

InterFinancial Sector Focus

Securing your place in the Clean Energy future



InterFinancial
clairfield

But market challenges create business risk, complicating capital acquisition and progression of projects

“The greatest threat to our plant is the belief that someone else will save it.”

--Robert Swan



Markets scenario

- Strong commitment from Government to reach 2030 and beyond decarbonisation targets.
- Uncertain energy prices due to effects of transition and underlying Government interventions to support prices stability.
- Strong demand from businesses for clean energy driven from need to act sustainably.
- Move to decentralised generation driving transformation of the electricity grid requiring significant capital investment.

Issues for market participants

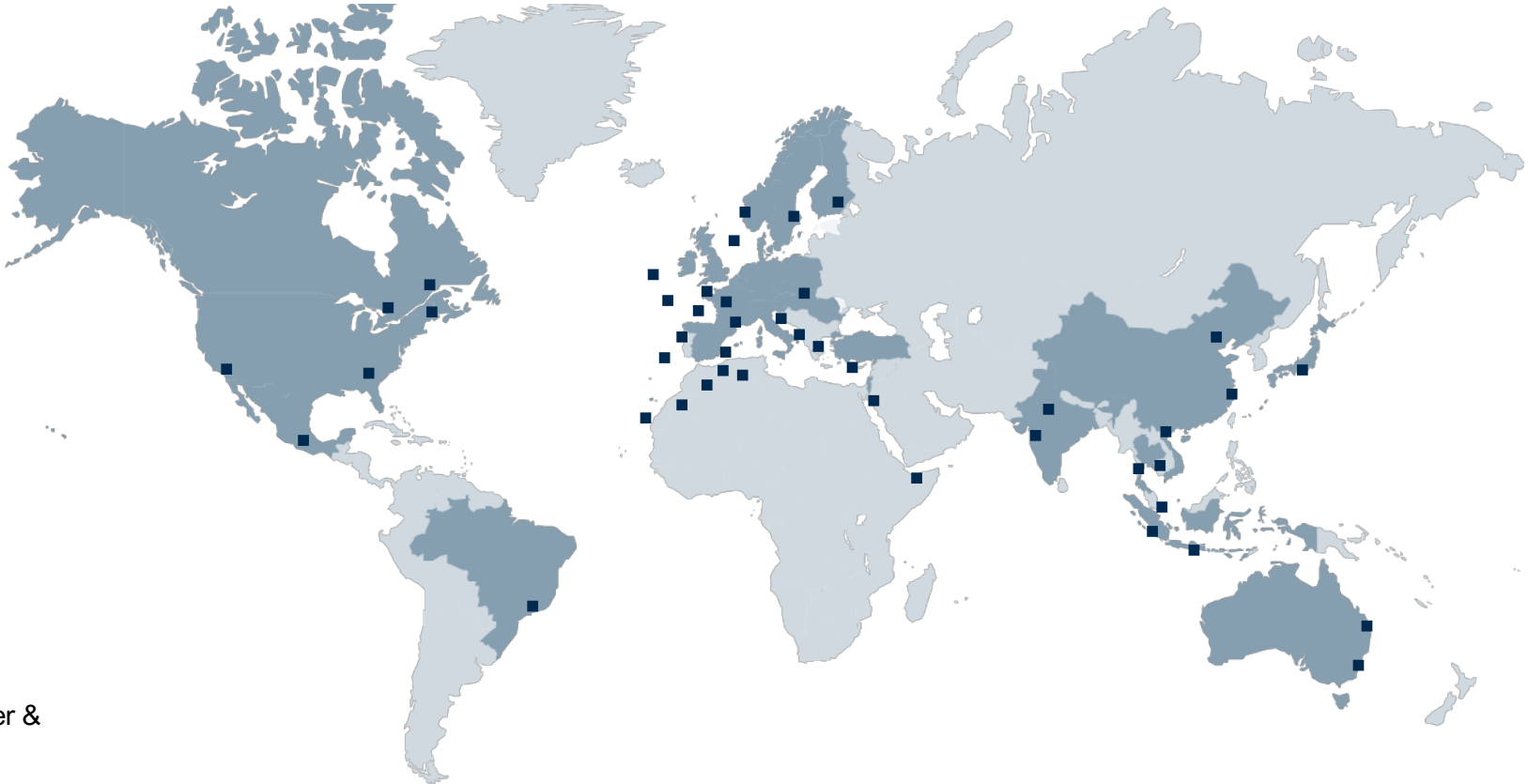
- Competition for capital and skilled labor hampering efforts to accelerate progression of projects.
- Regulatory approvals have been slow, causing delays to the start of projects.
- Social license to operate issues have been more extensive than anticipated and this has required operators and developers to invest more extensively in communications, government relations and PR which has slowed the advancement of projects.
- Lack of government support Continued changes to government industry support policies has created uncertainty.

