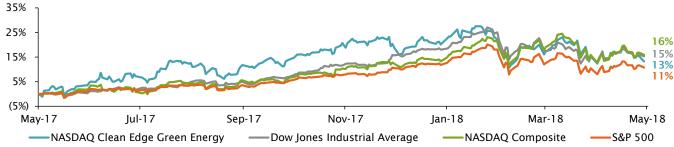
# Sustainable Technology and Infrastructure Monthly Market Update *April 2018*

## greentech capital advisors





		Index Performance		April Ending Versus			
	April	YTD	CY 2017	52 Wk High	52 Wk Low		
Dow Jones Industrial Average	0.2%	(2.2%)	25.1%	(9.2%)	17.3%		
NASDAQ Composite	0.0%	2.4%	28.2%	(6.9%)	17.6%		
S&P 500	0.3%	(1.0%)	19.4%	(7.8%)	12.3%		
NASDAQ Clean Edge Green Energy	(1.9%)	(5.8%)	30.8%	(11.2%)	14.5%		

#### **Notable Recent Transactions & Capital Raises**

	Acquiror	Target	Transaction Description								
Corporate M&A and		Corporate Transactions									
	ALGONQUIN Power & Utilities Corp.	Atlantica Yield	Follow-on acquisition of a 16.5% equity interest in Atlantica Yield after Algonquin acquired a 25% interest in March 2018								
	BC Partners C STACHERS	GFL	GFL Environmental Holdings agreed to a recapitalization that values the company at \$4bn								
Asset Transactions	SPX	CUES	Acquisition of a manufacturer of pipeline inspection and rehabilitation equipment								
	Trimble	VIEWPOINT	Acquisition of a construction resource management software platform								
	Asset Transactions										
	CPP INVESTMENT BOARD	NEXT <b>era</b> ENERGY	Acquisition of 396 MW of wind and solar assets in Ontario for \$582mm								

Capital	Raises

Company	Transaction Description
IMPOSSIBLE"	Redwood City, California-based Impossible Foods, a developer of a plant-based meat alternative, raised about \$114mm in convertible note financing
Manbang Group	Chinese truck-hailing company Manbang secured \$1.9bn in late-stage venture funding
Renew	ReNew Power Ventures, an India-based independent power producer, received \$247mm of equity capital
sunnova	Sunnova Energy Corp., a Houston-based solar leasing company, raised \$100mm in equity funding

Note: M&A transaction values are in enterprise value, unless indicated otherwise.

#### **About Greentech Capital Advisors**

Our mission is to empower companies and investors who are creating a more efficient and sustainable global infrastructure. We are purpose-built to ensure that our clients achieve success. We have deeply experienced senior bankers and investment professionals who are sector experts and understand our clients' industry and needs. We reach a vast global network of buyers, growth companies, asset owners and investors, and thereby provide clients with more ways to succeed through a deeper relationship network. We have directly relevant transaction experience which enables us to find creative structures and solutions to close transactions. We are an expert team of 55 professionals working seamlessly on our clients' behalf in New York, Zurich and San Francisco and through a strategic partnership in Japan. Our team of experienced bankers and investment professionals provides conflict-free advice and thoughtful, innovative solutions, and we do so with an intensely focused effort that does not stop until our clients achieve success.

## Select Recent Sustainable Technology & Infrastructure *M&A Transactions* (1/2)

#### **Corporate Transactions**

					Transaction	Transactio	n Multiple <sup>(1)</sup>
Date	Acquiror	Target	Transaction Description	Subsector	Value (\$mm)	Revenue	EBITDA
4/2/2018	Alliance Source Testing	Air Pollution Testing	Acquisition of a provider of source emission testing (stack testing) and oil & gas laboratory services	Environmental Services	ND	ND	ND
4/2/2018	Hydromax	Miller Pipetech's Technical Services Division	Acquisition of a division that offers technical condition assessment and data collection services for underground utilities	Power Infra / Smart Grid	ND	ND	ND
4/3/2018	Sumeru Equity Partners	Azuga	Acquisition of a provider of connected vehicle and fleet technologies	Advanced Mobility	ND	ND	ND
4/9/2018	Uber	Jump Bikes	Acquisition of an electric bicycle rental company	Advanced Mobility	ND	ND	ND
4/13/2018	Arjun Infrastructure Partners	South Staffordshire	Acquisition of a 75% equity stake in water company South Staffordshire Plc, owned by KKR	Water	ND	ND	ND
4/15/2018	Power Grid Components	Instrument Transformer Equipment	Acquisition of a maker of dry molded and oil-filled instrument transformers	Power Infra / Smart Grid	ND	ND	ND
4/20/2018	Ormat Technologies	U.S. Geothermal	Acquisition of a company that develops, produces and sells electricity from geothermal energy	Renewable Energy	\$184	5.7x	14.5x
4/17/2018	Algonquin Power & Utilities	Atlantica Yield	Acquisition of a further 16.5% equity interest in a YieldCo	Solar	\$345	ND	ND
4/17/2018	Ares Management	Conti Solar	Acquisition of a majority stake in a renewable energy development, engineering, procurement, and construction company	Solar	ND	ND	ND
4/23/2018	BC Partners, Ontario Teachers' Pension Plan	GFL Environmental Holdings	GFL Environmental Holdings has agreed to a recapitalization that values the company at \$4bn	Environmental Services	\$4,000	ND	ND
4/23/2018	CenterPoint Energy	Vectren	Acquisition of a utility that serves more than 1 million natural gas customers in Indiana and Ohio, and 145,000 electricity customers in Indiana	Power Infra / Smart Grid	\$6,000	2.3x	10.6x
4/23/2018	SPX Corporation	ELXSI (CUES)	Acquisition of a manufacturer of pipeline inspection and rehabilitation equipment	Water	\$144	1.6x	10.3x
4/23/2018	Trimble	Viewpoint	Acquisition of a construction resource management software platform	Industrial IoT & Software	\$1,200	ND	ND

## Select Recent Sustainable Technology & Infrastructure *M&A Transactions* (2/2)

#### **Corporate Transactions**

					Transaction	Transaction Multiple <sup>(1)</sup>	
Date	Acquiror	Target	Transaction Description	Subsector	Value (\$mm)	Revenue	EBITDA
4/25/2018	LG	ZKW Holding	Acquisition of an automotive lighting manufacturer	Advanced Mobility	\$1,300	ND	ND

#### **Asset Transactions**

					Transaction	Transaction	Multiple <sup>(1)</sup>
Date	Acquiror	Seller	Transaction Description	Subsector	Value (\$mm)	Revenue	EBITDA
4/2/2018	Canada Pension Plan Investment Board	NextEra Energy Partners	Acquisition of 396MW of wind and solar assets in Ontario for \$582mm	Solar / Wind	\$582	ND	ND
4/3/2018	Longwood Energy Partners	Mayflower Energy Partners	Acquisition of a 99 MW microgrid and district energy system serving six Harvard-affiliated medical institutions in Massachusetts	Power Infra / Smart Grid	ND	ND	ND
4/6/2018	Greenbacker Renewable Energy	Oak Leaf Energy Partners	Acquisition of 25 MW of solar power projects in Colorado	Solar	ND	ND	ND
4/10/2018	EDF Renewable Energy	Progression Energy	Acquisition of a 400-720 MW floating- turbine offshore wind project off the coast of Hawaii	Wind	ND	ND	ND
4/11/2018	Sonnedix	Terni Energia	Acquisition of 10 ground-mounted solar power plants with a combined generating capacity of 11 MW	Solar	ND	ND	ND
4/16/2018	Enertrag	Genesis Eco-Energy Developments	Acquisition of a 50% interest in a 1.8 GW wind power portfolio in South Africa	Wind	ND	ND	ND
4/16/2018	Global Power Generation	Canadian Solar	Acquisition of an interest in the 80.6 MWp Guimarania solar energy project in Brazil	Solar	ND	ND	ND
4/20/2018	Boralex	Kallista Energy	Acquisition of a developer with 163 MW of operating and contracted wind projects, a 10 MW ready-to-build project and a roughly 158 MW project portfolio	Wind	\$181	ND	ND
4/20/2018	Element Power	Gaelectric Holdings	Acquisition of an offshore wind project under development in Ireland with a potential capacity of up to 750 MW	Wind	ND	ND	ND
4/20/2018	Foresight Group	ND	Acquisition of five operational solar photovoltaic plants in the U.K. totaling 53.3 MW	Solar	\$51	ND	ND
4/27/2018	Actis	InterGen's Mexico Portfolio	Acquisition of 2,200 MW of generation assets comprising of six combined- cycle gas turbine projects and a 155 MW wind project	Natural Gas	\$1,256	ND	ND

## Select Recent Sustainable Technology & Infrastructure Capital Raise Transactions

#### **Corporate Transactions**

Date	Company	Transaction Description	Amount Raised (\$mm)	Subsector	Selected Disclosed Investors	
4/2/2018	Wild Type	San Francisco-based meat startup Wild Type raised \$3.5mm in seed funding	\$4	AgTech	Spark Capital, Root Ventures, Mission Bay Capital	
4/3/2018	Impossible Foods	Redwood City, California-based Impossible Foods, a developer of a plant-based meat alternative, raised about \$114mm in convertible note financing	\$114	AgTech	Temasek, Sailing Capital	
4/3/2018	DeepScale	Autonomous vehicle software company DeepScale raised \$15mm of Series A capital	\$15	Advanced Mobility	Point72, next47, Autotech Ventures, Trucks Venture Capital	
4/3/2018	ReNew Power Ventures	ReNew Power Ventures, an India-based independent power producer, received \$247mm of equity capital	\$247	Renewable Energy	Canada Pension Plan Investment Board	
4/4/2018	Sunnova	Sunnova Energy Corp., a Houston-based solar leasing company, raised \$100mm in equity funding	\$100	Renewable Energy	Quantum Strategic Partners	
4/4/2018	AgVend	San Francisco-based agribusiness marketplace startup AgVend raised a \$1.75mm seed round	\$2	AgTech	8VC, Green Bay Ventures, Precursor Ventures, FJ Labs, Seahawk Capital, Th House Fund, T-Bird Capital, Escondido Venture	
1/12/2018	Geli	Growing Energy Labs Inc. (Geli), a software platform to control behind-the-meter batteries, solar-plus-storage systems, electric vehicle chargers, and broader building energy usage, raised \$5.5mm	\$6	Power Infra / Smart Grid	ND	
1/13/2018	Hellobike	Chinese bike sharing firm Hellobike raised a new financing round of \$700mm	\$700	Advanced Mobility	Ant Financial, Fosun Group	
4/15/2018	Redaptive	Redaptive Inc., a San Francisco-based energy-efficiency service provider, raised \$20mm in financing	\$20	Energy Efficiency	CBRE Group Inc., Engie New Ventures, Engie SA, GXP Investments, Linse Capital	
1/17/2018	d.light	U.S. off-grid solar start up d.light raised \$50mm in debt financing	\$50	Renewable Energy	European Investment Bank, responsAbility Investments, Social Investment Managers & Advisors, SunFunder	
1/19/2018	Inocucor	Inocucor Corp, a developer and producer of biological crop inputs, raised \$15.9mm of Series B funding	\$16	AgTech	TPG ART, Cycle Capital Management, Desjardins Innovatech, Pontifax AgTec	
1/19/2018	Byton	Electric vehicle startup Byton received an undisclosed amount of equity capital	ND	Advanced Mobility	FAW Group	
1/23/2018	Manbang	Chinese truck-hailing company Manbang secured \$1.9bn in late-stage venture funding	\$1,900	Advanced Mobility	SoftBank, CapitalG	
1/26/2018	Arctic Green Energy	Arctic Green Energy, a renewable energy company focusing on creating zero-emission cities, raised \$150mm in equity and debt funding	\$150	Renewable Energy	CITIC Capital, China Everbright	
1/26/2018	Integrated Energy Services Corporation	Integrated Energy Services Corporation, a leading provider of grid relationship management software, received an undisclosed amount of capital	ND	Power Infra / Smart Grid	Gainline Capital Partners	
1/30/2018	AMCS	AMCS, a supplier of integrated software and vehicle technology for the waste, recycling and material resources industries, raised an undisclosed amount of equity capital	ND	Environmental Services	Insight Venture Partners, Ireland Strategic Investment Fund	

