

A decorative graphic consisting of a grid of white dots of varying sizes, arranged in a pattern that tapers to the right, positioned to the left of the main text.

Shared Knowledge
Brighter future

FALL ONLINE CONVENTION



EEC IG presentation:
Beyond the Covid-19

The EEC action plan in 2020

- **Setup of the new group** (members and focus): the EEC comprises 10 members (one position is open)
- **Focus on quality** (exchanges, interactions, deliveries)
- **Publishing of two sector reports** (one general, one special on a specific theme-underway)
- Monthly calls on-hold during lockdowns (no cross-border teams in action)
- Internal contacts and exchanges (looking for efficiency and effectiveness)

EEC industry group team

LEADERS



FRANCE
Giuseppe
Sangiovanni

+33 153 535 932
gsangiovanni@m-a-
worldwide.com

TEAM



GERMANY
Thomas
Funcke

+49 211 957 868 60
funcke@m-a-
worldwide.com



IRELAND
Jack
O'Keeffe

+35 386 252 857 2
jokeeffe@m-a-
worldwide.com



POLAND
Marcin
Dudarski

+48 713 699 550
mdudarski@m-a-
worldwide.com



NETHERLANDS
Léon Op De
Coul

+31 773 200 610
lodcoul@m-a-
worldwide.com



NORWAY
Lars
Saunes

+47 468 133 01
lsaunes@m-a-
worldwide.com



BRAZIL
Pedro
Shaw

+55 213 512 050 2
pshaw@m-a-
worldwide.com



NETHERLANDS
Kathelijn
Verkerk-Peerdan

+31 773 200 610
kypeerdan@m-a-
worldwide.com



CHINA
Sergio
Camarero

+86 187 213 434 02
scamarero@m-a-
worldwide.com

Reports: it's all about quality

- We consider the reports as the key deliverables and marketing elements of the IG
- Their primary function is to represent the quality of the IG in terms of **people, work, knowledge, professionalism**
- The quality is in the format and the contents: both are equally important (aesthetics principle: format reflects content)
- Reports require a lot of work and at the end of the day when finally they are published...
...nobody reads them!
- We print the reports (hard copies), and bring them to the meetings with clients, prospects, partners and counterparts(funds)

Reports: publishing challenges

- Drafting requires an important work of research and analysis of the available information on reliable sources
- It also requires gathering information from the other IG members on elements related to their country or experience
- A key challenge was the gathering of the M&A references: tombstones need to be standardized and made easily available
- Editing requires the crosscheck and support from someone having a good English proficiency
- Last but not least... publishing! The document must be adapted for publishing (layout issues, consistency, pictures...)

