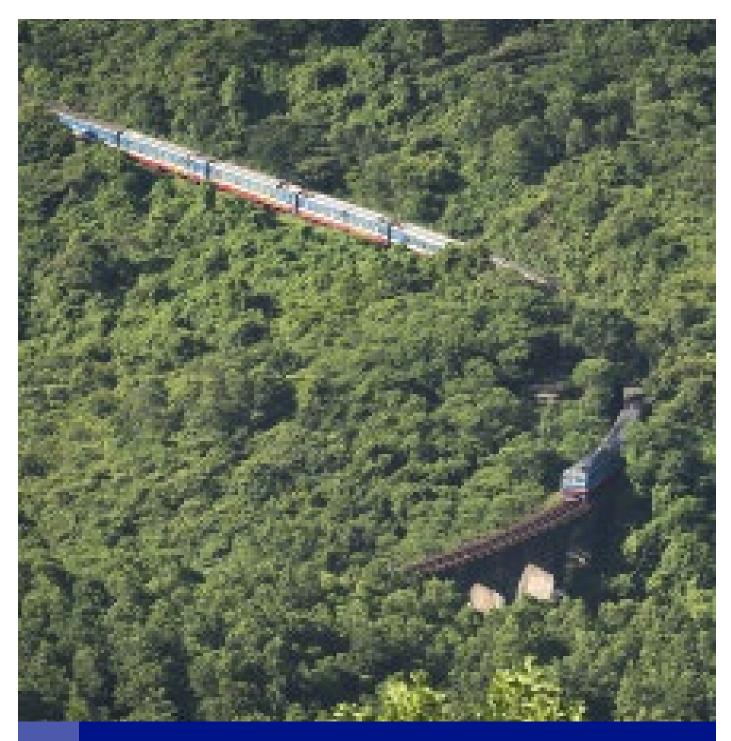
# **Global Capital Finance**

**REAL ASSETS**Corporate Profile





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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 and Hong Kong.

Offering a local presence, we bring 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, totalling 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 asset-based M&A transactions







# Field of Expertise: Real Assets

#### Origin of Expertise

Global Capital Finance has been built on the foundation of providing superior investment banking services to its clients globally as a financial advisor and arranger of structured leasing and mostly tax-oriented international asset-based transactions.

The firm's strategic focus is on M&A transactions for real assets encompassing transportation and energy, water, shipping, and real estate. Global Capital Finance will orchestrate the various aspects of any large, international asset-based transaction to ensure that all activities stay on schedule and that they are addressed at the appropriate time.

Global Capital Finance has closed numerous transactions over a variety of assets, investing substantial resources in developing new asset classes and new structures.

Asset Category	Total in USD
Land-Transportation	5,832,958,845
Energy	5,913,434,363
Water	1,358,180,000
Real Estate	449,619,200
Shipping	318,550,000
Total	13,872,742,408





#### Services Offered

The firm is superbly positioned to offer the following investment banking services for real assets:

- 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 for projects involving real assets
- Corporate debt financing for asset-based 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, 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.

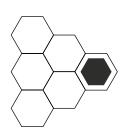


The firm is available for direct, face-to-face involvement in its advisory role (i) during all stages of a transaction and (ii) to assist its clients with their financing programs and overall approach to financing real assets.

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 and state-of-the art financial modeling capability. Today's structured products have developed into complex and highly specialized transactions, both in terms of optimizing the economics and negotiating the documents.

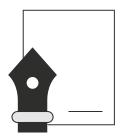
Among financial advisory firms, we have one of the most accomplished structuring teams in the industry.

<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. We have significant experience in guiding the asset appraisal process.



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

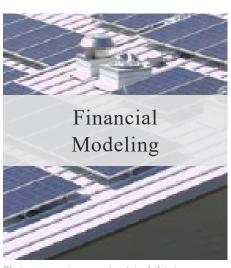
Senior professionals at Global Capital Finance have completed asset-based transactions for multinational corporations and governmental agencies on a global scale.