## Comparable Companies Trading Analysis Diversified Industrials and Energy Infrastructure

		Price as a %	Market	Entorprico	EV as a Mı	ultiple of			Net Debt/	
	Price as of	of 52 Wk	Value	Enterprise Value <sup>(1)</sup>	EBITI	DA <sup>(2)</sup>	Price/ Ear	ninas (3)	2018E	Debt/
Company Diversified Industrials	4/30/2018	<u>High</u>	(\$mm)	(\$mm)	2018E	2019E	2018E	2019E	EBITDA	EV
Diversified Industrials										
GE	\$14.07	47.7%	\$122,003	\$199,370	13.1x	11.4x	15.0x	13.4x	3.7x	63.1%
Siemens	€105.64	79.1%	\$108,489	\$130,827	9.8x	8.8x	13.9x	12.6x	1.9x	29.5%
United Technologies Honeywell	\$120.15 \$144.68	86.3% 87.6%	\$95,175 \$107,939	\$117,900 \$116,257	11.0x 12.4x	10.2x 11.6x	16.9x 18.0x	15.3x 16.4x	1.8x 0.9x	23.2% 15.7%
Caterpillar	\$144.36	83.3%	\$86,356	\$113,813	10.8x	10.0x	13.7x	12.4x	2.6x	31.0%
Hyundai	₩160,000	92.5%	\$39,682	\$106,040	14.1x	12.8x	10.0x	8.5x	5.1x	62.0%
Mitsubishi Danaher	¥3,027 \$100.32	91.4% 95.7%	\$44,349 \$70,479	\$86,703 \$79,556	13.0x 16.8x	13.1x 15.6x	8.5x 22.5x	8.5x 20.8x	5.1x 2.0x	54.6% 13.2%
Schneider	€75.28	98.6%	\$52,291	\$53,968	10.2x	9.6x	16.8x	15.3x	1.0x	16.3%
ABB	CHF23.24	85.3%	\$50,902	\$53,074	9.5x	8.6x	16.9x	14.8x	0.5x	14.1%
Emerson Johnson Controls	\$66.41 \$33.87	89.2% 76.3%	\$43,791 \$33,285	\$44,906 \$44,441	12.1x 8.9x	11.1x 8.3x	20.3x 11.8x	18.1x 10.8x	0.7x 2.4x	11.6% 27.2%
Eaton Corp	\$75.03	83.5%	\$33,203	\$39,899	10.4x	9.8x	14.4x	13.1x	1.8x	19.7%
Roper Technologies	\$264.19	90.2%	\$27,225	\$31,441	18.4x	17.3x	23.6x	22.0x	2.5x	14.7%
<u>Legrand</u> Rockwell	€64.50 \$164.53	95.6% 78.1%	\$20,731 \$21,371	\$23,419 \$20,515	14.1x 13.4x	13.4x 12.6x	22.0x 20.4x	20.6x 18.5x	1.6x NM	15.7% 7.5%
Dover	\$92.70	85.0%	\$14,207	\$17,430	11.3x	10.5x	18.3x	16.4x	2.0x	19.8%
OMRON	¥5,940	77.4%	\$11,536	\$10,417	9.3x	8.8x	18.5x	17.2x	NM	NM
Alstom Hitachi	€37.71 ¥3,985	98.0% 80.7%	\$10,124	\$9,985 \$9,620	12.1x 7.6x	11.3x	22.8x 13.7x	20.7x 12.1x	NM 1.1x	24.2%
Delta Electronics	NT\$108.00	61.2%	\$7,863 \$9,482	\$8,729	8.8x	6.9x 8.0x	15.7x 15.9x	14.0x	NM	9.9%
Woodward	\$71.94	80.6%	\$4,433	\$4,956	12.4x	10.5x	21.2x	16.1x	1.3x	12.7%
Regal Beloit	\$71.20	81.4%	\$3,135	\$4,161	8.2x	7.7x	12.8x	11.6x	2.0x	27.4%
Moog Bharat Heavy Electricals	\$81.97 ₹87.75	87.3% 73.5%	\$2,921 \$4,827	\$3,584 \$3,278	10.7x 11.8x	9.4x 8.6x	25.1x 23.2x	16.3x 16.2x	1.9x NM	25.3% NM
CG Power & Industrial Solutions	₹83.65	84.5%	\$804	\$915	11.0x	9.0x	23.8x	16.0x	1.0x	24.6%
Mean Median					11.6x 11.2x	10.6x 10.1x	17.7x 17.5x	15.3x 15.7x	2.0x 1.9x	24.4% 20.9%
					11.27	10.17	17.5%	13.77	1.57	20.5/0
Energy Infrastructure										
Primary Equipment and Power Electric TE Connectivity	\$91.75	84.8%	\$32,143	\$35.576	11.0x	10.0x	16.1x	14.8x	1.1x	11.3%
Sensata	\$50.72	88.4%	\$8,584	\$11,118	11.8x	11.0x	13.9x	12.7x	2.6x	29.3%
Yaskawa	¥4,470	73.0%	\$10,882	\$10,793	14.8x	13.3x	24.2x	21.5x	NM	2.7%
<u>Delta Electronics</u> Fuji Electric	NT\$108.00 ¥784.00	61.2% 82.1%	\$9,482 \$5,260	\$8,729 \$6,635	8.8x 8.0x	8.0x 7.5x	15.9x 14.5x	14.0x 13.4x	NM 1.4x	9.9% 22.5%
NGK	¥2,012	80.8%	\$6,164	\$6,101	6.0x	5.3x	12.5x	11.4x	0.1x	31.7%
LS Industrial Systems	₩68,600	93.3%	\$1,927	\$2,109	8.0x	7.4x	14.7x	13.1x	0.8x	28.8%
SPX Corporation	\$31.64	93.3%	\$1,359	\$1,592	9.2x	8.3x	15.0x	13.4x	1.3x	22.4%
Mean Median					9.7x 9.0x	8.9x 8.1x	15.8x 14.8x	14.3x 13.4x	1.2x 1.2x	19.8% 22.5%
EPC and Services										
ACS Group Acciona	€35.03 €69.42	95.3% 80.7%	\$13,318 \$4,803	\$15,340 \$12,095	5.3x 8.0x	5.2x 7.7x	13.2x 16.0x	12.3x 14.4x	0.2x 4.6x	60.9% 71.1%
Jacobs	\$58.09	80.5%	\$8,272	\$9,856	9.5x	8.3x	13.8x	11.8x	1.5x	26.3%
AECOM	\$34.44	86.3%	\$5,487	\$8,797	9.5x	8.8x	12.2x	10.8x	3.3x	44.4%
<u>Fluor</u> Skanska	\$58.95 kr171.30	94.9% 78.5%	\$8,260 \$8,227	\$8,052	8.4x 9.8x	7.9x 8.7x	17.8x 15.4x	16.3x 13.5x	0.6x	20.1% 16.6%
Ouanta	\$32.50	81.0%	\$4,908	\$7,820 \$5,416	6.8x	5.9x	12.5x	10.8x	0.6x 0.7x	12.4%
MasTec	\$44.00	79.2%	\$3,766	\$4,914	7.0x	6.4x	12.0x	10.7x	1.9x	27.3%
EMCOR Discom Industries	\$73.59	86.5%	\$4,348	\$4,255	9.2x	8.5x	16.5x	15.1x	NM	7.2%
Dycom Industries Stantec	\$103.86 C\$32.67	83.8% 88.0%	\$3,283 \$2,899	\$3,975 \$3,291	8.8x 10.4x	7.4x 9.2x	18.8x 16.5x	14.9x 14.3x	1.6x 1.2x	19.1% 17.5%
Balfour Beatty	£2.94	95.4%	\$2,803	\$2,965	10.1x	8.9x	15.8x	13.2x	0.5x	50.3%
Bilfinger	€39.60	95.7%	\$2,115	\$1,723	10.5x	7.0x	37.7x	18.5x	NM	35.8%
<u>Primoris</u> Team	\$25.59 \$16.95	85.3% 56.1%	\$1,322 \$519	\$1,413 \$869	7.5x 9.9x	6.7x 7.7x	15.9x NM	13.8x 28.6x	0.5x 4.1x	18.3% 44.6%
Strabag	€34.05	87.5%	\$4,525	\$838	0.8x	0.7x	11.9x	11.1x	NM	186.6%
Trevi-Finanziaria Industriale	€0.42	44.5%	\$84	\$775	10.8x	8.5x	NM	NM	9.5x	112.9%
Mistras Group Layne (4)	\$19.47 \$14.11	81.7% 83.2%	\$550 \$287	\$705 \$415	9.0x 10.0x	8.4x 7.6x	23.4x NM	20.2x 24.0x	2.0x 3.2x	25.7% 40.0%
Mean	<b>⊅1</b> ₹.11	03.270	\$207	ر ا ا ا	8.5x	7.0x	16.8x	15.2x	2.4x	44.1%
Median					9.2x	7.7x	15.9x	14.1x	1.6x	27.3%
Oil & Gas Services Liberty Oilfield Services	\$19.94	83.9%	\$2,341	\$2,628	5.3x	4.7x	8.1x	7.2x	0.0x	4.1%
Select Energy Services	\$15.05	68.5%	\$1,569	\$2,081	7.7x	6.0x	17.3x	10.7x	0.3x	3.7%
Keane Group	\$15.55	78.4%	\$1,781	\$1,933	4.3x	3.9x	11.8x	9.5x	0.4x	14.6%
Pro Petro Secure Energy	\$18.30 C\$8.08	80.0% 77.0%	\$1,508 \$984	\$1,569 \$1,311	4.8x 9.3x	4.1x 7.7x	9.5x NM	7.9x 31.4x	0.1x 1.9x	4.7% 21.1%
Newalta	C\$1.28	61.5%	\$88	\$358	8.4x	7.7x	NM	NM	6.4x	75.4%
Mean					6.7x	5.7x	11.7x	13.3x	1.5x	20.6%
Median					6.5x	5.3x	10.6x	9.5x	0.3x	9.6%

Source: FactSet, SEC filings and third party providers. Values in U.S. Dollars. Share prices shown in local currencies.

Enterprise Value = Market Value of Equity + Debt + Preferred Equity + Minority Interest - Investments in Affiliates - Cash and Marketable Securities. 2018 and 2019 EBITDA Multiples exclude multiples over 35x.

<sup>2018</sup> and 2019 Price/Earnings Multiples exclude multiples over 50x. Acquisition by Granite Construction announced on February 14, 2018 and is expected to close in Q2 2018.

