



Nomura Sustainability Day 2023

Infrastructure and Power Finance (IPF)

Vinod Mukani
Global Head of Infrastructure and Power Finance
Nomura Securities International, Inc.

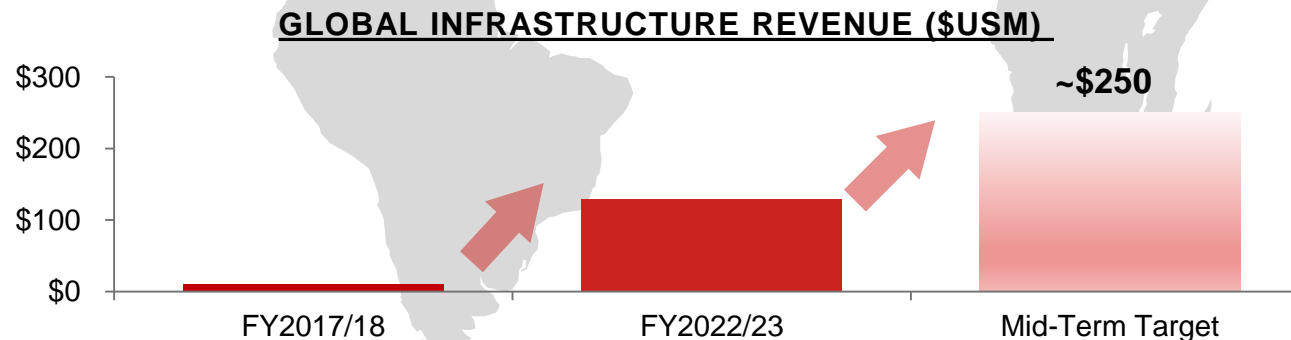
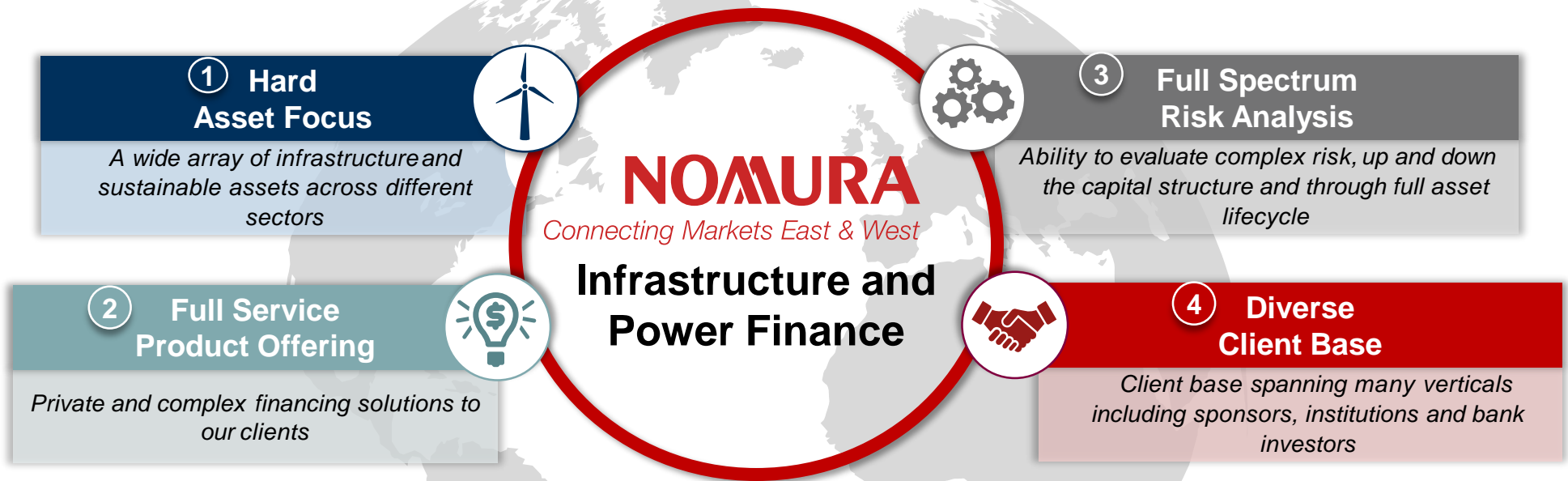
September 28, 2023



