



Introduction to Finadvice – Your experienced partner in Corporate Finance





Energy,
Infrastructure
& Sustainability



Advising the energy and infrastructure sector since 1998

Finadvice as an experienced partner that combines M&A advisory and sustainability

M&A Advisory



Company valuation



Financing /

Investor search

Sell-side Strategy advisory advisory



Market analysis



Business planning



Due diligence



Buy-side advisory



Risk management



Investors

Impact, VC, PE, Infra, Family Offices



Advising the energy and infrastructure sector since 1998



Clients

Start-ups, SMEs to large companies

Sustainability



Waste management



Gas



Cleantech



Wind power



Energy provider



Solar power



Geothermal heat



Conventional energy



Water management



Finadvice: a strong partner with the know-how for efficient and sustainable project solutions



Experience combined with entrepreneurial spirit

- » Successful completion of plus 500 projects
- » High team seniority with 20 to 30+ years of professional experience
- » Managing directors are involved in daily project work and act as active relationship managers to clients



Strong network across Europe and beyond

- » Strong relationships with all relevant investor types
- » Long-term relationships with leading companies in the utility and energy industry
- » Partnerships with various advisory and consulting firms around the world



Industry focus

- » In-depth knowledge of the energy and utility ecosystems
- » Sound understanding of technological, operational and regulatory themes
- » Cross-border transaction experience in the energy and utilities sector

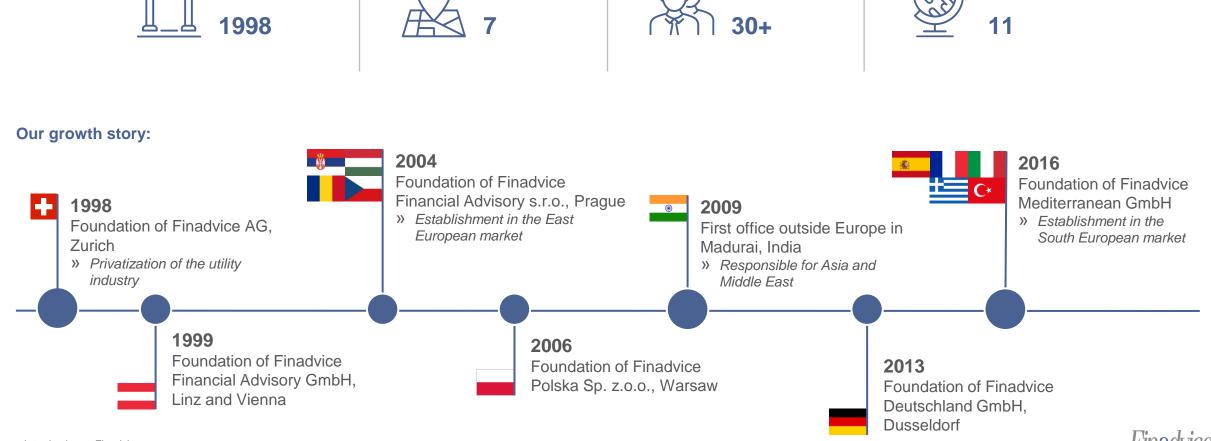


Finadvice: a strong player in the international M&A business steadily expanding its market position

Employees

Nationalities

Locations



Established

Finadvice: six offices in Europe and one in Asia, co-operation partners in many countries





Cooperation partners:









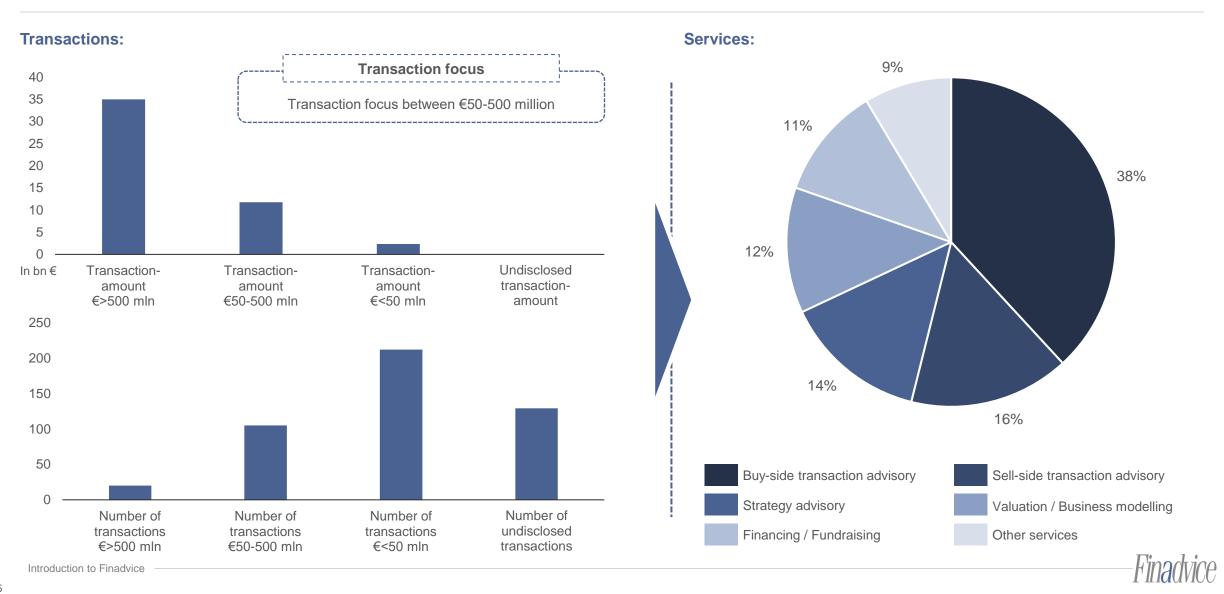








Finadvice: 500+ projects worth over €50 bn within the last 23 years



Finadvice is proud of its long-standing partnerships with its regional & international customer base



Introduction to Finadvice

The management team of Finadvice stands out with over 200 years of expertise



Hans Poser
Founder & Managing Director
Zurich



Manfred Lerley
Founder & Managing Director
Zurich / Prague



Jan Strobel

Managing Director

Zurich



Felix Ab Egg
Managing Director
Zurich



Pier Pablo Raimondi

Managing Director

Mediterranean

Experience:

29 years, thereof 24 years at Finadvice

Specialization:

Energy and utilities, energy trading, storage, PtX, cleantech

Region:

Western Europe and China

Experience:

28 years, thereof 24 years at Finadvice

Specialization:

Energy and utilities industry, wind power and project financing

Region:

Austria, Eastern Europe, Germany

Experience:

22 years, thereof 19 years at Finadvice

Specialization:

Energy services, water management and renewables

Region:

Germany, Austria, Switzerland, Benelux

Experience:

18 years, thereof 16 years at Finadvice

Specialization:

Renewable energies and grid infrastructure

Region:

Switzerland, Germany, France

Experience:

28 years, thereof 6 years at Finadvice

Specialization:

Energy- and utilities industry

Region:

Southern Europe, Latin America



The management team has successfully completed 500 projects in more than 25 countries



Ralf Hülsmann

Managing Director

Dusseldorf



Fritz Lehner

Managing Director

Linz / Vienna



Murali Babu Managing Director Madurai



Jeffrey Altman Senior Advisor Zurich



Ingo Queiser Senior Advisor Zurich

Experience:

19 years, thereof 8 years at Finadvice

Specialization:

Energy- and technology industry

Region:

Germany, Benelux, Asia

Experience:

24 years, thereof 21 years at Finadvice

Specialization:

Utilities, water and waste management

Region:

Germany, Austria, Switzerland, Benelux

Experience:

22 years, thereof 12 years at Finadvice

Specialization:

Oil-, agro chemical-, telecommunication industry

Region:

India, UAE, Western Africa

Experience:

36 years, thereof 8 years at Finadvice

Specialization:

Energy services, gas, financing, new business models

Region:

UK, Europe, USA, Australia, China

Experience:

25 years, thereof 2 years at Finadvice

Specialization:

Clean-tech and renewables

Region:

Western Europe



Strong expertise and support through our Senior Advisory Council, featuring experienced managers from the energy and utilities sector



Gianni Operto

A veteran utility and clean-tech 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.



Dr. Uwe Kolks

Member of the Management Board of E.ON Energie Deutschland. Where he was responsible for the Germany-wide private customer business until 2018 and subsequently for the product, marketing and digital department. Since 2019, Uwe Kolks has been leading the integration of E.ON and innogy as the Transformation Officer for the German sales business. He found his way into the electricity and gas business as a management consultant at Roland Berger & Partner International Management Consultants. Uwe Kolks studied business administration and completed his doctorate as a research assistant at the Justus Liebig University in Gießen.



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 CEO of Edison Energie Speciali, the CEO of the Edison gas business, a Managing Director of Waste Management Italia and held various senior positions at Agusta and Baxter. 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.