Our Clean Energy division is part of the Clairfield global energy network

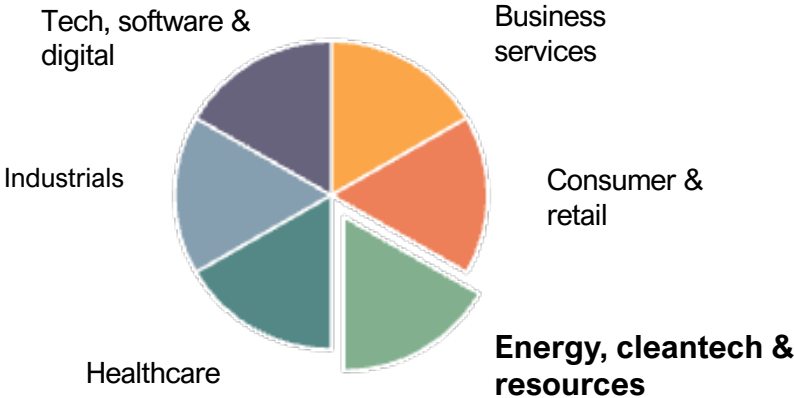
We are able to draw upon investor relationships, resources, and buying opportunities from around the world

Since 1987, InterFinancial has specialised in growth advisory services, buying and selling businesses and raising capital.

We roll up our sleeves and apply real-world experience to help clients build and then realise long-term value.



Six sector practice groups



We are the Australian partner of Clairfield International, a global partnership of midmarket M&A firms.

■ Our Clean Energy division supports the transition to a decarbonised world

And helps businesses navigate market complexities

Our advisory services include:

- **Corporate strategy** and **operating plan** development for clean energy initiatives.
- **Capital raising** for clean energy businesses.
- **M&A** for clean energy **buy-side** and **sell-side** transactions.
- Clean energy **technology commercialisation.**

We draw on our significant industry and commercial experience

Our senior global team:



Derek Thomson
Brisbane, Australia



David Hassum
Brisbane, Australia



Marino Marchi
Europe

- Energy Industry Executive Roles with accountability for commercial outcomes.
- Skilled in development and execution of energy business strategy.
- Vast experience in operational management of energy and energy-related businesses.
- Experience in development of capital for project execution and business expansion.
- Skilled in the development and execution of processes for sale and divestment of energy businesses.
- Experience in delivering results in service provider / client relationship environment.

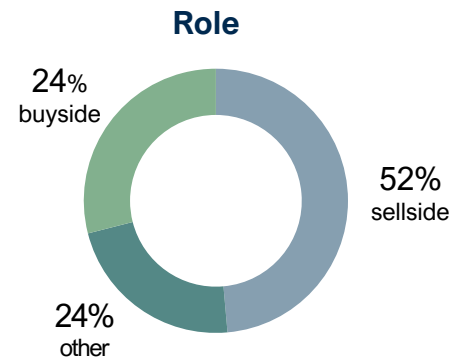
Transaction experience in the sector: Special expertise in the following areas:

Over
80
Transactions closed
since 2006

Over
EUR 4.9 bn
Cumulative value of
transactions closed
since 2006

25%
Crossborder
transactions

28%
Private equity
involvement



- Alternative energy producers
- Alternative energy technology & equipment
- Conventional energy producers
- Energy distribution
- Energy services
- Forestry & paper
- Metals & mining
- Oil & gas
- Recycling & waste
- Water & water technology

