



# Nomura Sustainability Day 2022

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# A Specialist ESG Investment Bank

**NOMURA**

- Nomura Greentech is the leading M&A and strategic advisor in sustainable technology and infrastructure, with deep expertise and longstanding senior executive relationships

## Who We Are

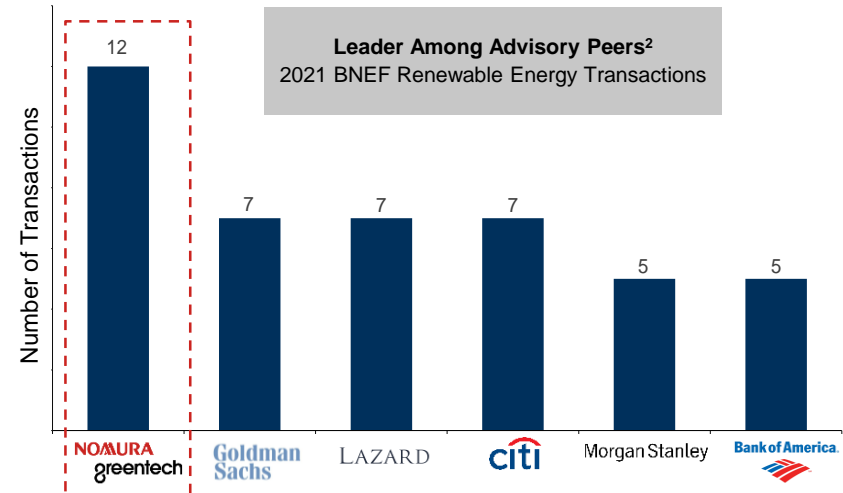
<b>NOMURA</b> greentech	<b>230+</b> Completed Transactions
Year Founded <b>2009</b> <sup>1</sup>	<b>\$133+bn</b> M&A Transactions
# of Sectors <b>11</b>	<b>\$11+bn</b> Capital Raised
# of Global MDs <b>23</b>	<b>220+ GW</b> Renewable Energy Transactions
# of Bankers <b>150</b>	

Global Footprint

Equity Capital Markets and Financing Capabilities

Solutions Expertise

## Where We Stand



Deep Domain Expertise

Leading Advisory Practice

Connected to Innovators, Incumbents and Investors

Unique Connectivity and Benefits of the Nomura Greentech Platform

1. The year Greentech Capital Advisors was founded; 2. Source: 2021 Bloomberg New Energy Finance Clean Energy League Tables.

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**“We built this economy over the past 200 years. We're going to have to radically change it over the next 30”**

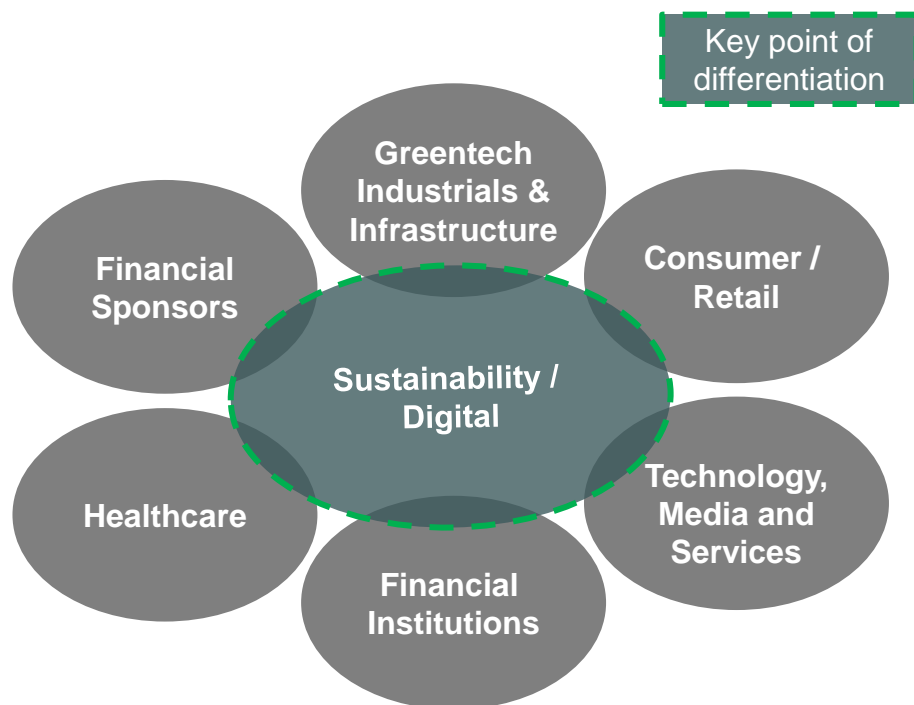
***McKinsey Sustainability***

# Sustainability in Context of Wider IB Strategy: Global IB Strategic Step Change Plan

- Position Nomura as an expert global M&A Advisor in areas where we have a right to win with CFS<sup>1</sup> upside
- Focus on building scale and globalizing differentiated content in key focus areas – Sustainability & Digital

