

# INC

INVESTMENT  
NETWORKS  
COMMUNITY

Energy Transition Group

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# **Investment Networks Community**



## Introduction

Investment Networks Community is a worldwide community to help facilitate and build business networks. We are based on the INC values of Integrity, Service, and Action. Our vision is to build business communities and networks around the world, creating a progressive business culture. We welcome everyone to join us. No matter where you come from, no matter what religion you observe, or what race you belong to, if you believe in our core values, then you are welcome to join us.

We have a global network of professionals including investment banks, law firms, accounting firms, banks, institutional investors such as PE funds and more. Whether it is trade, investment, M&A or other areas, with our strong global network, we can provide professional services to our clients.

INC's Programs  
Social Gatherings, Workshops, Business Service, and Charity Projects

Networking

Through regular social gathering events, which connect people from different countries, We are looking forward to holding the events world-wide.

Innovative Research

Our team comprises a wide variety of experts from multiple industries, think tanks from various research institutes, and reporters from a large number of jurisdictions. We will publish a research report after each research project.

Investment

Our community offers resources to help projects succeed with knowledge, professional investment teams, and more adequate risk management. We can make better returns at lower risk with our community advantages.

Home of Life

Building long-term sustainable relationships with local communities through community service, charity projects, art activities, and assisting individuals in developing their integrity.

**Brief introduction of INC Consulting**

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# **INC Consulting Energy Transition Group**

**INC(SHANGHAI)CONSULTING & MANAGEMENT LTD**

**WHAT WE DO**

**Financing Advisory for the energy transition**

The Energy Transition Group will serve investors, companies and entrepreneurs seeking to transform their energy models, drive sustainable innovation, invest in clean energy technology or renewable energy infrastructure.

Leveraging its extensive global network, INC plans to further expand the Energy Transition Group's offering by adding complementary, high value-added advisory services and investment strategies for clients and investors.



# Mergers & Acquisitions

Energy Transition Group

## Mergers & Acquisitions



### Network

Leveraging its extensive global network, INC provides high quality independent advice on acquisitions and disposals in the renewable energy sector. We evaluate potential acquisition targets and provide valuation analysis.

### Knowledge

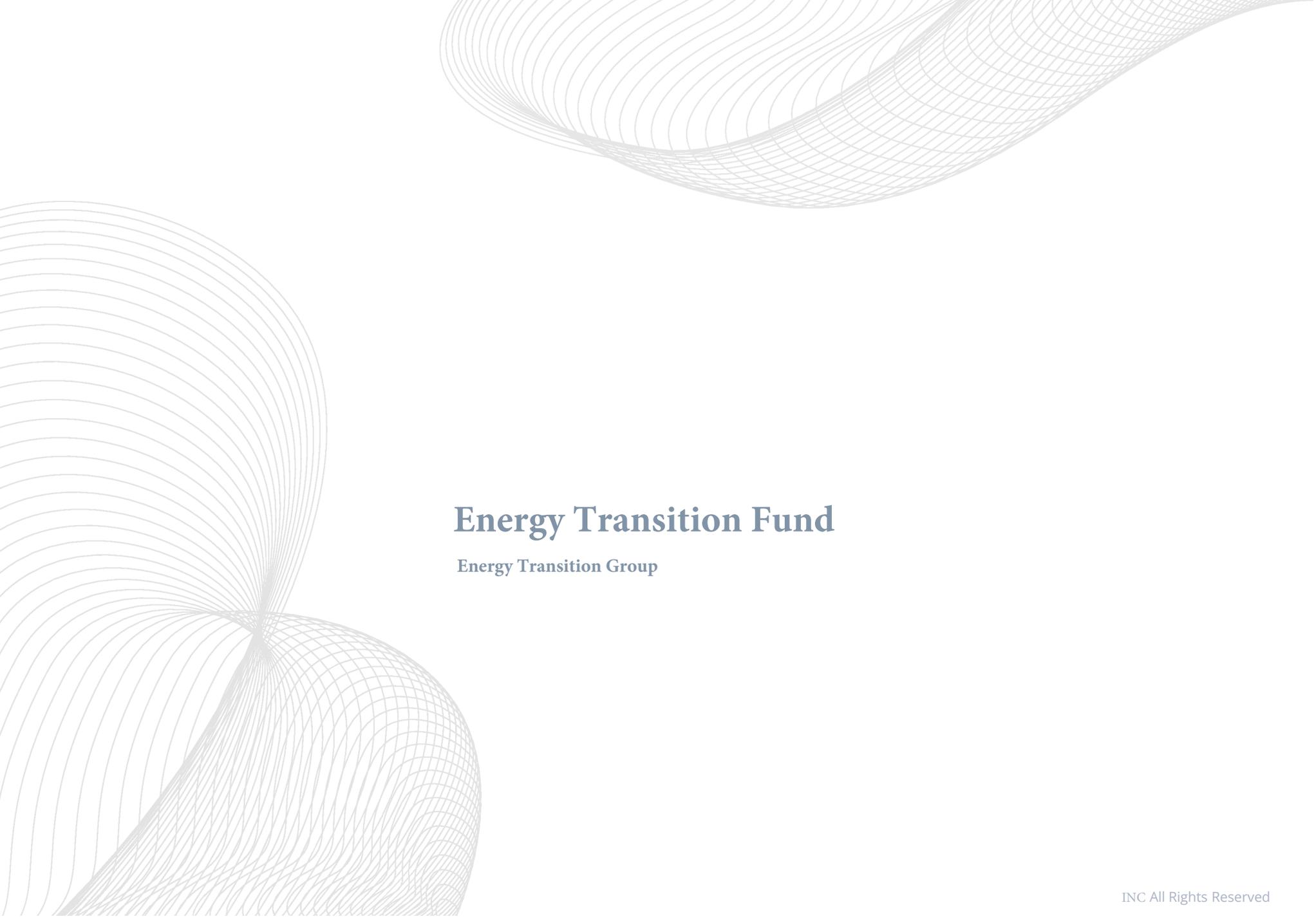
INC has a unique knowledge of all types of M&A transactions, including mergers, joint ventures and strategic agreements. Our expertise extends to handling complex and challenging deals across multiple geographies.

