic 2009</b></p> <p>AVE Czech Republic</p> <p>Acquisition of the waste company Ropo s.r.o.</p>  <p>Buy side advisory</p>


# Successful transactions 2010-2013

<p><b>Germany 2010</b></p> <p>Wasserwerke Zug AG &amp; Energie Thun AG Acquisition of a stake in BVT Windpark Sustrum /Renkenberge GmbH &amp; Co. KG with 48 MW</p>  <p>Buy side advisory</p>	<p><b>Switzerland 2010</b></p> <p>Erdgas Zürich AG Acquisition of a majority stake in geothermal company Thermatech AG</p>  <p>Buy side advisory</p>	<p><b>Germany 2010</b></p> <p>Q-Cells Clean Sourcing GmbH Sale of Q-Cells Clean Sourcing GmbH to Terajoule Energy</p>  <p>Sell side advisory</p>	<p><b>Austria 2010</b></p> <p>Ebner Industrieofenbau Acquisition of 100% of the company Gautschi Engineering</p>  <p>Buy side advisory</p>	<p><b>Austria 2010</b></p> <p>Augustin Network Acquisition of the Logwin Road&amp;Rail business</p>  <p>Buy side advisory</p>	<p><b>Austria 2010</b></p> <p>OÖ Biodiesel GmbH Sale of 95% of OÖ Biodiesel GmbH to Bulmarket DM Ltd.</p>  <p>Sell side advisory</p>	<p><b>Germany 2011</b></p> <p>SolarFuel GmbH First external capital increase with strategic and private investors</p>  <p>Sell side advisory</p>	<p><b>Switzerland 2011</b></p> <p>Swisspower Set-up of holding company Swisspower Renewables</p>  <p>Sell side advisory</p>
<p><b>Germany 2010</b></p> <p>Hideal Partners Disposal of a portfolio of biogas power plants.</p>  <p>Sell side advisory</p>	<p><b>Switzerland 2011</b></p> <p>LKW Liechtensteinische Kraftwerke Closing of long-term power contract</p>  <p>Buy side advisory</p>	<p><b>Austria 2011</b></p> <p>SWH Strom und Biomasse aus Holz GmbH Sale of Alternative Energie Salzburg GmbH to Kelag Wärme GmbH</p>  <p>Sell side advisory</p>	<p><b>Austria 2011</b></p> <p>SWH Strom und Biomasse aus Holz GmbH Sale of Biowärme Friesach GmbH to Kelag Wärme GmbH</p>  <p>Sell side advisory</p>	<p><b>Austria 2011</b></p> <p>SWH Strom und Biomasse aus Holz GmbH Sale of 3 MW biomass heating plant Mondsee to Kelag Wärme GmbH</p>  <p>Sell side advisory</p>	<p><b>Austria 2011</b></p> <p>SWH Strom und Biomasse aus Holz GmbH Sale of 2 MW biomass heating plant Afenz to Leopold MS. Transporte</p>  <p>Sell side advisory</p>	<p><b>Germany 2011</b></p> <p>Navex GmbH Creation and financing of online power broker</p>  <p>Start-up and financing</p>	
<p><b>Czech Republic 2011</b></p> <p>AVE Czech Republic Acquisition of the landfill company Zitas s.r.o.</p>  <p>Buy side advisory</p>	<p><b>Czech Republic 2011</b></p> <p>AVE Czech Republic Acquisition of the waste company EKO BIO s.r.o.</p>  <p>Buy side advisory</p>	<p><b>Switzerland 2011</b></p> <p>IBA, WWZ, LKW Acquisition of 24% in Repartner AG</p>  <p>Buy side advisory</p>	<p><b>France 2011</b></p> <p>IWB Acquisition of a portfolio of wind power plants.</p>  <p>Buy side advisory</p>	<p><b>Germany 2012</b></p> <p>pepcom GmbH Acquisition of 100% of HLkomm from Stadtwerke Leipzig</p>  <p>Buy side advisory</p>	<p><b>Switzerland 2012</b></p> <p>SW Schaffhausen und Neuhausen a. Rhf. Preparation of public referendum on renewable investments</p>  <p>Advisory</p>	<p><b>Switzerland 2012</b></p> <p>Erdgas Zürich AG Acquisition of majority of etwag</p>  <p>Buy side advisory</p>	<p><b>Germany 2012</b></p> <p>Veolia Wasser Defence of BWB against Federal Cartel Office</p>  <p>Advisory and valuation</p>
<p><b>Austria 2012</b></p> <p>OÖ.Gas-Wärme GmbH Acquisition of 100% of shares of Biowärme B3 GmbH</p>  <p>Buy side advisory</p>	<p><b>Austria 2012</b></p> <p>SWH Strom und Biomasse aus Holz GmbH Sale of Biomasseheizkraftwerk SBH-Ennsdorf</p>  <p>Sell side advisory</p>	<p><b>Czech Republic 2011</b></p> <p>AVE Czech Republic Acquisition of the waste company ADOS a.s.</p>  <p>Buy side advisory</p>	<p><b>Slovakia 2012</b></p> <p>NOVOFRUCT SK, s.r.o. Sale of 70% of a leading process food producer Novofruct s.r.o.</p>  <p>Sell side advisory</p>	<p><b>Switzerland 2012</b></p> <p>Swisspower Renewables Asset Management and project financing of wind farm Hof</p>  <p>Asset Management</p>	<p><b>Switzerland 2012</b></p> <p>Erdgas Zürich AG Acquisition of the gas utility GASWERK HERISAU AG</p>  <p>Buy side advisory</p>	<p><b>Germany 2013</b></p> <p>Dalkia GmbH Sale of German CHP portfolio to Enercity Contracting</p>  <p>Sell side advisory</p>	<p><b>Switzerland 2013</b></p> <p>Kleinkraftwerk Birseck AG Acquisition of a PV-Project with 2 MWp on a building of Feldschlösschen</p>  <p>Buy side advisory</p>