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 asset-based sector.









### Asset-Based M&A Transactions



















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, UK, 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
- 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, 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.

### Landmark Transactions

We have completed several landmark transactions in the various aforementioned sectors

#### Land-Transportation

Halifax Bank of Scotland, London, England, a leading financial institution in the UK, entered into US lease transactions for train sets operated by Virgin Rail on the Cross Country Line.

Global Capital Finance acted as exclusive financial advisor to Halifax Bank of Scotland.



Halifax Bank of Scotland

USD 519,363,000 US Leases

Rolling Stock

#### Water

Stadtentwässerung Kaiserslautern, Germany, a division of the City of Kaiserslautern managing the wastewater activities of the city, and Schweriner Abwasserentsorgung, Schwerin, Germany, a division of the City of Schwerin managing the wastewater activities of the city, entered into a US lease transaction for a wastewater treatment plant and a wastewater collection system.

Global Capital Finance acted as financial advisor to Stadtentwässerung Kaiserslautern and Schweriner Abwasserentsorgung .



Stadtentwässerung Kaiserslautern

USD 350,430,000 US Leases

Wastewater Treatment System



Schweriner Abwasserentsorgung

USD 268,840,000 US Leases

Wastewater Treatment System

### Landmark Transactions

#### Energy

Northleaf Capital Partners acquired a special purpose Spanish corporation holding the permits for a 493.65 MWp fixed tilt solar PV plant in Murcia, Spain, to be constructed under Spain's regulatory support scheme in line with the July 2017 Spanish auction award.

Global Capital Finance acted as exclusive financial advisor to Northleaf.



#### **Northleaf Capital Partners**

EUR 200,400,000 Debt Financing

Solar PV Plant

#### Real Estate

The New Jersey Sports and Exposition Authority ("NJSEA"), Jersey City, New Jersey, USA, an authority of the State of New Jersey entered into a US lease transaction for a 500,000 square feet convention center in Atlantic City.

Global Capital Finance acted as financial advisor to NJSEA.



New Jersey Sports and Exposition Authority

USD 255,000,000 US Leases

Convention Center

### Shipping

Global Capital Finance provided Mitsubishi Corporation, Japan's largest general trading company, with strategic advice in connection with an investment in container ships.

