

FINANCIERINGSVISIE VAN GROENE LOGISTIEK EN BINNENVAART

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Agenda

1. Groeifactoren binnenvaart
2. Toegang tot financiering terugkerend thema
3. 'Funding gap' in het financieringslandschap en in de maritieme sector
4. Rol van alternatieve investeringsfondsen
5. Belang van duurzaamheid
6. Maritiem duurzaam investeringsfonds: JV EFS-ESMI Fonds
 - Investeringsstrategie (ESG en Assets)
 - Eerste Transacties
 - Voorbeelden pipeline
7. Do's and Don'ts
8. Q&A

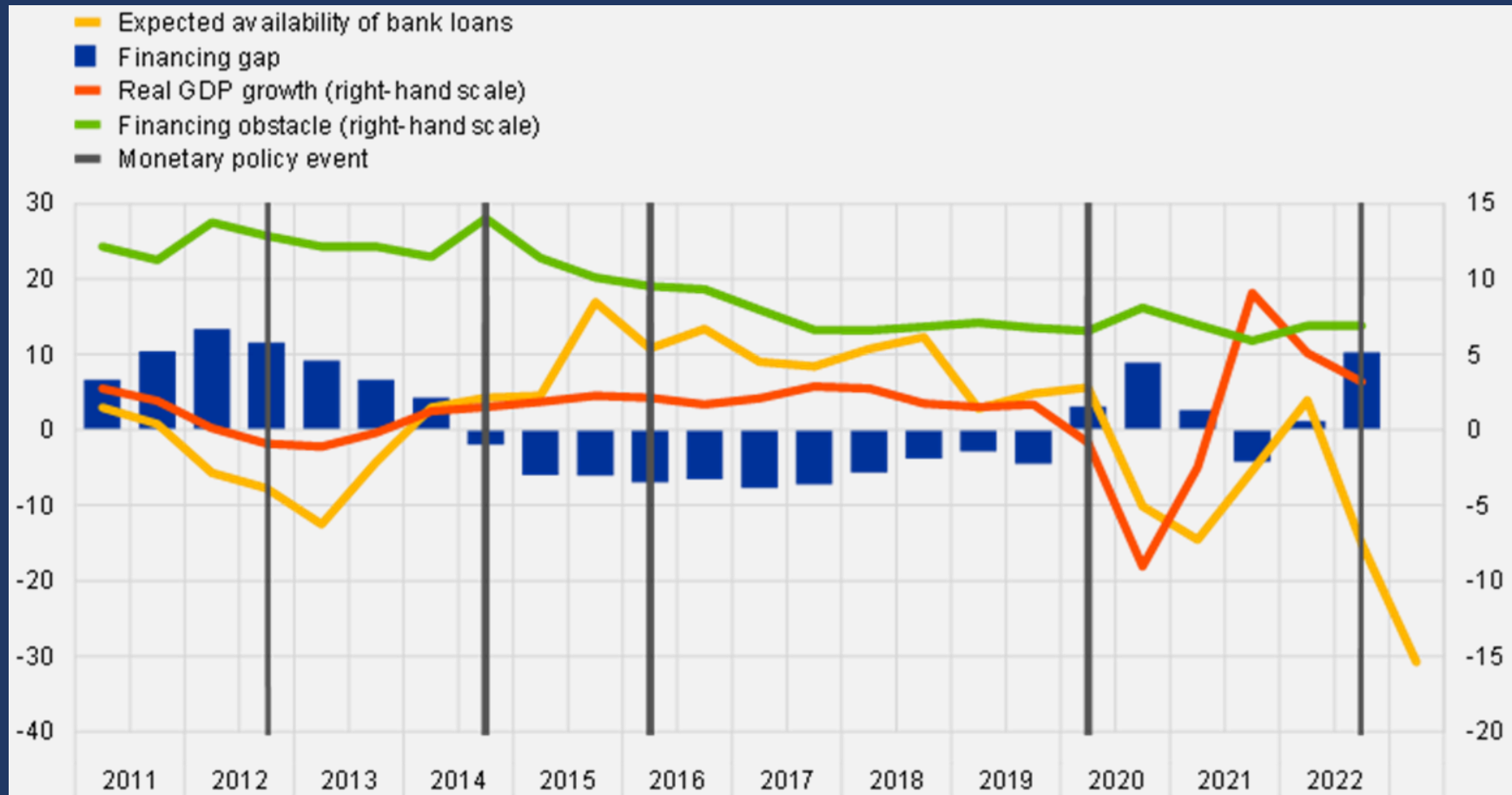
1. Groeifactoren binnenvaart 'finance view'

