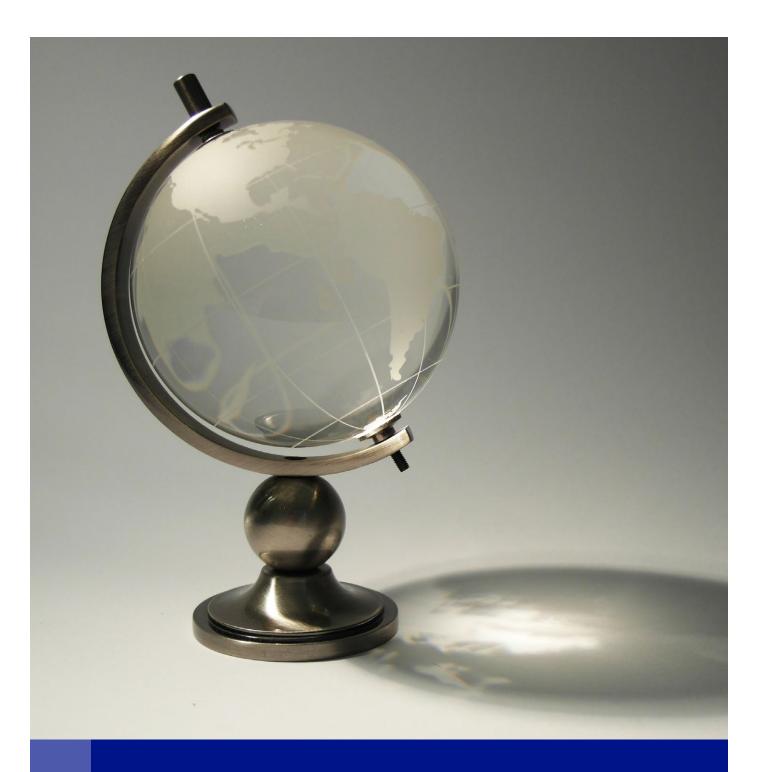
# **Global Capital Finance**

**RENEWABLE ENERGY**Corporate Profile



New York - Frankfurt



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#### Overview of the Firm

### **Global Capital Finance**

Who We Are

- International financial advisory services firm, advising public and private sector clients worldwide
- Specializing in renewable energy, and active in public finance, energy, transportation, infrastructure and real estate
- Advising a global base of clients on matters of corporate finance, corporate strategy, mergers and acquisitions, divestitures and restructurings
- Founded in 2000, an employee-owned U.S. limited liability company headquartered in New York with its main European office in Frankfurt, and representative offices in Madrid, Kyiv and Hong Kong.

Offering a local presence with an international network to our clients.

Since its formation in 2000, Global Capital Finance has completed more than 200 transactions, primarily international asset-based M&A transactions totaling nearly USD 14 billion, as well as private placements of debt, restructurings, and strategic advice.

Global Capital Finance's professionals have arranged asset finance transactions for capital assets and infrastructure representing well in excess of USD 50 billion in transaction volume.

We bring profound experience and a professional, institutional approach to renewable energy finance.









## Field of Expertise: The Renewable Energy Sector

#### Origin of Expertise

Our business in renewable energy has grown from our history as a lessee advisor and arranger of structured leasing and mostly tax-oriented international transactions.

The firm's strategic focus on renewable energy dates back to 2005, when we advised on the sale of Germany's largest wind farm portfolio to an institutional investor. Global Capital Finance has closed transactions in renewable energy alone totaling almost USD 6 billion.

Asset Category	Total in €
Wind	2,503,545,500
Solar	1,633,362,170
Biomass	735,698,000
Hydro	21,168,800
Total	4,893,774,470





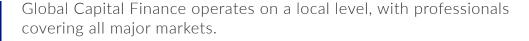
#### Services Offered

The firm is superbly positioned to offer the following investment banking services in the renewable energy sector:

- Acquisition or disposition of assets
- Buy-side and sell-side financial advisory services, including comprehensive financial modeling and syndication or bid services
- Asset-based debt financing of renewable energy projects
- Corporate debt financing of renewable energy companies
- Fairness opinions/valuation services
- Commercial due diligence
- Asset management services

## Distinguishing Features

#### Global Footprint, Local Presence





Our strategically located branch offices and representative network grant major investment bank reach whilst retaining the personalized attention to detail and superior client service offered by a specialized boutique.