# Successful transactions 2013-2018

<p>Germany 2013</p> <p>Hamburger Wasser</p> <p>Renewable investment options</p>  <p>Valuation</p>	<p>Germany 2013</p> <p>ETOGAS GmbH</p> <p>delivers the first and the world's largest Power-to-Gas-plant with 6 MW to Audi AG</p>  <p>Business Plan</p>	<p>Germany 2013</p> <p>Veolia Wasser</p> <p>Sale of 50% RVB (24.95% in Berliner Wasserbetriebe) stake to Land Berlin</p>  <p>Sell side advisory</p>	<p>Switzerland 2013</p> <p>ewz</p> <p>Restructuring of power trading and sales division</p>  <p>Advisory</p>	<p>Italy 2013</p> <p>Ago Energie + Anlagen</p> <p>Disposal of a biomass project.</p>  <p>Sell side advisory</p>	<p>Netherlands 2014</p> <p>River Basin Energy Inc.</p> <p>Cooperation with BSI Energy for testing the co-firing of bio coal in conventional power plants</p>  <p>Advisory</p>	<p>Switzerland 2014</p> <p>KKB</p> <p>Market-entry strategy for the Italian hydro market</p>  <p>Valuation</p>	<p>Switzerland 2014</p> <p>Migros-Pensionskasse</p> <p>Second Opinion on evaluation of an Infrastructure Fund</p>  <p>Buy side advisory</p>
<p>USA 2014</p> <p>Edison Electric Institute</p> <p>Study on German energy transition</p>  <p>Advisory</p>	<p>Switzerland 2014</p> <p>Swisspower Renewables AG</p> <p>Acquisition of a wind farm portfolio with a total installed capacity of 150.3 MW in Germany</p>  <p>Buy side advisory</p>	<p>Switzerland 2014</p> <p>Swisspower Renewables AG</p> <p>Debt financing for a wind farm portfolio with a total installed capacity of 150.3 MW in Germany</p>  <p>Financing</p>	<p>Germany 2014</p> <p>Clens</p> <p>Simulation of power storage options</p>  <p>Valuation</p>	<p>Switzerland 2014</p> <p>ewz</p> <p>Risk management of power trading and sales</p>  <p>Advisory</p>	<p>Austria 2014</p> <p>Superlas International GmbH</p> <p>Sale of international hose sales company to Trelleborg AB</p>  <p>Sell side advisory</p>	<p>Austria 2014</p> <p>Energie AG OÖ &amp; PÜSPÖK Group</p> <p>Acquisition of two wind farms with a total installed capacity of 25,7 MW in Austria</p>  <p>Buy side advisory</p>	<p>Italy 2015</p> <p>Energos</p> <p>Funding of a portfolio of energy efficiency projects</p>  <p>Sell side advisory</p>
<p>Germany 2015</p> <p>Innowatio SpA</p> <p>Acquisition of a 12.5% stake in Clean Energy Sourcing AG.</p>  <p>Buy side advisory</p>	<p>Germany/France 2015</p> <p>Axpo Power AG</p> <p>Acquisition of 100% of wind farm developer &amp; operator Volkswind GmbH</p>  <p>Buy side advisory</p>	<p>Italy 2015</p> <p>aet</p> <p>Disposal of a power generation portfolio (biomass and CHP plants).</p>  <p>Sell side advisory</p>	<p>Germany/Italy 2016</p> <p>Innowatio SpA</p> <p>Acquisition of a 87,5 % stake in Clean Energy Sourcing AG.