



## Debt Raising

Effective risk management and strategic planning during the pre-phase

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Greenfield investments present a high level of complexity, with effective risk management and strategic planning serving as critical factors in the early-on decision-making process for the investments.

### Your key questions, challenges and objectives



- Strategy & capital structure: What is the right capital/financing structure to deliver my strategic plan?
- Option identification: What is the ideal financing structure for my plan? How would I approach my external financing requirement and which financiers should be approached?
- Transaction execution: How do I maximize competitive tension among financiers and get the best terms? Which information requirements do financiers have?

### How we support



- We have extensive experience in supporting companies in obtaining financing, incl. financing of greenfield investments
- We offer support in defining the ideal financing structure and financing parameters
- We prepare marketing materials such as presentations and teasers
- We have access to all financing partners, and we create a competitive environment among financiers to ensure best terms
- We assist in negotiations regarding terms and conditions
- We run process of various stakeholders in parallel and secure an efficient process



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### Examples of relevant credentials

Pre-phase – Site selection and state subsidies

Pre-phase – Other

Build-phase – Core business

Build-phase – Support processes

**Manufacturer of Hydrogen Production Plants**  
Support on the structuring and arrangement of various credit facilities including growth financing, guarantees and export financing

Ongoing

**International Battery Manufacturer**  
Alignment of the current financing structure and raising of additional financing to support the business plan including investments in a new production line

2023

**German Transmission System Operator**  
Development of a financing strategy in relation to >€20bn capex over the next ten years, support on execution of a €1.5bn syndicated loan and a €800m bond issue as well as on strategic financing aspects

2022

**German Municipal Public Transport Provider**  
Structuring and arranging of long-term financing for the acquisition of tram-trains

2022

**International Cardboard Manufacturer**  
Developing of structuring options for the financing and preparation of an information package for financiers in connection with a greenfield investment of a cardboard production facility

2021