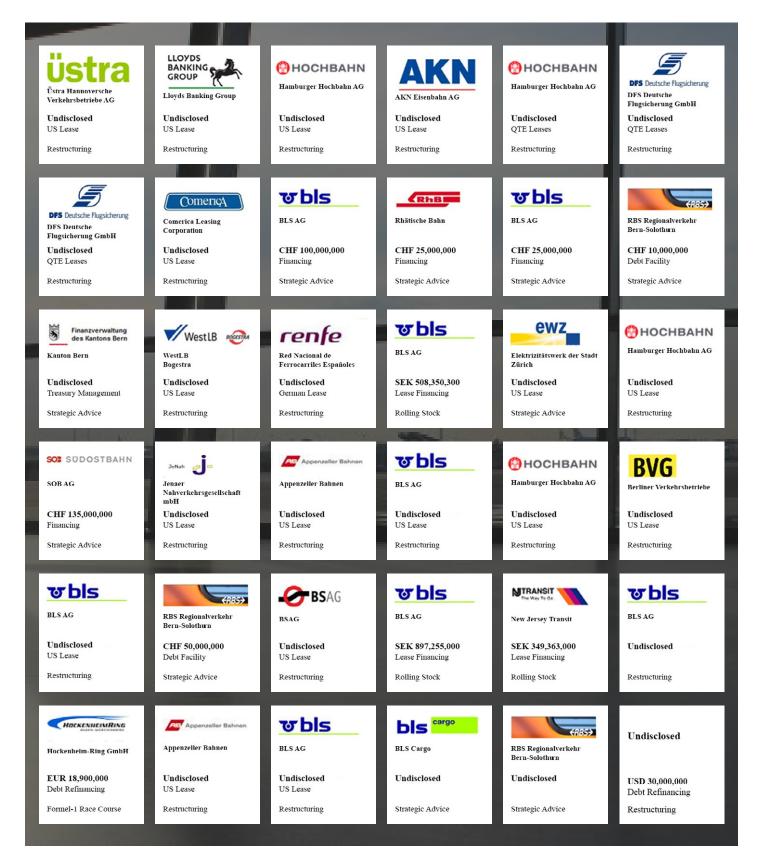


Mitsubishi Corporation

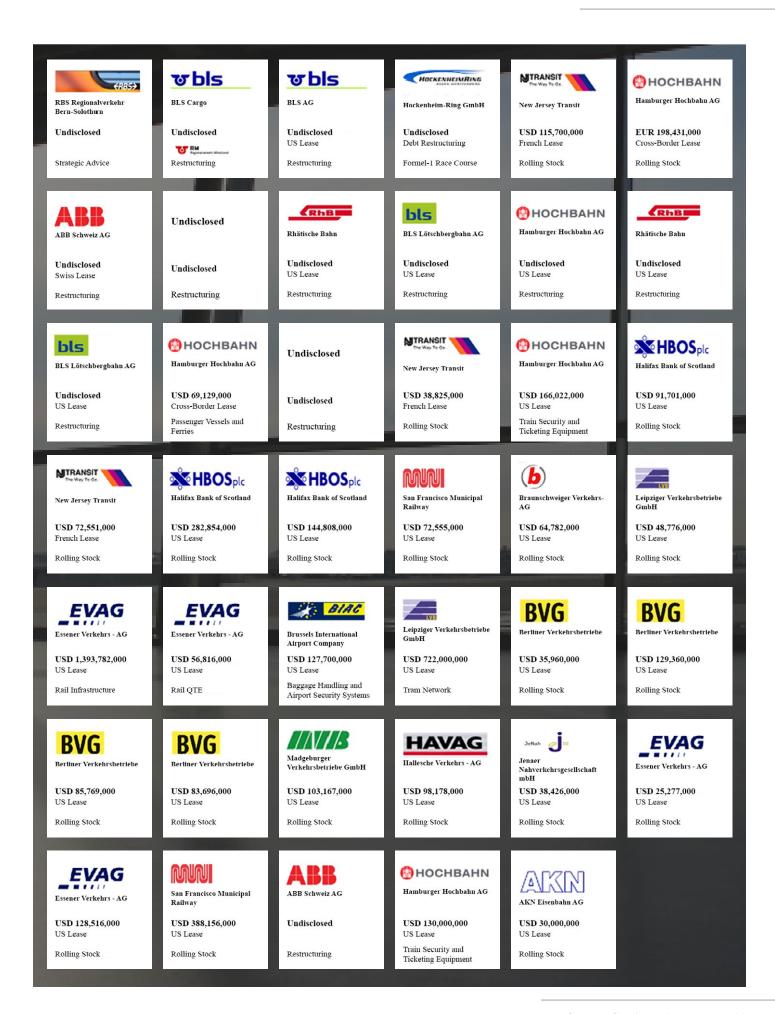
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Strategic Advice