## Focus the Platform on a Clear Point of Differentiation

*“The Future is Green, The Future is Digital”*

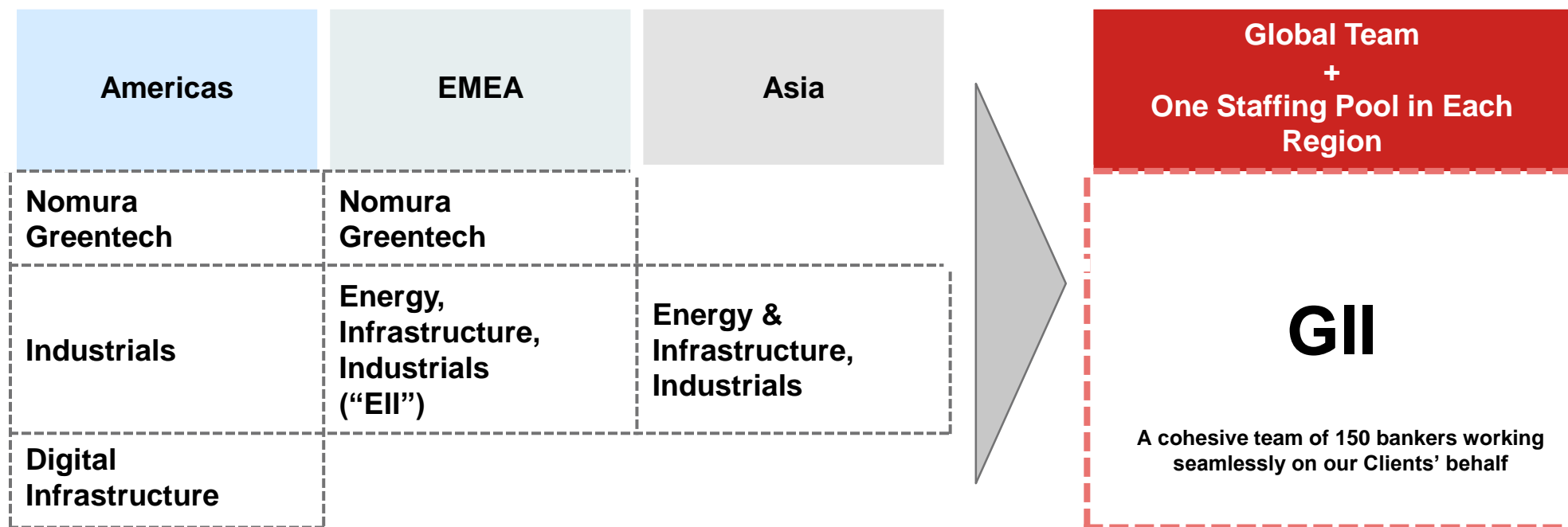


## Key Principles

- Focus on sectors ♦ witnessing disruptive change & fee pool growth (**ESG/Sustainability, Fintech/Digital**); ♦ where industry expertise is valued & limited B/S needs; ♦ with global client opportunities
- **Differentiated content** to offer superior global insights into the future of our Clients' industries
- Essential to **create depth and MD talent density** around select sectors where we have a right to win
- **Content led with complementary CFS<sup>1</sup> strategy** to fully monetise C-suite dialogue across Nomura's product set
- Enable **global connectivity & collaboration**, particularly with Japan to further differentiate from boutique IBs
- Embed a new and **transparent operating rhythm to force proactive management** of performing and underperforming Bankers. Bankers benchmarked against Clients, Content and Culture

# Greentech Industrials and Infrastructure (“GII”)

- To deepen and extend our focus on sustainable technology and infrastructure across both sectors and geographies, we have created a Global Greentech Industrials and Infrastructure team (“GII”) with dedicated senior leadership across Americas, EMEA and Asia



**Together we will drive more value for Clients and help them accelerate the necessary transition**

# Value of GII Group Franchise

- Targeting truly global franchises gives us the ability to scale-up, drive sustainable profitability and reduce risks
- GII is one of the key drivers to grow and strengthen Sustainable capabilities and attain leadership in the growing space