Unlocking Liquidity to Finance Infrastructure and Power Assets Globally

NOMURA



- Established in 2017, the **Infrastructure and Power Finance** business provides financial and intellectual capital solutions for **buildout & operations of infrastructure, power, telecom and other hard assets**
- Today, with a strong presence globally, the Infrastructure and Power team is **on track** to represent **\$150m+ of revenue** and through leveraging global outreach has the potential for becoming a **\$250m+** business in the coming year



Competitive Advantages

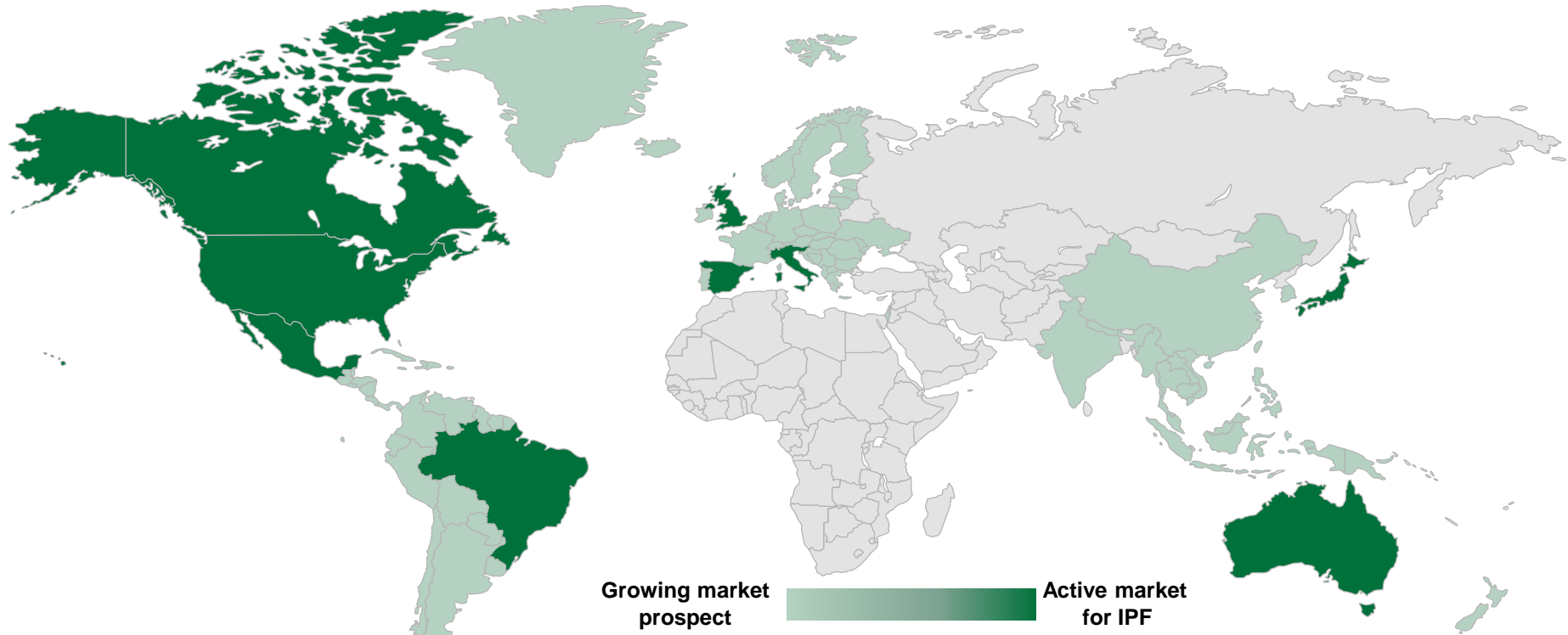
- **One-stop shop:** providing creative and complex financing with the ability to underwrite across capital structures, and unlock liquidity to meet growing needs of markets
- **Focused on capital structuring and financing:** for development, construction, operation, maintenance, and/or acquisition & sale of real economy assets