## Comparable Companies Trading Analysis Energy Technology

	Price as of	Price as a % of 52 Wk	Market Value	Enterprise Value <sup>(1)</sup>	EV as a Mi EBITI	(2)	Price/ Ear	: (3)	Net Debt/ 2018E	Debt/
Company	4/30/2018	High	(\$mm)	(\$mm)	2018E	2019E	2018E	2019E	EBITDA	EV EV
Energy Technology	4/30/2010	riigii	(ψ111111)	(\$11111)	ZOTOL	ZUIJE	ZOTOL	ZUIJE	LUITUA	LV
Smart Grid Solutions										
Terna	€4.98	93.2%	\$12.087	\$21,397	10.9x	10.7x	14.5x	14.3x	4.7x	54.6%
AMETEK	\$69.80	93.2% 88.0%	\$16.036	\$17.689	10.9x 14.7x	10.7x	22.9x	20.9x	1.3x	12.3%
Kevsight	\$51.68	93.6%	\$9.630	\$10,698	12.7x	11.6x	17.3x	15.5x	1.3x	19.1%
Itron	\$65.40	81.8%	\$2,561	\$3,016	11.5x	8.8x	21.5x	15.1x	1.7x	20.4%
Landis+Gvr	CHF74.90	92.1%	\$2,233	\$2,336	10.4x	9.4x	16.0x	14.5x	0.4x	9.5%
ESCO Technologies	\$55.85	83.6%	\$1,442	\$1,662	11.9x	NM	20.2x	NM	1.6x	15.6%
S&T	€21.40	93.1%	\$1,442	\$1,560	15.3x	12.8x	29.3x	22.1x	NM	9.6%
Smart Metering Systems	£7.95	88.3%	\$1,224	\$1,282	18.1x	12.3x	41.7x	26.9x	0.7x	20.1%
Utilitywise	£0.30	20.6%	\$31,224	\$1,262	NM	NM	3.2x	NM	NA NA	70.9%
	10.30	20.0%	231	100						
Mean					13.2x	11.3x	20.7x	18.5x	1.7x	25.8%
Median					12.3x	11.6x	20.2x	15.5x	1.3x	19.1%
Energy Storage										
Tesla	\$293.90	75.4%	\$50.662	\$59,648	NM	16.0x	NM	NM	5.2x	20.3%
Panasonic	¥1.632	90.7%	\$36,193	\$37,796	5.8x	5.3x	15.9x	13.8x	0.2x	28.0%
BYD Electronic	HK\$55.15	65.9%	\$21,565	\$31,513	11.5x	9.8x	23.6x	18.1x	4.2x	40.7%
Samsung SDI	₩183,500	78.4%	\$11,937	\$11,825	12.7x	10.1x	15.8x	11.2x	0.2x	11.3%
EnerSys	\$68.56	80.9%	\$2,909	\$3,013	8.4x	7.8x	13.8x	13.2x	0.4x	23.4%
Ballard	C\$4.21	55.6%	\$594	\$535	NM	NM	NM	NM	NM	1.3%
Plug Power	\$1.83	57.0%	\$425	\$484	NM	NM	NM	NM	NM	21.6%
FuelCell Energy	\$1.86	74.7%	\$157	\$248	NM	NM	NM	NM	NM	71.9%
Maxwell Technologies	\$5.13	77.6%	\$198	\$180	NM	NM	NM	NM	2.4x	19.5%
Hydrogenics	C\$10.55	69.8%	\$125	\$118	NM	16.9x	NM	35.1x	NM	10.4%
Ultralife	\$8.45	77.2%	\$141	\$116	NM	NM	NM	NM	NA	NM
Mean					9.6x	11.0x	17.3x	18.3x	2.1x	24.8%
Median					9.6x 9.9x	9.9x	17.5x 15.8x	10.5x 13.8x	2.1X 1.4X	24.8%
					9.91	9.91	15.6X	15.6X	1.4X	21.0%
LED Lighting										
Hubbell	\$103.86	69.7%	\$5,624	\$7,564	9.9x	9.2x	15.0x	13.6x	2.4x	27.5%
OSRAM	€47.77	60.0%	\$6,042	\$5,203	6.3x	5.3x	16.2x	13.0x	NM	4.6%
Acuity Brands	\$119.77	57.4%	\$4,669	\$5,038	9.0x	8.6x	13.5x	12.0x	0.2x	7.1%
Universal Display Corporation	\$88.05	42.1%	\$4,231	\$3,730	21.8x	15.1x	33.6x	22.2x	NM	NM
Cree	\$37.32	82.1%	\$3,916	\$3,670	21.4x	14.2x	NM	40.5x	NM	8.6%
Epistar	NT\$40.75	60.5%	\$1,499	\$1,429	5.2x	5.0x	26.2x	26.2x	NM	10.1%
Fagerhult	kr89.50	65.5%	\$1,184	\$1,405	13.3x	12.0x	18.8x	17.0x	2.2x	23.7%
Veeco	\$15.45	45.1%	\$751	\$691	12.1x	9.2x	21.7x	13.2x	NM	39.9%
Zumtobel	€7.50	37.5%	\$394	\$586	5.9x	5.2x	31.8x	14.5x	1.9x	49.0%
Dialight	£5.14	46.8%	\$225	\$213	9.4x	7.0x	17.5x	12.1x	NM	NM
Beghelli	€0.40	75.2%	\$98	\$195	NM	NM	NM	NM	NA	59.1%
Revolution Lighting	\$3.56	39.6%	\$83	\$133	10.4x	8.6x	27.4x	NM	4.2x	41.3%
Energy Focus	\$2.68	76.1%	\$30	\$21	NM	NM	NM	NM	1.7x	NM
Mean Median					11.3x 9.9x	9.0x 8.6x	22.2x 20.3x	18.4x 14.0x	2.1x 2.1x	27.1% 25.6%
····caran						0.07		11.07		23.070

Source: FactSet, SEC filings and third party providers. Values in U.S. Dollars. Share prices shown in local currencies.

(1) Enterprise Value = Market Value of Equity + Debt + Preferred Equity + Minority Interest - Investments in Affiliates - Cash and Marketable Securities.

(2) 2018 and 2019 EBITDA Multiples exclude multiples over 35x.

(3) 2018 and 2019 Price/Earnings Multiples exclude multiples over 50x.

## Comparable Companies Trading Analysis Advanced Mobility (1/2)

		Price as a %	Market	Enterprise	EV as a Mul	tiple of			Net Debt/	
	Price as of	of 52 Wk	Value	Value (1)	EBITD		Price/ Earr	ninas <sup>(3)</sup>	2018E	Debt/
Company Advanced Mobility	4/30/2018	High	(\$mm)	(\$mm)	2018E	2019E	2018E	2019E	EBITDA	EV
Automotive Companies Toyota Motor	¥7,181	92.0%	\$214,551	\$336,738	10.9x	10.5x	9.9x	9.7x	4.3x	56.6%
Volkswagen	₹7,181 €169.40	88.3%	\$103,208	\$270,918	6.2x	6.0x	6.3x	6.0x	3.8x	78.5%
Daimler	€65.50	85.6%	\$84,664	\$214,157	8.9x	8.7x	7.0x	6.8x	5.3x	73.0%
BMW	€92.47	94.8%	\$72,597	\$174,744	9.7x	9.3x	8.2x	7.9x	5.6x	63.9%
Ford Motor	\$11.24	83.4%	\$44,872	\$163,190	13.1x	12.5x	7.2x	7.3x	9.5x	97.0%
General Motors Company	\$36.74	78.6%	\$51,332	\$127,335	8.5x	8.1x	5.8x	5.7x	5.0x	77.6%
Nissan Motor	¥1,152	96.2%	\$44,415	\$112,782	10.3x	9.8x	7.5x	7.4x	6.3x	71.3%
Hyundai	₩160,000	92.5%	\$39,682	\$106,040	14.1x	12.8x	10.0x	8.5x	5.1x	62.0%
Honda Motor SAIC Motor	¥3,767 ¥31.93	90.7% 84.8%	\$61,747 \$58,796	\$105,477 \$74,769	8.5x 12.0x	8.1x 10.5x	8.3x 9.8x	8.7x 9.0x	3.3x 1.3x	58.9% 38.8%
Renault	€89.84	89.1%	\$32,099	\$72,924	8.8x	8.5x	5.6x	5.3x	5.0x	82.4%
Tesla	\$293.90	75.4%	\$50,662	\$59,648	NM	16.0x	NM	NM	5.2x	20.3%
Fiat Chrysler Automobiles	€18.57	91.9%	\$43,729	\$39,977	2.3x	2.3x	5.7x	5.4x	0.3x	49.1%
BYD Electronic	HK\$55.15	65.9%	\$21,565	\$31,513	11.5x	9.8x	23.6x	18.1x	4.2x	40.7%
Suzuki Motor	¥5,891	86.5%	\$26,448	\$23,119	4.6x	4.3x	12.3x	11.6x	NM	25.9%
Tata Motors	₹340.20	69.9%	\$16,177	\$22,956	3.6x	3.1x	9.5x	7.4x	0.6x	51.3%
Geely Auto	HK\$21.00	70.5%	\$24,014	\$22,208	7.9x	6.6x	11.1x	8.7x	NM	NM
KIA	₩33,100	82.0%	\$12,563	\$20,290	6.1x	5.5x	7.2x	6.1x	NM	38.8%
Peugeot Subaru	€20.42 ¥3,679	97.2% 85.6%	\$22,323 \$26,163	\$19,273 \$17,882	2.3x 4.0x	2.2x 3.7x	7.8x 10.8x	7.0x 9.5x	NM NM	48.4% 4.7%
Dongfeng Motor Group	#5,679 HK\$8.73	76.2%	\$9,584	\$9,791	24.6x	22.2x	4.3x	4.2x	NM	60.0%
GAC Motor	HK\$14.50	65.8%	\$18,610	\$8,937	7.1x	6.2x	6.2x	5.5x	NM	34.0%
Mazda Motor	¥1,522	85.3%	\$8,655	\$7,926	3.9x	3.6x	8.9x	8.4x	NM	57.4%
Mitsubishi Motors	¥816.00	86.6%	\$11,127	\$6,689	4.4x	3.7x	12.1x	11.1x	NM	4.5%
Mean			·	·	8.4x	8.1x	8.9x	8.0x	4.3x	52.0%
Median					8.5x	8.1 x	8.2x	7.4x	5.0x	56.6%
Truck Companies										
Daimler	€65.50	85.6%	\$84,664	\$214.157	8.9x	8.7x	7.0x	6.8x	5.3x	73.0%
Volvo	kr149.20	87.1%	\$36,404	\$45,752	7.9x	7.7x	12.1x	11.6x	1.9x	33.4%
MAN SE	€95.50	97.4%	\$16,964	\$19,857	10.1x	9.4x	37.8x	31.0x	1.4x	18.9%
PACCAR	\$63.67	79.9%	\$22,387	\$18,946	7.0x	7.0x	11.3x	11.2x	2.0x	46.9%
Isuzu	¥1,674	83.6%	\$13,068	\$13,246	6.0x	5.6x	11.1x	10.3x	NM	19.0%
Navistar	\$34.81	72.9%	\$3,444	\$7,551	9.8x	8.9x	15.4x	10.7x	5.3x	67.8%
Mean					8.3x	7.9x	15.8x	13.6x	3.2x	43.2%
Median					8.4x	8.2x	11.7x	10.9x	2.0x	40.1%
Tier 1 Suppliers										
Continental	€221.20	85.9%	\$53,452	\$56,620	6.5x	6.0x	13.3x	12.0x	0.3x	8.7%
Denso	¥5,756	79.7%	\$41,247	\$39,795	6.2x	5.8x	13.8x	12.8x	NM NM	10.9%
Bridgestone Michelin	¥4,589 €116.55	81.9% 89.1%	\$31,686 \$25,279	\$27,375 \$26,331	4.6x 5.1x	4.4x 4.8x	11.2x 11.3x	10.6x 10.3x	0.2x	15.3% 13.1%
Magna	C\$75.83	98.0%	\$23,279	\$24,274	5.9x	5.7x	8.8x	7.9x	0.2x 0.6x	14.3%
Valeo	€55.44	81.8%	\$16,053	\$18,856	6.0x	5.4x	13.0x	11.3x	0.7x	27.2%
Lear	\$186.97	92.4%	\$12,446	\$13,411	5.8x	5.5x	9.5x	8.8x	0.3x	14.6%
Autoliv	\$134.05	87.1%	\$11,764	\$12,426	8.5x	7.4x	17.9x	15.0x	0.4x	11.3%
BorgWarner	\$48.94	84.1%	\$10,198	\$12,303	6.7x	6.4x	11.1x	10.2x	1.0x	18.9%
Faurecia	€67.80	91.0%	\$11,307	\$12,116	4.9x	4.5x	12.8x	11.6x	0.2x	20.1%
Goodyear	\$25.11	68.3%	\$6,092	\$11,618	4.9x	4.4x	6.9x	5.9x	2.2x	53.9%
Delphi Visteon	\$48.41 \$124.44	80.2% 88.5%	\$4,239 \$3,653	\$5,657 \$3,642	6.7x 9.5x	6.3x 8.8x	10.0x 18.0x	9.2x 15.8x	1.4x NM	27.1% 10.5%
Automation Tooling Systems	C\$17.57	97.1%	\$1,296	\$1,285	12.0x	10.9x	22.4x	19.3x	NM	18.7%
Stoneridge	\$26.33	86.8%	\$742	\$806	7.4x	6.9x	13.4x	12.2x	0.6x	16.0%
Mean	¥20.55	50.0/0	Ψ, 12	\$000	6.7x	6.2x	12.9x	11.5x	0.7x	
Median					6.2x	5.8x	12.8x	11.3x	0.6x	18.7% 15.3%
Autonomous Driving Chip Makers										
Intel	\$51.62	92.5%	\$248,518	\$253,765	8.6x	8.3x	13.5x	12.8x	0.4x	11.6%
NVIDIA	\$224.90	88.4%	\$137,882	\$131,419	27.2x	23.4x	37.2x	32.0x	NM	1.5%
Qualcomm	\$51.01	73.6%	\$75,245	\$59,049	9.5x	7.5x	15.1x	14.1x	NM	39.1%
Advanced Micro Devices	\$10.88	69.5%	\$10,786	\$10,875	15.3x	13.0x	24.1x 22.5x	18.5x	0.5x 0.5x	12.8%
Mean Median					15.1x 12.4x	13.0x 10.6x	22.5x 19.6x	19.3x 16.3x	0.5x 0.5x	16.2% 12.2%
median					<u> </u>	10.01		10.3%	<del></del>	12.2/0

Source: FactSet, SEC filings and third party providers. Values in U.S. Dollars. Share prices shown in local currencies.