Our last general report

The low-carbon energy transition will get traction from the coronavirus crisis

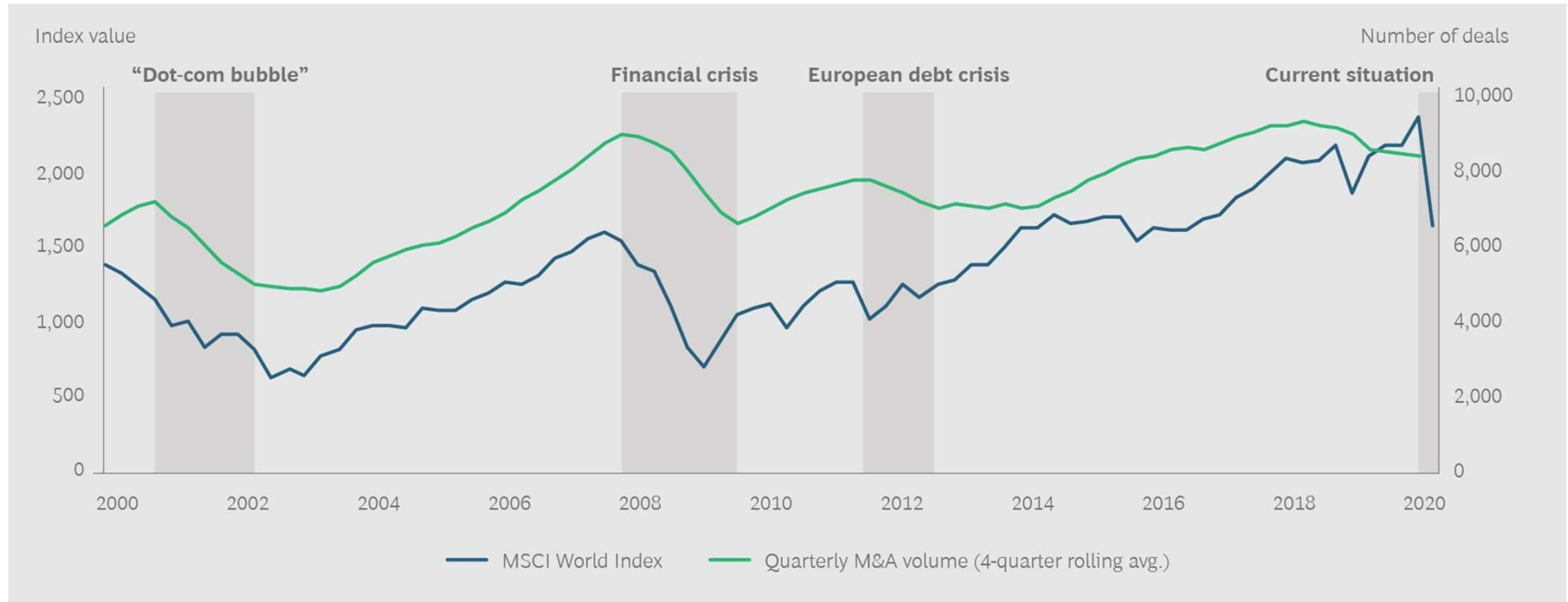
- **The coronavirus pandemic is the biggest shock the energy sector has seen since the Second World War**, and it could have a devastating impact on demand especially for coal, oil and gas, according to the International Energy Agency (IEA). Energy demand could plunge 6% this year, the largest in 70 years in percentage terms and the largest ever in absolute terms, equivalent to losing the entire energy demand of India.
- On Monday 20th of April 2020 for the first time in history the WTI crude price went negative closing at -\$37.63/bbl. The crash was primarily caused by the collapse of demand caused by the lock-down measures implemented around the world and high levels of storage utilisation in US.
- While the economic slowdown could delay investments and projects in renewables and clean technologies, in fact lockdown measures have been driving a major shift towards low-carbon sources of electricity including wind, solar PV, hydropower and nuclear.
- Scope deals will gain momentum vs scale deals in the context of the low-carbon energy transition in particular among oil & gas market players.

Opinion

- The animal source of viruses as Covid-19 raise **major questions on the role played by interactions between humans and the environment**: growing consensus climate change consequences increased the probability for the SARS-CoV-2 to infect humans and potentially for other viruses to trigger new pandemics
- This argument in favour of the environmental cause adds to the plenty of others accumulated to date
- A major implication of the crisis will be the **acceleration of the investments, financing and dealmaking in the direction of the low carbon energy transition**
- **M&A: shifting from deals based on scale economics rationales (scale deals) to deals based on scope orientation**. This was already visible before the Covid-19 from the disruption of old business models and the need for new faster-growing business
- Covid-19 had a **dramatic downward impact on energy demand** and temporarily on CO2 emissions. During 1Q20 it pushed down global energy demand by 3.8% vs 1Q19 and it could lead to a 6% drop of the annual energy demand
- In this situation energy market players are being hit twice, first by lower demand for their products, including oil, gas, coal and electricity, and again by lower prices of these products