</p>  <p>Merger advisory</p>	<p>Germany 2016</p> <p>Gazu GmbH</p> <p>Sale of 13 CNG stations in Germany and setup of a strategic partnership with Pitpoint BV</p>  <p>Sell side advisory</p>	<p>Germany 2016</p> <p>Luftmeister GmbH</p> <p>A-round capital increase</p>  <p>Sell side advisory</p>	<p>Austria 2016</p> <p>Österreichischen Bundesforste AG</p> <p>Fundraising of 36.7 MEUR for a wind farm with a total installed capacity of 42 MW in Austria</p>  <p>Financing</p>	<p>Austria 2016</p> <p>VIVATIS Holding AG</p> <p>Sale of 100% R &amp; S Gourmet Express Vertriebs GmbH stake to KRÖSWANG GmbH</p>  <p>Sell side advisory</p>
<p>Germany 2016</p> <p>ETOGAS GmbH</p> <p>Sale of all its assets to Hitachi Zosen Inova</p>  <p>Sell side advisory</p>	<p>Germany 2016</p> <p>Hamburg Wasser</p> <p>Strategic planning</p>  <p>Valuation</p>	<p>Germany 2016</p> <p>Hamburg Energie</p> <p>Strategic planning</p>  <p>Valuation</p>	<p>Austria 2017</p> <p>BioMa Energie AG</p> <p>Sale of its biomass heating plant in Ernsthofen to EVN AG</p>  <p>Sell side advisory</p>	<p>Germany 2017</p> <p>BVT and e-wikom</p> <p>Sale of a wind farm with a total installed capacity of 16.8 MW to Commerz Real</p>  <p>Sell side advisory</p>	<p>Switzerland 2017</p> <p>Swisspower Renewables AG</p> <p>Fund raising and capital increase of approx. CHF 100 million</p>  <p>Sell side advisory</p>	<p>Germany 2017</p> <p>Volkswagen AG</p> <p>Defence of Volkswagen AG in a legal dispute with an energy supplier</p>  <p>Advisory &amp; Valuation</p>	<p>Italy 2018</p> <p>Energos</p> <p>Capital increase underwritten by a privately-owned Italian utility</p>  <p>Sell side advisory</p>


# Successful transactions 2018


**Germany 2018**  
**Luftmeister GmbH**  
 Sale of stake in Luftmeister to Danpower Group  
  
 Sell side advisory


**Switzerland 2018**  
**Energie 360° AG**  
 Acquisition of 100% of Engine Power Systems Thomsen & Co. GmbH  
  
 Buy side advisory

**Italy 2018**  
**Yousave**  
 Sale of its energy efficiency and flexibility management business  
  
 Sell side advisory

**Austria 2018**  
**Efko Group**  
 Sale of stake in Fischer Konserven GmbH to Mamminger group  
  
 Sell side advisory

**Austria 2018**  
**Efko Group**  
 Takeover of the operational business of Zimmermann Gemüseverwertungs GesmbH  
  
 Buy side advisory

**Germany 2018**  
**Howard Energy Co.Inc.**  
 Sale of 100% of ECS Energieconsulting und Service GmbH, Dresden to Getec Group  
  
 Sell side advisory

**Germany 2018**  
**Enercity Contracting**  
 Sale of six CNG refueling stations to OrangeGas Germany GmbH  
  
 Sell side advisory

**France 2018**  
**NovaJoule Sas**  
 Acquisition of a 45MW gas-fired peaking plant  
  
 Buy side advisory

**Germany 2019**  
**NexWafe GmbH**  
 Placement of a € 5 million convertible loan  
  
 Sell side advisory

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