(1) Enterprise Value = Market Value of Equity + Debt + Preferred Equity + Minority Interest - Investments in Affiliates - Cash and Marketable Securities.

(2) 2018 and 2019 EBITDA Multiples exclude multiples over 35x.

(3) 2018 and 2019 Price/Earnings Multiples exclude multiples over 50x.

## Comparable Companies Trading Analysis Advanced Mobility (2/2)

	Price as of	Price as a % of 52 Wk	Market Value	Enterprise Value <sup>(1)</sup>	EV as a Mu EBITD		Price/ Earr	nings <sup>(3)</sup>	Net Debt/ 2018E	Debt/
Company	4/30/2018	High	(\$mm)	(\$mm)	2018E	2019E	2018E	2019E	EBITDA	EV
Advanced Mobility										
Intelligent Transport										
Roper Technologies	\$264.19	90.2%	\$27,225	\$31,441	18.4x	17.3x	23.6x	22.0x	2.5x	14.7%
FLIR Systems	\$53.55	97.7%	\$7,446	\$7,386	17.7x	15.6x	25.0x	23.2x	NM	5.7%
Conduent LS Corp	\$19.46 ₩77,900	95.8% 88.0%	\$4,094 \$2,349	\$5,632 \$5,497	7.9x 6.9x	7.4x 6.8x	18.6x 9.6x	16.2x 9.0x	2.0x 3.3x	39.1% 64.6%
Gosunch Technology Group	¥14.42	87.4%	\$2,670	\$2,569	NM	NM	29.6x	22.9x	NA	2.6%
Beijing E-Hualu IT	¥33.78	88.5%	\$1.999	\$2,485	22.1x	15.7x	36.2x	25.8x	3.6x	22.3%
Cubic Corporation	\$61.75	91.9%	\$1,654	\$1,908	17.2x	NM	NM	NM	2.0x	15.1%
Vaisala	€20.40	83.4%	\$898	\$698	11.3x	9.7x	21.8x	18.5x	NM	NM
Kapsch TrafficCom	€36.85	72.7%	\$579	\$549	6.3x	5.7x	12.2x	10.4x	NM	26.6%
Beijing Wanji Technology INIT Innovation in Traffic Systems	¥24.85 €19.80	58.6% 90.0%	\$424 \$240	\$405 \$266	NM 12.5x	NM 10.5x	NM 26.3x	NM 20.1x	NA 1.2x	5.2% 19.2%
Iteris, Inc	\$5.07	62.1%	\$240 \$170	\$151	NM	22.1x	NM	43.6x	39.9x	19.2% NM
O-Free	kr8.06	87.8%	\$90	\$117	12.2x	8.1x	NM	16.0x	2.8x	35.2%
Image Sensing Systems	\$4.55	87.5%	\$24	\$21	NM	NM	NM	NM	NA	NM
Mean					13.2x	11.9x	22.6x	20.7x	7.2x	22.7%
Median					12.3x	10.1x	23.6x	20.1x	2.6x	19.2%
ITS / Smart Tolling										
Atlantia	€27.50	96.1%	\$27,437	\$44,675	9.6x	9.1x	18.3x	17.0x	3.0x	47.0%
Abertis Infraestructuras	€18.26	92.5%	\$21,850	\$41,871	9.5x	9.1x	17.6x	16.1x	4.3x	52.9%
Ferrovial	€17.74	85.2%	\$15,691	\$20,990	20.6x	18.7x	38.3x	30.8x	4.4x	48.1%
ASTM	€22.85	89.1%	\$2,733	\$5,802	NM	NM	9.3x	8.6x	NA	47.0%
Mean Median					13.2x 9.6x	12.3x 9.1x	20.9x 18.0x	18.1x 16.6x	3.9x 4.3x	48.7% 47.5%
Telematics					Sion	J.1.X	roiox			171570
Descartes Systems	\$29.55	94.6%	\$2,275	\$2,275	24.3x	21.1x	NM	49.1x	0.0x	1.6%
TomTom	€8.19	82.2%	\$2,327	\$2,172	10.2x	8.9x	25.0x	20.3x	NM	2.3%
Orbcomm	\$9.02	75.2%	\$701	\$918	16.2x	11.3x	NM	NM	3.7x	26.9%
CalAmp	\$19.75	77.6%	\$703	\$694	11.9x	10.2x	15.6x	13.8x	NM	22.2%
Ituran	\$31.35	82.5%	\$739	\$624	8.1x	7.5x	14.6x	12.7x	NM	NM
MiX Telematics Quartix	R8.44 £3.80	95.9% 91.6%	\$409 \$250	\$360 \$240	9.4x 23.2x	8.3x 26.4x	28.0x 30.0x	25.9x 34.5x	NM NM	NM NM
Inseego	\$2.14	91.8%	\$129	\$237	10.0x	7.1x	NM	12.2x	4.7x	55.8%
TeleNav	\$5.15	56.9%	\$241	\$135	NM	NM	NM	NM	1.7x	NM
Kerlink	€19.80	83.2%	\$122	\$108	NM	NM	NM	25.4x	NA	2.7%
Quarterhill (fka Wi-LAN)	C\$1.93	67.2%	\$185	\$102	5.6x	4.5x	10.4x	7.9x	NM	7.8%
Mean					13.2x	11.7x	20.6x	22.4x	2.5x	17.0%
Median					10.2x	8.9x	20.3x	20.3x	2.7x	7.8%
Logistics										
UPS	\$113.50	83.7%	\$96,932	\$114,037	11.1x	10.1x	15.7x	14.4x	1.6x	17.9%
FedEx Deutsche Post	\$247.20 €36.10	90.0% 87.3%	\$65,377 \$53,826	\$80,847 \$56,588	8.5x 6.4x	7.6x 6.0x	15.1x 15.6x	13.0x 14.1x	1.6x 0.3x	21.7% 12.2%
Fortive	\$70.31	87.5%	\$25,110	\$27,506	15.6x	14.6x	20.1x	18.6x	1.7x	14.5%
I.B. Hunt	\$117.43	92.8%	\$12,723	\$13,882	11.1x	9.8x	22.3x	18.6x	0.8x	7.2%
Penske	\$45.10	82.3%	\$3,900	\$9,799	12.1x	12.7x	8.8x	8.4x	7.4x	61.1%
Mean					10.8x	10.1x	16.2x	14.5x	2.2x	22.5%
Median					11.1x	9.9x	15.6x	14.3x	1.6x	16.2%
Communications / Infrastructure		22.10/	4201 724	****						25.00/
Verizon AT&T	\$49.35 \$32.70	90.1% 81.6%	\$201,724 \$200.056	\$322,612 \$316,370	6.8x 6.2x	6.7x 6.1x	10.8x 9.6x	10.5x 9.4x	2.5x 2.2x	36.9% 51.5%
Cisco	\$32.70 \$44.29	95.9%	\$200,036	\$179,051	10.3x	10.2x	9.6x 16.4x	15.0x	Z.ZX NM	22.0%
T-Mobile	\$60.51	87.8%	\$50,393	\$82,152	6.9x	6.4x	18.2x	14.9x	2.6x	40.2%
Sprint	\$5.61	60.8%	\$21,696	\$54,775	4.8x	4.7x	14.7x	NM	2.8x	67.3%
Hitachi	¥801.60	84.9%	\$37,559	\$49,861	4.9x	4.7x	9.7x	9.0x	0.3x	19.3%
Toshiba	¥293.00	84.4%	\$17,520	\$23,926	13.5x	13.5x	1.6x	4.1x	2.5x	42.9%
Xerox	\$31.45	84.0%	\$8,223	\$12,481	7.0x	7.7x	8.8x	8.5x	2.4x	45.9%
Mean Median					7.6x 6.9x	7.5x 6.6x	11.2x 10.3x	10.2x 9.4x	2.2x 2.5x	40.8% 41.6%
Wedian					0.91	0.0x	10.5%	9. <del>4</del> X	Z.3X	41.0%