### Structures

We advise both sell-side and buy-side clients and excel at navigating transactions involving large portfolios, complex legal structures and multiple geographies.

### Negotiation

We also rigorously manage the timing, structure, financing and pricing of a proposed acquisition and assist in the negotiation and closing of the deal.



# Energy Transition Fund

Energy Transition Group

## Energy Transition Fund

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### Fundraising

With the resources of the LP network of pension funds, insurance companies, family offices and banks, we can help GPs raise funds for the Energy Transition Fund more efficiently.

### Secondaries

We focus on opportunities in energy transition private equity secondary market transactions (LP/GP-LEdS).

### Energy Transition Fund

### Co-investment

INC as a portfolio advisor to provide co-investment opportunities for institutional investors.

### Portfolios

INC brings global resources to alternative portfolios in a customized manner, focused on rigorous investment processes, wide sourcing of investment opportunities.



# Financing

Energy Transition Group

WE DESIGN AND EXECUTE THE MOST APPROPRIATE FINANCING FOR OUR CLIENTS' PROJECTS.

### Expertise

INC's expertise in both equity and debt financing enables us to provide our clients with tailored solutions to meet their specific financial needs.

### Partners

INC and its partners have extensive networks within the world's leading renewable energy financing institutions, such as project finance banks, multilateral financing institutions and export credit agencies.



### Financing

### Restructuring

INC will assist with the debt & equity of the projects to be restructured. We have a deep understanding of debt & equity packages as our people have negotiated such packages extensively. As a result, INC helps restructured projects become better projects with better returns.

### Success

With a deep and accurate understanding of the energy transition markets, we support our clients from project inception to financial close. We are committed to maximising value and ensuring project bankability at every stage, positioning us as a trusted partner for success.



# PPA advisory

Energy Transition Group

WE DESIGN AND EXECUTE THE MOST APPROPRIATE FINANCING FOR OUR CLIENTS' PROJECTS.