## Benefits of a Global Franchise Approach

✓ Ability to scale globally



✓ Strong brand recognition with clear competitive edge

✓ Globally consistent Client approach

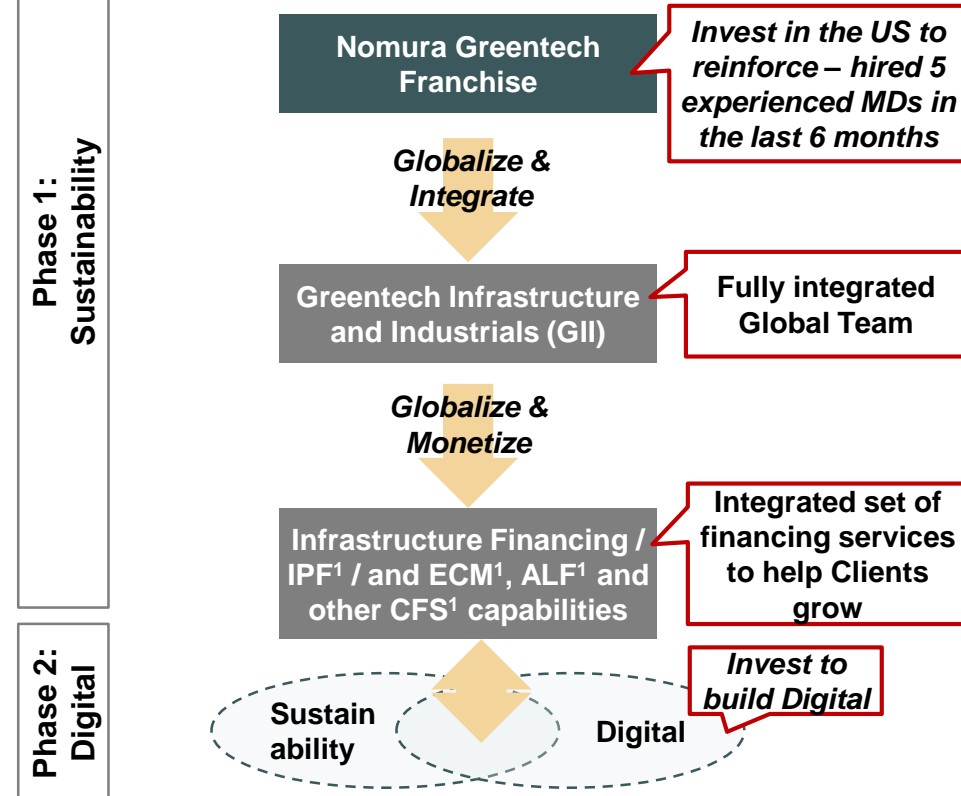
✓ Talent density & ability to attract and retain talent

✓ Better risk management and transparency

✓ Sustainable profitability and culture

## Focus on Building Truly Global GII Franchise

**Position Nomura as the expert across Sustainability & Digital:** focus on full monetization across products to build scale and a true global franchise



1. IPF: Infrastructure & Power Financing; ECM: Equity Capital Markets; ALF: Acquisition and Leveraged Finance; CFS: Client Financing & Solutions



# Focused on Sustainable Tech and Infra in Energy, Transportation, Materials, Food, Water and Waste

**NOMURA**



## Advanced Materials and Chemicals

Battery Materials  
Bio-ingredients  
Catalysts

Chemicals Distribution /  
Traceability  
Global Chemicals



## Advanced Transportation

EV / AV Value Chain  
EV Battery  
Mobility Services  
OEM / Suppliers

Software  
Logistics / Fleet  
Management



## AgTech and Sustainable Food

AgTech Infra /  
Downstream  
Bioscience

Enabling Technologies  
Food Innovators  
Seeds



## Building and Sustainable Products

Building Products and  
Materials  
Engineered Products  
Filtration

HVAC  
Specialty Distribution  
Sustainable and Innovative  
Packaging



## Digital Infrastructure

Data Centers  
Fiber

Towers



## Energy and Industrial Technology and Services

Demand Management  
E&C / Energy Services  
Grid Communications

Industrial Technology  
Power Electronics  
Sensors / Controls



## Low Carbon Infrastructure

Biomass  
Carbon Capture  
Energy Storage  
Green Hydrogen

Low Carbon Fuels  
Smart Infrastructure  
Solar & Wind  
Utilities & IPPs



## NextGen Ocean & Air Transportation

Alternative Propulsion  
LNG Infrastructure  
Offshore Wind Services

Sustainable Fuels  
Urban Air Mobility



## Renewable Energy Value Chain

Battery Technology  
Green Finance  
O&M, EPC Services

Solar, Wind, Hydrogen  
Equipment



## Water Infra / Environmental Services & Technologies

Construction  
Engineering  
HVAC / Air Filtration  
Pollution Control  
Recycling