Nomura's Strengths

 <p>Innovative Solutions</p> <p>Structuring, arranging & underwriting</p> <p><i>on wide range of asset-level risk profiles from IG senior secured to more bespoke structurings</i></p>	 <p>Complex Transactions</p> <p>Providing innovative financing</p> <p><i>Unraveling complex scenarios while closely collaborating with various business lines at Nomura</i></p>	 <p>Global Reach</p> <p>Globally integrated team</p> <p><i>with robust connections to Japanese and Asian investors across various jurisdictions</i></p>	 <p>Proven Track Record</p> <p>\$15 billion +</p> <p><i>facilitated commitments across diverse jurisdictions</i></p>
 <p>Experienced Team</p> <p>~100 years</p> <p><i>Team is comprised of experienced individuals across sectors and financing structures</i></p>	 <p>Multi-Product Desk</p> <p>From Acquisition to Operation</p> <p><i>Offering diverse capital and financing solutions, covering entire lifecycle of an asset</i></p>	 <p>Robust Financial Position</p> <p>Offer Credit solutions</p> <p><i>to capital-constrained (unrated, private, developing, or growing businesses) clients</i></p>	 <p>Repeat Business</p> <p>Repeat business w/ existing clients</p> <p><i>Through its execution process and distribution model, IPF is well positioned for repeat business with existing clients</i></p>

Global Sustainable Footprint in a “Low Carbon” World

IPF Global Impact and Footprint



~ 50%+
of IPF's total commitments have supported renewable energy and energy security since the inception

~\$7.5bn
(~50%) of total facilitated commitments provided by IPF for renewables

Of which, **~\$2bn**
has been in Japan
(~1 GW)

Full engagement to support Nomura in achieving its **ambitious ESG targets**

Active collaboration
with GII & other groups at Nomura to generate growth and revenues

Case Study: First Deal as a Proof of Concept

Deal's Dynamic

Client: Leading developer approaches Nomura to refinance operating solar PV assets in Ontario, Canada

Issue: Optimize cost of funding and execution while building credibility with initial mandate

Solution: *Focus on the distribution strategy to unlock liquidity in order to optimize the financing*

Validation of Business Concept

First Mover: Demonstrating an early positioning towards sustainable financing, with strong execution capabilities

Collaboration: Engage with various external & internal functions to put the right structure and create liquidity

Validation: Created franchise recognition and proof of concept




A client-focus and solution oriented-franchise

1  Portfolio financing for optimal efficiency

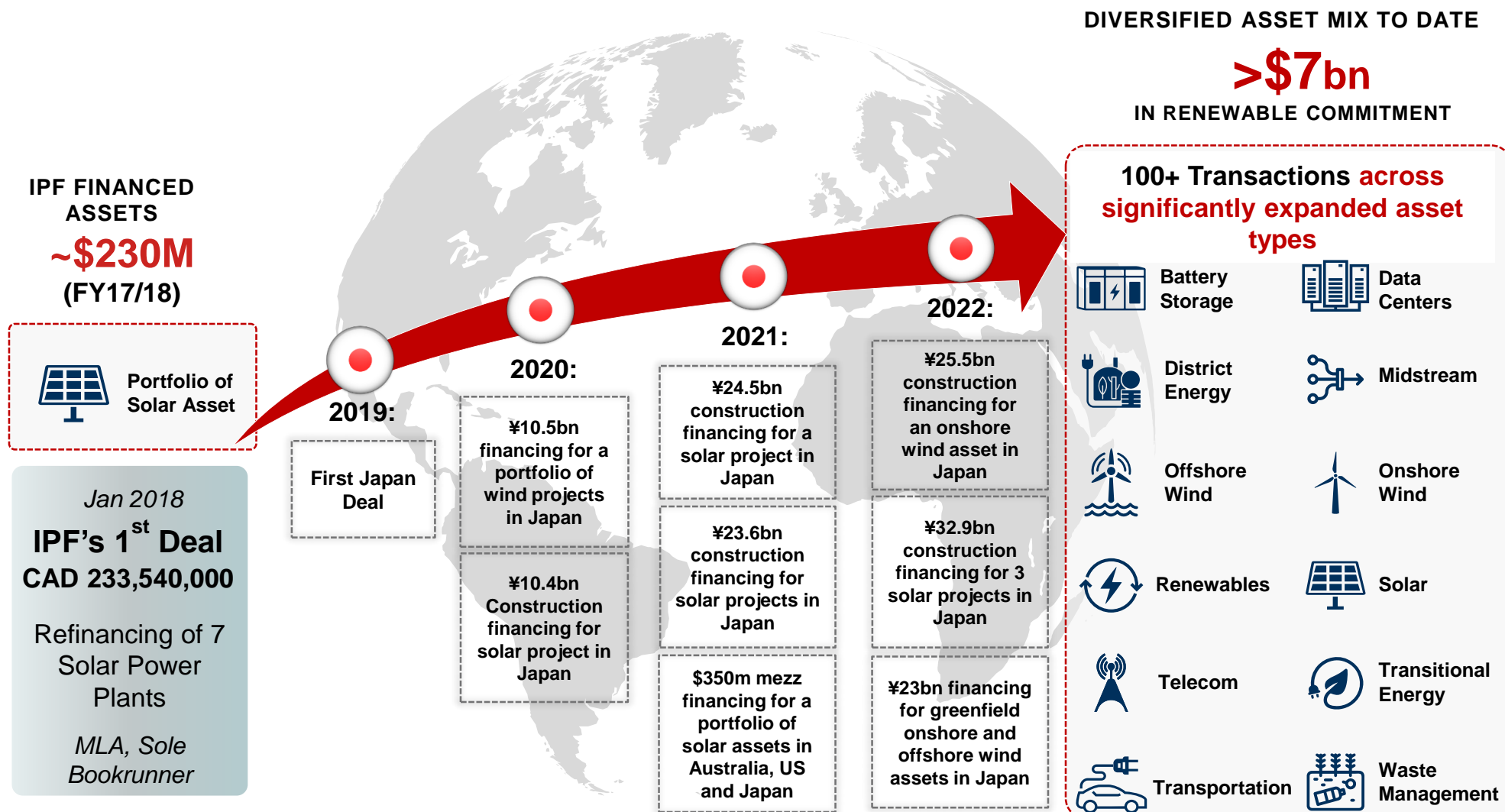
2  IPF's structuring expertise resulting in superior execution