Our experienced staff with proficient language capabilities (including English, German, Spanish, French, Italian, Ukrainian, Russian, and Chinese) is able to bring an international network of investors (debt and equity) to every transaction.\*

# Premium Service

As a specialized investment banking firm, Global Capital Finance provides the highest level of client service.

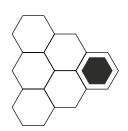


The firm is available for direct, face-to-face involvement in its advisory role (i) during all stages of a transaction and (ii) to assist its clients with their financing programs and overall approach to renewable energy finance.

Mid-market companies benefit from our institutional advisory process.

# Structuring Capabilities

We have a deep knowledge of the tax and accounting environment in various jurisdictions.



We bring solid experience in the renewable energy market and state-of-the art financial modeling capability.

Among financial advisory firms, we have one of the most accomplished structuring teams in the industry.

<sup>\*</sup>For Select Resumes, please visit www.globalcapitalfinance.com/team/

### Distinguishing Features

# Transaction Experience

We have a demonstrated track record of successfully structuring, documenting and closing complex transactions over a wide variety of assets, particularly energy-related assets.



Our team has the expertise needed to execute energy-related transactions, including debt and equity placement, analytical support, and documentation.

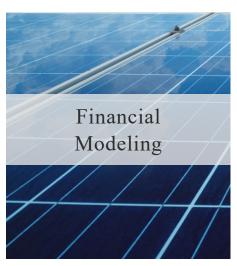
Senior professionals at Global Capital Finance have completed asset-based transactions for multinational corporations and governmental agencies on a global scale.

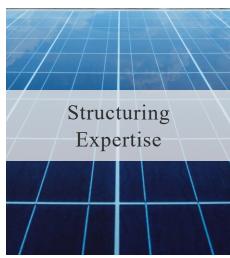
# Culture of Innovation

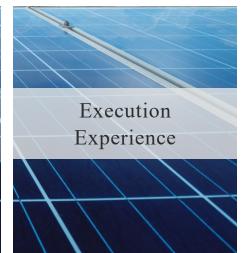
Global Capital Finance and its professionals are known in the market as innovators, developing solutions to our clients' financing needs as they arise.



In the structured finance market, our professionals have participated in many first-of-their kind transactions in the energy sector.







#### Asset-Based M&A Transactions



















Global Capital Finance is also active in other industries such as energy, transportation, public finance, infrastructure and real estate. Global Capital Finance has served as financial advisor regarding asset-based transactions related to the following jurisdictions: Albania, Argentina, Australia, Austria, Belgium, Brazil, Bulgaria, Canada, Chile, China, Colombia, Croatia, Czech Republic, Denmark, Egypt, Finland, France, Germany, Hong Kong, Hungary, India, Ireland, Israel, Italy, Japan, Latvia, Luxembourg, Malaysia, Malta, Mexico, Netherlands, New Zealand, Norway, Panama, Peru, Poland, Romania, Russia, Singapore, Slovakia, South Africa, South Korea, Spain, Sweden, Switzerland, Turkey, the U.K., and the U.S.

What differentiates Global Capital Finance from its competitors is our focus on providing clients with the highest quality advice regarding the most complex issues, free from the conflicts and contradictions inherent in larger firms. Our professionals are driven and our culture is entrepreneurial and result-oriented. Our strategy is to serve a select group of clients extraordinarily well.