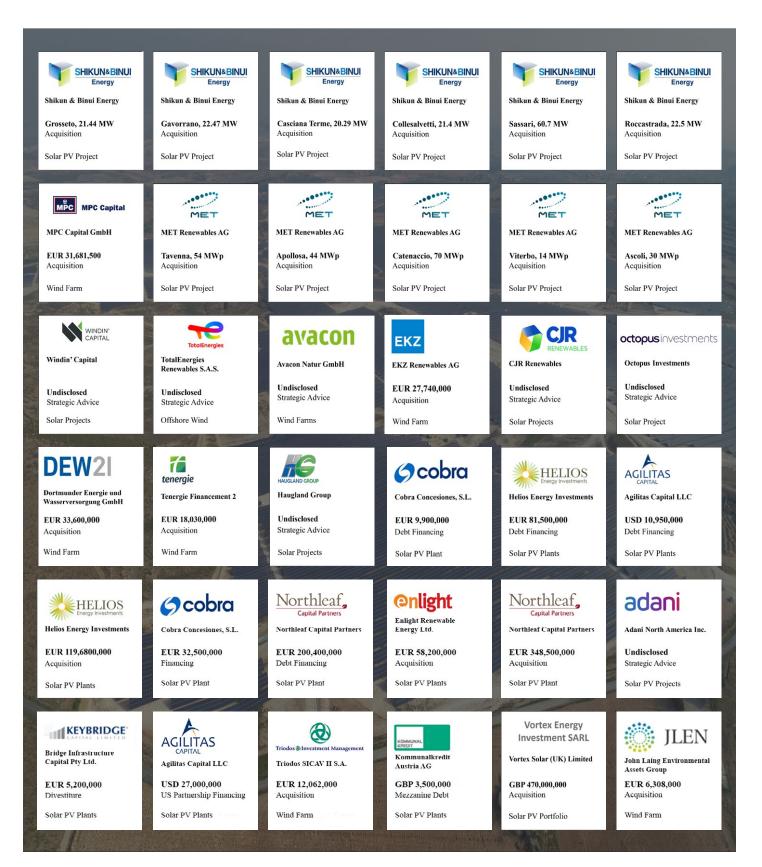
# Closed Transactions in Land-Transportation\*