1. Modale Shift and Intermodale Integratie
2. Handelspatronen en economische vooruitzichten
3. Samenwerkingsverbanden en beleidssteun
4. Duurzaamheid
5. Digitalisatie and Automatisatie
6. Infrastructuur ontwikkeling
7. Groeiende vraag naar duurzame investeringen
8. Toegang tot financiering?

2. Toegang tot financiering

Weighted net balances of external financing gap, net percentage changes in the expected availability of finance, annualised percentage changes.

Source ECB

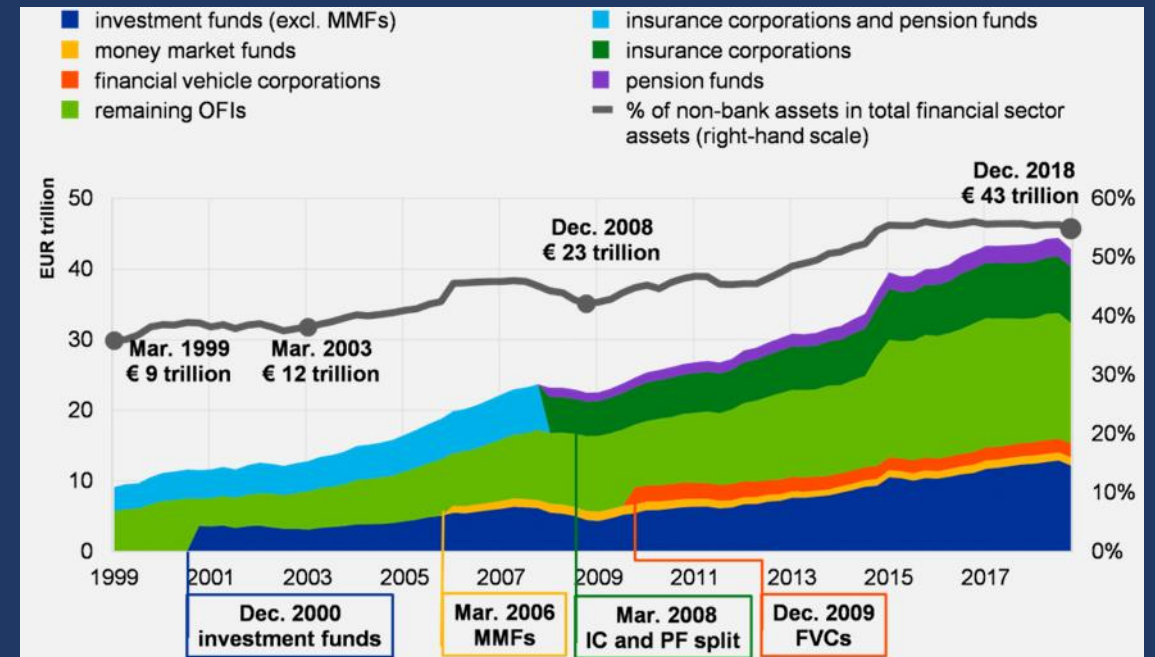
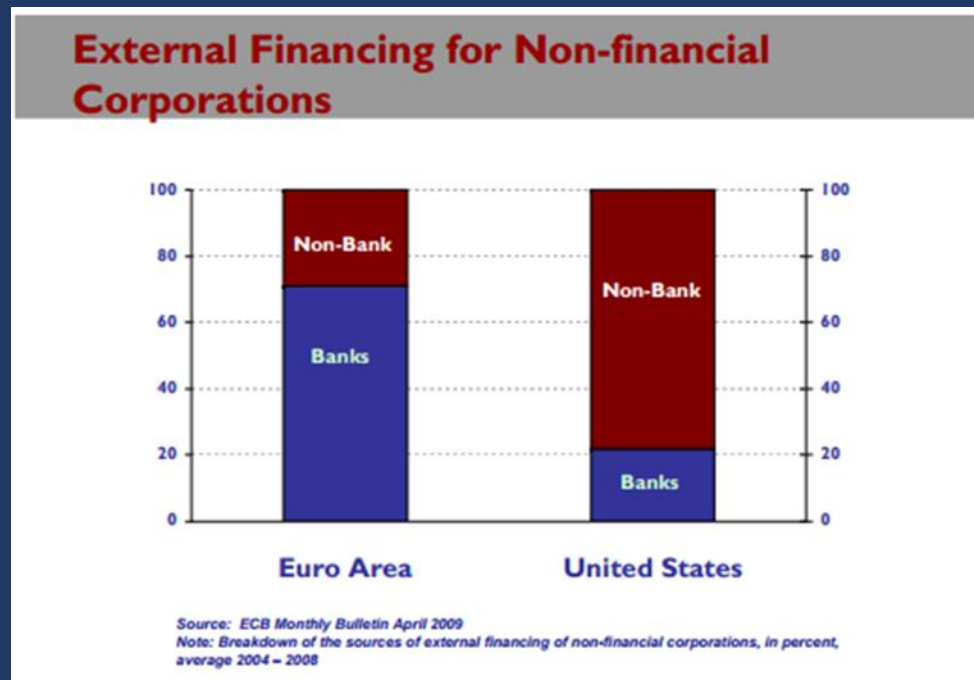


