

Investment Bankers for  
Global Energy and Infrastructure Markets

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*"Best Renewable Asset M&A Advisor" - Power Finance & Risk*

*"Things take longer to happen than you think they will,  
and then they happen faster than you thought they  
could."*

–Rudi Dornbusch, notable economist

## Key Themes

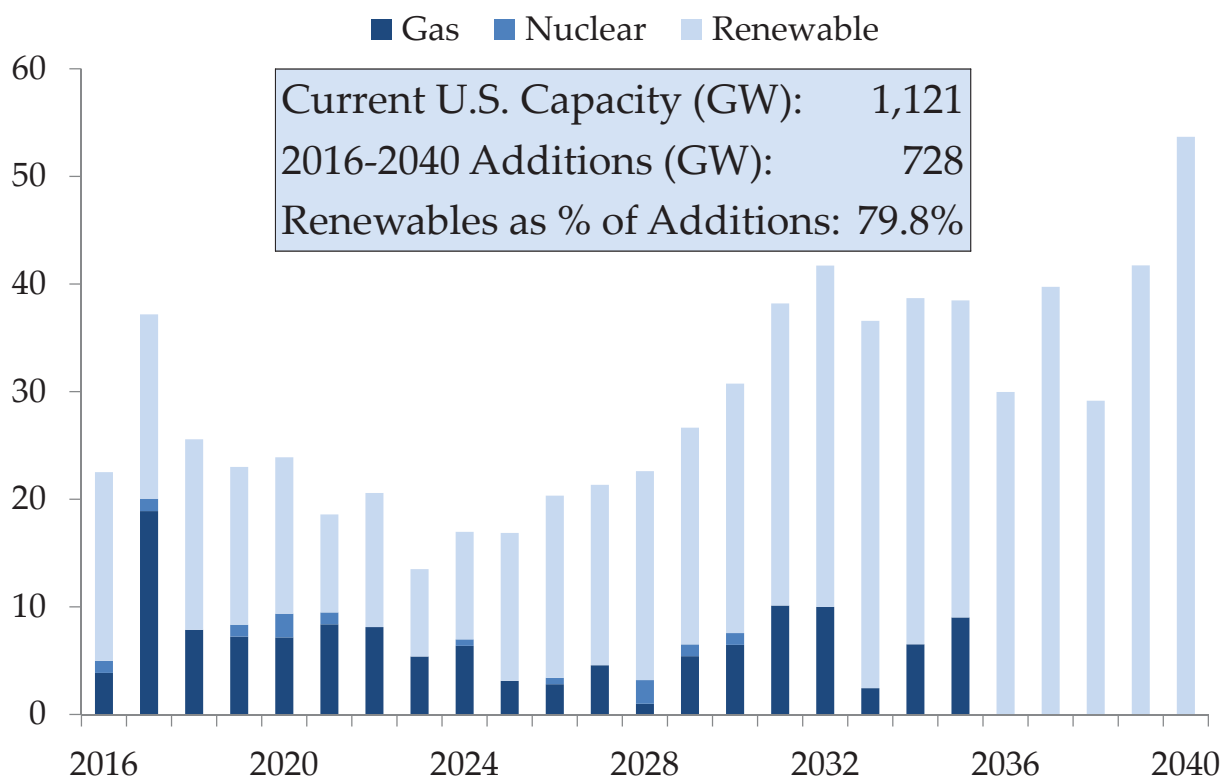
- Rapid Transition from Fossil to Renewables
  - It's the Economics dummy
  - Energy policy and consumer preference
- Merchant Exposure Heavily Discounted
  - Creative solutions
- Unprecedented Premiums
  - Sellers market
  - Cheap and abundant debt
- Canadian Buyers
  - Three out of the top five largest Utility M&A transactions

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## Renewables – Lion Share of New Capacity



Source: Bloomberg New Energy Outlook 2016, Note: Does not include battery storage or other flexible capacity

