



**AVaccani&Partners**

Management Consultants  
M&A Advisors



amane|advisors®

## **A.Vaccani&Partner – Amane Advisors Merger**

The New Leader in Strategic Advisory for Water & Resource Recovery

August 2022

A. Vaccani&Partner AG  
Zollikerstrasse 141  
CH-8008 Zurich  
Switzerland  
T +41 44 392 99 00  
info@avp-group.net  
www.avp-group.net

# About A. Vaccani & Partner (AVP)

## WHO WE ARE

International M&A advisory and management consulting company in cleantech, environmental and energy sector

Focus on Resource Recovery, Energy from Waste (EfW), Waste Management and Renewable Energy

30-year-old family-owned business, with a network of 125 professional advisors, inhouse research team and proprietary data

Team passionate about value generation and results oriented implementation

Distinct industry expertise in cross border mandates, in and outbound investments and international strategic partnerships

Over 120 M&A and strategic partnership transactions and 80 industry research mandates in Europe, Asia & North America

## WHO WE SERVE



Corporates



Start-ups



Multilaterals



Investors



Industrials

# About Amane Advisors

## WHO WE ARE

An international advisory group helping you navigate the water business,  
our raison d'être for the past 10 years

Water market specialists

Large international network of independent industry experts

Senior partners with industry leadership experience

Expertise across all water markets: B2C, B2B, B2G, Industrial, Municipal, Residential

Access to the best data sources, coupled with a dedicated primary research group

## WHO WE SERVE



Corporates



Start-ups



Multilaterals



Investors



Industrials



Municipalities



Residential

# Combining the two most trusted advisors to companies and investors in water and the circular economy



**AVaccani&Partners**

Management Consultants  
M&A Advisors

**Global strategy consulting capabilities and track record**

**Amane and AVP are each specialist advisory firms** with long track records in advising blue chip international clients in the **water, resource recovery and the circular economy**

**Specialized expertise in transaction advisory**

Our consultants also have extensive **experience in closing a range of cross-border M&A and financing transactions** in these very complex and specialized markets

**Partners with decades of industry experience**

Eight partners known as industry leaders in developing **strategic roadmaps for industrial companies, investors, and government agencies in all geographies.**

**Local presence in key global markets**

We will maintain a **worldwide network of permanent offices**, staffing engagements from full teams based in Paris, Oxford, Zurich, Philadelphia, Bahrain, Singapore and Shanghai

**Networks of recognized experts**

We have long been building our **global networks, together numbering >550 industry experts** giving us the ability to tap into the best know-how in water and the circular economy on an “as needed” basis

**In-house research capabilities**

Access to the best industry-specific data sources, **coupled with dedicated market research teams in Zurich and Singapore**



An unmatched advisory track record of more than 650 completed engagements worldwide, serving many of the top global players in each of our target sectors

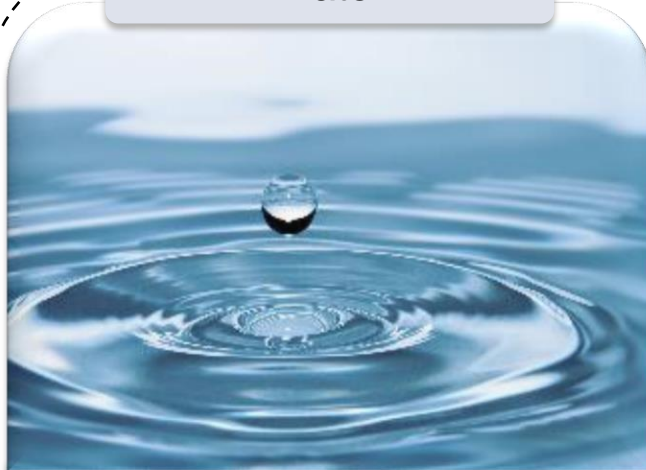




# Combined, Amane and AVP will have the capabilities to drive even greater impact across the Water, Resource Recovery and Energy Recovery sectors