3. IWT Road Map en 'financial gap'

- Study on financing the energy transition towards a zero-emission European IWT sector (CCNR)
- Price tag In the conservative pathway as compared to the BAU scenario the TCO gap (total of 30 years, 2020-2050) is approximately:
 - €2.43 bln in the minimum price scenario
 - €2.67 bln in the average price scenario
 - €6.38 bln in the maximum price scenario
- In the innovative pathway as compared to the BAU scenario the TCO gap (total of 30 years, 2020-2050) is approximately:
 - €5.26 bln in the minimum price scenario
 - €7.80 bln in the average price scenario
 - €10.19 bln in the maximum price scenario
- 'It was concluded that the financial capacity of the IWT sector is very limited (research question A).
- Hence, only the owners of a few commercial freight vessels in the overall European IWT sector can bear the costs themselves.
- Moreover, currently, grants by public organisations (both EU and national) are only certain for the short term and are not sufficient to close the financial gap to reach the emission targets in 2035 and 2050.'

4.1. Rol van alternatieve financieringsfondsen

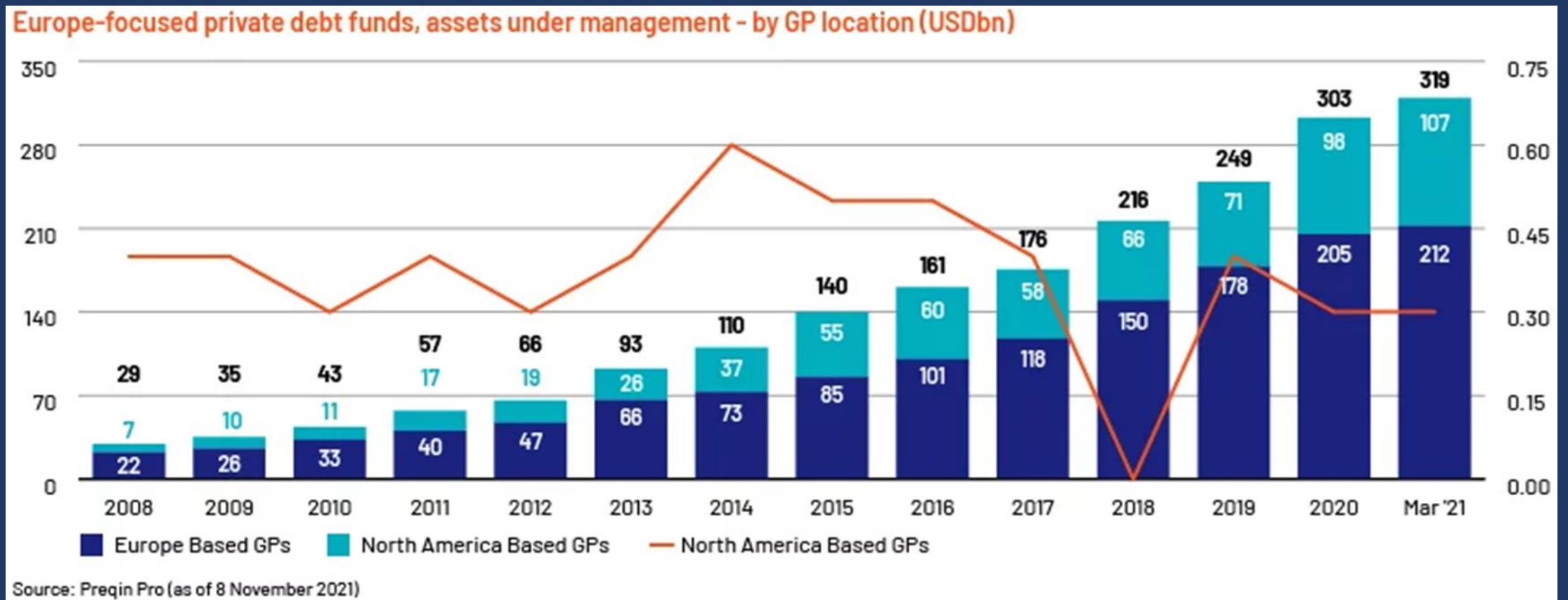
BRIDGING THE FINANCE GAP – ROLE OF ALTERNATIVE INVESTORS (2004-18)