3  Originate to distribute model supported by global distribution network

4  Leveraging Nomura's platform to provide client solutions

IPF's Sustainability Journey

- In its buildout and growth, IPF maintained diversity of investment while focusing on Japan's growth



Case Study: \$350m Cross-Border Holdco Financing Supporting Construction of Solar & Storage Assets

NOMURA

- Leveraging our experience in Global Infrastructure, IPF structured an innovative, multi-jurisdictional capital solution with top developer, **AMP Energy**, with assets across three countries

Amp Energy is a leading energy transition platform and renewable energy developer with assets operating in North America, Australia, Japan, Spain, the UK, and India

+7GW Global Portfolio of solar, wind, and storage infrastructure assets in construction or under contract

With **+3,500 projects** to date, AMP is actively seeking financing to support the construction of renewable assets



Transaction overview

Problem

- Sponsor plans to utilize construction financing to develop multi-jurisdictional portfolio evidencing global investment need related to sustainable investments

Solution

- Leverage IPF's structuring expertise and global syndication network to create a tailored structure for customer's unique portfolio

Result

- Closed \$350m cross-border Holdco debt facility across the US, Japan, and Australia (**total ~600 MW**). Served as important opportunity for IPF to continue to grow its sustainable leadership in accordance with strategy

Success Factors

A	Strong Sponsors	Significant operating experience of renewable energy assets. Sponsor was one of the first investors in utility scale solar, building assets as early as 2009
B	Significant ESG Attributes	All assets support the de-carbonization of power generation infrastructure
C	Global Syndication	The combination of Nomura's structuring expertise and institutional reach allowed it to work with various leading investors to provide liquidity to Amp

Industry Recognition



"Amp is very pleased to partner with such experienced and top-tier institutional investors at attractive terms to accelerate the build-out of our wholly-owned assets at scale"
 – Dave Rogers, Founder, CEO & President of Amp