Global M&A and capital markets

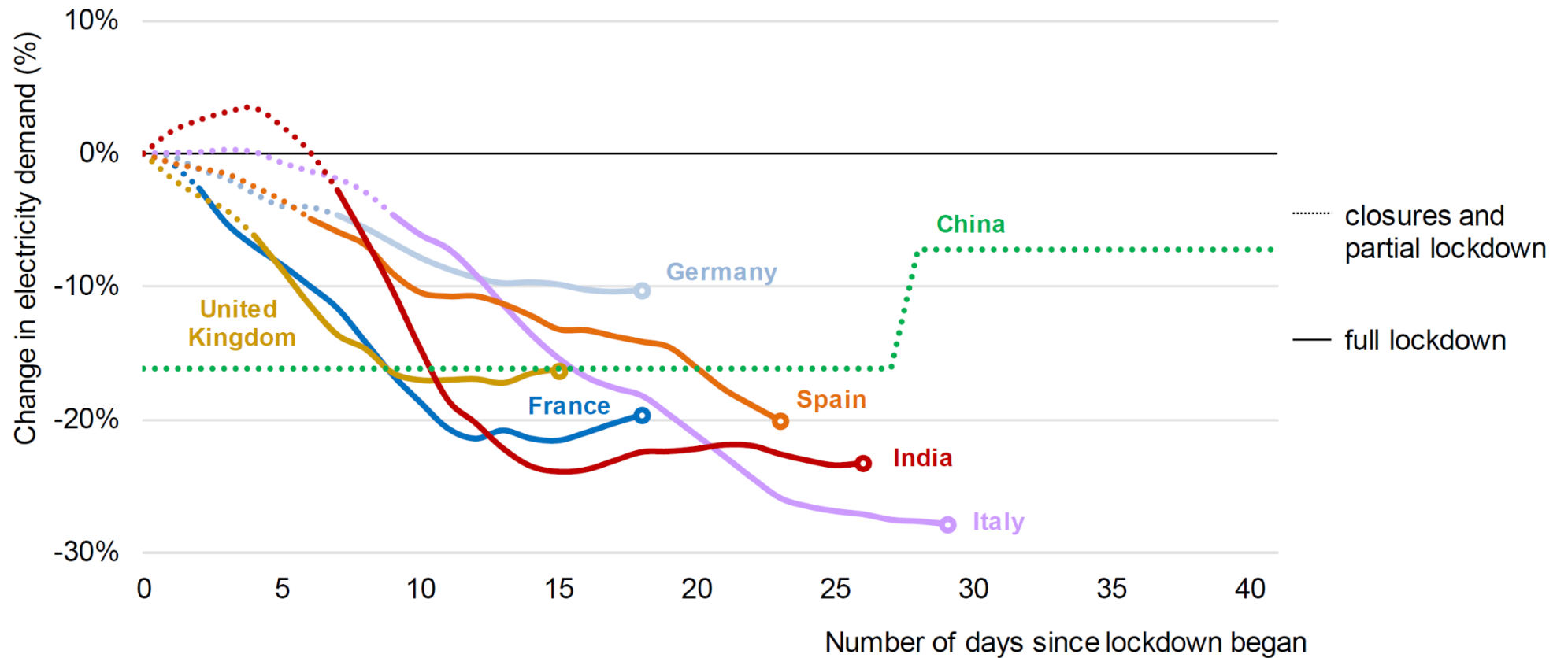
Global M&A activity closely follows capital markets



A total of 600,606 M&A transactions comprising pending, partly completed, completed unconditional, and withdrawn majority deals announced between 2000 and 2019