Total euro area assets held by the non-bank financial sector have almost doubled over the last ten years, growing from €23 trillion in 2008 to €42 trillion in 2018 and representing 55% of total financial sector assets. More specifically, the euro area investment fund sector has expanded rapidly since the GFC: its total assets grew from €4.5 trillion at the end of 2008 to €12.2 trillion at the end of 2018.

4.2. Groei in het EU financieringslandschap

BRIDGING THE FINANCE GAP – ROLE OF EU PRIVATE DEBT INVESTORS 2021



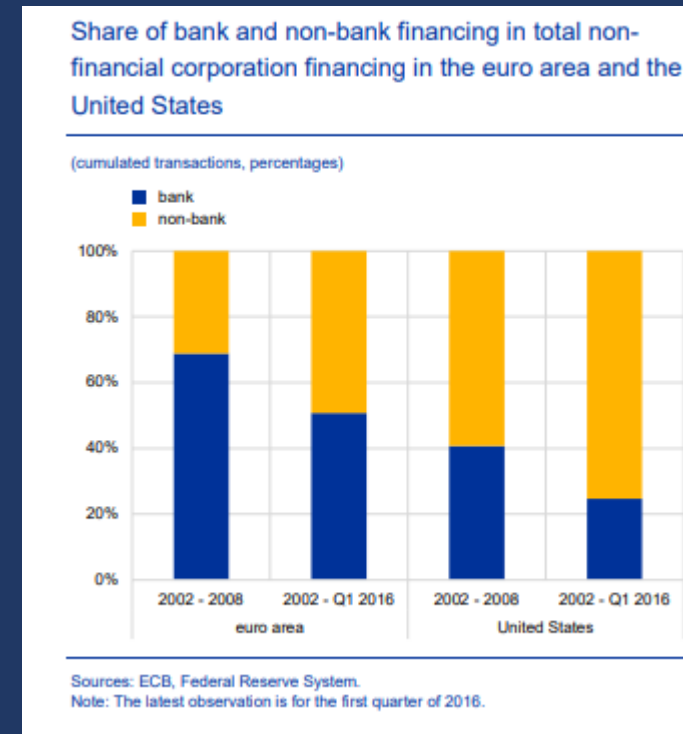
4.3. Groei financieringsgebruik 'niet bank'

%

- US:
 - 40% bank – 60% non bank (02)
 - 20% bank – 80% non bank (post 08)