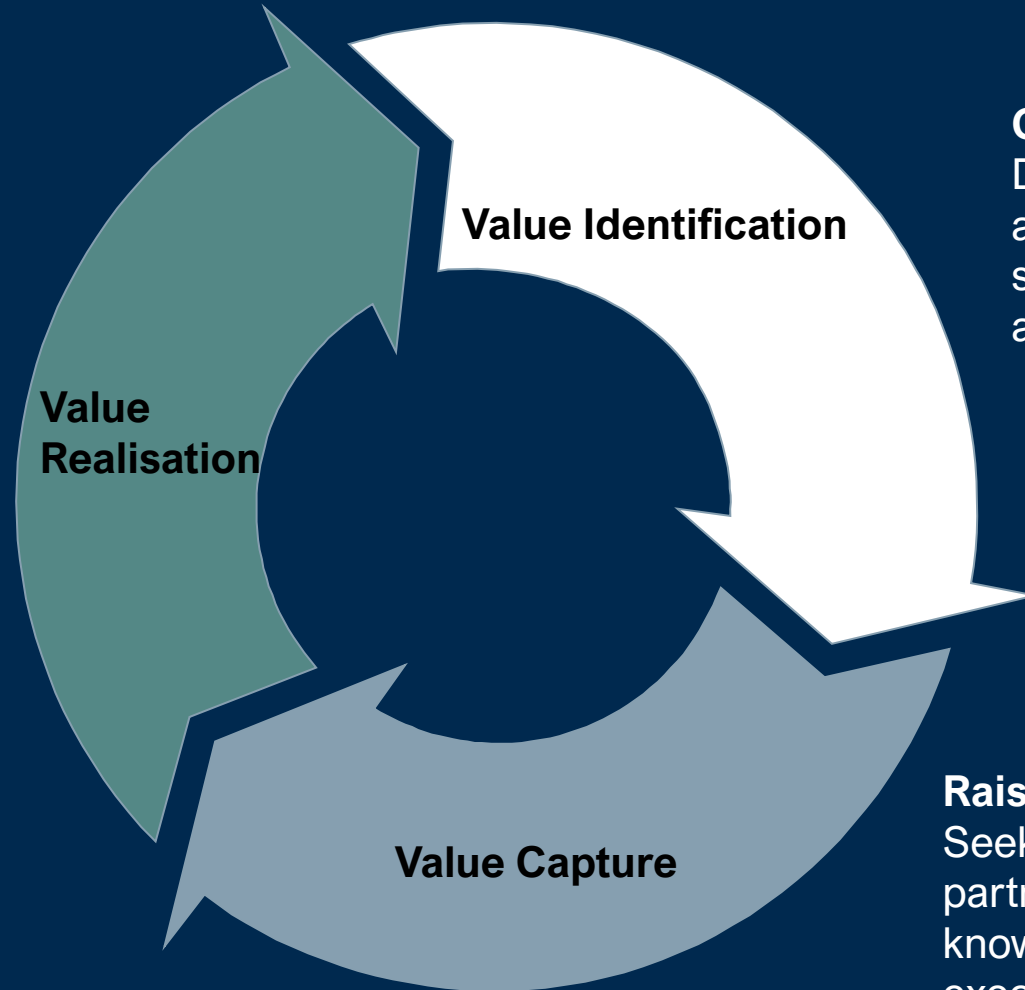
Our approach

A photograph of three business professionals in a meeting. A man with a beard, wearing a blue suit, is seated on the left, gesturing with his right hand while speaking. A woman is seated in the middle, and another man in a blue suit is seated on the right, listening attentively. They are gathered around a small, round, light-colored wooden table. A Dell laptop is open on the table in front of the woman. The background features a wall with diagonal grey and white stripes and a window with a black frame.

We help Clean Energy teams to build and realise value through

Preparing for sale

We create frameworks and processes to enable market visibility and transaction for the sale of part or all of your business.



Getting investment ready

Defining commercial opportunities and developing investment-ready strategy to support capital raising and execution planning.

Raising capital

Seeking and securing partnerships that provide capital, knowledge and experience for execution of projects.

