

# green [E:]match

Transaktionen und Cashflow-Modellierung  
im digitalen Zeitalter



Windenergietage, 8. November 2017



# Transaktionen und Cashflow-Modellierung im digitalen Zeitalter

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|-----------|--|
| <b>1.</b> | <b>Manuelle vs. digitale Workflows</b> |
| <b>2.</b> | <b>Mission &amp; Vision</b>            |
| <b>3.</b> | <b>Anwendungsbereiche</b>              |
| <b>5.</b> | <b>Kundensegmente</b>                  |
| <b>6.</b> | <b>Kurze Tool-Demo</b>                 |
| <b>7.</b> | <b>Fragen und Diskussion</b>           |

## Renewable energy transactions currently are characterized by manual workflows

- ❑ Renewable energy asset transactions currently take place in a **private equity environment** with small- to mid-sized transaction volumes.
- ❑ **Personal relationships** are crucial. In these circumstances finding the right partners is a difficult task.
- ❑ Every transaction is characterised by cumbersome and **iterative calculations** with multiple conflicting **spreadsheet models**.

**The usual transaction process of renewable energies is very time-consuming. This leads to poor investment decisions that cannot be revised subsequently.**



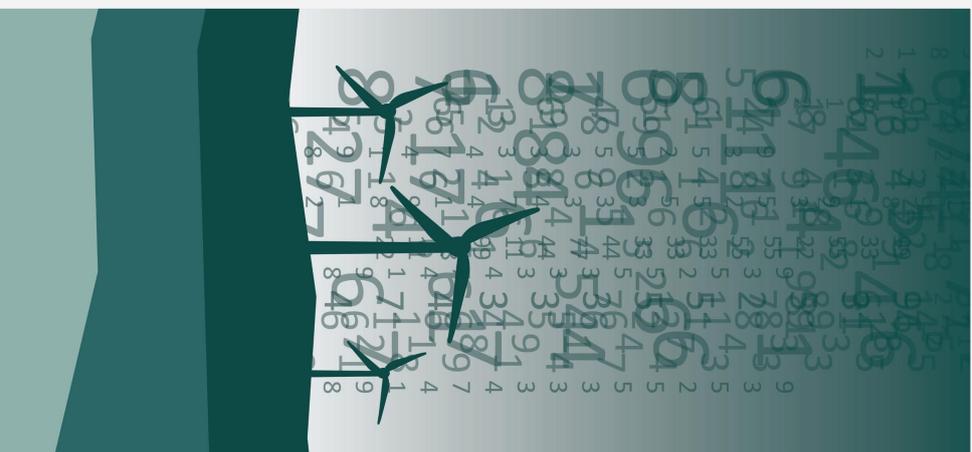
## green[::]match enhances renewable energy transactions with a standardised digital valuation process

- ❑ greenmatch is a **certified and web-based financial modelling software** for renewable energies.
- ❑ Even the most **complex project structures** can be modelled, simulated and combined to a portfolio within a short time.
- ❑ The results can be **shared privately** with relevant stakeholders or can be uploaded to the **digital marketplace**.

The independent market standard is based on a best-practice methodology. This makes time-consuming discussions about different financial models superfluous.

# green[match] bridges the capital gap in renewables by establishing the valuation standard and transferring know-how through one single platform

*„Vision without action is merely a dream. Action without vision just passes the time. Vision with action can change the world.“ - Joel A. Barker*



## Vision & Mission of green[match]

Our vision is to turn renewable energy projects into tradable financial assets by:

- Setting the **global financial modeling standard**
- **Digitalizing the investment value chain** by replacing manual workflows
- Gathering the renewable energy market **participants in one single platform**

The ultimate goal is to create an **exchange-like platform** and to **make real assets easier to trade**. This will speed up transactions, reduce transaction costs and support overcoming the capital gap for achieving 100% renewable energy supply.

# The green[::]match product range covers the complete financial project life cycle of renewable energy investments

*„A man is but the product of his thoughts. What he thinks, he becomes.“ – Mahatma Gandhi*

## GM Valuation



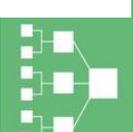
- Model and structure project cashflows and calculate performance indicators
- Identify optimisation potential
- Valuate renewable energy projects
- Control development & construction phase
- Plan liquidity on an exact monthly basis
- Share projects easily with all stakeholders
- Enter and comment project parameters in an intuitive way
- Access, create and centrally manage templates