## Comparable Companies Trading Analysis Renewables

Company	Price as of 4/30/2018	Price as a % of 52 Wk High	Market Value (\$mm)	Enterprise Value <sup>(1)</sup> (\$mm)	EV as a Mu EBITD 2018E		Price/ Ear 2018E	ninas <sup>(3)</sup> 2019E	Net Debt/ 2018E EBITDA	Debt/ EV
Renewables	7/30/2016	Iligii	(\$11111)	(φππη		2013L	2010L	2013L	LBITDA	LV
Integrated PV and PV Manufactur		75.50/	62.172	£24.710	0.1	7.0			2.5	F.F. 40/
Hanwha LONGi Green Energy Technology	₩39,950 ¥34.42	75.5% 80.1%	\$3,172 \$10,817	\$24,710 \$11,758	8.1x 14.2x	7.9x 10.8x	5.4x 16.4x	5.2x 13.1x	3.5x 1.1x	55.4% 17.5%
TBEA Solar	¥7.94	69.5%	\$4,654	\$8,452	10.6x	9.2x	11.7x	10.2x	3.8x	65.8%
<u>First Solar</u> GCL	\$70.91 ¥4.56	86.8% 94.2%	\$7,073	\$4,980 \$4,714	14.5x 18.5x	7.7x 15.4x	41.1x 33.7x	21.2x 23.9x	NM 4.2x	8.8% 37.2%
Sungrow	¥18.17	80.1%	\$3,627 \$4,147	\$4,714	15.8x	13.4x 12.7x	33.7x 18.7x	23.9x 14.9x	1.3x	13.3%
SunPower	\$8.53	72.9%	\$1,186	\$2,953	18.1x	12.8x	NM	NM	10.0x	71.6%
Canadian Solar SolarEdge Technologies	\$15.63 \$52.65	81.9% 88.9%	\$902 \$2,358	\$2,288 \$2,120	7.2x 12.5x	6.9x 11.4x	11.4x 18.8x	9.7x 16.8x	4.2x NM	111.0% NM
Yingli Green Energy	\$1.83	64.0%	\$33	\$1,814	NM	NM	NM	NM	NA NA	95.9%
Foxconn	NT\$73.90	72.5%	\$3,533	\$1,621	3.4x	3.4x	9.7x	9.7x	NM	48.6%
Jinko Solar SMA	\$18.38 €51.15	60.3% 86.0%	\$586 \$2,144	\$1,615 \$1,602	7.2x 13.5x	5.8x 12.9x	12.2x NM	7.9x 44.6x	4.5x NM	119.5% 1.6%
Mersen	€39.00	93.1%	\$972	\$1,222	8.3x	7.8x	16.6x	15.1x	1.6x	21.4%
JA Solar Dago New Energy	\$7.06 \$53.35	83.3% 73.6%	\$336 \$568	\$790 \$738	3.2x 4.9x	2.9x 4.7x	13.4x 6.7x	11.6x 6.4x	1.8x 1.0x	117.2% 31.1%
ReneSola	\$2.85	75.3%	\$57	\$672	NM	NM	35.6x	9.5x	NA	104.5%
Enphase	\$4.15	74.4%	\$389	\$377	22.3x	10.1x	40.9x	17.4x	NM	13.5%
Manz	€34.05	77.7%	\$319	\$287	15.6x	6.6x	NM	14.8x	NM	17.0%
Mean Median					11.6x 12.5x	8.8x 7.9x	19.5x 16.4x	14.8x 13.1x	3.4x 3.5x	52.8% 42.9%
Solar Development						7.38	10.77			72.3/0
BayWa	€28.95	84.9%	\$1,229	\$4,686	11.7x	10.9x	17.8x	13.9x	7.7x	71.8%
Sunrun Vivint Solar	\$9.22	90.7%	\$988	\$2,678	NM	NM	5.8x	5.4x	66.3x	54.2%
Scatec Solar	\$3.95 kr50.00	64.8% 94.9%	\$456 \$645	\$1,500 \$1,297	NM 9.9x	12.4x 6.0x	NM NM	NM 31.2x	47.2x 4.5x	63.4% 69.9%
Etrion	C\$0.24	73.6%	\$59	\$197	NM	23.8x	NM	NM	24.9x	89.1%
Mean					10.8x	13.2x	11.8x	16.8x	30.1x	69.7%
Median					10.8x	11.6x	11.8x	13.9x	24.9x	69.9%
Wind Development Energiekontor	€14.15	73.1%	\$251	\$434	8.2x	5.2x	32.2x	10.0x	3.8x	65.2%
PNE Wind	€2.47	76.3%	\$228	\$202	6.5x	3.3x	19.6x	7.8x	NM	107.8%
Arise	kr12.30	73.7%	\$47	\$159	10.6x	8.1x	NM	10.1x	7.5x	81.1%
ABO Wind	€12.50	87.4%	\$115	\$158	4.8x	4.6x 5.3x	8.4x 20.1x	8.2x 9.0x	1.3x 4.2x	43.5%
Mean Median					7.5x 7.4x	5.3x 4.9x	20.1x 19.6x	9.0x 9.1x	4.2x 3.8x	74.4% 73.2%
IPPs										
Enel	€5.27	94.3%	\$64,709	\$133,136	6.8x	6.5x	13.1x	11.7x	2.4x	46.6%
<u>Iberdrola</u> ENGIE	€6.42 €14.55	87.9% 96.0%	\$49,909 \$42,811	\$97,648 \$71,730	9.0x 6.2x	8.4x 5.9x	13.9x 14.4x	13.0x 13.1x	3.8x 2.0x	47.8% 61.6%
Innogy	€36.53	85.6%	\$24,520	\$43,527	8.6x	8.5x	17.8x	17.1x	3.3x	47.9%
EDP	€3.08	90.8%	\$13,589	\$36,365	8.8x	8.3x	14.3x	13.1x	4.4x	58.0%
AES NRG	\$12.24 \$31.00	98.3% 97.4%	\$8,065 \$9,736	\$29,619 \$26,519	8.2x 9.8x	7.9x 11.6x	10.3x 10.9x	9.4x 11.7x	5.0x 5.3x	70.2% 61.9%
Dynegy	\$12.81	92.0%	NA	\$9,878	6.8x	7.6x	25.6x	38.8x	5.5x	85.4%
Northland Power	C\$23.15 €19.90	93.5% 97.8%	\$3,166 \$3,614	\$8,984 \$5,102	12.5x 8.9x	11.7x 8.8x	16.4x 25.5x	14.1x	7.3x 2.7x	66.4% 49.1%
ERG Boralex	C\$22.95	91.7%	\$1,373	\$3,102	11.3x	10.0x	48.1x	25.5x 31.3x	6.7x	62.9%
Falck Renewables	€2.02	81.9%	\$709	\$1,488	8.1x	7.7x	31.8x	26.8x	4.0x	69.8%
Scatec Solar Atlantic Power	kr50.00 C\$2.76	94.9% 79.5%	\$645 \$246	\$1,297 \$1,177	9.9x 6.8x	6.0x 6.6x	NM NM	31.2x NM	4.5x 4.1x	69.9% 86.1%
Voltalia	€10.00	82.6%	\$591	\$1,090	12.2x	7.9x	NM	24.9x	4.7x	46.2%
Alerion Clean Power	€3.33	92.5%	\$175	\$373	NM	NM	NM	NM	NA	67.0%
Athena Investments(4)	kr8.68	91.6%	\$148	\$299	NM	NM	NM	NM	NA	71.9%
Mean Median					8.9x 8.8x	8.2x 7.9x	20.2x 15.4x	20.1x 15.6x	4.4x 4.4x	62.9% 62.9%
Wind and Other					Olox	1157	. 51 12	1515%		02.370
Siemens Gamesa Renewable	€14.27	67.9%	\$11,739	\$11,376	8.8x	7.4x	22.6x	16.5x	NM	13.2%
Xinjiang Goldwind	HK\$14.98 kr400.20	94.7% 63.3%	\$6,788 \$14.118	\$9,852	11.3x	9.6x	12.3x	10.7x	3.4x	43.5%
<u>Vestas</u> Ormat	\$57.90	81.9%	\$14,118 \$2,944	\$9,398 \$3,843	5.3x 10.7x	5.2x 9.7x	14.0x 24.7x	13.2x 21.7x	NM 2.3x	6.4% 23.8%
China High Speed Transmissions	HK\$11.46	82.9%	\$2,388	\$3,246	10.8x	10.9x	22.7x	22.3x	2.8x	59.2%
Suzlon Bonheur ASA	₹10.90 kr96.00	49.0% 96.0%	\$869 \$510	\$1,989 \$1.576	7.4x 7.3x	6.1x 7.1x	18.4x NM	8.1x NM	5.7x 3.4x	83.7% 114.8%
Sinovel	¥1.30	65.0%	\$1,236	\$1,244	NM	NM	NM	NM	NA	11.3%
Nordex	€9.52	66.3%	\$1,115	\$1,186	7.6x	5.3x	NM	43.7x	0.4x	69.9%
Senvion TPI Composites	€10.88 \$22.65	72.3% 87.1%	\$854 \$779	\$1,036 \$742	7.8x 9.7x	4.6x 5.0x	NM NM	12.7x 12.3x	1.5x NM	46.6% 16.4%
Sif Holding	\$22.63 €18.72	89.4%	\$779 \$577	\$608	14.5x	6.5x	31.1x	9.8x	0.7x	5.2%
Mean					9.2x	7.0x	20.8x	17.1x	2.5x	41.2%
Median					8.8x	6.5x	22.6x	13.0x	2.6x	33.7%

Source: FactSet, SEC filings and third party providers. Values in U.S. Dollars. Share prices shown in local currencies.

(1) Enterprise Value = Market Value of Equity + Debt + Preferred Equity + Minority Interest - Investments in Affiliates - Cash and Marketable Securities.

(2) 2018 and 2019 EBITDA Multiples exclude multiples over 35x.

## Comparable Companies Trading Analysis Yield Vehicles

Price as of 4/30/2018   High   Value		Price as of	Price as a % of 52 Wk	Market Value	Enterprise	EV as a Mi		- · · · -	. (3)	Current	Dalet /
North American Yield Vehicles   Frookfield Renewables   C\$38.99   85.7%   59.428   \$29.994   15.0x   14.4x   NM   NM   6.4%   40.0%   NextEra Energy Partners   \$41.67   91.8%   \$56.487   \$511.806   12.0x   10.6x   22.2x   21.7x   3.8%   35.0%   NRG Yield   \$17.61   88.4%   \$33.259   \$9.171   9.5x   8.7x   21.2x   16.8x   6.5%   63.6%   63.6%   71.15   78.5%   \$1.641   \$5.782   11.1x   9.2x   NM   NM   6.4%   62.2%   72.2x   72.2x	Company				Value (1)	EBIII	DA **	Price/ Ear	nings **		Debt/
North American Yield Vehicles		4/30/2016	підіі	(\$FFIFFI)	(\$mm)	2010E	2019E	2010E	2019E	rieiu	EV
Brookfield Renewables											
NextEra Energy Partners											
NRC yield <sup>(4)</sup>											
Terraform Power   S											
Pattern Energy											
Innergex											
TransAlta Renewables   C\$11.46   71.0%   \$2.245   \$3.071   9.4x   9.2x   13.7x   13.3x   8.2%   26.5%     Hannon Armstrong   \$19.41   76.8%   \$1,535   \$2,326   19.8x   17.8x   14.7x   14.0x   6.7%   61.4%     Byoint3											
Hannon Armstrong   \$19.41   76.8%   \$1,535   \$2,326   19.8x   17.8x   14.7x   14.0x   6.7%   61.4%											
Spoint3(6)   \$12.10   76.0%   \$957   \$1,470   13.2x   12.9x   17.3x   17.9x   9.3%   47.4%											
Mean         12.7x 11.7x 24.9x 10.9x 21.2x 17.9x 6.7% 47.4%           European Yield Vehicles         5           Saeta Yield (7)         €12.32 99.4% \$1,214 \$2,927 9.4x 9.4x 19.2x 18.3x 6.2% 68.9%           Capital Stage         €6.68 93.0% \$1,035 \$2,746 12.4x 11.7x 18.5x 16.2x 3.3% 70.6%           Greencoat UK Wind         £1.22 96.3% \$1,723 \$2,086 8.5x 8.1x 7.7x 7.3x 5.6% 17.5%           TRIG         £1.06 94.2% \$1,476 \$1,467 12.2x 12.0x 11.0x 10.9x 6.1% NM           Aventron         CHF9.69 97.9% \$334 \$790 13.1x 12.1x 38.8x 35.2x 2.4% 59.1%           Bluefield Solar Income         £1.17 97.9% \$601 \$593 26.9x 26.1x 40.1x 37.9x 6.3% NM           NextEnergy Solar Fund         £1.10 94.2% \$868 \$564 9.0x 8.6x 12.8x 12.0x 5.9% NM           John Laing Environmental         £1.02 89.4% \$556 \$551 NM NM NM NM NM NM NM 6.2% NM           Foresight Solar         £0.91 92.4% \$34 \$48 NM NM NM NM NM NM NM 6.2% NM           Mean         \$18.60 71.4% \$749 \$1,921 8.3x 6.9x NM 19.2x 2.6% 70.9%           Enviva         \$27.55 86.2% \$734 \$997 8.4x 7.4x 21.2x 16.1x 8.9% 40.2%           Mean         8.3x 7.2x 21.2x 17.6x 5.8% 55.6%											
Median   12.0x   10.9x   21.2x   17.9x   6.7%   47.4%	8point3 <sup>(6)</sup>	\$12.10	76.0%	\$957	\$1,470	13.2x	12.9x	17.3x	17.9x	9.3%	47.4%
Median   12.0x   10.9x   21.2x   17.9x   6.7%   47.4%	Mean					12.7x	11.7x	24.9x	22.0x	6.9%	49.2%
European Yield Vehicles    Saeta Yield   Sa											
Saeta Yield <sup>(7)</sup> €12.32         99.4%         \$1,214         \$2,927         9.4x         9.4x         19.2x         18.3x         6.2%         68.9%           Capital Stage         €6.68         93.0%         \$1,035         \$2,746         12.4x         11.7x         18.5x         16.2x         3.3%         70.6%           Greencoat UK Wind         £1.22         96.3%         \$1,723         \$2,086         8.5x         8.1x         7.7x         7.3x         5.6%         17.5%           TRIG         £1.06         94.2%         \$1,476         \$1,467         12.2x         12.0x         11.0x         10.9x         6.1%         NM           Aventron         CHF9.69         97.9%         \$334         \$790         13.1x         12.1x         38.8x         35.2x         2.4%         59.1%           Bluefield Solar Income         £1.17         97.9%         \$601         \$593         26.9x         26.1x         40.1x         37.9x         6.3%         NM           NextEnergy Solar Fund         £1.10         94.2%         \$868         \$564         9.0x         8.6x         12.8x         12.0x         5.9%         NM           John Laing Environmental         £1.02         89.4%<											,-
Capital Stage         €6.68         93.0%         \$1,035         \$2,746         12.4x         11.7x         18.5x         16.2x         3.3%         70.6%           Greencoat UK Wind         £1.22         96.3%         \$1,723         \$2,086         8.5x         8.1x         7.7x         7.3x         5.6%         17.5%           TRIG         £1.06         94.2%         \$1,476         \$1,467         12.2x         12.0x         11.0x         10.9x         6.1%         NM           Aventron         CHF9.69         97.9%         \$334         \$790         13.1x         12.1x         38.8x         35.2x         2.4%         59.1%           Bluefield Solar Income         £1.17         97.9%         \$601         \$593         26.9x         26.1x         40.1x         37.9x         6.3%         NM           NextEnergy Solar Fund         £1.10         94.2%         \$868         \$564         9.0x         8.6x         12.8x         12.0x         5.9%         NM           NextEnergy Solar Fund         £1.02         89.4%         \$556         \$551         NM         NM <td></td> <td>£12.22</td> <td>00.49/</td> <td>¢1 214</td> <td>¢2 027</td> <td>0.4</td> <td>0.47</td> <td>10.24</td> <td>10 20</td> <td>6 30/</td> <td>69.00/</td>		£12.22	00.49/	¢1 214	¢2 027	0.4	0.47	10.24	10 20	6 30/	69.00/
Greencoat UK Wind											
TRIG											
Aventron         CHF9.69         97.9%         \$334         \$790         13.1x         12.1x         38.8x         35.2x         2.4%         59.1%           Bluefield Solar Income         f1.17         97.9%         \$601         \$593         26.9x         26.1x         40.1x         37.9x         6.3%         NM           NextEnergy Solar Fund         f1.10         94.2%         \$868         \$564         9.0x         8.6x         12.8x         12.0x         5.9%         NM           John Laing Environmental         f1.02         89.4%         \$556         \$551         NM         19.7x											
Bluefield Solar Income   £1.17   97.9%   \$601   \$593   26.9x   26.1x   40.1x   37.9x   6.3%   NM     NextEnergy Solar Fund   £1.10   94.2%   \$868   \$564   9.0x   8.6x   12.8x   12.0x   5.9%   NM     John Laing Environmental   £1.02   89.4%   \$556   \$551   NM   NM   NM   NM   NM   NM   6.2%   NM     Foresight Solar   £0.91   92.4%   \$34   \$48   NM   NM   NM   NM   NM   NM   6.6%   42.7%     Mean											
NextEnergy Solar Fund         £1.10         94.2%         \$868         \$564         9.0x         8.6x         12.8x         12.0x         5.9%         NM           John Laing Environmental         £1.02         89.4%         \$556         \$551         NM         19.7x         5.4%         51.8%           Mean         MLPs         NM         12.2x         11.7x         18.5x         16.2x         11.2x         1.6         NM         19.2											
Solution											
Foresight Solar £0.91 92.4% \$34 \$48 NM NM NM NM NM 6.6% 42.7%  Mean											
Mean Median         13.1x 12.6x 12.2x 11.7x 18.5x 16.2x 6.1% 59.1%           Median         12.2x 11.7x 18.5x 16.2x 6.1% 59.1%           MLPs         Green Plains         \$18.60 71.4% \$749 \$1.921 8.3x 6.9x NM 19.2x 2.6% 70.9%           Enviva         \$27.55 86.2% \$734 \$997 8.4x 7.4x 21.2x 16.1x 8.9% 40.2%           Mean         8.3x 7.2x 21.2x 17.6x 5.8% 55.6%											
Median         12.2x         11.7x         18.5x         16.2x         6.1%         59.1%           MLPs         Green Plains         \$18.60         71.4%         \$749         \$1,921         8.3x         6.9x         NM         19.2x         2.6%         70.9%           Enviva         \$27.55         86.2%         \$734         \$997         8.4x         7.4x         21.2x         16.1x         8.9%         40.2%           Mean         8.3x         7.2x         21.2x         17.6x         5.8%         55.6%	Foresight Solar	£0.91	92.4%	\$34	\$48	NM	NM	NM	NM	6.6%	42.7%
MLPs         Green Plains         \$18.60         71.4%         \$749         \$1,921         8.3x         6.9x         NM         19.2x         2.6%         70.9%           Enviva         \$27.55         86.2%         \$734         \$997         8.4x         7.4x         21.2x         16.1x         8.9%         40.2%           Mean         8.3x         7.2x         21.2x         17.6x         5.8%         55.6%	Mean					13.1x	12.6x	21.2x	19.7x	5.4%	51.8%
Green Plains         \$18.60         71.4%         \$749         \$1,921         8.3x         6.9x         NM         19.2x         2.6%         70.9%           Enviva         \$27.55         86.2%         \$734         \$997         8.4x         7.4x         21.2x         16.1x         8.9%         40.2%           Mean         8.3x         7.2x         21.2x         17.6x         5.8%         55.6%	Median					12.2x	11.7x	18.5x	16.2x	6.1%	59.1%
Green Plains         \$18.60         71.4%         \$749         \$1,921         8.3x         6.9x         NM         19.2x         2.6%         70.9%           Enviva         \$27.55         86.2%         \$734         \$997         8.4x         7.4x         21.2x         16.1x         8.9%         40.2%           Mean         8.3x         7.2x         21.2x         17.6x         5.8%         55.6%											
Enviva \$27.55 86.2% \$734 \$997 8.4x 7.4x 21.2x 16.1x 8.9% 40.2% Mean 8.3x 7.2x 21.2x 17.6x 5.8% 55.6%		***	71 401		41.00-					2.601	70.05
Mean 8.3x 7.2x 21.2x 17.6x 5.8% 55.6%											
	Enviva	\$27.55	86.2%	\$734	\$997	8.4x	7.4x	21.2x	16.1x	8.9%	40.2%
	Mean					8.3 <u>x</u>	7.2 <u>x</u>	21.2x	17.6x	5.8%	55.6 <u>%</u>
	Median					8.3x	7.2x	21.2x	17.6x	5.8%	

