



## **Newgreen - Key facts & Commitments & Services**

Developers, IPPs, Investors - Green hydrogen

June 2025

**NEWGREEN**



# NEWGREEN – Key facts

An international team and project management expert specializing in green hydrogen investments, providing strategic and operational expertise to support developers, IPPs and investors teams



## Positioning



▪ To be the experienced members working within the teams of developers, IPPs and investors and their participations, whether based in France or internationally.



▪ By working as “wingmen” in support of the teams, we increase the bandwidth of our clients and help them tackle critical issues.



▪ We are experts in investing in energy infrastructures (RE, storage, green hydrogen) and in climate transition and green mobility.



▪ We use our technical expertise, project management skills and experience of motivating teams to bring projects to a successful conclusion.



▪ We provide mentoring to help our customers' teams become more agile and quicker to adapt to change.

## Team integration and cohesion tool



- We have an integration and team cohesion tool thanks to our partnership with Maître Didier Baras (founder of “Les Lames de l’eXcellence, Fencing & Management”).
- As former coach of the French paralympic saber, Maître Didier Baras won gold at the Beijing Games with his athletes.
- All the project teams members, including us, participate to the session. At the end of each protocol (individual or team-based), we illustrate with concrete business examples, so we can apply to business situations directly during the assignments.
- This helps create efficient project teams.

## They trusted us



5+5+25GW  
Project finance  
Green H<sub>2</sub> / Solar  
Team building



2.5GW  
Project finance  
Green H<sub>2</sub> /  
Wind / Solar



Development  
Negotiation JDA



Transformed  
from Developer  
to IPP



Acquisition /  
Refinancing  
Operation



Project finance  
Equity  
Devex



Wind investment  
(M&A)



VC/PE  
Energy (€450m  
invested)



Project finance  
M&A / various  
energy Infra



Project finance  
M&A / various  
energy Infra

## Founding team

- Newgreen's founding team is made up of 3 experts, each with 25 years' experience with IPPs and/or infra fund investors and/or VC/PEs, in infrastructure and energy, with 3GW+ of RE and storage and 15GW+ of H2 projects backed and €450m invested in VC/PEs in energy (incl. climate transition and green mobility).
- The founding team has expertise in project development, insurance, acquisition, investment and financing, combined with solid experience in project management, operational fund management and leading teams from within.

**Benoît Amouroux**  
Co-Founder & CEO

- +25 years development, insurance, financing and acquisition | RE & Infrastructure.
- Worked noticeably for WTW (UK), MARSH (FR), CATE (FR), AN AVEL BRAZ (UK/FR) and NTR (IE).
- Passion: Fencing

**Paul Shultz**  
Co-Founder & MD

- +25 years M&A, financing, structuring | RE, Storage & Green Hydrogen | 25 countries.
- Worked for ABO ENERGY (DE), OQ (OM), FINANCE-IN-MOTION (DE), SGAM (FR).
- Passion : foreign cultures and languages

**David Kabile, CFA**  
Co-Founder & MD

- +25 years M&A and Private Equity | Energy, RE, Energy transition, Hydrogen.
- Worked for 4D GLOBAL ENERGY ADVISORS (FR), SGAM (FR), DRESNER KLEINWORT (US/BR), SANTANDER (US/BR).
- Passion : Golf

## Experts on demand



We have an international network of experts with whom we have already worked and whom we can mobilize on request to reinforce project teams:



▪ 15+ independent experts in energy infrastructure and energy transition, with expertise in finance, investment, network, technical, procurement, et al.



▪ Technical experts (design, construction, grid connection, operation, insurance).



▪ Legal experts (notaries, lawyers).



▪ Experts for entry into new countries (with local knowledge and networks).