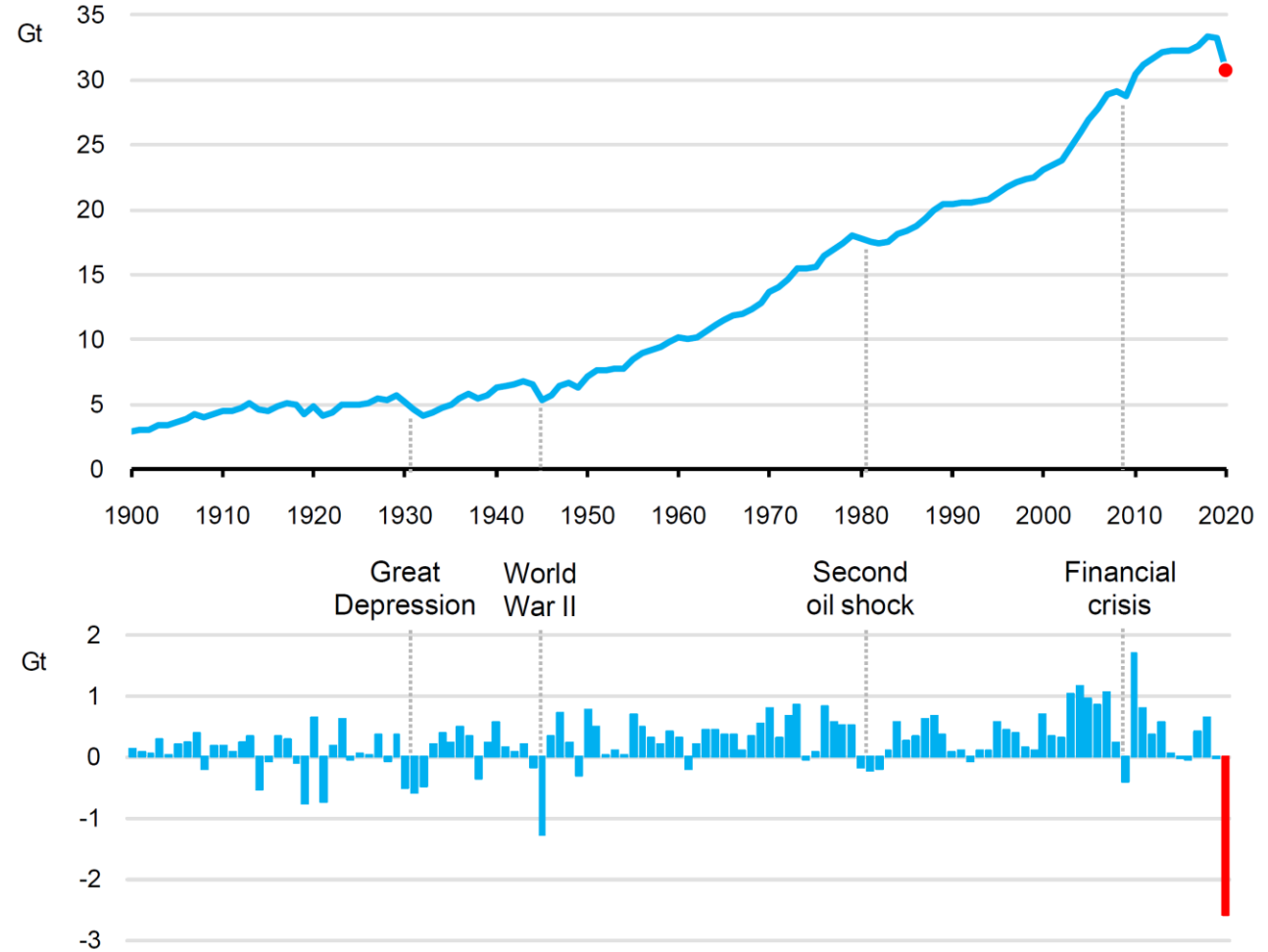
Impact of lockdowns on electricity demand

Reductions of electricity demand after implementing lockdown measures in selected regions, weather corrected