Smart Water  
Solid Waste Management  
Specialty Waste  
Technical Services  
Water Infrastructure



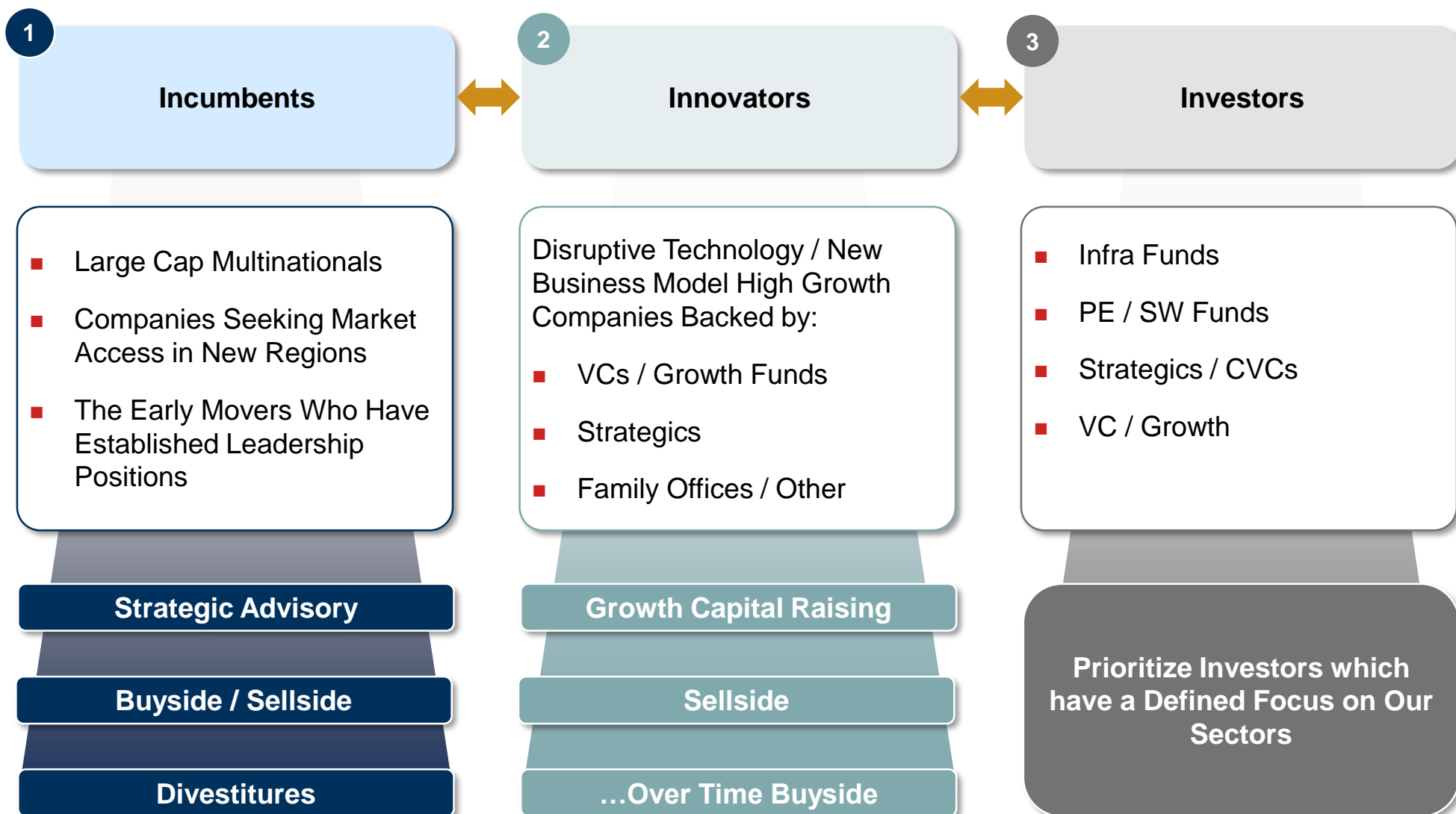
## Water Technology and Equipment

Flow Control  
Pool and Spa

Water Treatment

# How We Create Value for Clients

## “3 I’s” – We Have a Synergistic Relationship Network





# Select Recent Transactions

## Kronos Solar

Exclusive financial advisor on its 70% stake sale to



€ 250,000,000

Pending



Financial advisor on its €250m Series-D capital Raise from



€ 250,000,000

September 2022



Advisor on its £200m investment from



£200,000,000

August 2022



Exclusive financial advisor on its sale to



Undisclosed

August 2022



Financial advisor to Infravia and Eurazeo on the sale to



€2,500,000,000

July 2022



Exclusive financial advisor on its €300m capital raise from



€1,500,000,000(post-money EqV)