## Scope of Services

#### Sell-Side Services

Whether a project or company is early stage or revenue generating, Global Capital Finance has the background and industry expertise to bring the client to an "investor ready" state and assist with identifying suitable investors and ultimately closing of the transaction:

- Determine the value of the asset to be divested
- Prepare a financial model with appropriate assumptions
- Create a detailed information memorandum
- Compose management presentation materials
- Lead a global syndication process to private equity, strategic investors, utilities, energy and infrastructure funds, tax equity
- Coordinate buyer due diligence process
- Assist the seller in evaluating offers and negotiating key transaction terms
- Facilitate consummation of the transaction in conjunction with the seller's legal and tax advisors

#### Buy-Side Services

Whether a transaction is specific or general, Global Capital Finance will assist both strategic and financial investors with identifying, reviewing, securing, and ultimately closing on investment opportunities that align with their investment strategy:

- Introduce projects in line with investment or development criteria
- Prepare a financial analysis
- Determine the optimal investment structure
- Submit bids
- Assist in the due diligence
- Assist in negotiating key terms



## Scope of Services



#### Tax-Optimized Financing

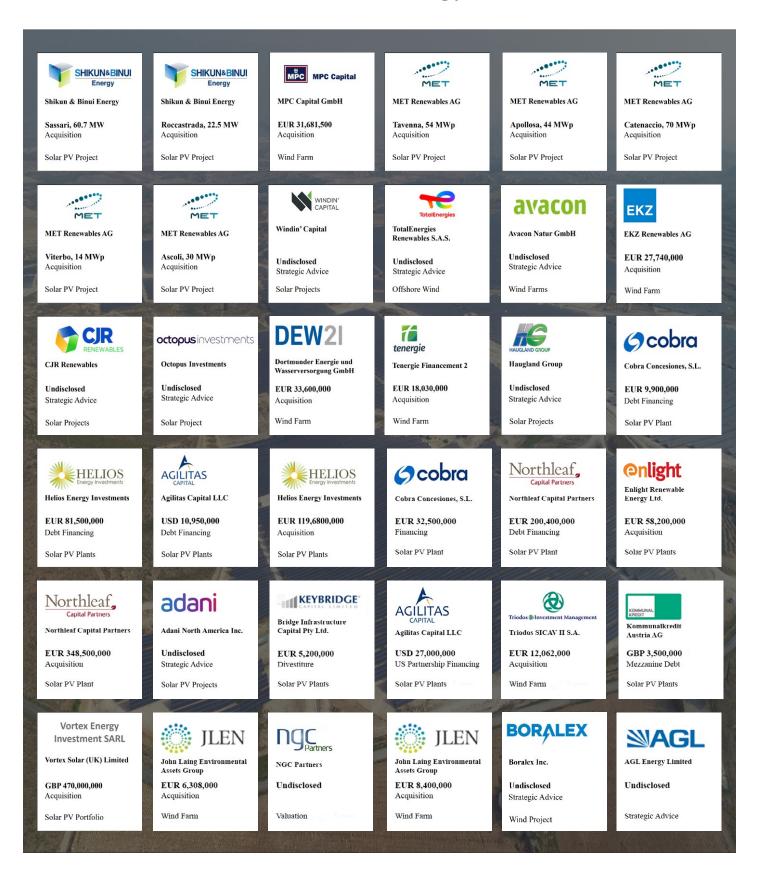
Global Capital Finance is one of the world's leading providers in tax-optimized structuring for big ticket cross-border and domestic transactions. Our team has more than 30 years of experience in tax-optimization strategies and has pioneered the development of the tax-equity market, leading to many structural innovations.

We are able to provide our clients with advanced tax-optimization structuring and investment banking services with specific knowledge in quantitative optimization, legal structuring, accounting optimization, and quantitative and legal risk management.

Global Capital Finance and its professionals have arranged domestic and international tax-optimized financing transactions with respect to a variety of asset classes for multinational corporations and governmental agencies in Austria, Australia, Belgium, Canada, China, Denmark, Finland, France, Germany, Hong Kong, Hungary, Japan, South Korea, Malaysia, the Netherlands, Singapore, Sweden, the U.K., and the U.S.