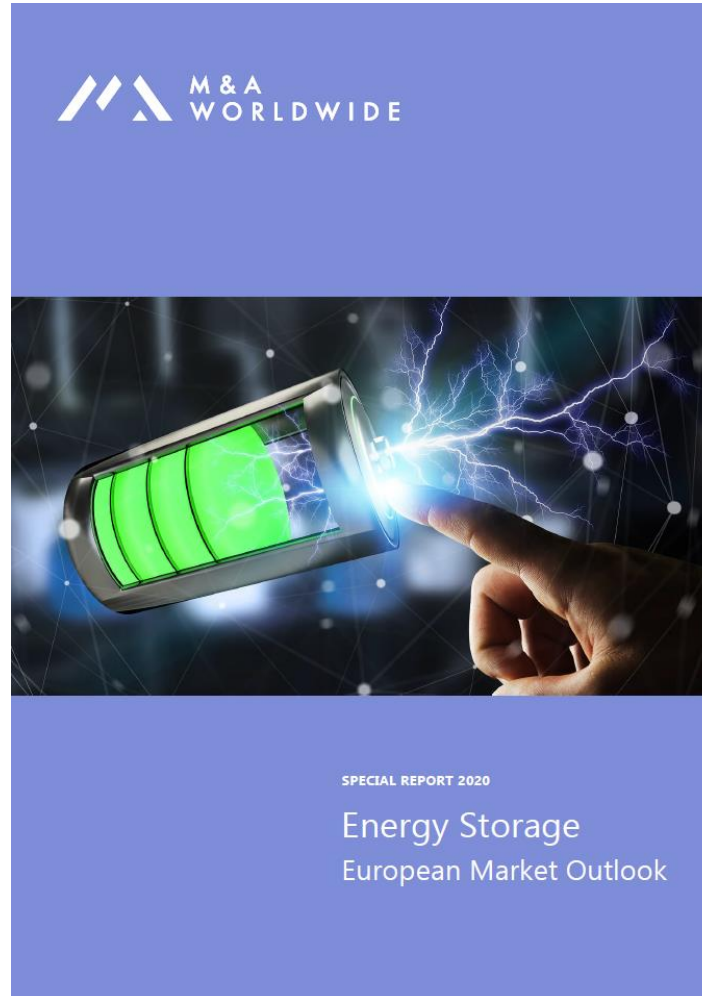
Climate change

**Global energy-related CO2
emissions
and annual change
1900-2020**



Forthcoming report

Energy Storage



Read our Reports!