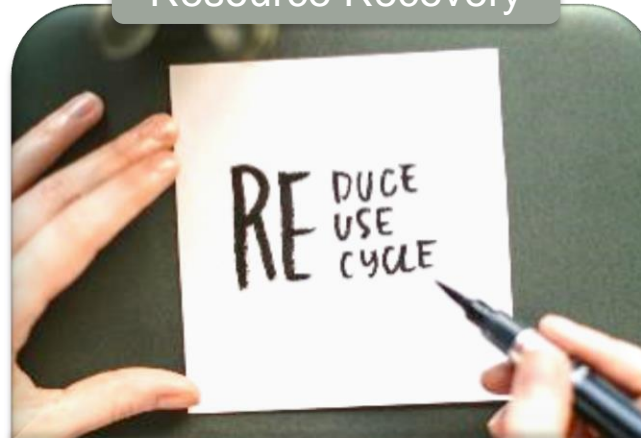
Advising the Leaders in Protecting & Regenerating the Earth's Resources

## Water



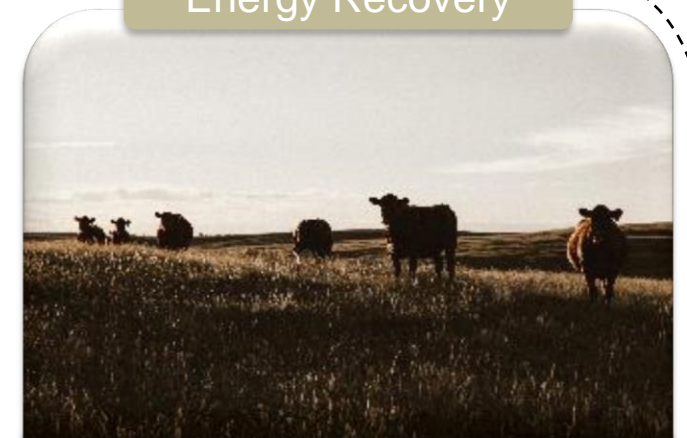
- Municipal
- Industrial
- Residential & Commercial
- Desalination & Reuse
- Water Risk Management

## Resource Recovery



- Circular Economy
- Waste Management
- Recycling
- Chemical recycling
- CO2 – CCU/CCS