## GM Simulation



- Calculate simulations & scenarios
- Better assess project risks

## GM Portfolio



- Evaluate portfolios & plan performance
- Assess the impact of macro factors

## GM Marketplace



- Digitally buy & sell projects
- Publish your pipeline on your website

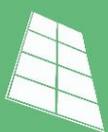
# With green[::]match, you can map all of your projects independent of technology, project progress and country specifics in one single platform

„The measure of intelligence is the ability to change.“ – Albert Einstein



## Wind

- Onshore Wind
- Offshore Wind
- Small wind turbines



## Solar

- Ground-mounted PV systems
- Rooftop PV portfolios
- Solar thermal



## Hydro

- Run-of-river hydropower
- Storage power
- Small hydropower



## Bioenergy

- Biomass
- Biogas

## Project Progress

- Development and construction projects
- Turnkey projects
- Projects in operation

## Country specifics

Generic input masks  
guarantee global applicability.



Further areas of application and/or development partnerships possible on request.

# greenmatch is well positioned in Europe and thanks to its generic framework it is applicable for renewables worldwide

*„The world as we have created it is a process of our thinking. It cannot be changed without changing our thinking.“ – A. Einstein*



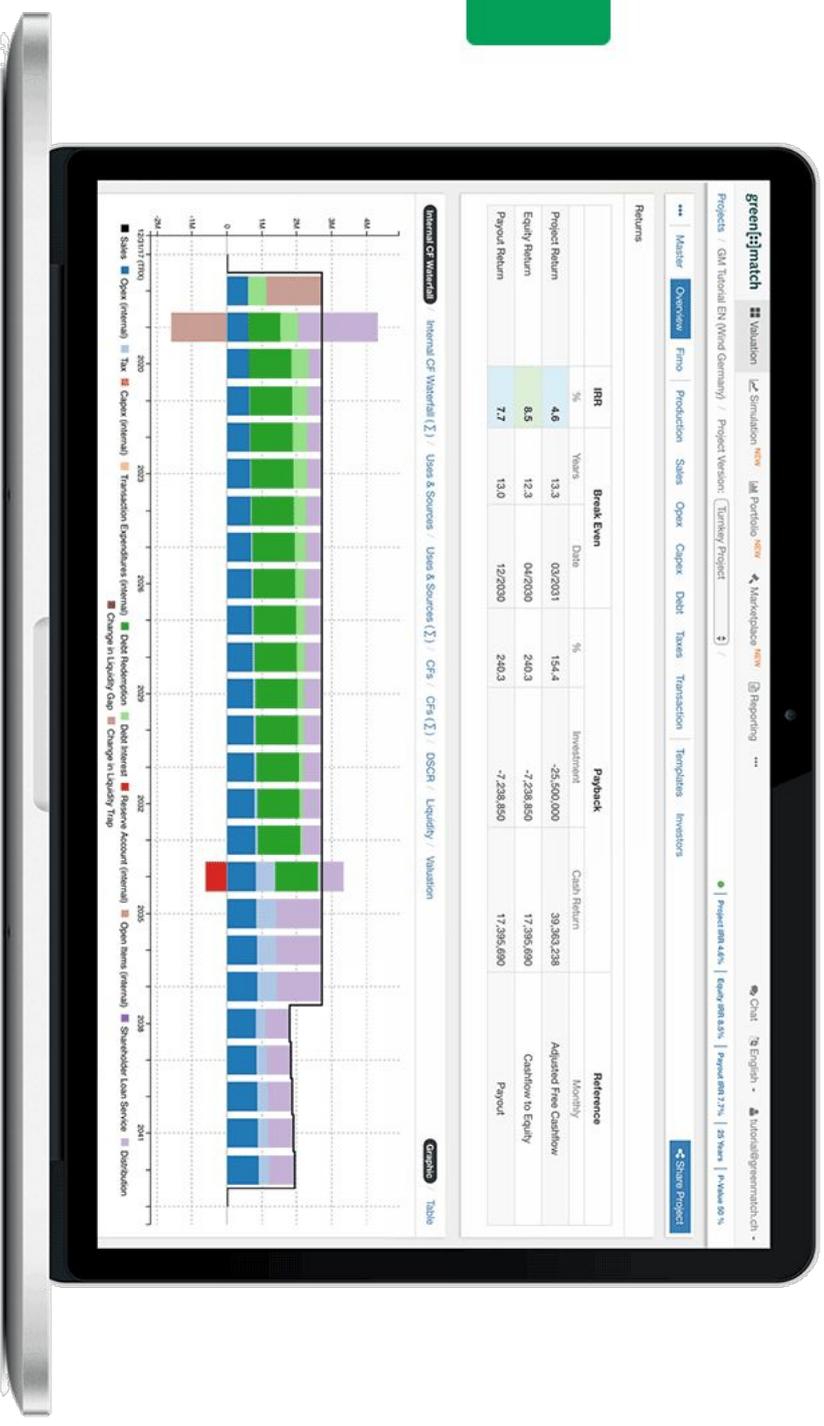
**More than 1'500 projects  
uploaded worldwide**

Countries with projects modelled on greenmatch are coloured (as of 09/2017); dark coloured countries contain more projects than lighter areas.

