Nomura Sustainability Day 2022

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Nomura Securities International, Inc.

October 6, 2022
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

- **Year Founded**: 2009
- **# of Sectors**: 11
- **# of Global MDs**: 23
- **# of Bankers**: 150

230+ Completed Transactions

$133+bn M&A Transactions

$11+bn Capital Raised

220+ GW Renewable Energy Transactions

Where We Stand

**Leader Among Advisory Peers**

2021 BNEF Renewable Energy Transactions

Global Footprint

Equity Capital Markets and Financing Capabilities

Solutions Expertise

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
Position Nomura as an expert global M&A Advisor in areas where we have a right to win with CFS1 upside
Focus on building scale and globalizing differentiated content in key focus areas – Sustainability & Digital

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

**Focus the Platform on a Clear Point of Differentiation**

- **Greentech Industrials & Infrastructure**
- **Financial Institutions**
- **Healthcare**
- **Consumer / Retail**
- **Technology, Media and Services**

**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 CFS1 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

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1. **CFS**: Client Financing & Solutions
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.

A cohesive team of 150 bankers working seamlessly on our Clients' behalf.

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

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

   - Nomura Greentech Franchise
   - Invest in the US to reinforce – hired 5 experienced MDs in the last 6 months
   - Fully integrated Global Team

   - Greentech Infrastructure and Industrials (GII)
   - Globalize & Integrate
   - Integrated set of financing services to help Clients grow

   - Infrastructure Financing / IPF¹ / and ECM¹, ALF¹ and other CFS¹ capabilities
   - Globalize & Monetize

   - Sustain ability
   - Digital

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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

Advanced Materials and Chemicals
- Battery Materials
- Bio-ingredients
- Catalysts
- Chemicals Distribution / Traceability
- Global Chemicals

Advanced Transportation
- EV / AV Value Chain
- 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

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

Energy and Industrial Technology and Services
- Demand Management
- E&C / Energy Services
- Grid Communications
- Industrial Technology
- Power Electronics
- Sensors / Controls

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

1. Incumbents
   - Large Cap Multinationals
   - Companies Seeking Market Access in New Regions
   - The Early Movers Who Have Established Leadership Positions

2. Innovators
   - Disruptive Technology / New Business Model
   - High Growth Companies Backed by:
     - VCs / Growth Funds
     - Strategics
     - Family Offices / Other

3. Investors
   - Infra Funds
   - PE / SW Funds
   - Strategics / CVCs
   - VC / Growth

Prioritize Investors which have a Defined Focus on Our Sectors
## Select Recent Transactions

**Kronos Solar**
- Exclusive financial advisor on its 70% stake sale to edp Renewables
  - €250,000,000
  - Pending

**Inovafeed**
- Financial advisor on its €250m Series-D capital Raise from
  - €250,000,000
  - September 2022

**Gridserve**
- Advisor on its £200m investment from
  - £200,000,000
  - August 2022

**CEA**
- Exclusive financial advisor on its sale to Intertek Group
  - Undisclosed
  - August 2022

**REDEN Solar**
- Financial advisor to Infravia and Eurazeo on the sale to Green Investment Group MEAG
  - €2,500,000,000
  - July 2022

**NWStorm**
- Exclusive financial advisor on its €300m capital raise from
  - €1,500,000,000 (post-money EqV)
  - June 2022

**GROUP14**
- Joint placement agent on its equity capital raise from
  - $405,000,000
  - May 2022

**Miratech**
- Exclusive financial advisor on its sale to BP Energy Partners
  - Undisclosed
  - April 2022

**Hy2gen AG**
- Exclusive financial advisor on its equity capital raise from
  - €200,000,000
  - March 2022

**Stem**
- Financial advisor on its acquisition of AlsoEnergy
  - $695,000,000
  - February 2022

**Urban Grid**
- On its sale to Brookfield Renewable
  - $655,000,000
  - December 2021

**Cordeleio Power**
- Exclusive financial advisor on its sale of a 900 MWAC 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

IB FY21/22 Revenue

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<th>Equity Solutions</th>
<th>RE&amp;SP¹</th>
<th>Others</th>
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<td>M&amp;A</td>
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GII Global Fee Pool² ($bn)

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<tr>
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<th>FY 20/21</th>
<th>FY 21/22</th>
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<tr>
<td>M&amp;A</td>
<td>7.4</td>
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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

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1. RE&SP: Real Estate & Securitized Products; 3. Source: Dealogic: GII fee pool includes fees from Nat Res / Power and Industrials sectors;
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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