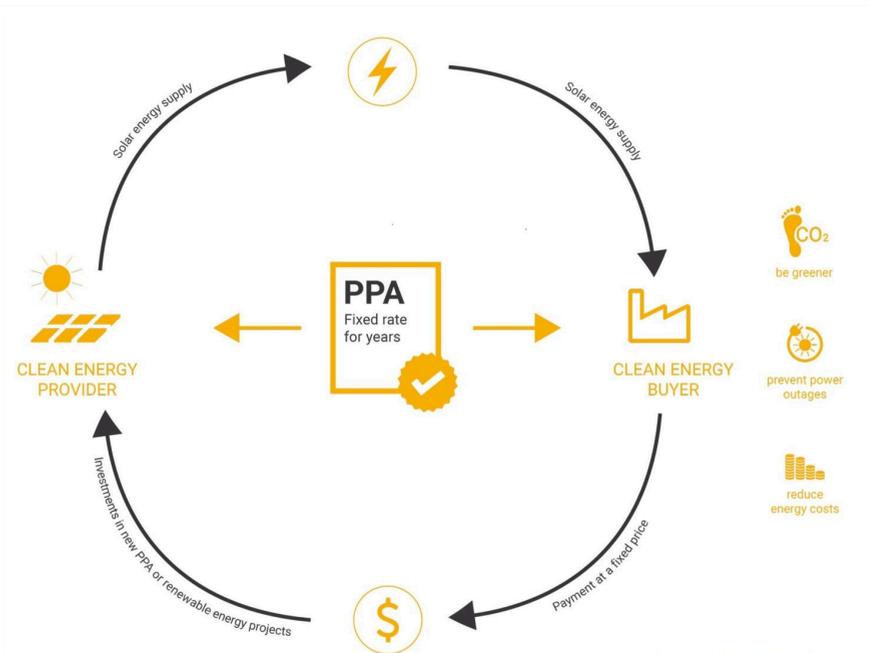
### Offtake

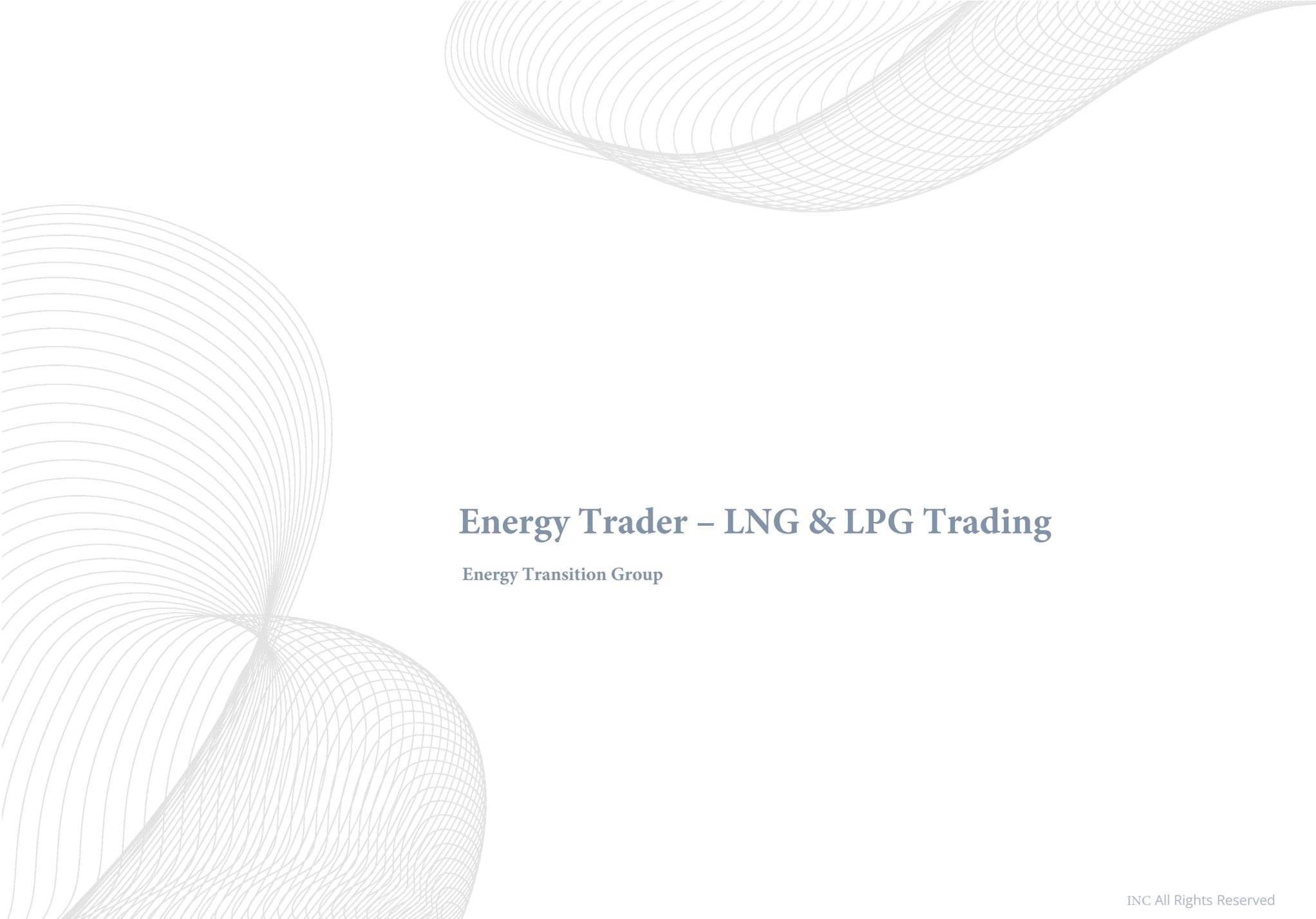
INC cover a wide range of offtake related services with a focus on unlocking value and identifying implications for raising debt and/or equity.