Source: FactSet, SEC filings and third party providers. Values in U.S. Dollars. Share prices shown in local currencies.

(1) Enterprise Value = Market Value of Equity + Debt + Preferred Equity + Minority Interest - Investments in Affiliates - Cash and Marketable Securities.

(2) 2018 and 2019 EBITDA Multiples exclude multiples over 35x.

<sup>2018</sup> and 2019 Price/Earnings Multiples exclude multiples over 50x.

Acquisition by Global Infrastructure Partners announced on February 7, 2018 and is expected to close in H2 2018.

## Comparable Companies Trading Analysis Air & Environmental Services

	Price as of	Price as a % of 52 Wk	Market Value	Enterprise Value <sup>(1)</sup>	EV as a Mi EBITI		Price/ Ear	rnings <sup>(3)</sup>	Net Debt/ 2018E	Debt/
Company	4/30/2018	High	(\$mm)	(\$mm)	2018E	2019E	2018E	2019E	EBITDA	EV
Air & Environmental Services			,, ,							
Solid Waste										
Waste Management	\$81.29	90.6%	\$35,042	\$44,985	10.8x	10.3x	20.2x	18.5x	2.4x	22.1%
Republic Services	\$64.68	93.2%	\$21,331	\$29,428	10.2x	9.7x	21.3x	19.2x	2.8x	27.8%
Waste Connections	\$72.30	96.9%	\$18,911	\$22,574	14.4x	13.3x	28.9x	26.0x	2.2x	17.4%
Covanta	\$14.90	86.1%	\$1,956	\$4,310	9.8x	9.5x	NM	NM	5.4x	56.9%
Advanced Disposal Services	\$22.04	85.7%	\$1,972	\$3,903	9.0x	8.6x	41.3x	31.5x	4.5x	50.2%
Casella	\$24.51	89.5%	\$1,057	\$1,527	11.1x	10.4x	34.2x	28.2x	3.5x	31.6%
Biffa	£2.07	77.9%	\$706	\$1,132	5.4x	5.2x	11.0x	10.3x	2.0x	41.4%
Mean					10.1x	9.6x	26.1x	22.3x	3.3x	35.4%
Median					10.2x	9.7x	25.1x	22.6x	2.8x	31.6%
Specialty Waste										
Stericycle	\$58.71	66.7%	\$5,022	\$7,736	9.9x	9.3x	12.9x	12.3x	3.4x	35.4%
Darling Ingredients	\$17.14	87.9%	\$2,790	\$4,512	9.8x	9.2x	15.1x	18.1x	3.5x	38.0%
Clean Harbors	\$45.80	74.3%	\$2,559	\$3,850	8.3x	7.7x	NM	35.3x	2.8x	42.3%
US Ecology	\$53.30	89.3%	\$1,166	\$1,419	11.3x	10.6x	24.0x	21.4x	2.0x	19.5%
Heritage-Crystal Clean	\$21.15	83.9%	\$497	\$489	9.6x	8.7x	23.1x	19.1x	NM	5.9%
Newalta	C\$1.28	61.5%	\$88	\$358	8.4x	7.7x	NM	NM	6.4x	75.4%
Mean					9.6x	8.9x	18.8x	21.2x	3.6x	36.1%
Median					9.7x	9.0x	19.1x	19.1x	3.4x	36.7%
Pollution Control										
Donaldson	\$44.26	84.8%	\$5,757	\$6,076	12.8x	11.8x	21.1x	18.6x	0.7x	11.3%
CECO	\$4.70	39.1%	\$167	\$257	8.0x	7.4x	16.2x	14.2x	2.9x	48.4%
Advanced Emissions Solutions	\$11.02	90.3%	\$230	\$196	NM	NM	5.5x	3.8x	NA	NM
Mean					10.4x	9.6x	14.2x	12.2x	1.8x	29.9%
Median					10.4x	9.6x	16.2x	14.2x	1.8x	29.9%

<sup>2018</sup> and 2019 Price/Earnings Multiples exclude multiples over 50x.

