



Newgreen - Key facts & Commitments & Services

Investment in Startups & SMEs - Energy & Climate Deep tech

June 2025



Key facts

International experts in team and project management, specialising in investment in the climate transition and green mobility, providing strategic and operational expertise to support the GPs and the teams of energy and climate deep tech startups and SMEs

Positioning



- Experienced teammates who work to support the GP teams and the management of their deep tech and climate tech startups and SMEs, whether based in France or abroad.



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



- Our domains of expertise include investment (i) in energy technologies, services and infrastructure (RE, storage, green hydrogen), (ii) in climate transition and (iii) green mobility.



- We apply our project management skills and experience in motivating teams to bring projects to fruition.



- 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



VC/PE Energy
(€450m invested)



5+5+25GW
Project finance
Green H₂ / Solar
Team building



Development
Negotiation JDA



Transformed
from Developer
to IPP



Acquisition /
Refinancing
Operation



Project finance
Equity
Devox



Wind investment
(M&A)



2.5GW
Project finance
Green H₂ /
Wind / Solar



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, combining 25 years' experience in private equity fund management, in IPPs and infra funds, with €450m invested in energy startups and SMEs (incl. climate transition and green mobility), 3GW+ of RE and storage and 15GW+ of H2 projects supported.
- The founding team has expertise in investment, monitoring of Portfolio companies, project development and project finance, insurance, combined with solid experience in project management and operational management within project teams.

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), DRESNOR 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 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:

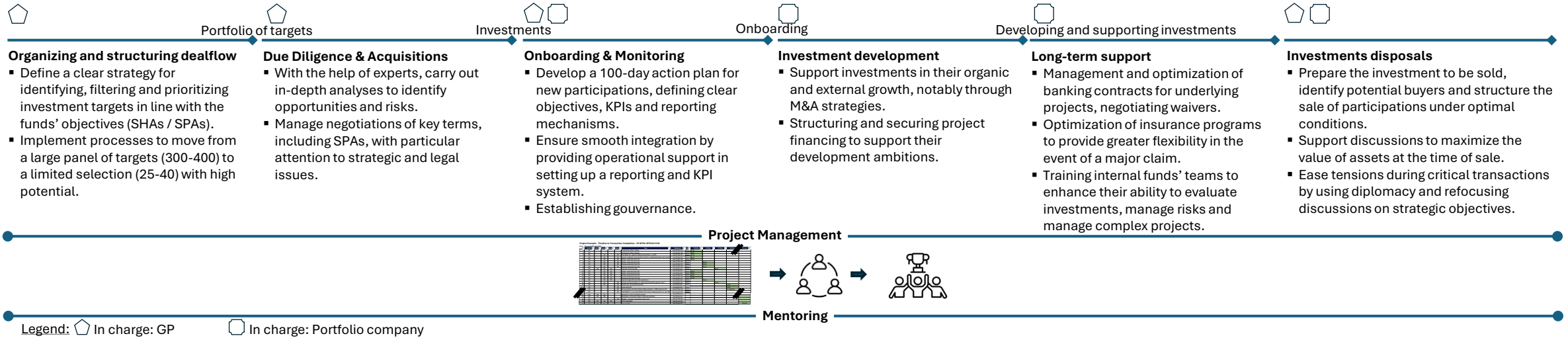
- Countries where Newgreen members have worked on energy projects and financings



Commitments & Services

Our commitment: to support the objectives of VC/PE 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 and of their investments

Services



How we overcome difficulties

Context	VC/PE Fund Sale of participation	Transforming a developer into an IPP	VC/PE Fund Merger of 2 participations	Project financing portfolio of 1GW
Difficulties	Sale well under way derailed at the last minute for human reasons.	A developer of wind projects wanted to keep its assets but have no experience in doing so.	Overcoming disagreement on the valuation of the two entities and exchange parity "metrics".	Building a team of professionals with the right skills for a portfolio post-completion.
Solutions / Results	Calm the parties down with diplomacy, reminding them of the benefits of the acquisition and the "strategic fit" for buyers.	As part of the team, took the lead on project finance, investment and insurance subjects, leading change and coaching and mentoring the team.	Set up a valuation model for the 2 entities, quantifying synergies and involving the 2 CTOs so that they find an alignment of interests in the merger.	10 people hired and training programme set up for monitoring the contracts post-consolidation (waivers/covenants).
Est. gains	Quickly receives a LOI of c.€80m.	Enterprise Value generated: c.€100m.	Confidential.	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

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