Thank you

Annexes

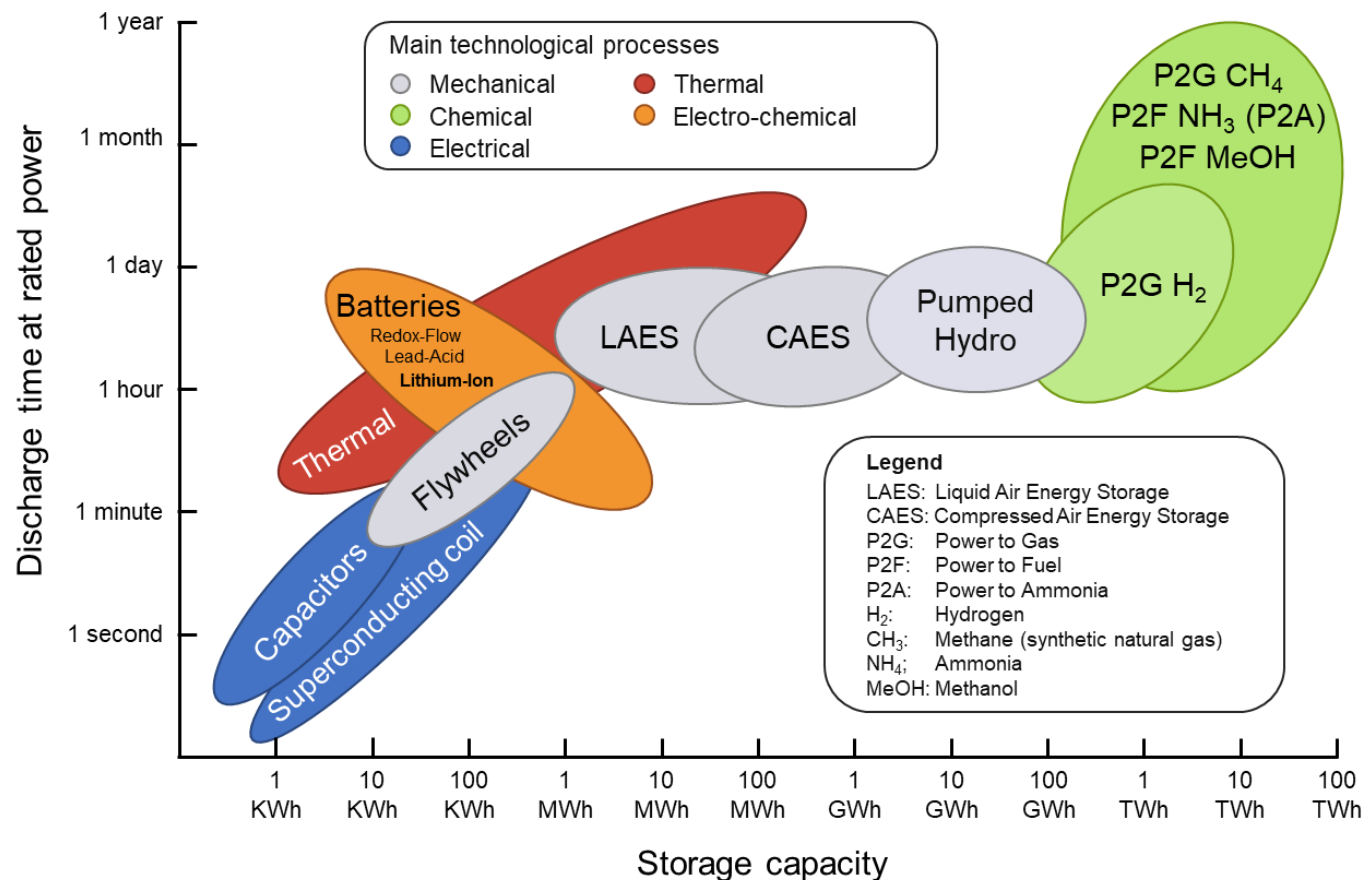
Tombstones

<p>VS Rubber</p> <p>Rubber recycling Netherlands Has acquired</p> <p>EBO</p> <p>Recycling Netherlands</p> <p>BUY SIDE</p> <p>MSA WORLDWIDE</p>	<p>NIBE</p> <p>Energy efficiency Netherlands Has been acquired by</p> <p>NATHAN</p> <p>Metal Supply & Recycling Netherlands</p> <p>SELL SIDE</p> <p>MSA WORLDWIDE</p>	<p>TRADENER</p> <p>Electricity production and trading Brazil Has acquired</p> <p>PCH Rondinha</p> <p>Hydroelectric power plant Brazil</p> <p>BUY SIDE</p> <p>MSA WORLDWIDE</p>	<p>raizen</p> <p>Fuel procurement and distribution Argentina Has been acquired by</p> <p>Italgas</p> <p>Gas distribution Italy</p> <p>SELL SIDE</p> <p>MSA WORLDWIDE</p>
<p>OKEA</p> <p>Oil & Gas exploration/development Norway Has acquired</p> <p>Shell</p> <p>Interests in Draugen and Gjøa fields Norway</p> <p>BUY SIDE</p> <p>MSA WORLDWIDE</p>	<p>San Antonio</p> <p>Oil & Gas services Argentina Has been acquired by</p> <p>LONE STAR FUNDS</p> <p>Investment fund International</p> <p>SELL SIDE</p> <p>MSA WORLDWIDE</p>	<p>PINET</p> <p>Cleantech hinges for the industry France Has been sold in a</p> <p>MBI TRANSACTION (G. Bataille, Picardie Investissement)</p> <p>Industrial components France</p> <p>SELL SIDE</p> <p>MSA WORLDWIDE</p>	<p>MPH energie</p> <p>Energy distribution services France Has acquired</p> <p>MESTROLE</p> <p>Legal and industrial metrology France</p> <p>BUY SIDE</p> <p>MSA WORLDWIDE</p>