## Comparable Companies Trading Analysis Water

Company		Duine an of	Price as a %	Market	Enterprise	EV as a Multiple of EBITDA (2)		- · · · -	. (3)	Net Debt/	Debt/
Pentair	Company					EBIII	JA (*)	Price/ Ear	nings **		
February   Process   Perutary   S45,18   89,9%   \$7,995   \$13,768   \$12,9x   \$12,3x   \$16,8x   \$15,6x   \$17,x   \$19,4%   Flowserve   \$44,41   \$5,5%   \$55,853   \$56,698   \$13,9x   \$11,9x   \$26,8x   \$21,5x   \$1,8x   \$23,5%   \$15,00   \$12,751   \$18,9x   \$12,90   \$23,049   \$9,3x   \$11,9x   \$26,8x   \$21,5x   \$1,8x   \$23,5%   \$10,00   \$10		4/30/2016	підіі	(\$FFIFFI)	(\$mm)	2010E	2019E	2010E	20196	EBITUA	EV
Fentair	****										
Flowserve		£45.10	00.00/	£7.00F	£12.760	12.0	12.2	16.0	15.6		10.40/
Rexnord											
Itron											
Remira											
Badger Meter											
Lindsay											
Thermon Group   \$22,79   \$6,0%   \$740   \$932   12,1x   10,7x   27,9x   21,6x   2,4x   25,8x   24dag   \$59,77.0   67,8%   \$416   \$478   8,6x   7,6x   14,8x   12,7x   0,1x   9,8x   AquaVenture Holdings   \$14,66   78,8%   \$386   \$444   9,2x   8,6x   MM   NM   1,2x   39,2%   Mean   \$11,4x   9,2x   8,6x   MM   NM   1,2x   39,2%   Median   \$14,66   78,8%   \$386   \$444   9,2x   8,6x   MM   NM   1,2x   39,2%   Median   \$14,67   \$11,8x   9,7x   21,5x   15,6x   14,4x   22,3%   Median   \$14,77   96,2%   \$42,425   \$49,090   15,6x   14,5x   \$27,0x   24,2x   2,3x   15,1%   Xylem   \$72,90   91,3%   \$12,661   \$15,434   15,4x   14,0x   25,2x   21,6x   2,3x   16,8%   Xylem   \$77,90   91,3%   \$12,661   \$15,434   15,4x   14,0x   25,2x   21,6x   2,3x   16,8%   Xylem   \$77,450   \$8,4%   \$52,575   \$2,762   11,5x   10,9x   20,5x   18,8x   0,9x   18,0%   Select Energy Services   \$15,05   68,5%   \$15,69   \$2,081   7,7x   6,0x   17,3x   10,7x   0,3x   3,7%   Mylefully   \$50,25   \$45,3%   \$148   \$1,753   NM   NM   NM   NM   NM   NM   NM   N											
Water   Wate											
Mean   Same											
Nean   11.4x   10.2x   21.7x   17.8x   1.4x   22.3x	AguaVenture Holdings	\$14.66		\$386	\$444	9.2x	8.6x			1.2x	
Median	Mean									1.4v	
Infrastructure, Monitoring & Compliance   Ecolab   \$144.77   96.2%   \$42,425   \$49,090   15.6x   14.5x   27.0x   24.2x   2.3x   15.1%   27.0x   24.2x   2.3x   15.1%   27.0x   24.2x   2.3x   15.1%   27.0x   24.2x   2.3x   15.1%   27.0x   24.2x   2.3x   16.8%   27.0x   24.2x   2.3x   16.8%   27.0x   24.2x   2.3x   16.8%   27.0x   27											
Secolab						11.07	<i>3.1</i> X	21.31	13.0%	1.7 X	21.970
Xylem			06.20/	£42.42E	£ 40, 000	15.6	145	27.0	242	2.2	15.10/
Watts Water											
Select Energy Services											
Hyflux											
Mueller Water Products											
Mean   Section											
Mean   Section   Median   Median   Section											
Heating & Cooling		422.03	00.370	<b>47.12</b>	4300						
Reating & Cooling   A.O. Smith   \$61.35   89.7%   \$10,554   \$10,140   15.3x   13.9x   23.6x   21.0x   NM   2.9%											
A.O. Smith \$61.35 89.7% \$10,554 \$10,140 15.3x 13.9x 23.6x 21.0x NM 2.9% Lennox \$193.37 86.7% \$8,105 \$9,207 14.5x 13.2x 19.1x 16.9x 1.9x 14.0% AAON \$34.00 84.5% \$1,798 \$1,752 16.1x 13.5x 26.1x 21.3x NM NM Comfort Systems USA \$42.20 86.2% \$1,559 \$1,607 10.2x 9.1x 17.1x 14.8x 0.3x 4.1% Median 14.0x 12.4x 21.5x 18.5x 1.1x 7.0% Median 14.9x 13.3x 21.3x 18.9x 1.1x 4.1% Distribution 15.3x 14.9x 13.3x 21.3x 18.9x 1.1x 4.1% Distribution 15.3x 14.9x 13.3x 21.3x 18.9x 1.1x 4.1% Distribution 15.3x 14.9x 15.3x 14.6x 2.7x 73.8% SUEZ \$11.96 70.4% \$8,979 \$24,183 7.4x 7.1x 18.9x 16.4x 3.8x 66.7% American Water Works \$86.58 93.7% \$15,625 \$23,259 13.8x 12.6x 26.5x 24.5x 4.5x 33.2% Aqua America \$35.15 88.9% \$6,313 \$8,396 17.1x 16.0x 25.0x 23.6x 4.4x 25.6% American States Water \$55.72 92.9% \$2,056 \$2,427 16.0x 15.1x 31.3x 29.5x 25.5x 15.7% SIM Office States Water \$55.72 92.9% \$2,056 \$2,427 16.0x 15.1x 31.3x 29.5x 25.5x 15.7% SIM Office States Water \$60.45 87.2% \$1,264 \$1,706 NM NM 26.9x 24.9x NA 27.6% Middlesex Water Company \$41.66 89.1% \$680 \$853 NM NM NM 26.7x 26.0x NA 20.7% York Water \$32.20 80.8% \$419 \$506 16.3x 16.5x 32.2x 29.3x 29.9x 18.0% Mean 13.3x 12.7x 24.9x 23.1x 3.8x 35.1%						10.5X	9.41	16.91	10.01	1.4X	16.0%
Lennox   \$193.37   \$6.7%   \$8,105   \$9,207   14.5x   13.2x   19.1x   16.9x   1.9x   14.0%											
AAON											
Comfort Systems USA         \$42.20         86.2%         \$1,559         \$1,607         10.2x         9.1x         17.1x         14.8x         0.3x         4.1%           Mean Median         14.0x 12.4x 21.5x 18.5x 13.3x 21.3x 18.9x 1.1x 7.0%           Median         14.0x 12.4x 21.5x 18.5x 1.1x 7.0%           14.9x 13.3x 21.3x 12.4x 21.5x 18.5x 1.1x 7.0%           Median         14.0x 12.4x 21.5x 18.5x 18.5x 1.1x 4.1x           14.0x 12.4x 13.3x 21.3x 12.4x 21.5x 18.5x 11.1x 4.1x         11.1x 4.1x           Veolia         6.2x 5.75 8.9.8% \$1.3x 12.6x 25.1x 18.5x 11.4x 11.5x 11.1x 18.9x 11.6x 2.7x 73.8%           SUEZ         €11.96 70.4% \$8.97 \$2.18 10.6x 12.6x 26.5x 24.5x 4.5x 38.2x 4.5x 38.2x 24.5x 4.5x 38.2x 24.5x 4.5x 38.2x 24.5x 38.2x 24.5x 38.2x 24.5x 38.2x 24.5x 24.											
Mean Median         14.0x 12.4x 13.3x         12.4x 21.5x 18.5x 1.1x 7.0%           Distribution         Veolia         \$23.75 89.8% \$13,276 \$25,180 6.2x 6.0x 16.3x 14.6x 2.7x 73.8%           SUEZ         €11.96 70.4% \$8,979 \$24,183 7.4x 7.1x 18.9x 16.4x 3.8x 66.7%           American Water Works \$86.58 93.7% \$15,625 \$23,259 13.8x 12.6x 26.5x 24.5x 4.5x 33.2%           Severn Trent         £19.40 75.3% \$6,482 \$13,535 10.6x 10.1x 15.3x 14.3x 5.6x 54.9%           Aqua America         \$35.15 88.9% \$6,313 \$8,396 17.1x 16.0x 25.0x 23.6x 4.4x 25.6%           American States Water         \$55.72 92.9% \$2.056 \$2.427 16.0x 15.1x 31.3x 29.5x 2.5x 15.7%           SjW (a)         \$60.45 87.2% \$1,264 \$1,706 NM NM 26.9x 24.9x NA 27.6%           Connecticut Water Service (a)         \$68.00 97.8% \$836 \$1,096 19.3x 18.2x 29.5x 28.2x 4.9x 25.5%           Middlesex Water Company         \$41.66 89.1% \$680 \$853 NM NM 26.7x 26.0x NA 20.7%           York Water         \$32.20 80.8% \$419 \$506 16.3x 16.5x 32.2x 29.3x 2.9x 18.0%           Artesian         \$38.30 88.6% \$357 \$469 13.4x 12.5x NM NM NM 3.3x 24.9%           Mean											
Median         14.9x         13.3x         21.3x         18.9x         1.1x         4.1%           Distribution           Veolia         \$23.75         89.8%         \$13,276         \$25,180         6.2x         6.0x         16.3x         14.6x         2.7x         73.8%           SUEZ         €11.96         70.4%         \$8,979         \$24,183         7.4x         7.1x         18.9x         16.4x         3.8x         66.7%           American Water Works         \$86.58         93.7%         \$15,625         \$23,259         13.8x         12.6x         26.5x         24.5x         4.5x         33.2%           Severn Trent         £19.40         75.3%         \$6,482         \$13,535         10.6x         10.1x         15.3x         14.3x         5.6x         54.9%           Aqua America         \$35.15         88.9%         \$6,313         \$8,396         17.1x         16.0x         25.0x         23.6x         4.4x         25.6%           American States Water         \$55.72         92.9%         \$2,056         \$2,427         16.0x         15.1x         31.3x         29.5x         2.5x         15.7%           SJW <sup>(a)</sup> \$60.		\$42.20	86.2%	\$1,559	\$1,607						
Veolia   \$23.75   \$9.8%   \$13,276   \$25,180   6.2x   6.0x   16.3x   14.6x   2.7x   73.8%											
Veolia         \$23.75         89.8%         \$13,276         \$25,180         6.2x         6.0x         16.3x         14.6x         2.7x         73.8%           SUEZ         €11.96         70.4%         \$8,979         \$24,183         7.4x         7.1x         18.9x         16.4x         3.8x         66.7%           American Water Works         \$86.58         93.7%         \$15,625         \$23,259         13.8x         12.6x         26.5x         24.5x         4.5x         33.2%           Severn Trent         £19.40         75.3%         \$6,482         \$13,535         10.6x         10.1x         15.3x         14.3x         5.6x         \$4.9%           Aqua America         \$35.15         88.9%         \$6,313         \$8,396         17.1x         16.0x         25.0x         23.6x         4.4x         25.6%           American States Water         \$55.72         92.9%         \$2,056         \$2,427         16.0x         15.1x         31.3x         29.5x         2.5x         15.7%           SIW (4)         \$60.45         87.2%         \$1,264         \$1,706         NM         NM         26.9x         24.9x         NA         27.6%           Connecticut Water Service (4)         \$68.00	Median					14.9x	13.3x	21.3x	18.9x	1.1x	4.1%
SUEZ         €11.96         70.4%         \$8,979         \$24,183         7.4x         7.1x         18.9x         16.4x         3.8x         66.7%           American Water Works         \$86.58         93.7%         \$15,625         \$23,259         13.8x         12.6x         26.5x         24.5x         4.5x         33.2%           Severn Trent         £19.40         75.3%         \$6,482         \$13,535         10.6x         10.1x         15.3x         14.3x         5.6x         \$4.9%           Aqua America         \$35.15         88.9%         \$6,313         \$8,396         17.1x         16.0x         25.0x         23.6x         4.4x         25.6%           American States Water         \$55.72         92.9%         \$2,056         \$2,427         16.0x         15.1x         31.3x         29.5x         2.5x         15.7%           SJW (*)         \$60.45         87.2%         \$1,264         \$1,706         NM         NM         26.9x         24.9x         NA         27.6%           Connecticut Water Service (*)         \$68.00         97.8%         \$836         \$1,096         19.3x         18.2x         29.5x         28.2x         A.9x         25.5%           Middlesex Water Company         \$	Distribution										
American Water Works         \$86.58         93.7%         \$15,625         \$23,259         13.8x         12.6x         26.5x         24.5x         4.5x         33.2%           Severn Trent         £19.40         75.3%         \$6,482         \$13,535         10.6x         10.1x         15.3x         14.3x         5.6x         54.9%           Aqua America         \$35.15         88.9%         \$6,313         \$8,396         17.1x         16.0x         25.0x         23.6x         4.4x         25.6%           American States Water         \$55.72         92.9%         \$2,056         \$2,427         16.0x         15.1x         31.3x         29.5x         2.5x         15.7%           SJW (4)         \$60.45         87.2%         \$1,264         \$1,706         NM         NM         26.9x         24.9x         NA         27.6%           Connecticut Water Service (4)         \$68.00         97.8%         \$836         \$1,096         19.3x         18.2x         29.5x         28.2x         4.9x         25.5%           Middlesex Water Company         \$41.66         89.1%         \$680         \$853         NM         NM         26.7x         26.0x         NA         20.7%         27.0x         29.1x         29.3x <td>Veolia</td> <td>\$23.75</td> <td>89.8%</td> <td>\$13,276</td> <td>\$25,180</td> <td>6.2x</td> <td>6.0x</td> <td>16.3x</td> <td>14.6x</td> <td>2.7x</td> <td>73.8%</td>	Veolia	\$23.75	89.8%	\$13,276	\$25,180	6.2x	6.0x	16.3x	14.6x	2.7x	73.8%
Severn Trent         £19.40         75.3%         \$6,482         \$13,535         10.6x         10.1x         15.3x         14.3x         5.6x         54.9%           Aqua America         \$35.15         88.9%         \$6,313         \$8,396         17.1x         16.0x         25.0x         23.6x         4.4x         25.6%           American States Water         \$55.72         92.9%         \$2,056         \$2,427         16.0x         15.1x         31.3x         29.5x         2.5x         15.7%           SJW <sup>(a)</sup> \$60.45         87.2%         \$1,264         \$1,706         NM         NM         26.9x         24.9x         NA         27.6%           Connecticut Water Service <sup>(a)</sup> \$68.00         97.8%         \$836         \$1,096         19.3x         18.2x         29.5x         28.2x         4.9x         25.5%           Middlesex Water Company         \$41.66         89.1%         \$680         \$853         NM         NM         26.7x         26.0x         NA         20.7%           York Water         \$32.20         80.8%         \$419         \$506         16.3x         16.5x         32.2x         29.3x         2.9x         18.0%           Artesian         \$38.30         <	SUEZ					7.4x	7.1x		16.4x	3.8x	66.7%
Aqua America         \$35.15         88.9%         \$6,313         \$8,396         17.1x         16.0x         25.0x         23.6x         4.4x         25.6%           American States Water         \$55.72         92.9%         \$2,056         \$2,427         16.0x         15.1x         31.3x         29.5x         2.5x         15.7%           SJW (*)         \$60.45         87.2%         \$1,264         \$1,706         NM         NM         26.9x         24.9x         NA         27.6%           Connecticut Water Service (*)         \$68.00         97.8%         \$836         \$1,096         19.3x         18.2x         29.5x         28.2x         4.9x         25.5%           Middlesex Water Company         \$41.66         89.1%         \$680         \$853         NM         NM         26.7x         26.0x         NA         20.7%           York Water         \$32.20         80.8%         \$419         \$506         16.3x         16.5x         32.2x         29.3x         2.9x         18.0%           Artesian         \$38.30         88.6%         \$357         \$469         13.4x         12.5x         NM         NM         3.3x         24.9%           Mean         13.3x         12.7x <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>											
American States Water \$55.72 92.9% \$2,056 \$2,427 16.0x 15.1x 31.3x 29.5x 2.5x 15.7% \$\$ \$\$ \$60.45 87.2% \$1,264 \$1,706 NM NM 26.9x 24.9x NA 27.6% \$\$ \$0.000 \$60.45 87.2% \$1,264 \$1,706 NM NM 26.9x 24.9x NA 27.6% \$\$ \$0.0000 \$1.											
SJW (4)         \$60.45         87.2%         \$1,264         \$1,706         NM         NM         26.9x         24.9x         NA         27.6%           Connecticut Water Service (4)         \$68.00         97.8%         \$836         \$1,096         19.3x         18.2x         29.5x         28.2x         4.9x         25.5%           Middlesex Water Company         \$41.66         89.1%         \$680         \$853         NM         NM         26.7x         26.0x         NA         20.7%           York Water         \$32.20         80.8%         \$419         \$506         16.3x         16.5x         32.2x         29.3x         2.9x         18.0%           Artesian         \$38.30         88.6%         \$357         \$469         13.4x         12.5x         NM         NM         3.3x         24.9%           Mean         13.3x         12.7x         24.9x         23.1x         3.8x         35.1%											
Connecticut Water Service (4)         \$68.00         97.8%         \$836         \$1,096         19.3x         18.2x         29.5x         28.2x         4.9x         25.5%           Middlesex Water Company         \$41.66         89.1%         \$680         \$853         NM         NM         26.7x         26.0x         NA         20.7%           York Water         \$32.20         80.8%         \$419         \$506         16.3x         16.5x         32.2x         29.3x         2.9x         18.0%           Artesian         \$38.30         88.6%         \$357         \$469         13.4x         12.5x         NM         NM         3.3x         24.9%           Mean         13.3x         12.7x         24.9x         23.1x         3.8x         35.1%											
Middlesex Water Company         \$41.66         89.1%         \$680         \$853         NM         NM         26.7x         26.0x         NA         20.7%           York Water         \$32.20         80.8%         \$419         \$506         16.3x         16.5x         32.2x         29.3x         2.9x         18.0%           Artesian         \$38.30         88.6%         \$357         \$469         13.4x         12.5x         NM         NM         3.3x         24.9%           Mean         13.3x         12.7x         24.9x         23.1x         3.8x         35.1%											
York Water         \$32.20         80.8%         \$419         \$506         16.3x         16.5x         32.2x         29.3x         2.9x         18.0%           Artesian         \$38.30         88.6%         \$357         \$469         13.4x         12.5x         NM         NM         3.3x         24.9%           Mean         13.3x         12.7x         24.9x         23.1x         3.8x         35.1%											
Artesian \$38.30 88.6% \$357 \$469 13.4x 12.5x NM NM 3.3x 24.9% Mean 13.3x 12.7x 24.9x 23.1x 3.8x 35.1%											
Mean 13.3x 12.7x 24.9x 23.1x 3.8x 35.1%											
		\$38.30	88.6%	\$35/	\$469						
Median 13.8x 12.6x 26.6x 24.7x 3.8x 25.6%											
	Median					13.8x	12.6x	26.6x	24.7x	3.8x	25.6%