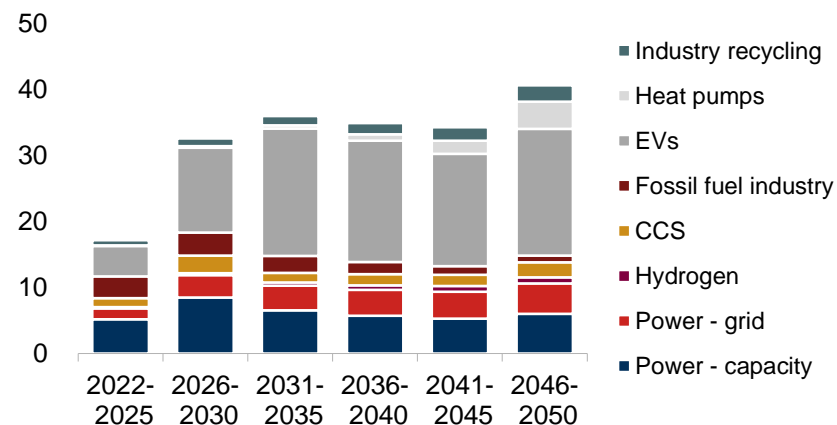
Identified tailwinds supporting global scalability

Significant Capital Needs Globally

- IPF continues to see energy and infrastructure as a pivotal asset class, uniquely capable of capturing industry tailwinds occurring on a global level
- Energy is tasked with providing an investment product capable of providing risk adjusted returns with tangible sustainable benefits

Global ESG Commitment To Realize Net Zero*

\$tn (real, 2021)

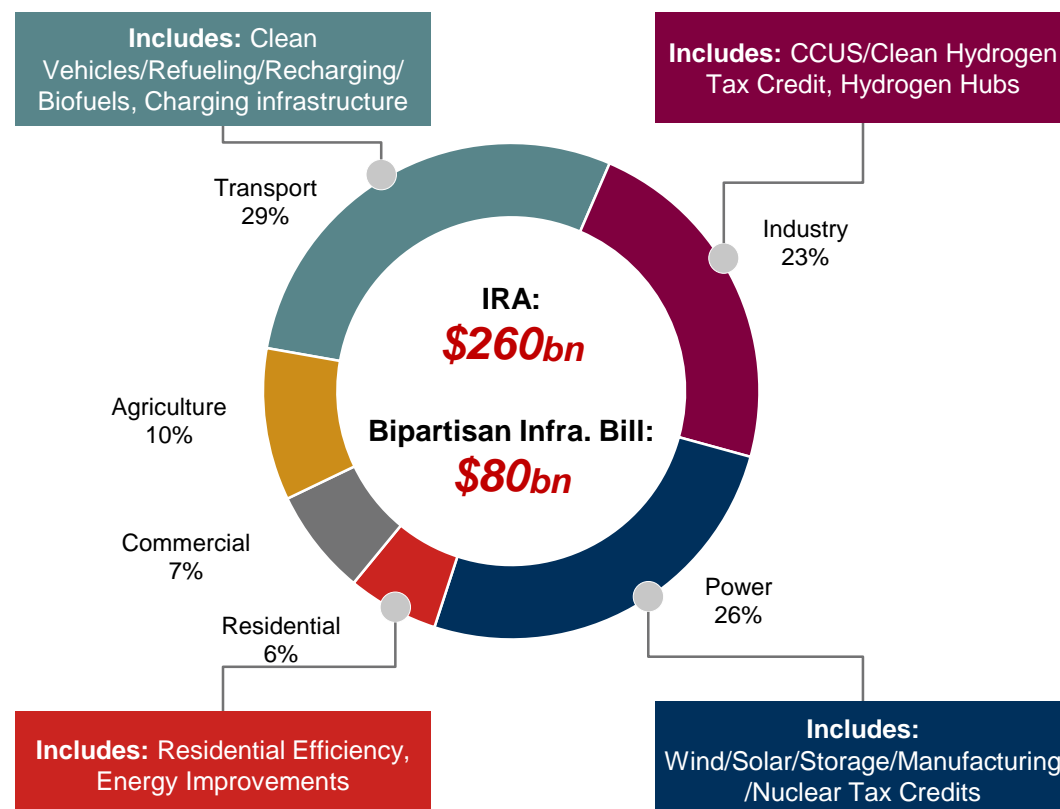


By 2030, investment in ESG forecasted globally > **\$30tn**

*BNEF New Energy Outlook 2022

US Climate Bills to be Catalytic across Sectors

- Through the Inflation Reduction Act ("IRA") and Bipartisan Infrastructure Bill, the US government has made an unprecedented long-term commitment to drive the clean energy and domestic manufacturing sectors
- Total support will amount to +\$370 billion from 2022 – 2031