## Energy Recovery

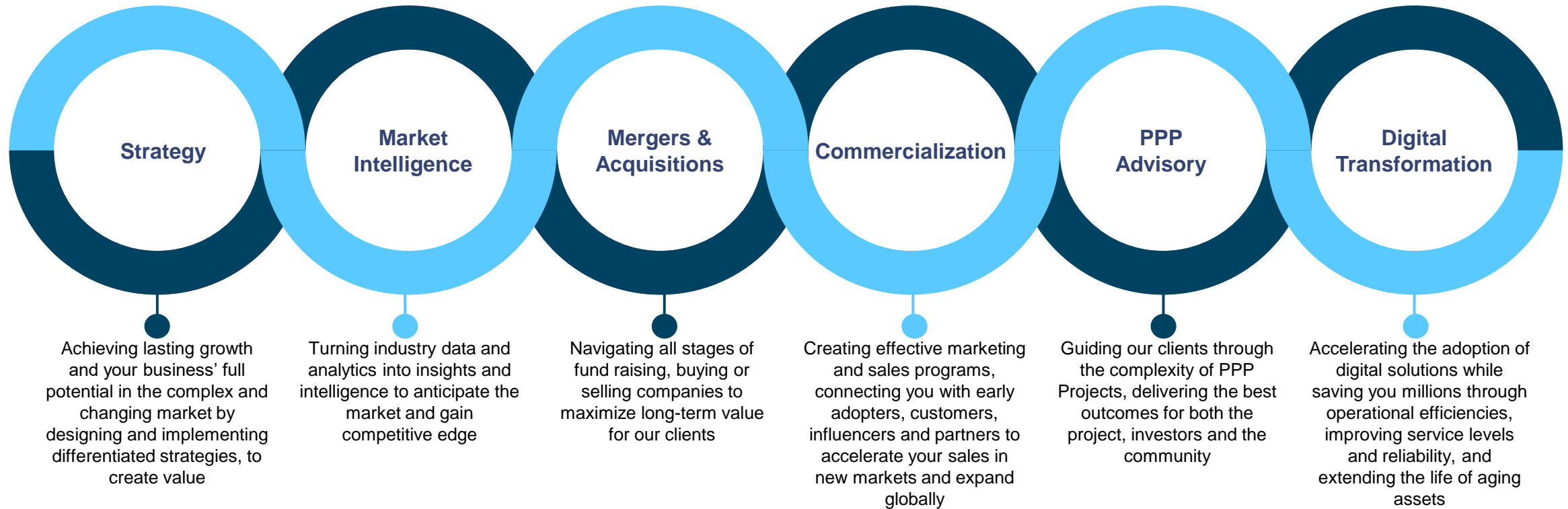


- Energy from Waste
  - Residual solid waste
  - Biogas/RNG
  - Biomass, Biochar
- Waste to X
- Power to X

We serve our clients through a worldwide network of 7 permanent offices



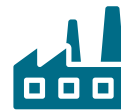
# Our combined services to help you grow



## New capabilities brought by AVP



Proprietary market intelligence reports and databases for resource and energy recovery sectors, with over 30 multi-clients reports published and 60 single client mandates executed



Industrial advisory via assessment of assets and business opportunities, defining action plan and supporting implementation via network of on-the-ground experts



Strategic partnering support including target search, technology evaluation, negotiation and transaction support, with more than 40 successful partnership transactions

# New capabilities relevant for AVP clients

## Access to leading global Water Know-How

### Global presence with seven own offices

- Integrated consulting teams in Paris (F), London (UK), Philadelphia (USA), Bahrain, Singapore, Shanghai (China, Zürich (CH)
- Lead by highly experienced and well-connected partners

### Project execution engine

- Execution team of 50+ employees, plus fee lancers and > 550 experts
- Able to execute large, time-consuming mandates fast, with reliable consistent quality, assigning 100% dedicated teams

### New specialties

- Commercial and technical due diligence for small and large international cases
- Large corporate strategy and market research mandates including global interviews, voice of customers, etc.
- Full team supporting commercialization and project development, including financial modelling in support of debt & equity financing
- Strong dedicated team for digitalization projects



# Our partners are well-known industry insiders with decades of experience



**Thierry NOEL**  
Paris, France

Over 25 years international experience in water having held executive positions for global strategy, corporate and business development, and operations in multinationals like Suez, Tyco, Enron



**Amedeo C. VACCANI**  
Zurich, Switzerland

Co-founder of AVP with 30 years experience in Sustainability and Waste, in strategy development, M&A. Holding executive positions at ABB Resource Recovery, and W+E Umwelttechnik AG



**Mathieu DE KERVENOEL**  
Paris, France

Over 26 years international experience in strategy, business development, operation and finance in water and environment, focusing on infrastructure development finance, solid waste & the circular economy



**Christophe GUILLET**  
Middle East

Former Saur Group VP for International Business Development with over 25 years international experience in water, specialising in PPP project management in the Middle East



**Geoff GAGE**  
Oxford, UK

Former McKinsey & Co. Global Water Practice leader with over 15 years' experience serving global companies, start-ups, investors and utilities on strategic and operational topics in water



**Bastien SIMÉON**  
Paris, France

Former KPMG Global Head of Water with over 20 years of international experience in the sector, with a focus on PPP, Project Finance and M&A



**Bill MALARKEY**  
Philadelphia, USA

Over 25 years experience in international water markets specializing in strategy development and M&A, holding senior positions with Severn Trent, American Water, Thames Water and RWE



**Alex ZHANG**  
Shanghai, China

Co-Founder & Chairman of McWong Environmental and Energy Group with over 25 years experience in international environmental and energy-related technology transfer to China

