



EMERALD
STRATEGY GROUP

Corporate Presentation

We strive to be the trusted business accelerator for CEOs navigating the Energy Transition challenge. Our mission is to ensure that our client's energy transition investments truly make a difference.





EMERALD
STRATEGY GROUP



EMERALD
STRATEGY PARTNERS

- Strategic Advisory & Intelligence
- M&A & Due Diligence
- PMI/Operational Improvement



EMERALD
CAPITAL PARTNERS

- Private Equity
- Fund/Capital Raises
- Co-Investment



ENERGY
TRANSITION FINANCE

- DoE LPO Applications
- Government Funding
- Grant Writing & Execution



Your Strategic Execution Partners

1. **Expertise in Energy Transition:** Emerald Strategy Partners is the only firm whose partners have decades of operational experience navigating the industrial energy transition for businesses worth billions of dollars.
2. **Pioneering Strategic Execution:** Emerald offers comprehensive services that span market intelligence, strategic planning, mergers and acquisitions execution, and post-merger integration, to ensure sustained value creation.
3. **Accountability in Action:** Emerald Group commits to tangible outcomes, ensuring strategies are not just planned but are effectively realized.
4. **Target-Centric Approach:** Your revenue and profitability objectives are our mandate, rather than merely meeting deadlines for deliverables.
5. **Your Strategic Extension:** Emerald Group is an integral extension of your executive and execution teams—your strategic partner transforming ambitious visions into attainable realities, from its ideation to its successful outcome.

Our **Difference**

Our team managed billion-dollar businesses for some of the world's largest industrial conglomerates. Our **real-world** experience in helping them navigate the energy transition is unmatched and we are dedicated to building the future of industry, sustainably.

Our sole focus is the success of our clients and their companies. We pride ourselves on giving them the strategies they need to exceed their revenue, profit and investment targets and we help them execute. **We deliver results, not only reports.**

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Driving Your Success

Our advisory work relies on exclusive consultations with over 150 seasoned business leaders, supported by hundreds of industry professionals with proven track records in the energy transition. Their insider expertise becomes the foundation for a customized strategy crafted by our dedicated team of analysts, associates, project managers, and partners to guarantee our clients long-term success.