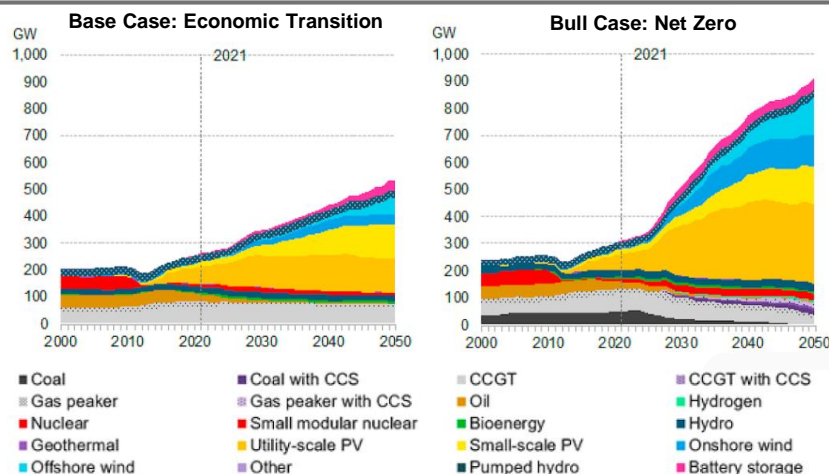


Nomura IPF is well positioned to capture energy transition financing opportunities in Japan

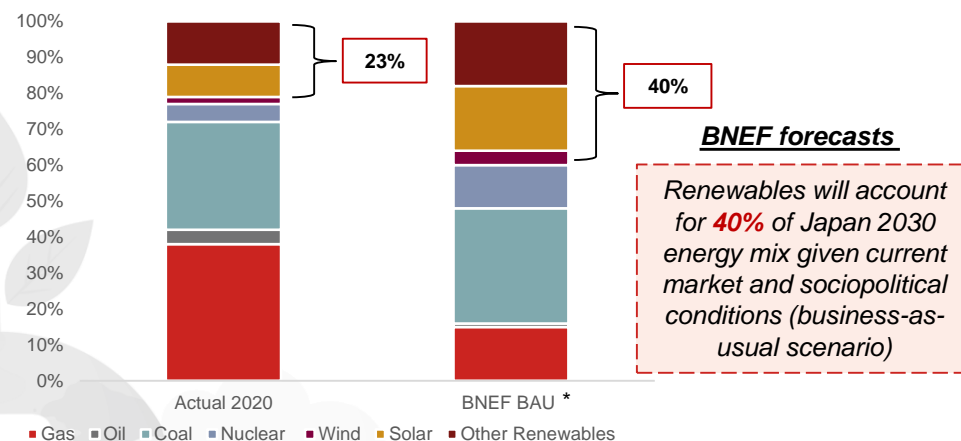
NOMURA

- Leveraging **deep expertise** and significant **market experience**, IPF and Nomura are well-positioned to support the evolving opportunities in Japan and serve our clients

