

PRESENTATION BY











Andrew Statter, Partner, Head of Titan GreenTech

Andrew leads the GreenTech team at Titan. Holding a broad knowledge of the Japanese and APAC renewable energy markets, Andrew has a track record of supporting multiple Japan market entries and a deep network of investors and key industry players across the renewable energy ecosystem.

Andrew is originally from Adelaide, Australia, however, has lived in Japan since 2010 and is a permanent resident of Japan.









Yasuhiro Odajima, CEO, Ladder Renewables

Yasuhiro has an extensive career in financial asset management, renewable energy investment and development. Drawing from his experiences on both sides, he recognized the lack of efficient matching platforms for sellers and buyers in the Japanese renewable energy industry. This realization led him to establish Ladder Renewables Inc.

Yasuhiro is originally from Hokkaido, has lived in the US, Switzerland and UK and is currently based in Tokyo.

## **Our Services**

We focus on renewable energy projects in the North Asian region and provide matchmaking (intermediary) services for sellers and buyers, with a primary focus on PV solar, battery storage and onshore wind assets.

Through our support of sellers to maximize their development capability and project value, we become the foremost advocates for the sellers and their projects, enabling us to actively engage in matching them with potential buyers.

As each investment case in the PPA market is unique, we focus on accurately assessing the needs and capabilities of various sizes of investors.

This allows us to facilitate both single-project deals and longer-term capital alliance partnerships with reputable local development partners.











## The Engagement Process



Introduction of service and needs assessment

**Introductory** 

**Meeting:** 

Sign bilateral NDA, agree upon fee for a particular introduction

**NDA** and Fee

**Agreement:** 

Introduction to project owner or developer for a preliminary discussion

**Partner** 

Introduction:

Initial due diligence:

Agree upon a period (4~6 weeks) for initial discussion and DD process



Initial fee and primary due diligence:

Initial fee charged to extend exclusivity, allowing for full technical and financial DD



Closing and Success Fee:

Upon signing of an agreement, a success fee is charged



No Deal achieved

No (further) fees charged, introduction to new project/developer





## Connecting Opportunities







## **Contact Information**

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