Our dedicated senior team will work with you across four key areas



Strategy and Operations

- Growth and entry business strategy.
- Financial modelling.
- Market and competitive analysis.
- Design, build, operate planning.
- Identification and mitigation of regulatory and social license to operate issues.
- Portfolio strategy.



Capital Raising

- Facilitation of capital raising processes
- Debt and equity structuring advice.
- Valuation and due diligence.
- Transaction management.
- Project structuring strategy.
- Integration, structuring, execution support.



Value Realisation

- Management of sale of business and/or assets.
- Leverage of network of energy related organisations within M&A processes.
- Business valuation and sale strategy development.
- Deal structuring and execution support.

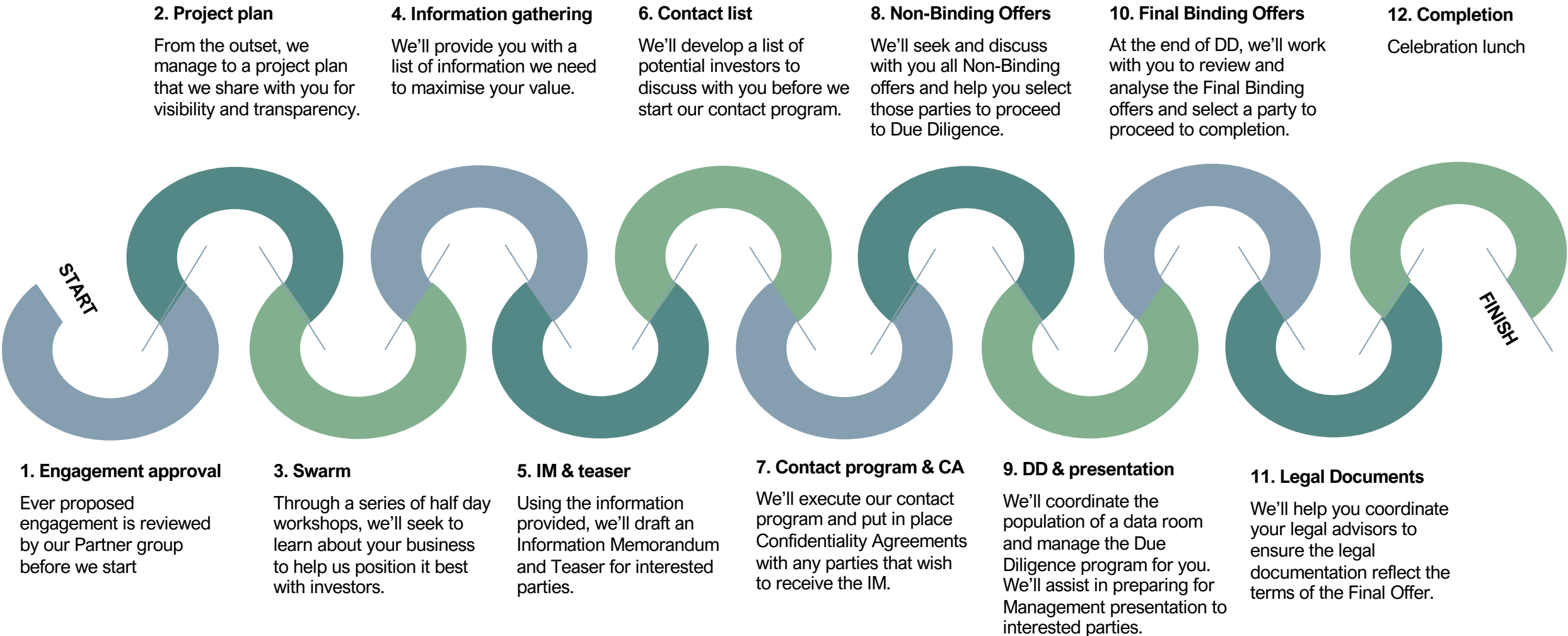


Technology Commercialisation

- Technology development and scale up strategy.
- Operational and financial planning for execution.
- Business development, marketing, sales planning and execution support.
- Sourcing of scale up capital.

