



# **Sigmacatalyst Partners:**

Your independent project partner & advisor  
in Greece and regional emerging markets

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# Profile – what we do

## *Corporate and Project Finance – Business Development Advisory*

- Sigmacatalyst Partners is a financial advisory boutique, specializing in **corporate & infrastructure finance**, **Mergers & Acquisitions** and **international business development advisory**.
- Headquartered in Athens, we are able to cover Greece as well as regional markets in our fields of expertise via a network of partnerships and business contacts.
- The firm specializes in technology, **waste management** and **renewable energy** sectors, often acting as a project partner and co-developer.
- *Our approach* is to support our clients as **both partner and financial advisor** and we often accept equity as remuneration. Our role goes beyond planning and advisory; we get involved in all stages of project execution, supporting our client's senior management teams.
- *Our team has a* **combined experience of over 30 years** with investment advisors, Greek and multinational corporations in structuring and executing transactions in various markets
- *We add value* by applying our deep **knowledge of the local market**, early project due diligence and financial analysis skills while leveraging our long-term relationships with local industry players, banks and investors.

# Our services

## Corporate and Project Finance – Business Development Advisory

Our team's *cross-border cooperation expertise* and *regional market knowledge*, enables us to support your strategic project decisions and planning /execution of joint ventures and partnerships. Furthermore, we are able to support *post-transaction monitoring and implementation* and can represent international investors in JV partnerships or minority investments.

- Business Development: Consulting services in planning, negotiating and implementing mergers, acquisitions and strategic partnerships. We support and coordinate due diligence audits on behalf of purchaser or seller. We evaluate and seek suitable local partners for international clients seeking to participate in Greek tenders. Significant experience in cross border cooperation projects.
- Corporate Finance: We arrange equity, mezzanine and debt funding for mid-sized companies. We assist in defining financial requirements and identifying equity investors. We help in presentations and negotiations with investors and financial institutions. We support our clients in all stages of financing project execution from the preparation of corporate “teasers”, information memoranda and investor presentations to IPO offering circulars.

⇒ *Supporting your strategic project decisions and partnerships*

# Our services, contd

## *Corporate and Project Finance – Business Development Advisory*

- Project Finance: We support companies in the design and implementation of project financing vehicles for participation in concession projects. We help our clients in the identification of equity partners and assist in arranging debt/project finance for infrastructure, energy and waste management concession projects. We are involved from the early stage and help in the evaluation and proposal preparation (in case of public tenders).
- Financial Planning & Analysis: Financial evaluation of operational and strategic investment projects. Financial monitoring of subsidiaries and minority investments. Sigma Catalyst Partners supports management teams by participating in weekly management meetings and acting as a part-time/ non-executive CFO. We support and advise the client's Finance Manager in financial planning and reporting, esp. for companies in pre-IPO phase or acquisition targets.
- Asset advisory services: We help non-Greek corporate and institutional investors in the monitoring and/or active management of their direct or listed investments in Greece, by providing information and analysis on company performance, as well as general assembly and non-executive board representation. Non core asset management and divestitures.

# Waste Management

## *Financial Advisory & Business Development*

Sigmacatalyst Partners offers independent **specialized project development and advisory services** in renewable energy & infrastructure finance as well as waste management project development.

Headquartered in Athens, we can support your **waste management** and **biomass projects** in the region. Specifically, our team:

- Follows MSW PPP/PFI tenders and supports consortia in partnering with international waste operators and EPC contractors
- Maintains contact and informs municipalities and government authorities of modern WM technologies and practices
- Has access to and follows local contractors interested in WM
- Sources and co-develops private biogas to electricity projects by partnering and educating feedstock producers and linking projects to investors
- Assists in raising equity & project financing and liaises with local EIB/EIF executives responsible for infrastructure & structural funds
- Provides strategic and financial advice in international cooperation, joint venture and investment projects

⇒ *Supporting project & partner evaluation*

⇒ *Enabling your low risk market entry via structuring and managing successful partnerships*

# Senior team

*Significant local and international execution track record*



## **Dimitris Skaleos , Managing Partner**

Mechanical engineer with Master's degree in Business Administration (Carnegie Mellon University). Seasoned executive in international business development and cross-border transactions with over 17 years experience in senior positions with Greek and multinational corporations. He served as CFO of Hellenic Post SA, Business Development Manager at GE Capital and Corporate Planning Executive at Daimler-Benz AG as well as Corporate Finance Director at local investment boutique Beta Securities. He founded Sigmacatalyst Partners to focus on international business development and project financing in 2010.



## **Christos Sikolas, Consultant**

Christos holds an MBA from Aston University and an undergraduate degree in marketing from Salford (UK). He is a seasoned business executive with diverse experience in many organizations and a licensed professional pilot (EASA). He has held positions as System Chief pilot, Director of Flight Operations in public transport aviation companies. In the agricultural sector, he served as member of the GMO committee of the International Seed Testing Association. He has also served as Chief Operating Officer for the humanitarian-development aid to sub-Saharan African countries in cooperation with Governmental institutions and International Organizations. He cooperates with Sigmacatalyst Partners since early 2013 on new project development and international relations.