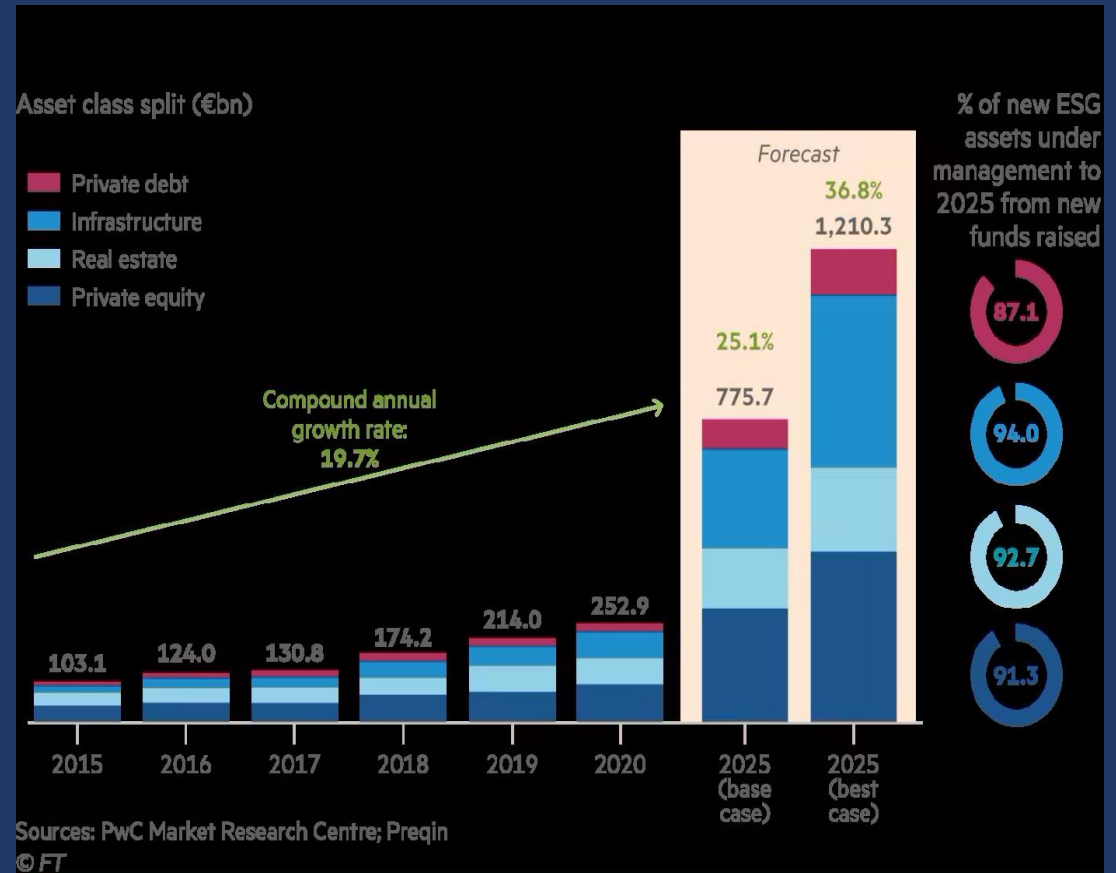
- EU:
 - 70% bank – 30% non bank (02)
 - 50% bank – 50% non bank (post 08)

Grafiek



5. ESG biggest focus of investments 2025

- ESG private market assets could hit between €775.7bn and €1.2tn by 2025, up from €252.9bn in 2020, as regulation and client demand force an overhaul of private equity, real estate, infrastructure and private debt funds.
- Growth would be primarily driven by a wave of new private market funds focusing on ESG investing, rather than older products being rejigged to invest sustainably
- ESG assets could comprise 27 to 42 per cent of Europe's entire private markets asset base in 2025, up from nearly 15 per cent last year.



6. Maritiem Investeringsfonds - voorbeeld

EFS - ESMI FUND

EURAZEO SUSTAINABLE MARITIME
INFRASTRUCTURE FUND



SUPPORTING THE ECO-TRANSITION OF THE MARITIME SECTOR
Committed €209mio as of Q1 2023 – Target close €250mio

EURAZEO

INVESTMENT STRATEGY

sustainable fund, clear environmental objectives



EURAZEO


SUPPORTING & ACCELERATING THE ECOLOGIC AND ENERGETIC TRANSITION OF THE MARITIME INDUSTRY BY FINANCING INNOVATIVE SUSTAINABLE TECHNOLOGIES APPLIED TO MARITIME ASSETS, EQUIPMENT & INFRA.