About our capital raise process

Comprehensive management of market interactions to maximise value in a defined timeframe





Customer success stories

■ InterFinancial lead advisor for ERM Power acquisition

InterFinancial advised ERM Power, a leading energy company that operates electricity sales and electricity generation businesses, on their acquisition of Out Performers, an energy efficiency engineering group.

We worked alongside ERM Power to develop the acquisition strategy for their energy efficiency business lead multiple buy-side processes on their behalf, including recommending that they do not proceed with specific targets.

ASX-listed
company,
strategic
acquisition

Energy, cleantech
& resources



acquired

Out Performers
Energy Measurement & Verification Specialists

"InterFinancial's 'roll your sleeves up' and 'problems are never insurmountable' attitude was highly valuable, and, above all, they were a pleasure to work with."

Meghan Houghton,
EGM Energy Solutions

Our international track record

Alternative energy producers

ROYALTON PARTNERS

sold



to



JDEME CESTOU BUDOUCNOSTI

Alternative energy producers



acquired



Alternative energy producers



Acquisition



Alternative energy producers



was sold to



Alternative energy producers



sold
7 wind parks (282MW)
to



Alternative energy producers

DROMOS HOLDING

sold



to



Elettra Investimenti SpA

Alternative energy producers



acquired a majority
stake of



Alternative energy producers



Fundraising

Alternative energy technology & equipment

nImab.

was sold to
50five
group
backed by



Alternative energy technology & equipment



a company backed by



sold



to

MUTARES

Alternative energy technology & equipment



FASTNED

acquired



Alternative energy technology & equipment



was sold to



Our international track record

<p>Alternative energy technology & equipment </p>  <p>was sold to</p> 	<p>Alternative energy technology & equipment </p>  <p>was sold to</p> 	<p>Alternative energy technology & equipment </p>  <p>acquired</p> 	<p>Conventional energy producers </p>  <p>acquired</p> 	<p>Energy distribution </p>  <p>acquired</p> 	<p>Energy distribution </p>  <p>sold its company branch LEVANTE to AMEGAS a company of the group</p> 
<p>Energy distribution  </p>  <p>raised US\$50 million from  & several investors</p>	<p>Energy distribution </p>  <p>sold</p>  <p>to AMBROSIANA ENERGIA</p>	<p>Energy services </p>  <p>was sold to</p> 	<p>Energy services </p>  <p>Sale</p> 	<p>Energy services </p>  <p>acquired</p> 	<p>Metals & mining </p>  <p>Advisory on fairness opinion related to new financing</p>

Our Australian Clean Energy Leadership Team



Derek Thomson
Director
InterFinancial

Derek is an experienced Executive & Director with a career spanning Energy, Mining, Oil & Gas Telecommunications, Media, Life Sciences and Transport. Prior to joining Interfinancial Derek was CEO of an ASX listed nano technology company.

Derek's career has facilitated a broad range of executive skills including

- Leadership of large projects
- Finance, Business Development, Product Development and Marketing
- Commercialisation of technology

Derek has a background in corporate advisory work in energy and technology and has recently been working in the field of clean energy transition, executing renewable energy business frameworks.



David Hassum
Director
InterFinancial

David is a Chartered Accountant and Company Director with over 30 years experience across a range of industry sectors including cleantech, transport, property development, building, and venture capital industries. Prior to InterFinancial he was a Partner at BDO.

David's particular technology expertise allows him to focus on corporate strategy, commercialisation, and business development.

For several years David has focused on providing corporate finance advisory services to the Cleantech and Renewable Energy and Food and Agribusiness (F&A) sectors.

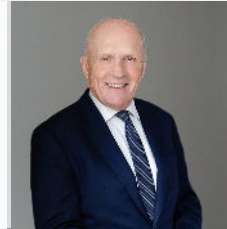
David leads the Cleantech sector group for Clairfield International (our international partner).

Our global Clean Energy team

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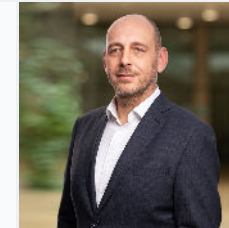
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