## **Elena Chatzistefanou, Senior Analyst**

Elena has a Bachelor and a Postgraduate Degree in Accounting and Financial Economics from Essex University, UK. She has ten years experience in financial analysis in which she focused on evaluating the financial and operational performance of companies and sectors. She has worked Financial Analyst at the Research Department of Beta Securities SA and the financial department of steel products manufacturing company Sidenor (Viohalco Group). Elena joined Sigmacatalyst Partners as Senior Analyst in January 2013 and is currently responsible for financial analysis and M&A project support.

# Our track-record

## *Corporate finance and Business advisory*

Our firm also provides financial advisory services in the following *non-waste* projects:

- Retail equipment supplier: Buy side advisory for cross border acquisition (evaluation, due-diligence, structuring & negotiation)
- Technology: Equity fund raising for Nanotechnology company
- Greek fertilizer company: Equity/Debt fund raising - M&A advisory.
- Real estate investment: Advised large shipping group in structuring investment in local REIT.
- Coffee producer: Equity fund raising and cross border acquisition advisory.
- Defense & Security: financial advisory for local IT/Security Group expanding in new sectors.
- Aviation support: Assisting local company in structuring international partnerships
- Advised Greek private investor in the evaluation of a mobile VAS investment opportunity
- Advised Greek listed company active in the distribution of energy systems in the preparation of rights issue circular.
- Buy side advisory: Preparation of pre-evaluation reports for international investors seeking opportunities in Greece.
- Buy-side advisors in Greek privatization projects

# Our track-record

## *Waste Management & Renewable Energy*

Our firm is currently involved in the following waste management / biomass projects:

- MSW PPP projects - Financial advisory and equity fund raising. Seeking waste management technology partners for local construction groups participating in PPP tenders. Assisting in structuring and implementing partnerships.
- Natural gas powered CHP plant in cooperation with manufacturer and ESCO - Investment assessment (12mil€) and buy side advisory.
- Equity fund raising for small organic fertilizer composting unit in Central Greece.
- Assisting a UK pyrolysis specialist in the identification and structuring of a licensing partnership in Greece.
- Co-advisor of a Spanish recyclable energy from fossil fuel residues specialist in developing commercial opportunities in Greece and Cyprus.
- Biomass/ 15.000 tpa pellet commercial production plant - Equity fund raising
- Solar/wind license acquisition projects in Greece, in cooperation with a US fund. *This is a non-core activity for the company.*
- **PLUS:** Several private biomass development projects => *details follow*



# Biogas Project Development

*We operate as co-owners and project partners*

- Sigmacatalyst Partners also is involved in several smaller scale biomass projects that include the construction and operation of Anaerobic Digestion facilities that process **pure organic waste** produced by **animal farms and food processing factories** so as to produce:
  - **biogas, fertilizer** and
  - **Electricity** (plants are connected to the grid under power purchase agreements which currently guarantee a price of 220€ per MWh (253€ if the plant is constructed without grants))
- **Our role as project partners and co-owners is to:**
  - Provide **early stage funding & execution support** (technical studies, permitting, pre-feasibility etc)
  - to facilitate/ manage the **business setup of operations** (signing long term contracts with feedstock producers, obtaining permitting and grid connection agreements)
  - **Select and commission European AD facility manufacturers** to build and supervise the operation of the plants, ensuring operation at the budgeted energy efficiency figures (we minimize construction and operation risks by making sure that the right technology and EPC partner is used)
  - **Seek later stage investors** interested in investing in these projects once construction commences. (the risk/return ratio of these projects is very attractive)

⇒ *Attractive FIT and IRRs in anaerobic digestion plants (pure organic waste)*

⇒ *Improved investment climate and EU policy to unlock project finance*

# Our track-record

## *Biomass/Biogas project development*

Our firm is currently involved as advisor, partner or co-developer in the following biogas development projects:

- Epirus 1,3MW biogas facility. This project is at its initial structuring and permitting stage. Organic waste from leading dairy producer combined with chicken waste are main process inputs. Pre-feasibility is completed based on technical proposal by leading European AD vendor. The investment cost is estimated at approximately 5,0mil€.
- Evia 0,5MW biogas facility. The project is in the final permitting stage of grid connection approval and the completion of environmental terms. The investment cost is estimated at approximately 2,2 mil€. LOI already signed with European AD specialist.
- Western Greece 3,4MW biogas facility. Financial advisory and equity fund raising for a 3,4MW biogas unit in western Greece. The project is mature with all permits in place. Organic waste from pig manure combined with sorghum and rye grass silage are main process inputs. Investment cost estimated to reach €11m.

⇒ *Leveraging finance capability with commercial partnerships to develop biogas projects*

# Sigmacatalyst Partners

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Thank you for your attention.

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For more information please visit :

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