- _ Financing vessels contributing to the reduction of harmful gases (nitrogen, sulphur, particulates) emissions of maritime assets
- _ Reducing GHG emissions of maritime assets by supporting the use of alternative fuels & technologies improving energy efficiency
- _ Protecting marine ecosystems by supporting the integration of technologies reducing noise and waste


OVERALL ESMI ESG PROCESS IS APPROVED AND RECOGNISED



LuxFlag ESG Label – Applicant Fund Status, as of 1st January 2020

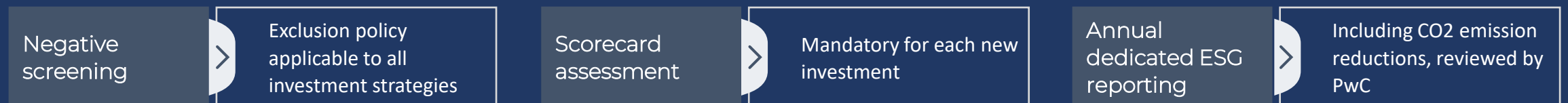


Carbone 4¹ conducted a thorough assessment on ESMI methodology



ESMI fund is classified as SFDR Article 9²

ESMI BENEFITS FROM A CLEAR SET OF ESG PROCEDURES



1. Carbone 4 is an independent consulting firm specialized in low-carbon strategy and climate change adaptation
2. Article 9 of the Regulation (EU) 2019/2088 of 27 November 2019 on sustainability-related disclosures in the financial sector

INVESTMENT STRATEGY

Typology of targeted assets



15-20

TRANSACTIONS
(20-30 ASSETS)

€5-23m

TICKET SIZES



EURAZEO

SUSTAINABLE & FUEL-EFFICIENT VESSELS

- Engines powered by **alternative fuels**
- Retrofit technologies** for existing vessels
- Solutions improving **energy efficiency**



INNOVATIVE PORT & INLAND INFRASTRUCTURES

- Electric and hybrid** equipment for ports, yards and dry-docking
- Storage and distribution of **clean energy**
- Bunkering solutions** for low carbon fuels



OFFSHORE RENEWABLE ENERGY

- Vessels** related to the operation of offshore wind farms
- Innovative **technologies and equipment** supporting offshore wind farms



Case Study Jack up vessel



TRANSACTION OVERVIEW

Initial deal date	April 2022
Sector	Renewables
Country	Netherlands
Financing type	Sale & Lease-back
Asset FMV	Undisclosed
Eurazeo financing	n/a
% ownership	100%
Maturity	8 years
Residual value	n/a
Turnover @entry ¹	n/a
EBITDA @entry ¹	n/a
Net leverage @entry ¹	n/a
Expected Gross IRR	Undisclosed



EURAZEO

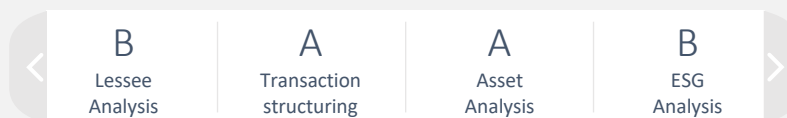
COMPANY OVERVIEW

- Newly established shipping company incorporated in 2020 by Harren & Partner (highly reputable German shipping player created in 1989)
- SAL Renewables specializes in operation and maintenance work of offshore wind parks for leading energy players
- Synergistic potential with sister company SAL Heavylift, specializing in transport for the construction of offshore wind farms
- Family-owned business, currently employing 8 people

FINANCED ASSET

- Highly versatile 2010-built jack-up vessel, originally used as a wind turbines installation vessel, and now dedicated to repair & maintenance work for offshore wind farms
- Very limited number of comparable vessels (8 in Europe)
- Perfectly integrated in the value chain
- 15+ years expected remaining lifespan

INTERNAL RATING



Roel Haeseldonckx – EFS ESMI Fund - NDVW

INVESTMENT RATIONALE

- Fast growing offshore wind market (25% CAGR since 2010)
- Robust track record of the Group, and high expectations over the market
- Strong operational and project partners
- Involvement of maritime leading conglomerate DEME
- Long standing relationship with offshore wind actors