### Advisory

INC can guide you through the process, from initial strategy formulation to origination and execution, our market intelligence informs our clients on a wide range of offtake related issues.

Throughout this process, INC will help you make insightful decisions regarding the structuring of the offtake, which can have a significant impact on how the project is perceived by banks and investors.





# Energy Trader – LNG & LPG Trading

Energy Transition Group

### LNG & LPG TRADER BROKERAGE SERVICE—YOUR 24/7 PIPE TO GLOBAL GAS MARKETS

#### Risk Management & Hedging

- Real-time net-back & margin tracker
- JKM, TTF, NBP, HH, Brent, Crack & FX hedging via swaps, options, collars
- Indexation to Brent, NBP, TTF, JKM, AECO, Henry Hub, Residual Fuel, LSS
- Portfolio VaR, stress testing & EaR limits
- Counter-party credit & shipping default cover

#### Trading & Operations

- 24-hour global desk – Shanghai, Singapore, Geneva, Houston
- Chartering & post-fixtured – full demurrage & despatch control
- LNG reloading / transshipment in Europe & Asia
- LPG splitter / MTBE / alkylation margin optimisation
- Cool-down, heel management & gassing-up services
- Full customs, title transfer & letter-of-credit support

#### Market Intelligence

- Weekly East / West pulse & freight rate outlook
- LNG & LPG flow analytics, storage & utilisation dashboard
- China gate-price tracker, import auction results, pipe-on competition
- Carbon-pricing impact on gas-coal switching curve
- Regulatory briefings – EU Fit-for-55, China ETS, IMO 2023, CSRD

INC's Energy Transition Group runs a dedicated LNG & LPG Brokerage Desk operating around the clock from Shanghai, Singapore, Geneva and Houston. We serve liquefaction plants, import terminals, utilities, city-gas distributors, trading houses and ship-owners with a single gateway to spot, term, paper and shipping markets. As an independent broker we never take title or positions, guaranteeing price transparency and confidentiality.

#### 24-hour execution

The sun never sets on our desk. Multiple bidding rounds within the same day typically save clients 0.8-1.2 \$/MMBtu.

#### One-stop hedging

Straight-through connectivity to CME, ICE, SGX and Shanghai Clearing House allows physical deals to be hedged in the same second, in USD or CNY.

#### Green shipping & carbon accounting

We offer carbon-neutral cargoes: green methanol or ammonia bunker fuel, real-time CO<sub>2</sub> offset via Verra/Gold Standard, and full life-cycle emission reports for EU CSRD or China ETS disclosure.

#### Data, risk & credit

- Net-back & freight dashboard refreshed every 15 sec
- Portfolio VaR, stress tests and EaR at the click of a button
- Counter-party blacklist synced with S&P Global and Clarksons; limits automatically frozen when PD > 2%.

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