# Sie können sich via [www.greenmatch.ch](http://www.greenmatch.ch) für ein kostenloses 30-tägiges Trial registrieren - inklusive 2 Stunden Beratung am konkreten Projekt

Start Free Trial

no credit card required



## What our customers have to say... (1/3)

*“Testimonials are enough to convince people for now.” - Alex Chiu*



“A highly flexible analysis and application software that incorporates detailed industry-specific know-how – unique and integrative.”

Harald Dieter Zenke, former CEO KfW IPEX



“With green[::]match, projects can be analyzed and implemented more quickly, efficiently and comparably. A recommendable alternative to any internal application.”

Michael Hohn, CEO Doren



“A perfect, reliable and flexible investment application that serves as a good foundation for our daily work.”

Bernhard Furrer, CFO Aventron



“In an internationally competitive environment in which we have to act very quickly and efficiently, we are very well positioned with green[::]match and its capabilities”

Andreas Lietzmann, Managing Director eab New Energy



“With green[::]match, projects can be quickly analysed and the results can be clearly evaluated. A reliable software with a real added value!”

Thomas Kühnert, Managing Director envia THERM GmbH



“green[::]match enables a user to financially evaluate a renewable energy project and to calculate reliable and comprehensive investment measures.”

Hannes Schobinger, Executive Director Ernst & Young



## What our customers have to say... (2/3)

*“Testimonials are enough to convince people for now.” - Alex Chiu*



“A fantastic tool in my opinion: we have all the information about our investments in one place. Via team functionalities, we can share specific information with our stakeholders.”

César Alcazar Santos, Investment Manager Aventron



“The green[::]match solutions ensure us quality, efficiency and transparency, so that we can focus more on what we do best: finding new investment opportunities”

Stig J Østrebøt, CEO Captiva Asset Management AS



“Fixed feed-in tariffs for electricity from renewable energy sources are currently replaced by competitive auctions in many countries. Thanks to the high flexibility, greenmatch is perfectly suited to keep up with regulatory changes.” Dr. Carmen Schneider, Rechtsanwältin bei GÖRG Rechtsanwälte



“green[::]match significantly reduces transaction cost of infrastructure finance by automating financial modeling of standard projects with an extremely high degree of customization, enabling financiers to concentrate on assumptions rather than calculation.” Prof. Dr. L. Wellejus, Frankfurt University of Applied Sciences



“For the decisions in our transaction process we need a comprehensible basis of calculation and cannot afford any mistakes. With green[::]match we feel excellently positioned.”

Enrique E. Kuhn, Founder and CEO Capcora



“It is impressive how green[::]match fosters the security and transparency of investments. Especially the global applicability is an essential criterion for my activities as a consultant in South America and Europe.”

Rachel E. Andalaft, Founder REA Consult

## What our customers have to say... (3/3)

*"Testimonials are enough to convince people for now." - Alex Chiu*



"We fully rely on greenmatch when it comes to project structuring and financial modeling. The unique tool is a key component to us in order to convince our investors for our products and investment opportunities." Hans-Peter Floren, CEO Aliquantum Energy plc



"Before greenmatch we always had to adapt our own financial models to the individual project characteristics. Since we started using greenmatch, we were able to minimize the cost for financial project structuring." Jan Greschner, Authorised Officer eab New Energy



"The flexible and reliable project visualisation is a key component of our advisory services. With the web-based solution of greenmatch we achieve exactly that and it also enables the transparent sharing of projects with our clients." Steffen Kölln, Consultant, Sterr-Kölln & Partner mbB



"Greenmatch allows users with limited understanding of financial metrics to produce accurate financial models for renewable energy projects." Marvin Tabi, CEO WESAF Energy Solutions Ltd.



"greenmatch allows us to model even the most complex projects and to structure the financing in an optimal manner. A remarkable and valuable tool which gives us a crucial advantage in the marketing of our projects." Gerd Kück, Project Developer, vortex energy Holding AG



"As a sell- and buy- side advisor we found in greenmatch a solution enabling to show our customers' project portfolios in a standardized way without making any compromise regarding the complexity of project structures. With greenmatch we scale up our business in no time." José Gaspar, CEO, Solar Portfolios



# Contacts

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