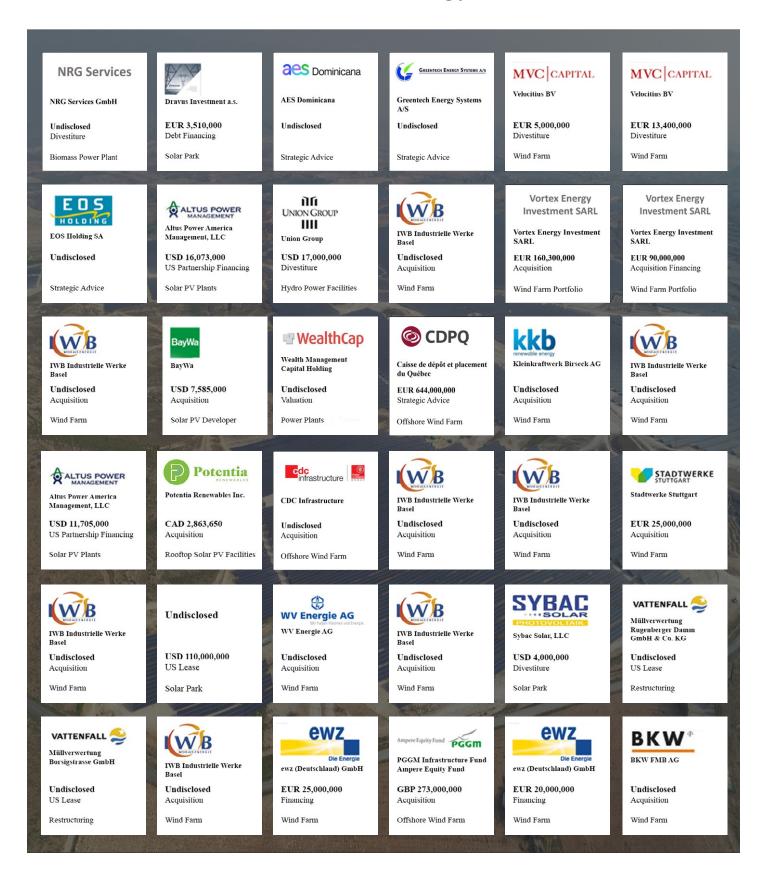
The market has recognized the leadership of Global Capital Finance's professionals, and their organizations received awards for "Power Deal of the Year," "Rail Deal of the Year," "Infrastructure Deal of the Year," "High Technology Deal of the Year," "European Rolling Stock Deal of the Year," and "U.S. Municipal Transport Deal of the Year" from Asset Finance International, a Euromoney Publication.