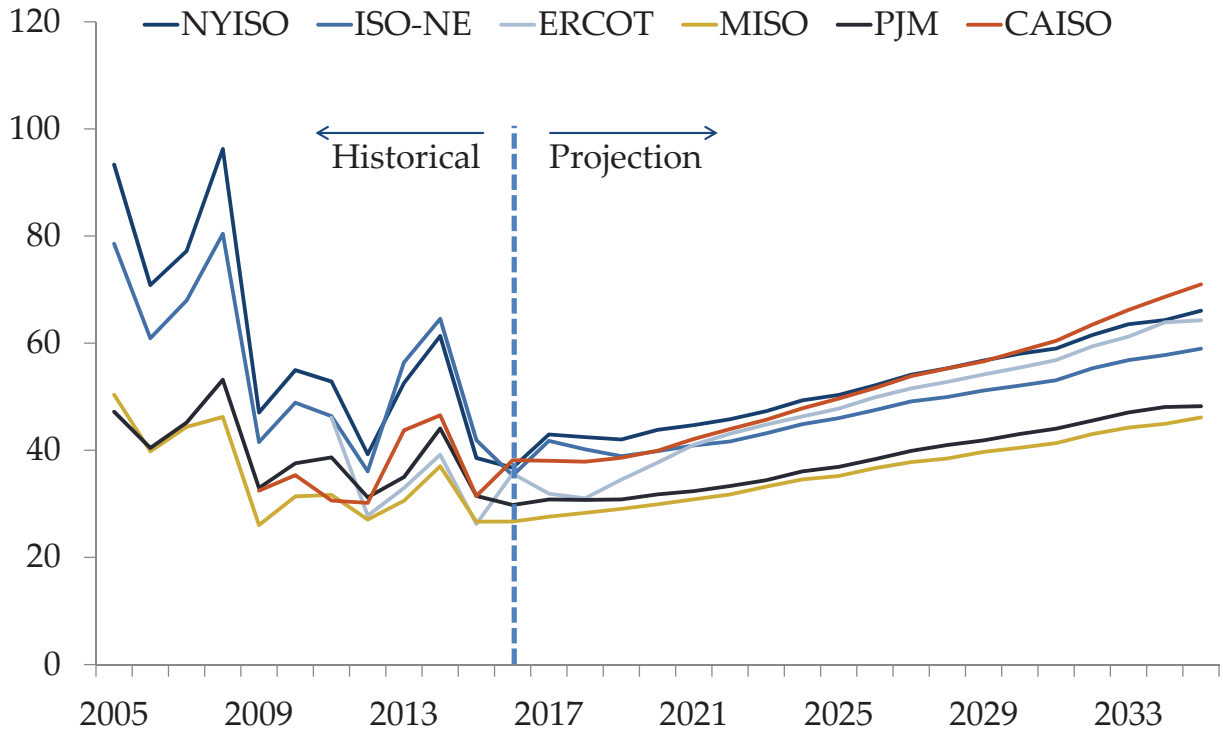
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# Power Prices – Depressing

## Wholesale Power Price Forecast (By ISO Region, \$/MWh)



Source: SNL Energy Forecast Q2 2016. All prices in \$Nominal

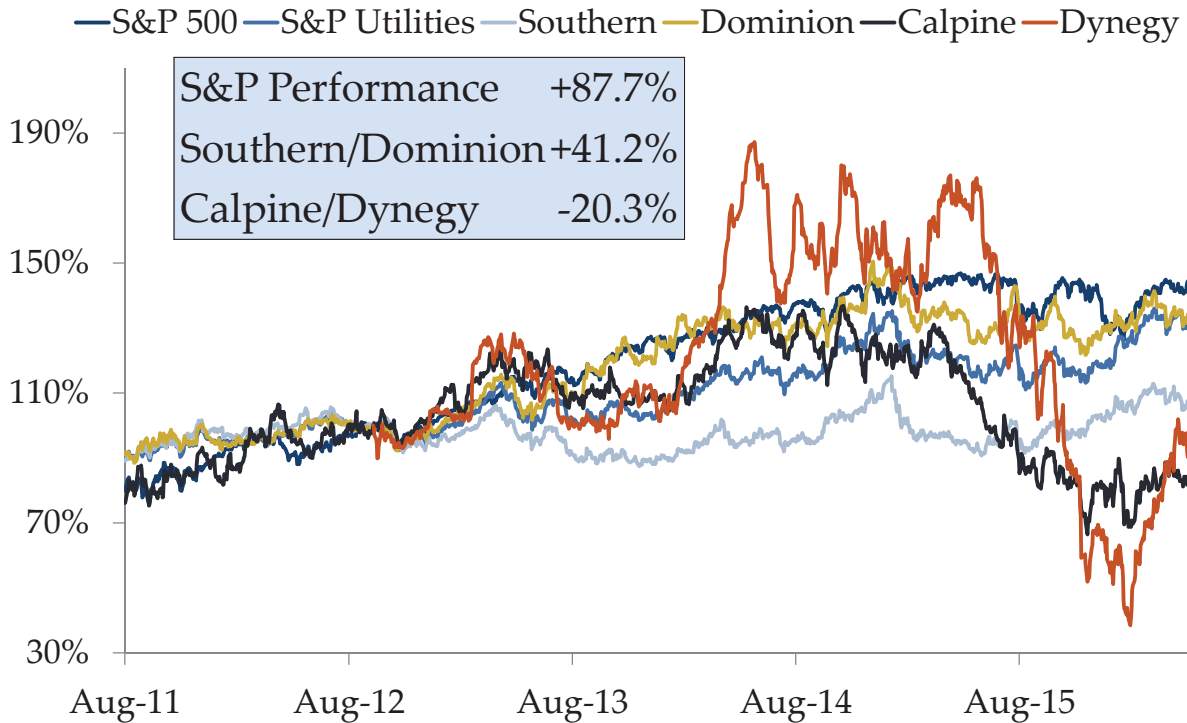
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# Utilities – Better than IPPs but Still Lag Market

## 5-Year Relative Public Equity Performance



Source: Capital IQ 2016-08-25

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First appeared as part of the conference materials for the  
15<sup>th</sup> Annual Gas and Power Institute session

"Mergers and Acquisitions in the Gas and Power Industry"