# Connecting you to the world's largest network of 550+ experts across water and circular economy



Covering **All** geographic regions



On topics shaping our industries

<b>30+</b> end markets	Municipal	Oil & Gas	Pulp & Paper	Power
	F&B	Mining	Residential	Agricultural
<b>120+</b> areas of expertise	PPP	Utility operations	Desalination	Reuse
	Disinfection	Smart water	Sludge	Chemicals
	Biomass	ZLD	Waste-to-fuel	Circular Eco.
	Energy-from-Waste	Recycling	Biogas	CO2

# Unique and proprietary market intelligence capabilities across Water, Resource Recovery and Energy Recovery sectors



## Water

- Company database**
  - With over 3,500 profiled water & related companies
- Investor database**
  - Over 1,000 investors with interest in water
- M&A tracker**
  - With all transactions in the water sector since 2000
- Promising start-ups**
  - Start-ups looking for investments
  - Recipients of major awards in water/cleantech
- Digital database**
  - 1,100+ digital solution providers active in water



## Resource & Energy Recovery

- Global country database**
  - Structural market data of 200+ countries with energy production sources, waste volumes and treatment methods, CO2 footprint, energy from waste developments, incl. long term outlook
- Global project award database**
  - Comprehensive global tracking of awards of waste-to-energy, biomass and multifuel projects, 10+ year trend analysis for market share, technology, fuel, contract type, etc.
- Market forecasts**
  - Global forecast (5+ years horizon) on Energy-from-Waste markets, broken down by region, key markets etc. incl. CAPEX, OPEX, longer term trends (10 and 15 years)
- Competitor and market profiles**
  - Country & market players (suppliers, operators, developers) profiles, including value chain analysis, project details, regulatory, technological, fuel, country & regional trends



Supplemented by Global Voice of Customer surveys to obtain actionable customer insights



# Serving as the trusted advisors to companies and investors in water and the circular economy

## More than 200+ Projects completed by AVP



## More than 450+ projects completed by Amane Advisors



# Extensive and proven experience in supporting many start-ups, large companies, and investors in transaction activities across resource & energy recovery, water and circular economy

## Resource & Energy Recovery

## Water

 <p>Acquisition of</p>  <p>Advisor to buyer</p>	 <p>Joint Venture</p>  <p>Partner introduction</p>	 <p>Acquisition of</p>  <p>Advisor to buyer</p>	 <p>Acquisition of</p>  <p>Advisor to buyer</p>	 <p>Acquisition of</p>  <p>Advisor to buyer</p>	 <p>Due Diligence</p>  <p>Liquid Purification Technologies</p> <p>Advisor to buyer</p>
 <p>Acquisition of</p>  <p>Advisory Board EEW</p>	 <p>Acquisition of</p>  <p>Advisor to seller</p>	 <p>Sale to</p>  <p>Bridge Loan to Seller</p>	 <p>Acquisition of</p>  <p>Advisor to buyer</p>	 <p>Acquisition of</p>  <p>Advisor to buyer</p>	<p>CONFIDENTIAL</p> <p>Acquisition of</p>  <p>Advisor to buyer</p>
 <p>Strategic partnership</p>  <p>Advisor to Valmet</p>	 <p>Acquisition of</p>  <p>Advisor to buyer</p>	 <p>Sale to</p> <p>CONFIDENTIAL</p> <p>Due Diligence</p>	 <p>Acquisition of</p>  <p>Advisor to buyer</p>	 <p>Acquisition of</p>  <p>Advisor to buyer</p>	<p>CONFIDENTIAL</p> <p>Acquisition of</p>  <p>Advisor to buyer</p>



# The proof is in the numbers

**950+**

Projects completed

**24+**

Languages spoken

Projects in more than

**50**

countries on all continents

Strategic, market and technical studies on more than

**5,000**

enterprises in the sector

**28**

Water & resource recovery related M&A transactions in the past 12 months

**75+**

active clients over the past 12 months

Partners with over

**350**

years accumulated experience



**Designing Your Future in the  
Circular Economy**





## Contact



**Telephone**  
+41 44 392 9900



**info@avp-group.net**  
**www.avp-group.net**



**A. Vaccani & Partner AG**  
**Zollikerstrasse 141**  
**CH-8008 Zurich**  
**Switzerland**