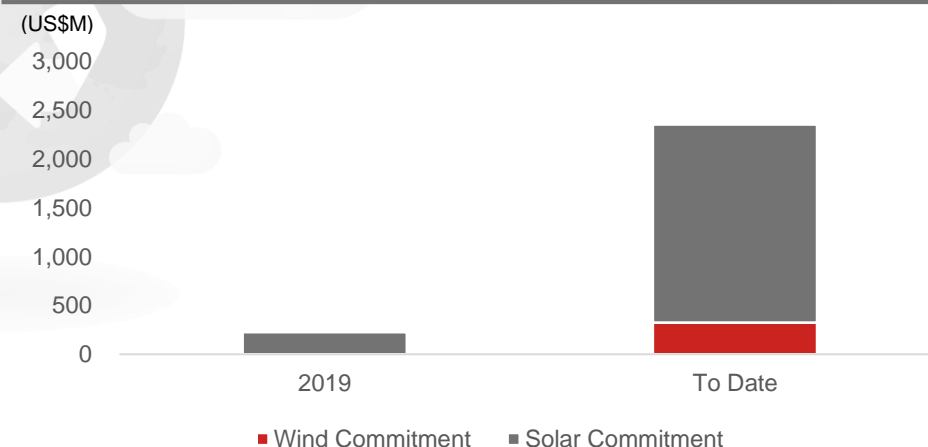
Net Zero Mission



2030 Diversification of Assets and Continued Impact of Wind and Solar Energy



IPF Track Record in Japan



- | | |
|--------------------------------------|--|
| Supporting Policy Environment | <ul style="list-style-type: none"> ■ Policy and System Development is rapidly changing with transfer from FIT to FIP policy ■ Supply and Demand adjustment market in operation from 2021 ■ De-carbonized power supply auction starting from FY 2023 |
| Subsector Growth | <ul style="list-style-type: none"> ■ Investments in offshore wind reach record level of \$1.6bn, increasing 10-fold from 1H2022 ○ 1.8GW tendered in pipeline for 2023-2024 ■ Grid-scale batteries are expected to increase from 1,076 MWh in 2022 to 6,356 MWh in 2030 |
| Leveraging Platform | <ul style="list-style-type: none"> ■ Successfully collaborate with NCI/NSC and leverage their connections with project finance lenders throughout Japan ■ Add value to investors and sponsors while accommodating the evolving market |

* BAU = Business As Usual; CCS = carbon capture and storage; FIT = Feed-in-Tariff ; FIP = Feed-in-Premium
Sources: BNEF, IPF, Ministry of Economy, Trade and Industry of Japan (METI)



In keeping with its aim to Drive Sustainability, Nomura is committed to helping resolve social issues and creating a more sustainable future. By supporting clients' sustainability initiatives and the transition to a decarbonized society, Nomura will continue to deliver high added value towards the creation of a truly prosperous society.

Disclaimer

- This document is produced by Nomura Securities International, Inc. (“Nomura”).
- Nothing in this document shall be considered as an offer to sell or solicitation of an offer to buy any security, commodity or other instrument, including securities issued by Nomura or any affiliate thereof. Offers to sell, sales, solicitations to buy, or purchases of any securities issued by Nomura or any affiliate thereof may only be made or entered into pursuant to appropriate offering materials or a prospectus prepared and distributed according to the laws, regulations, rules and market practices of the jurisdictions in which such offers or sales may be made.
- The information and opinions contained in this document have been obtained from sources believed to be reliable, but no representations or warranty, express or implied, are made that such information is accurate or complete and no responsibility or liability can be accepted by Nomura for errors or omissions or for any losses arising from the use of this information.
- All rights regarding this document are reserved by Nomura unless otherwise indicated. No part of this document shall be reproduced, stored in a retrieval system or transmitted in any form or by any means, electronic, mechanical, photocopying, recording or otherwise, without the prior written permission of Nomura.
- “Nomura Greentech” is the marketing name that refers to the division in Nomura’s investment banking department that provides products and services to clients in the sustainable technology and infrastructure sectors. All activities of Nomura Greentech in the U.S. are conducted by Nomura Securities International, Inc. (“NSI”), a broker-dealer registered with the SEC and member SIPC. All services of Nomura Greentech conducted outside of the U.S. are provided by Nomura Greentech Capital Advisors, AG (“NGCA”) unless notified otherwise. NGCA, located in Switzerland, does not provide services that requires it to be licensed in Switzerland or any other jurisdiction.
- This document contains statements that may constitute, and from time to time our management may make “forward-looking statements” within the meaning of the safe harbor provisions of The Private Securities Litigation Reform Act of 1995. Any such statements must be read in the context of the offering materials pursuant to which any securities may be offered or sold in the United States. These forward-looking statements are not historical facts but instead represent only our belief regarding future events, many of which, by their nature, are inherently uncertain and outside our control. Actual results and financial condition may differ, possibly materially, from what is indicated in those forward-looking statements. You should not place undue reliance on any forward-looking statement and should consider all of the following uncertainties and risk factors; Important risk factors that could cause actual results to differ from those in specific forward-looking statements include, without limitation, economic and market conditions, political events and investor sentiments, liquidity of secondary markets, level and volatility of interest rates, currency exchange rates, security valuations, competitive conditions and size, and the number and timing of transactions.
- Forward-looking statements speak only as of the date they are made, and Nomura undertakes no obligation to update any forward-looking statement to reflect the impact of circumstances or events that arise after the date the forward-looking statement was made.
- The consolidated financial information in this document is unaudited.