Energy Strategy Partners 2023

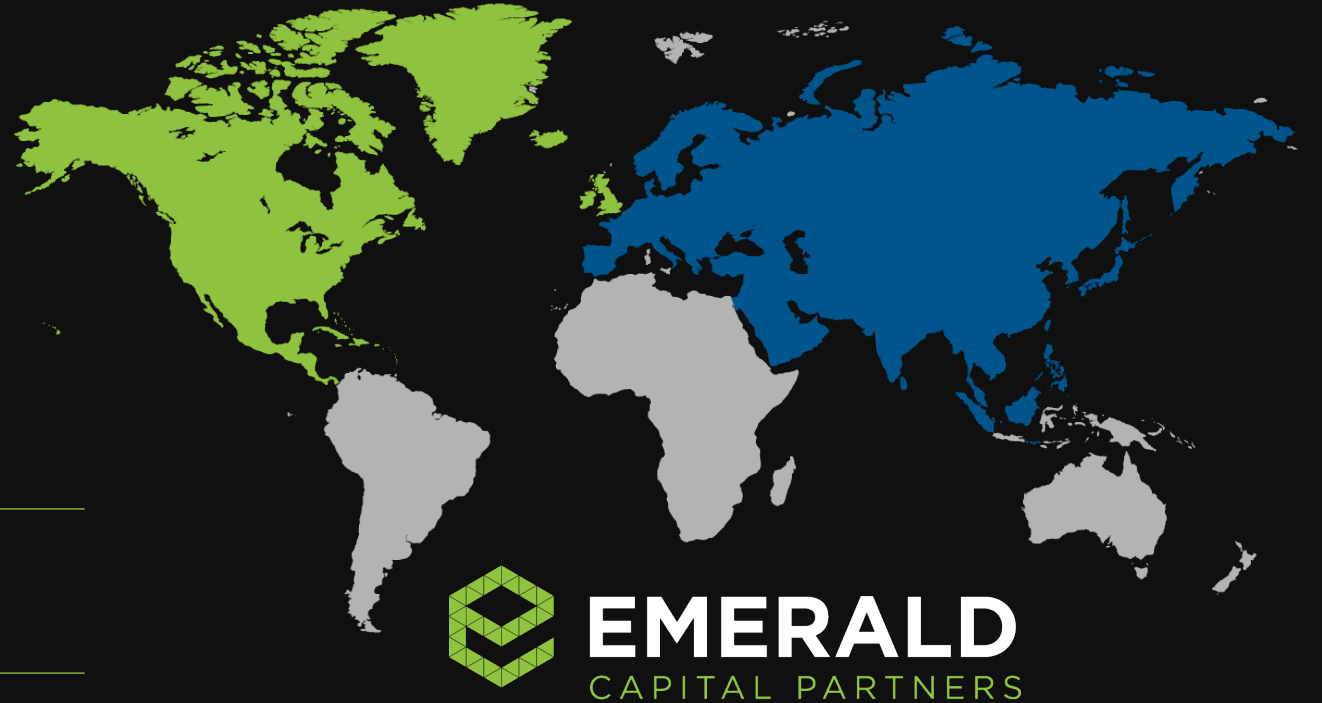
\$6B Competitive Deals

\$4.1B Deals Closed

\$8B Inorganic Revenue Growth from
Advisory Services

\$1.4B Organic Growth from Advisory Services

300 Acquisition Targets Sourced, Screened and
Engaged on Behalf of Clients



Our Locations

- London, England
- Chattanooga, TN

Our Team

- 6 Partners
- 22 FTE (Analysts & Associates)
- 163 Expert Advisors
- 736 Sr. Experts on call for our engagements

Energy Transition Finance

Energy Transition Finance So Far:

\$521.5 M Loans Awarded to Date

\$17.5 M Loans Awarded 2024

\$10.5 B LPO Proposals Assessed



ENERGY
Transition Finance

How far have you progressed towards securing major equipment?

Firm quotes with suitable validity period on less than 5% of major equipment

Firm quotes with suitable validity period on 5% to 50% of major equipment

Firm quotes with suitable validity period on 50% or more of major equipment, or major equipment already purchased

How far have you progressed towards securing EPC services?

No firm quotes on engineering or EPC services

Firm quotes on pre-engineering work related to the core systems of the project (e.g. pre-FEED or FEED studies)

Firm quotes on full EPC contracts for a scope that relates to at least 50% of the project value

How far have you progressed towards engineering the project?

No site-specific engineering done

Site engineering completed (e.g. geotechnical, civil engineering, etc.)

FEED or pre-FEED completed (or not applicable)

Project engineering substantially completed

Do you have an approved site, with site control?

No specific site or potential sites identified

At least on potential site identified, but no executed land agreements

Letter of intent or similar weakly binding commitment

Leased signed and valid throughout expected life of project, or land owned by applicant

How far have you progressed towards permitting the project?

No permitting plan

Plan available, but permitting and related long term studies activity has no

Leave a message



Emerald Capital Partners

Focus on Energy Transition Assets
in Europe and North America



Portfolio:

- **Storelectric** – Developer of mechanical and chemical energy storage technologies
- **ReAcqua Solutions** – Provider of water and wastewater recycling and treatment solutions
- **Forced Physics DCT** – Developer of thermal management technologies
- **American Power Partners** – Developer and operator of renewable energy assets
- **Hawaii Land and Power** – Developer and operator of renewable energy projects



Partner Summary Bios



Lawrence Quinn – *Co-Founding & Managing Partner*

- President and CEO Alstom Power North America
- VP for Alstom Power Asia business
- VP for Alstom manufacturing footprint and global transfer technology
- CEO, Severn Trent, Business Services.
- Lead over \$10 billion in M&A in a 30-year career in Power
- Ran with Olympic torch in recognition of contribution to China industrial growth



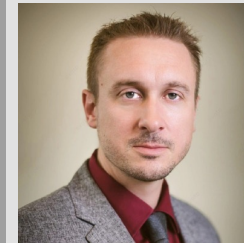
Trevor Bailey – *Co-Founding Partner & Board Chairman*

- General Manager, General Electric
- Vice President, Alstom Power, Europe €3 billion business
- General Manager, Steam Turbine Manufacturing, ABB Alstom
- Over 30 years of senior executive experience in Power Generation



Don Stephen – *Partner & Chief Operating Officer*

- Chief Technology Officer, Pacific Green Technologies
- VP Operations, Severn Trent Services
- Executive Product Manager, Steam Turbines, General Electric
- VP, Steam Turbine Retrofits, Alstom
- Leads Operational Excellence within Emerald



Bryan Brownlie – *Partner & Managing Director, North America*

- General Manager, Global Electrochlorination Business Unit, De Nora
- Vice President, Project Management, Severn Trent Water, PLC
- HSBC – Investment Banking, Regional Management
- Advised on \$4.5 billion of successful M&A in 2022 and 2023 with Emerald



Michael Walton – *Partner & Managing Partner, ETF*

- Chief Executive Officer, Green Spaces
- A 19-year career in sustainable development working with government stakeholders
- Harvard Business School Young American Leader Program
- Leads Emerald Group's Energy Transition Finance, LLC



Marzena Quinn – *Partner & Chief Marketing Officer*

- Head of Marketing for Alstom Power Service, with \$2 Billion turnover
- MBA in Energy, Warwick Business School
- Masters in Sinology, University of Poznan
- Masters in Marketing and Public Relations, Sterling University
- Leads Emerald Group's Marketing and Administration Team



EMERALD

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LINKED IN - EMERALD-OPERATING-PARTNERS