Source: FactSet, SEC filings and third party providers. Values in U.S. Dollars. Share prices shown in local currencies.

(1) Enterprise Value = Market Value of Equity + Debt + Preferred Equity + Minority Interest - Investments in Affiliates - Cash and Marketable Securities.

(2) 2018 and 2019 EBITDA Multiples exclude multiples over 35x.

<sup>2018</sup> and 2019 Price/Earnings Multiples exclude multiples over 50x.

SJW and Connecticut Water announced a merger of equals on 3/15/2018 which is expected to close in Q4 2018.

## Comparable Companies Trading Analysis

## AgTech, Industrial Biotechnology and **Building Materials**

		Price as a %	Market	Enterprise	EV as a Multiple of		(3)		Net Debt/	
Company	Price as of 4/30/2018	of 52 Wk High	Value (\$mm)	Value <sup>(1)</sup> (\$mm)	EBITI 2018E	DA <sup>(2)</sup> 2019E	Price/ Ear 2018E	nings (3) 2019E	2018E EBITDA	Debt/ EV
AgTech	7/30/2010	Iligii	(#HHH)	(\$11111)	2010L	2013L	ZUIGE	2013L	LBITDA	LV
Large Crop / Life Science										
DowDuPont	\$63.24	82.0%	\$146,674	\$168,367	9.1x	8.1x	15.4x	12.9x	1.1x	20.2%
BASF	€86.32	87.4%	\$95,790	\$111,524	7.2x	6.9x	13.3x	12.5x	0.9x	20.2%
Bayer Monsanto <sup>(4)</sup>	€99.28 \$125.37	80.1% 98.9%	\$102,911 \$55,430	\$108,583 \$60,769	9.8x 13.5x	9.0x 12.7x	14.9x 21.6x	13.2x 20.0x	0.5x 1.2x	15.3% 12.9%
Archer-Daniels-Midland	\$45.38	98.1%	\$25,166	\$33,000	9.9x	9.6x	15.0x	14.2x	2.3x	27.3%
Bunge Limited	\$72.23	86.2%	\$10,094	\$14,146	8.1x	7.5x	15.8x	13.6x	1.8x	38.8%
Mosaic	\$26.95	92.3%	\$10,348	\$13,483	8.0x	6.9x	18.3x	14.7x	1.8x	38.8%
Alico	\$32.30	92.8%	\$265	\$461	NM	NM	NM	NM	NA	41.4%
Mean Median					9.4x 9.1x	8.7x 8.1x	16.3x 15.4x	14.4x 13.6x	1.4x 1.2x	26.9% 23.8%
Irrigation / Equipment					9.11	0.13	13.4X	15.0X	1.2X	25.6%
Deere	\$135.33	77.2%	\$43,831	\$80.061	16.2x	14.5x	13.9x	11.8x	7.3x	50.7%
CNH Industrial	\$12.25	78.3%	\$21,267	\$36,984	14.3x	12.9x	17.9x	14.4x	7.8x	66.7%
Kubota	¥1,850	78.1%	\$20,982	\$27,040	11.3x	10.7x	15.3x	14.2x	2.3x	28.3%
Mahindra & Mahindra	₹872.65	99.3%	\$16,255	\$21,043	19.8x	17.6x	23.1x	20.0x	5.5x	34.7%
AGCO	\$62.68	82.5% 79.1%	\$4,865 \$6,175	\$6,822	8.5x	7.7x	16.7x	13.5x	2.2x 0.2x	31.1%
Toro Valmont	\$58.39 \$142.10	79.1% 80.6%	\$6,175	\$6,286 \$3,520	13.6x 9.3x	12.5x 8.5x	22.2x 17.7x	18.8x 15.6x	0.2x 0.7x	5.0% 21.4%
Jain	₹116.80	77.7%	\$888	\$1,502	8.2x	7.0x	17.7x	11.8x	3.3x	43.0%
Raven Industries	\$36.60	89.6%	\$1,340	\$1,271	14.8x	12.4x	26.0x	21.8x	NM	NM
Lindsay	\$87.86	87.5%	\$952	\$960	13.4x	12.1x	26.9x	20.9x	0.2x	12.2%
Mean Median					12.9x 13.5x	11.6x 12.2x	19.7x 17.8x	16.3x 15.0x	3.3x 2.3x	32.6% 31.1%
Industrial Biotechnology					13.37	12.21	17.0%	13.0%	2.37	31.170
Cosan	R\$39.78	82.3%	\$4,652	\$6,457	4.5x	4.1x	12.2x	10.9x	1.1x	43.0%
Green Plains Renewable Energy	\$18.60	71.4%	\$749	\$1,921	8.3x	6.9x	NM	19.2x	4.5x	70.9%
MGP Ingredients	\$95.79	97.1%	\$1,566	\$1,635	26.1x	22.4x	45.1x	35.8x	0.3x	1.5%
Renewable Energy Group	\$12.90	91.5%	\$511	\$711	6.3x	5.7x	8.7x	7.6x	1.9x	40.7%
Amyris	\$6.61	71.4%	\$335	\$440	NM	9.1x	NM	31.5x	19.9x	38.8%
Pacific Ethanol FutureFuel	\$3.50 \$11.70	46.7% 71.4%	\$147 \$513	\$372 \$276	10.5x NM	7.0x NM	NM NM	NM NM	5.4x NA	65.0% NM
	\$11.70	71.4/0	\$313	\$270						
Mean Median					11.1x 8.3x	9.2x 7.0x	22.0x 12.2x	21.0x 19.2x	5.5x 3.2x	43.3% 41.8%
<b>Building Materials</b>										
Multi-Industry										
CRH	\$35.36	89.9%	\$29,549	\$37,496	8.7x	7.9x	14.6x	13.0x	1.6x	25.5%
Saint-Gobain	€43.50	83.0%	\$29,090	\$36,488	6.6x	6.2x	12.7x	11.2x	1.3x	30.3%
Masco Owens Corning	\$37.87 \$65.49	81.5% 67.9%	\$11,954 \$7,288	\$14,631 \$10,913	10.1x 7.6x	9.2x 6.9x	15.0x 11.7x	13.1x 9.9x	1.8x 2.5x	21.1% 34.5%
Beacon Roofing Supply	\$48.95	73.6%	\$3,340	\$4,003	6.5x	5.4x	12.7x	10.3x	1.1x	50.9%
Armstrong World Industries	\$56.00	86.7%	\$2,960	\$3,629	10.3x	9.4x	15.2x	13.1x	2.1x	23.2%
Simpson Manufacturing	\$54.68	88.7%	\$2,747	\$2,415	11.1x	9.4x	20.0x	16.2x	NM	NM
Griffon Corporation	\$19.90	80.2%	\$945	\$2,111	12.8x	NM	26.9x	NM	7.1x	59.3%
Gibraltar	\$35.15	88.0%	\$1,119	\$1,104	8.5x	7.8x	17.1x	15.2x	NM	19.0%
Mean Median					9.1x 8.7x	7.8x 7.8x	16.2x 15.0x	12.7x 13.0x	2.5x 1.8x	33.0% 27.9%
Sustainable Products/Materials										
Kingspan	€37.50	94.0%	\$8,150	\$8,760	14.9x	13.4x	20.9x	18.5x	1.0x	9.1%
Cabot Corporation	\$55.86	81.4%	\$3,420	\$4,338	7.7x	7.3x	13.4x	12.1x	1.3x	21.9%
Trex	\$103.88	86.3%	\$3,128	\$3,026	16.3x	14.5x	24.7x	22.1x	NM	NM 2.9.70/
Quanex DIRTT Environmental Solutions	\$17.15 C\$5.63	69.7% 81.0%	\$610 \$417	\$824 \$328	7.9x 8.7x	NM 7.1x	17.8x 28.2x	NM 15.9x	2.1x NM	28.7%
Aspen Aerogels	\$4.50	80.6%	\$107	\$101	NM	NM	NM	NM	1.5x	3.7%
Mean	Ţ.,30	22.270	4.31		11.1x	10.6x	21.0x	17.2x	1.5x	13.2%
Median					8.7x	10.3x	20.9x	17.2x	1.4x	9.1%

Source: FactSet, SEC filings and third party providers. Values in U.S. Dollars. Share prices shown in local currencies.

Enterprise Value = Market Value of Equity + Debt + Preferred Equity + Minority Interest - Investments in Affiliates - Cash and Marketable Securities. 2018 and 2019 EBITDA Multiples exclude multiples over 35x.

<sup>2018</sup> and 2019 Price/Earnings Multiples exclude multiples over 50x. Acquisition by Bayer announced on September 20, 2016 and is expected to close in Q2 2018.

### Global Experts in Sustainable Technology and Infrastructure



San Francisco



Zürich

Tokyo Partnership with Sangyo Sosei Advisory Inc.

#### **INVESTMENT BANKING(1)**

#### **Mergers & Acquisitions**

- Corporate sales
- Asset sales
- Acquisitions
- Minority investments
- Joint ventures
- Fairness opinions

\$13bn

#### **Capital** Raising

- Equity private placements
- Debt private placements
- Project finance advisory
- Co-managed public offerings

\$4hn

#### Strategic Advisory

- Strategic consulting
- IPO preparation
- Financial restructuring
- Specialized opinions
- Independent capital markets advice

assignments

#### ASSET MANAGEMENT(1)

#### Public Equity

- GCA Sustainable Growth Fund
- GCA Emerging Markets Sustainable Growth Fund

\$630mm

As of March 31, 2018.

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- and energy companies
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- Distributed energy production
- Energy efficiency and services

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- services Renewable energy
- value chain Environmental
- services

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- experience Chief Operating Officer of GCA Investment
- Management

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- **Energy companies** Utilities

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- value chain Smart grid

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Officer

Chief Compliance

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Chief Investment

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- services Advanced building products