## Countries we worked in



Legend:

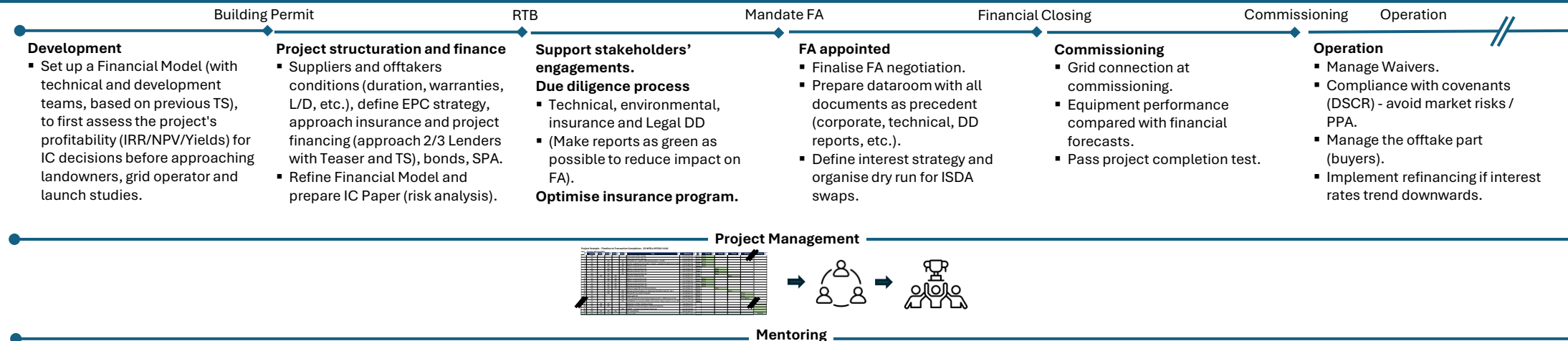
• Countries where Newgreen members have worked on energy projects and financings

## NEWGREEN – Commitments & Services





Our commitment: to support the objectives of developers, IPPs and investors at every stage of their investment cycle, helping them to deploy their capital, build their IRR and manage their risks, while strengthening the skills of their teams



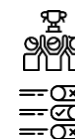
### Services



### How we overcome difficulties

				
<b>Context</b>	Financing 15GW hydrogen projects	Transforming a developer into an IPP	VC/PE Fund Sale of participation	Project financing portfolio of 1GW
<b>Difficulties</b>	Transforming the approach and structuring projects for the long term	A developer of wind projects wanted to keep its assets but have no experience in doing so.	Sale well under way derailed at the last minute for human reasons.	Building a team of professionals with the right skills for a portfolio post-completion.
<b>Solutions / Results</b>	18 months of advice and assistance with structuring hydrogen projects to ensure bankability	As part of the team, took the lead on project finance, investment and insurance subjects, leading change and coaching and mentoring the team.	Calm the parties down with diplomacy, reminding them of the benefits of the acquisition and the "strategic fit" for buyers.	10 people hired and training programme set up for monitoring the contracts post-consolidation (waivers/covenants).
<b>Est. gains</b>	Not disclosed	Enterprise Value generated: c.€100m.	Quickly receives a LOI of c.€80m.	Waivers fees saved: c.€2m.

### How we work



- We are committed to seeing assignments and projects through to completion.



- We work with our customers' teams on a daily basis, according to a predefined rhythm and schedule.



- We regularly check with customers to adjust our involvement, depending on the teams' ability to carry out the various tasks set out in the schedule.



- For large project teams, we can mobilize several Newgreen experts.

### Our ultimate commitment



- Bringing transactions and projects to a successful conclusion.



- Our customers' teams are more agile and quicker to adapt to change.





## CONTACT

**Benoît Amouroux**

Co-Founder & CEO

M: +336 7646 0200

Mail: [B.Amouroux@Newgreen.re](mailto:B.Amouroux@Newgreen.re)

**Paul Shultz**

Co-Founder & Managing Director

M: +33 61 436 0788

Mail: [P.Shultz@Newgreen.re](mailto:P.Shultz@Newgreen.re)

**David Kabile, CFA**

Co-Founder & Managing Director

M: +33 6434 1995

Mail: [D.Kabile@Newgreen.re](mailto:D.Kabile@Newgreen.re)

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