## Closed Transactions in the Energy Sector\*

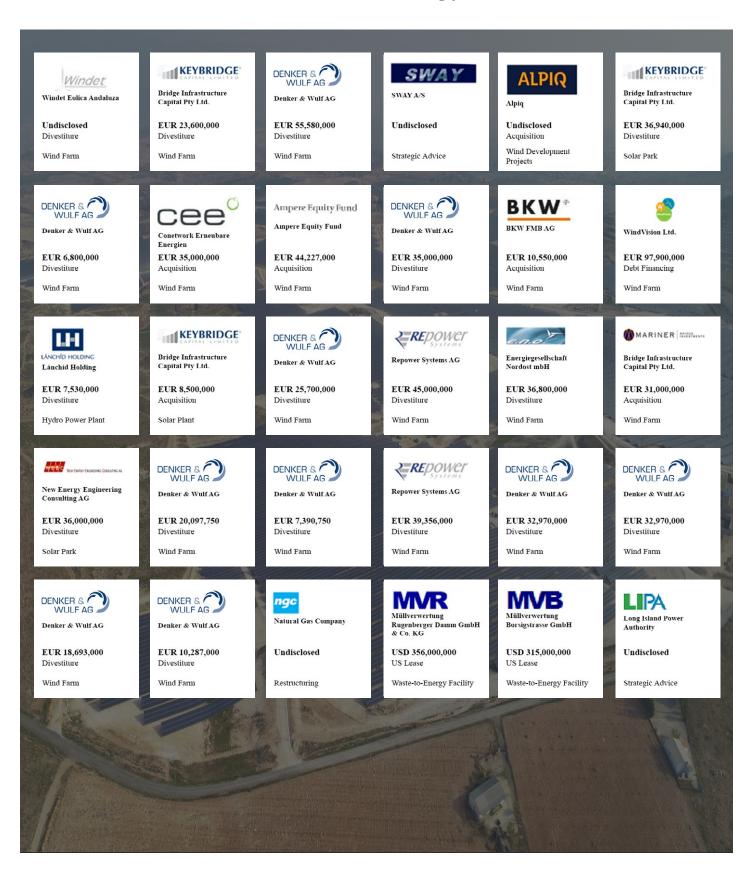


<sup>\*</sup>For transaction details, please visit www.globalcapitalfinance.com/our-experience/

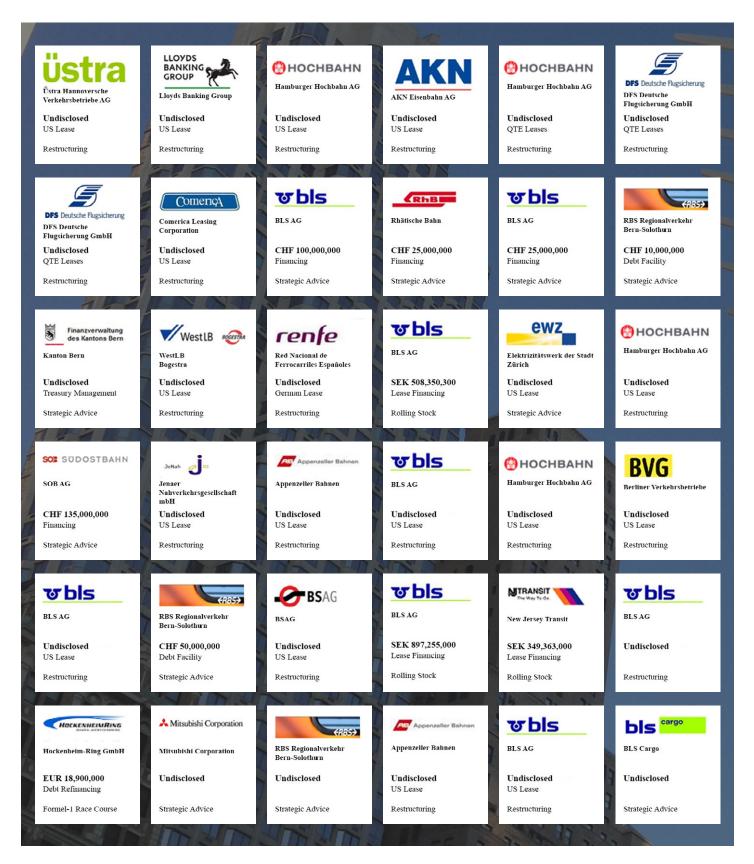
## Closed Transactions in the Energy Sector