<p>Adonis</p> <p>Oil and gas recycling France Has been acquired by</p> <p>VEOLIA</p> <p>Environmental services company France</p> <p>SELL SIDE</p> <p>MSA WORLDWIDE</p>	<p>GUNKUL</p> <p>IPP /EPC solar and wind Thailand Has acquired</p> <p>SolarSK</p> <p>60 MWp solar farm Vietnam</p> <p>BUY SIDE</p> <p>MSA WORLDWIDE</p>	<p>BRG</p> <p>Waste management Luxembourg Has acquired</p> <p>BRG</p> <p>Recycling Germany</p> <p>BUY SIDE</p> <p>MSA WORLDWIDE</p>	<p>FRÖHLICH + WALTER</p> <p>Computer components Germany Has been acquired by</p> <p>CUC</p> <p>CUC - Cabiage Universel Connexion SAS Wiring, Networking, and IT Products France</p> <p>SELL SIDE</p> <p>MSA WORLDWIDE</p>
<p>BEECHBROOK capital</p> <p>Investment fund Ireland Has provided debt facility to</p> <p>BHSL Hydro Creating Value from Waste</p> <p>CHP from biomass producer Ireland</p> <p>DEBT ADVISORY</p> <p>MSA WORLDWIDE</p>	<p>Doppstadt</p> <p>Environmental technology Germany Has acquired</p> <p>ZEMMLER</p> <p>Trommel screening machines Germany</p> <p>BUY SIDE</p> <p>MSA WORLDWIDE</p>	<p>BGE SOLUTION</p> <p>Conglomerate, IPP renewables Thailand Has acquired</p> <p>PKS</p> <p>100 MWp solar farm Vietnam</p> <p>BUY SIDE</p> <p>MSA WORLDWIDE</p>	<p>ACEnergy An Ayala Company</p> <p>IPP renewables Philippines Has acquired (50%)</p> <p>ami</p> <p>80 MWp solar farm Vietnam</p> <p>BUY SIDE</p> <p>MSA WORLDWIDE</p>

