

ENERQUI

Strategic Sustainable Growth



SELECT PROJECTS

Energy Transition and Low Carbon Energy

The landscape of the North American low carbon energy market has changed post COVID pandemic with the introduction of the Inflation Reduction Act (IRA) and incentives announced by the Government of Canada and Alberta. This has kicked off an unprecedented growth in low carbon hydrogen, CCS and CCUS projects. Enerqui's has been involved in investment evaluation and planning of hydrogen, wind, CCS, CCUS, baseload geothermal energy, underground energy storage (hydrogen, natural gas, air), energy security and several other energy projects. Some of the projects that we have worked on are:

- Integrated cross functional team to evaluate the feasibility and commerciality of a multi-faceted wind to hydrogen investment in eastern Canada and export to international markets.
- Developed relationships with strategic partners to secure funding for the first geothermal to hydrogen investment in Canada.
- Provided clear direction to achieve Net Zero targets economically by identifying key commercial and financial drivers, evaluating investments in CCS, hydrogen or renewables for a client's portfolio of industrial plants.
- Led efforts to secure strategic investors to develop 50 MW – \$140 mil. geothermal plants in LATAM. Developed financial models with commercial incentives allowing attractive returns.
- Formulated growth strategy for underground energy storage; repositioned and marketed as baseload energy storage for hydrogen and energy security post geopolitical events in 2022.

Digitalization and Data Analytics utilizing Big Data

- Created central platform by consolidating data from various social media, webstore sources and websites for all analytics requirements. All reporting, dashboards and KPIs generated in one place providing detailed insights of marketing, channel effectiveness, budgeting and ROI, to facilitate investment decisions.
- Utilized advanced data analytics for customer segmentation to develop strategy for customer retention, tailored and targeted marketing, churn rate reduction, increase revenue, predict customer LTV, and acquire new customers for a telecom.
- Created a credit risk assessment and profile model using Machine Learning to predict loan approval and default probability of customers. Model based on multiple variables and evolves dynamically with new incoming data.

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Enerqui partners with clients on investing in the strategic sustainable growth of their organizations. Enerqui's efforts are focused on creating value for our clients by providing independent and unbiased advice on commercial and technical aspects across the value chain of the business lifecycle for increased profitability. We work with our clients across all levels of the organization including executives, business leaders and front-line workers. Enerqui manages investment projects starting from identify phase, to plan and execute phase, including value assurance of investments. Enerqui has expertise in the following areas:

- Corporate Growth, Investments, and Joint Venture Governance
- Business and Operational Performance Improvement
- Digitalization, Data Analytics and Machine Learning

Corporate Growth includes growth strategy, mergers, acquisitions and divestitures (M&A), strategy, valuation, financial modelling, due-diligence, value assurance, deal structuring, joint venture management, and other transaction support.

Business and Operational Performance Improvement includes developing KPIs and dashboards, operational efficiency and excellence plans, and effective joint venture management.

Digitalization, Data Analytics and Machine Learning includes data engineering, leveraging data and technology to develop digital solutions to enhance business and operational performance.

Industries

Enerqui has a diverse and rich experience in various industries. We have successfully managed and delivered projects worldwide, adding and creating value for our clients. Some of the industries we serve are:

Energy Sector – Industries include Hydrogen, Carbon Capture and Sequestration (CCS and CCUS), Renewables, LNG, Oil and Gas, Infrastructure and Petrochemicals

Other Industries – These include Health, Clean Tech, Health Tech, Ed Tech, IoT, Mobility, Financial Service, Textile and Fashion, Logistics, Food and Beverages, Retail and E-commerce.

Financing – Enerqui has developed a rich network of relationships in the financial industry. We can connect our clients to the right parties that can assist with growth financing of their company.