ENVIRONMENTAL IMPACT

- Vessel supporting the development of the offshore windfarm industry in Europe
- Vessel sulfur emissions (0.1%) well below international regulations (IMO 2020 - 0.5%)
- Limited fuel consumption typical for this kind of activities
- Indirect CO₂e emission reductions²



1. Company created in 2020
2. Impact to be calculated annually, based on vessel employment

TRANSACTION OVERVIEW

Initial deal date	March 2023
Sector	Offshore Wind
Country	Norway
Financing type	Sale and Leaseback
Asset FMV	Undisclosed
Eurazeo financing	n/a
% ownership	100%
Maturity	5 years
Residual value	n/a
Turnover @entry ¹	n/a
EBITDA @entry ¹	n/a
Net leverage @entry ¹	n/a
Expected Gross IRR	Confidential

COMPANY OVERVIEW

- Founded in 1996, Olympic Group is a Norwegian-based offshore services company primarily operating in the North Sea. With an historical experience in the offshore oil & gas segment, the group has decided since 2014, to shift part of its activities towards the offshore wind market.
- Over the last 4 years, 50% of the group's revenues were generated within the offshore wind sector.
- This led Olympic Group to establish Olympic Offshore Wind, a new subsidiary dedicated to the offshore wind segment and set up to leverage on Olympic Group's extensive experience in operating in renewables market.

FINANCED ASSET

- One 2012-built commissioning service operation vessel (CSOV), to be used for support activities in the offshore wind segment in the North Sea area.
- The vessel has a strong track record in this industry and will be employed by leading energy companies to support the forthcoming strong increase in offshore wind capacity (Equinor, General Electric, etc.).

INTERNAL RATING

B Lessee Analysis	A Transaction structuring	A Asset Analysis	B ESG Analysis
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INVESTMENT RATIONALE

- Fast growing offshore wind market with strong growth perspective (25% CAGR since 2010 and expected 14.8% CAGR from 2020 to 2026).
- Robust collateral with high liquidity and versatile use making it easily re-marketable.
- Attractive risk-return structure.
- Well experienced and reputable player with long standing relationship with renewable clients (BP, Siemens, Equinor, General Electric, etc.).

ENVIRONMENTAL IMPACT

- Vessel to be dedicated to the offshore wind segment (at least 80%), contributing to indirect emissions reductions.²
- Diesel-electric propulsion system, reducing fuel consumption and CO2 emissions compared with standard vessels.³
- Proceeds from the sale & leaseback to be used for the acquisition of 2 new offshore wind dedicated vessels



- No financial figures available, Olympic Offshore Wind being a new subsidiary
- Impact to be calculated annually, based on vessel employment
- To be quantified with an external assessment

Transaction pipeline examples

- Biofuel propelled short sea bulkers
- Hydrogen propelled Shuttle
- Wood pellet transport LNG propelled

- Inland tanker transporting captured CO2
- Autonomous barges
- CTV vessels
- Retrofit oceanic survey vessel
- Methanol propelled feeder containership
- MPP transporting offshore wind components
- Hydrogen propelled bulker
- Small scale LNG carriers
- Sail assisted containership
- Painting robots
- Wood pellet transport LNG

7. Do's and Don'ts

ESG

- Quantify
- Substantiate
- 3 factors
- Dialogue: investor, manufacturer and client
- Commercial potential

Asset with potential

- Continuous monitoring
- Regulatory environment
- Detailed price built up
- Asset rationale, choice of technology

Greenwash

- Unquantified
- Engineering, Suppliers, Studies
- 1 factor considered only
- Solo reasoning 'fait accompli'
- Commercial treatment

Mandatory Cost

- Install and neglect, tick the box
- Regulatory unclarity, under-informed, anticipate
- Lack of consideration of alternatives
- Short term, lack of mid and long term vision

**COMPANY ANALYSIS – ASSET ANALYSIS- ESG ANALYSIS – TRANSACTION STRUCTURING
DIALOGUE – COOPERATION – NETWORK**

Q&A