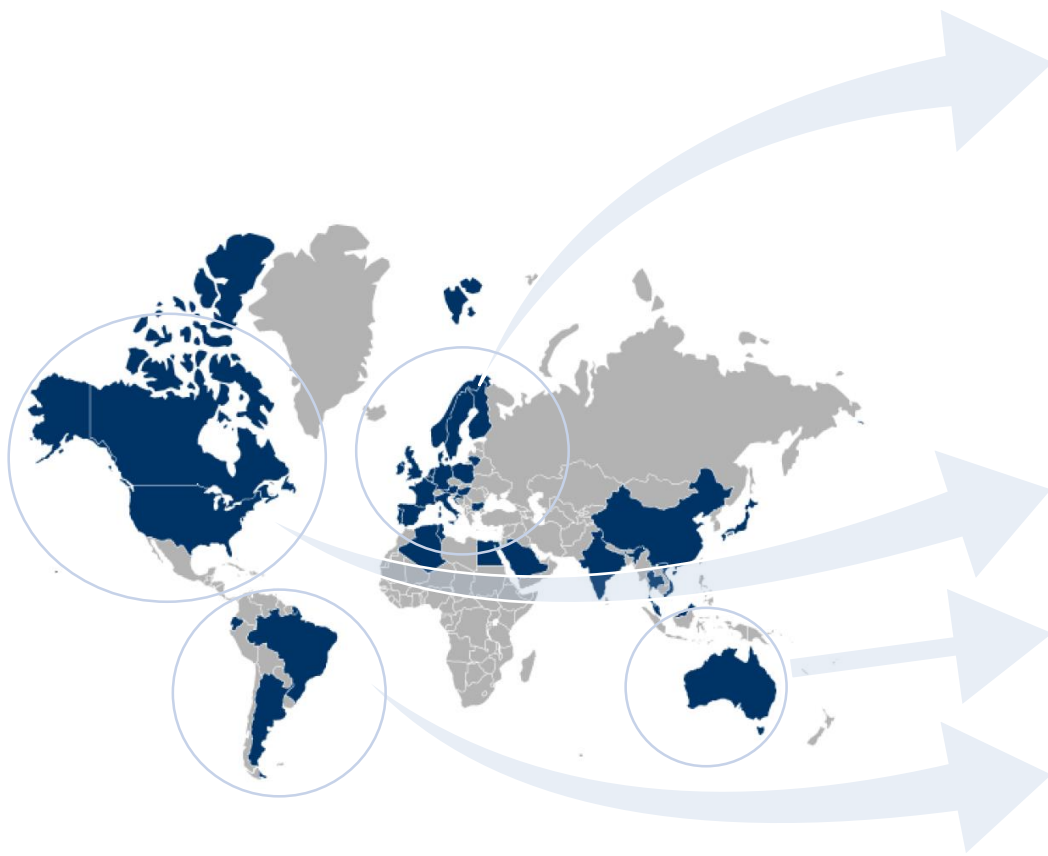


<p>Amsterdam/ Netherlands April 2020</p> <p>VS Rubber</p> <p>Has acquired</p> <p>EBO</p> <p>Buy side</p>	<p>Paris/ France Feb. 2020</p> <p>NIBE</p> <p>Has acquired</p> <p>Nathan</p> <p>Sell side</p>	<p>Buenos Aires/ Argentina Jan. 2020</p> <p>Raizen</p> <p>Has been acquired</p> <p>Italgas</p> <p>Sell side</p>
<p>Paris/ France June 2019</p> <p>Groupe Pinet</p> <p>Has been sold in a</p> <p>MBI Transaction (G. Bataille, Picardie Investissements)</p> <p>Sell side</p>	<p>Buenos Aires/ Argentina Dec. 2018</p> <p>San Antonio</p> <p>Has been acquired by</p> <p>Lone Star Funds</p> <p>Sell side</p>	<p>Dublin/ Ireland Dec. 2018</p> <p>Beechbrook Capital</p> <p>Has provided debt facility to</p> <p>BHSL Hydro</p> <p>Debt advisory</p>
<p>Makati/ Philippines Oct. 2018</p> <p>AC Energy</p> <p>Has acquired (50%)</p> <p>AMI</p> <p>Buy side</p>	<p>Paris/ France Sept. 2018</p> <p>MPH Energie</p> <p>Has acquired</p> <p>Menao</p> <p>Buy side</p>	<p>Paris/ France Sept. 2018</p> <p>MPH Energie</p> <p>Has acquired</p> <p>Metra</p> <p>Buy side</p>

Energy storage technologies



M&A Worldwide



Some of the members of M&A WORLDWIDE:

- Germany
Spain
France
United Kingdom
Hungary
Italy
Poland
Czechia
...
ACTIVE M&A Experts GmbH
ARS Corporate Finance
LINKERS Fusions & Acquisitions
Rickitt & Mitchell
International Mergers & Acquisitions
Bridge Kennedy International
JP Weber.
Sauter Rentsch
- Canada
United States
Robbinex Inc.
Focus Investment Banking
- Australia
India
Singapore
...
Johnsons Corporate Pty Ltd.
CCA
SCS Global Holdings Pte Ltd
- Argentina
Brazil
...
Finanzas & Gestion
Cypress Associates do Brasil