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

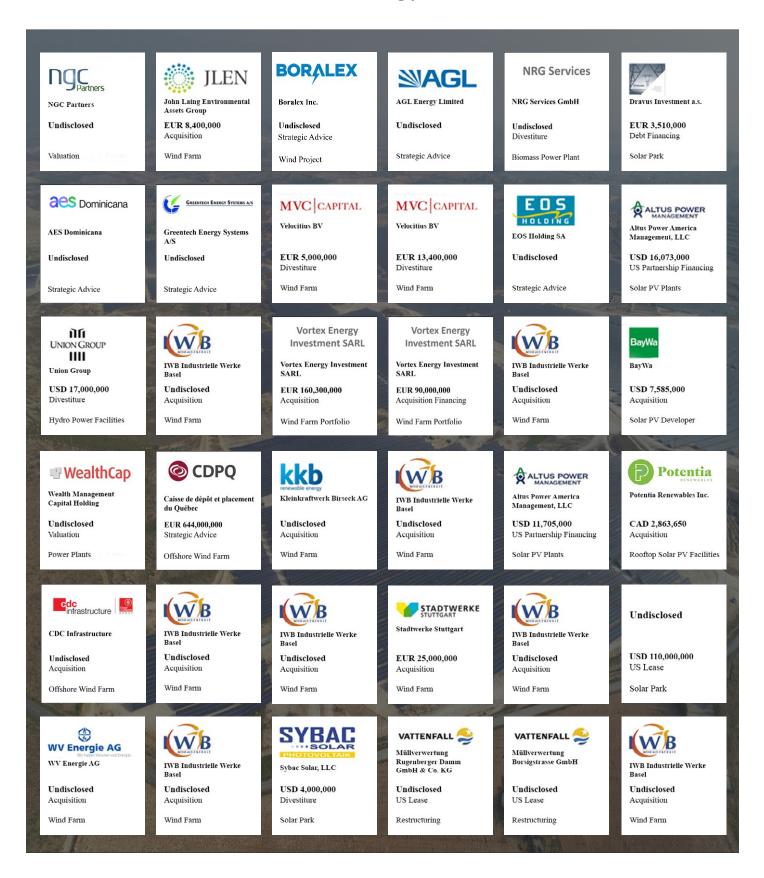


# Closed Transactions in Energy\*

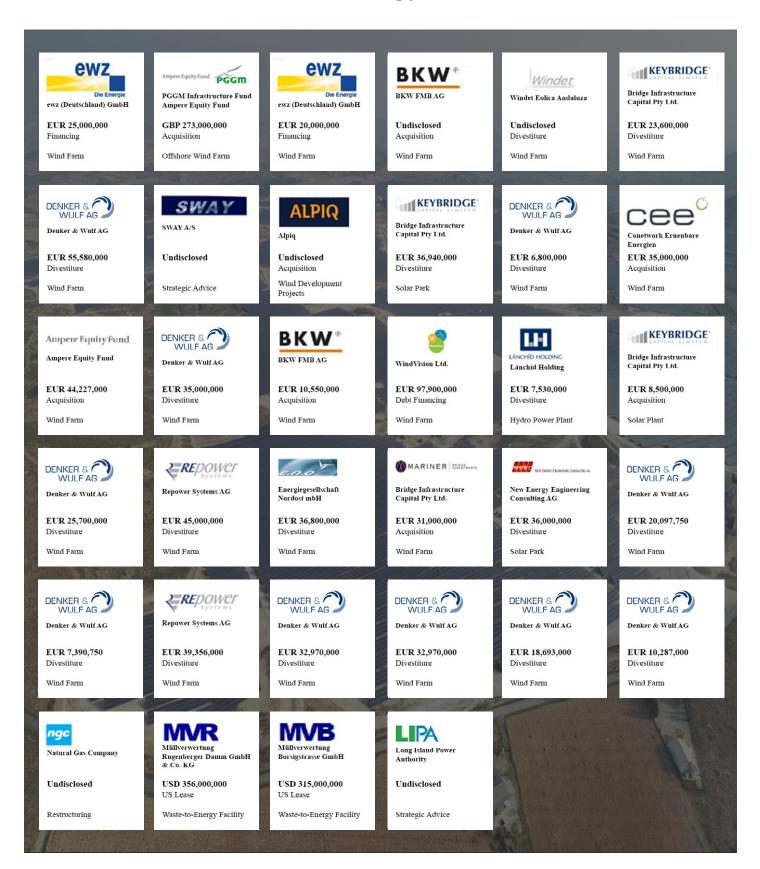


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# Closed Transactions in Energy



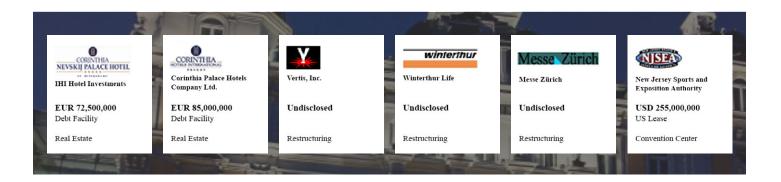
# Closed Transactions in Energy



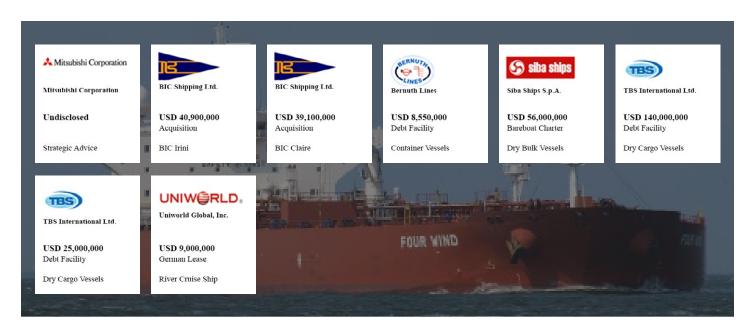
### Closed Transactions in the Water Sector\*



### Closed Transactions in Real Estate\*



# Closed Transactions in Shipping\*



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



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