June 2022



Joint placement agent on its equity capital raise from



PORSCHE



\$400,000,000

May 2022



Exclusive financial advisor on its sale to



Undisclosed

April 2022



Exclusive financial advisor on its equity capital raise from



€200,000,000

March 2022



Financial advisor on its acquisition of



\$695,000,000

February 2022



On its sale to



\$650,000,000

January 2022



Exclusive financial advisor on its sale of a 900 MW<sub>AC</sub> pipeline of utility-scale solar projects to

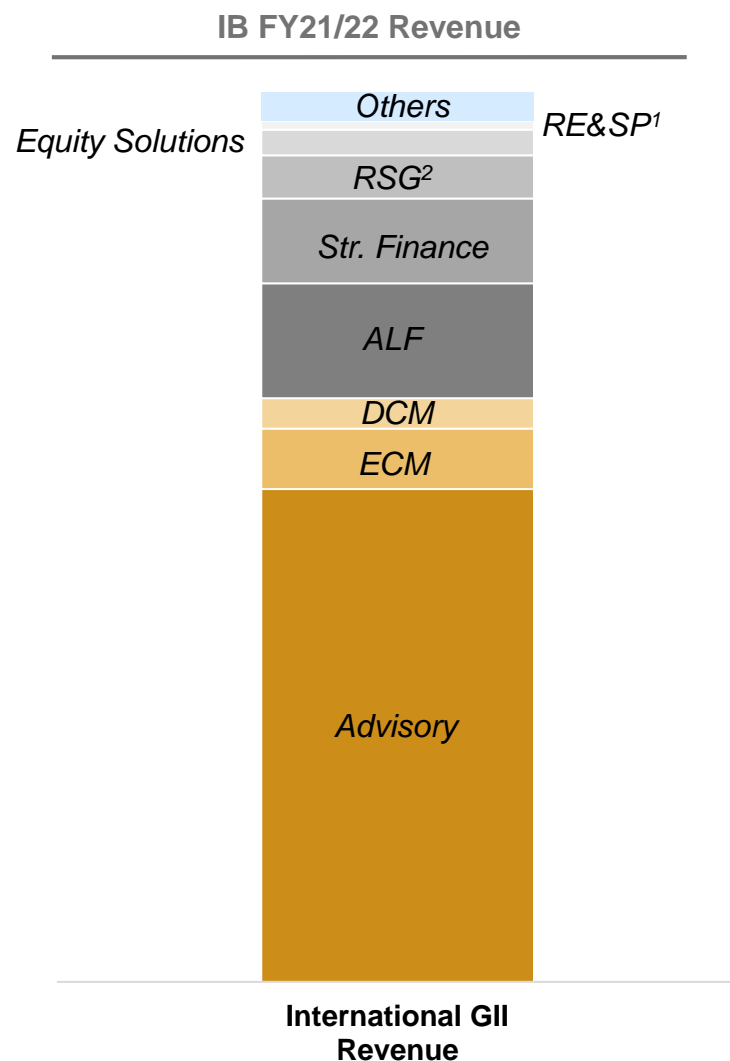


Undisclosed

December 2021

# Significant GII Group Contribution to the IB Franchise

- GII market fee pool has grown +23% YoY (+67% in M&A), with strong outlook supported by the Sustainability megatrend



<u>GII Global Fee Pool³ (\$bn)</u>			
	25.4	+23%	31.4
ALF	6.6	+33%	8.7
DCM	5.2	(19)%	4.2
ECM	6.2	(4)%	6.0
M&A	7.4	+67%	12.4
	FY 20/21		FY 21/22

- The impact of climate change, the rapid transition towards decarbonization and resource efficiency creates the Sustainability Megatrend
- Investments and funding required for decarbonization will require 5-8x increase in the annual funding amount by 2030⁴



Even the things we cannot do alone can be achieved  
when we work together towards a common goal.

By combining our expertise and that of our partners,  
we aim to accelerate the drive towards a sustainable world and  
help create an affluent society for all.

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