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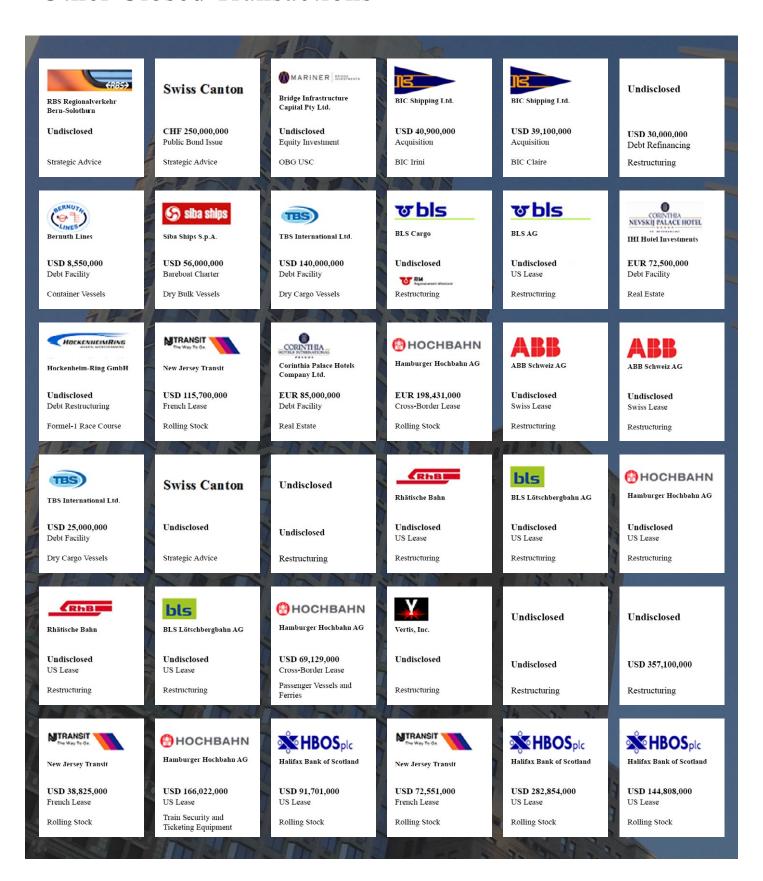


#### Other Closed Transactions\*

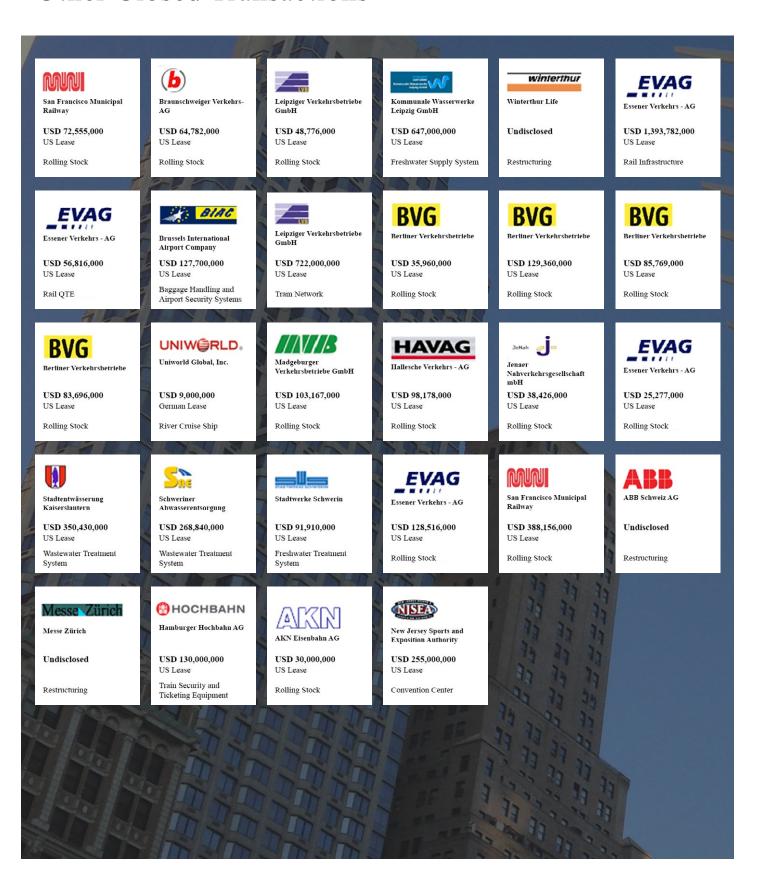


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### Other Closed Transactions



### Other Closed Transactions





#### **Main Offices**

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#### Representative Offices

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