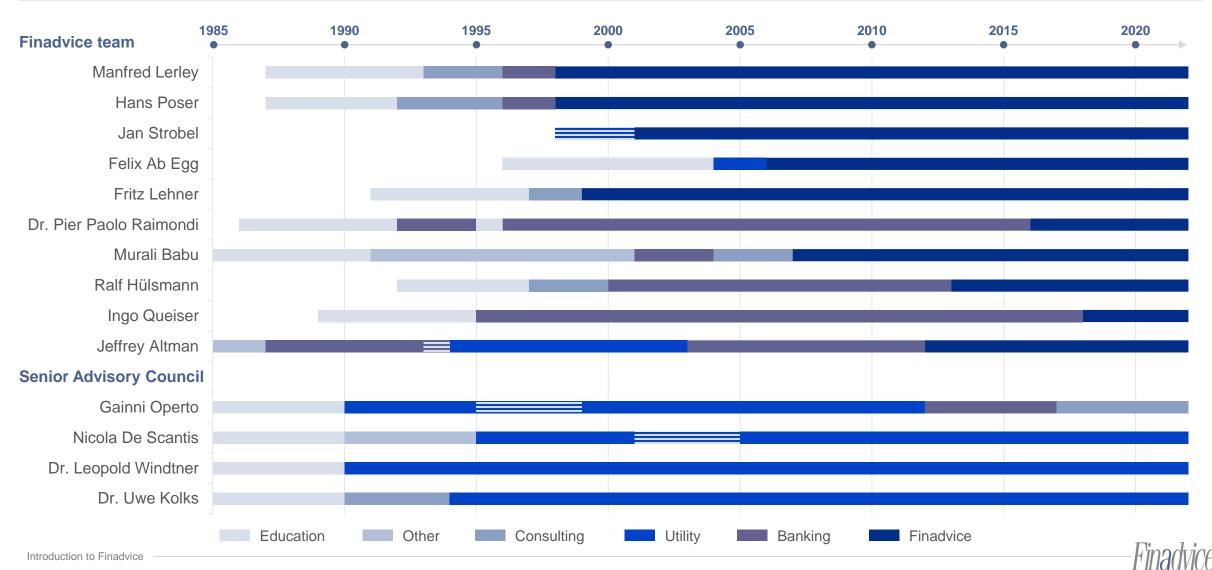


Dr. Leopold Windtner

A qualified 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). Above that Mr. Windtner was active as the President of the Austrian Football Association and Vice President of the Federal Sports Organization. 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.



High seniority with 20+ to 30+ years of professional experience as well as a long-standing corporate affiliation



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Transaction overview for the years of 1999 until 2005

1999

Enron

Set up of an electricity trading

cooperation with

Elektrizitätswerk Zurich

Buy-side advisory

Buy-side advisory







Buy-side advisory

Elektrizitätswerk der

Stadt Zürich

Valuation and renegotiation of

electricity contracts and power

plant participations

Valuation





2003







2004

























Buy-side advisory

Transaction overview for the years of 2005 until 2006





(O)

Energie AG

Oberösterreich

Acquisition of 3 water assets

in the Czech Republic

ENERGIEAG

2005





2006

叧

Energie AG

Oberösterreich

Acquisition of 44.8% in the

Hungarian waste company

Zöldfok Rt.

ENERGIEAG

2005



Taurino Traktion

GmbH

Set-up and financing of start-

up company for rail cargo

transports

Target/Investor search

2005



J.C. Neckermann

GmbH & Co. KG

Financing of a biodiesel plant

with a capacity of 100,000

tons p.a.

JCN

Sell-side advisory

2005



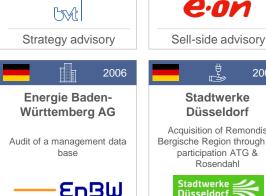
2005

AVE

Acquisition of animal

incineration plant TKV Regau

Buy-side advisory



2005

BVT

Advice to the private investors

byt and VASA in the

restructuring process of

Stadtwerke Cottbus



E.ON Czech Holding

Raiffeisen Impuls Leasing

bought 100% in EFIS a.s.

2005



Buy-side advisory













Strategy advisory







Transaction overview for the years of 2006 until 2008



Acquisition of 100% in bus

company Osnado, spol. s.r.o.

Buy-side advisory

Arriva

Acquisition of 100% in bus

company Eurobus Invest

Holding

Buy-side advisory





AVE Czech Republic

Acquisition of waste company

TESCO Jindřichůc Hradec

2006



Dalkia





2007

GuD Timelkam

GmbH

Sale of 30% generation

capacity of the 400MW gas

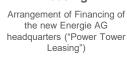
and steam plant Timelkam

ENERGIEAG



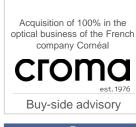
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2007





Target/Investor search





8

AVE Czech Republic

Acquisition of a waste

company Fortygo s.r.o.

2007

2007

2007

AVE Czech Republic

Acquisition of a a waste

company ZSS a.s.

Buy-side advisory

Croma Pharma





2007

Energie AG

Oberösterreich

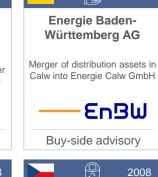
Kremnické tepelné

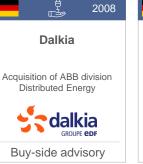
hospodárstvo

ENERGIEAG

Buy-side advisory















Buy-side advisory



Buy-side advisory





2008

Transaction overview for the years of 2008 until 2010

































2009

















Transaction overview for the years of 2010 until 2012

2010

2011

Ebner

Industrieofenbau

Acquisition of the heat

company Sateza

EBNER®

Buy-side advisory

SWH Strom und

Biomasse aus Holz

GmbH

Sale Biowärme Friesach

GmbH to Kelag Wärme GmbH









2010

Augustin Network

Acquisition of the Logwin

Road&Rail business

MUGUSTIN

Buy-side advisory

SWH Strom und

Biomasse aus Holz

GmbH







2011





















Buy-side advisory







Acquisition of 24% in

Repartner AG

Buy-side advisory

Transaction overview for the years of 2012 until 2014

2012

2013

NOVOFRUCT SK.

s.r.o. Sale of 70% of a leading

process food producer

Novofrucht s.r.o.

Sell-side advisory



Sell-side advisory

River Basin Energy

Inc. Cooperation with BSIEnergy

for testing the co-firing of bio

coal in conventional power

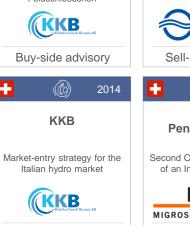
plants

RIVER BASIN ENERGY

Strategy advisory



Valuation





Buy-side advisory



Erdgas Zürich AG

Acquisition of the gas utility

GASWERK HERISAU AG

erdgaszürich

Buy-side advisory

2012

2013

2012

.....

2013

Swisspower

Renewables

Asset Management and

project financing of wind farm

Asset management

Hamburger Wasser

swisspower





PHOTON

2013

Debt advisory

Veolia Wasser

Sale of 50% RVB (24.95% in

Berliner Wasserbetriebe)

stake to Land Berlin

• VEOLIA

Sell-side advisory





2013



2014

Strategy advisory

Swisspower

Renewables AG

Debt financing for a wind farm

portfolio with a total installed

capacity of 150.3MW in

Germany

Investor search

swisspower

......



Anlagen

Sell-side advisory









2014

Transaction overview for the years of 2014 until 2017



Valuation

Others

Sell-side advisory

Sell-side advisory

Sell-side advisory

Valuation

Strategy advisory

2015

2016

2017

Sell-side advisory

Sell-side advisory

Transaction overview for the years of 2017 until 2021

2018

2018

2021



Gemüse-verwertungs

GesmbH

efko

Buy-side advisory

9

NexWafe GmbH.

Financial advisory to NexWafe

GmbH on its €10 mln capital

increase (Round B)

Sell-side advisory

2020





ProCom GmbH

Capital increase and sale of

100% of Procom to Volue

brings transparency

Sell-side advisory

Energos

Capital increase underwritten

by a privately-owned Italian

ENERQOS

Sell-side advisory





9

Veriown

Development and debt

structuring of a 6MW PV-

Powered Microgrid

Debt advisory

2017

2018

Others

V I

2018

2018

Luftmeister GmbH

Sale of stake in Luftmeister to

Danpower Group

=Luftmeister

Valuation





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Planet Smart City

Development and Debt

Advisory of a 100MW PV-

Powered Microarid for the

Smart City "Laguna" in Ceará

- PLANET

smart city

2017





2018

Energie 360° AG

Acquisition of 100% of Engine

Power Systems Thomsen &

Co. GmbH

energie360°

Buy-side advisory

Mercatus, Inc.

Strategic Advisory

2021





Younergy Solar AG

Financing round of CHF4 mln

by a group of investors

Financial advisory

ounergy

2021









Transaction overview for 2021



