



## Interview with GreenVolt

Shortlisted company in the Star of 2022 category

### What are the key qualities your company has?

- To our investors, GreenVolt offers constant, predictable revenue flow originating from biomass, which we then reinvest into further developing those sectors where we see the most potential - utility scale and decentralised generation. GreenVolt has a first mover advantage as a consolidator in the underutilised decentralised generation market, which has the potential to grow exponentially in the years ahead. We take full advantage of our early positioning in the value chain in the development of utility-scale wind and solar renewable energy projects, and the flexibility of being able to exit projects if and when we perceive the need - at 'ready to build stage,' at commercial operation date, or to retain them as operating assets.

### What prompted your company to go public?

- Becoming publicly listed grants a company access to new funding streams, allowing them to channel this investment into faster growth, and to generate even more value. GreenVolt's own IPO consolidated our business, and the appeal of our shares brought new investors into the fold.

### What were the main challenges along the road to becoming public?

- For a less experienced company, the additional reporting, auditing and communications obligations which accompany a market launch would likely prove immensely challenging. Fortunately, GreenVolt was already equipped with the resources necessary to manage any such bumps in the road.

### What have been the key benefits (for your company) of going public?

- Setting aside the obvious benefit of an increased liquidity pool, which allowed GreenVolt to further develop its growth trajectory, we also found that the tough questions posed by our shareholders actually helped us become disciplined in the execution of these strategy, as numerous, at times divergent opinions needed to be factored into our decision-making. A number of our investors are quite sophisticated, and we continue to benefit from their ideas. In combination with feedback from analysts, with multiple questions on our performance, business plan and strategy, it allowed us to permanently evaluate our management decisions as a company and validate or not the rationale behind it - a valuable tool, in our eyes.

After going public, what reactions have you had from investors, customers, employees, etc.?

- We found that reactions were favourable among all stakeholders involved. Investors, for one, understood the narrative and the strategy underpinning our IPO endeavours, and threw their full support behind the company. Going public also resulted in more favourable publicity for our company, which of course resonated with customers and attracted additional business. Our employees, too, even as their work becomes more demanding, are acutely aware of this overwhelmingly positive perception of a publicly-traded GreenVolt, indicative of a successful IPO.

**What experience/advice would you want to share with companies that are thinking of going public?**

- For any company wishing to expand, and to live up to the expectations set by the global investment community, tapping into capital markets by way of an IPO is definitely the way to go. This is even more true for smaller companies, and those which might be having a hard time accessing the funding to finance their growth.

**Where do you see yourselves in 5 years?**

- Regardless of the time frame, we're convinced that GreenVolt's core values and objectives will remain unchanged: via our operations in the renewable energy market, we will continue to deliver pioneering solutions, in order to facilitate a clean and equitable transition to green energy. We do envision a growth in our stature and influence, with diversified offerings and an expanded international presence.

**Have you had any assistance from the European Union, e.g. funding projects, etc.**

- We did not rely on any of the EU's existing funding schemes or opportunities.

**In your view, what should the EU be doing to encourage more SMEs to go public? What should the EU be doing to provide ongoing support for listed companies?**

- In order for more SMEs to go public we believe there should be some harmonisation of tax and permitting laws, as well as bespoke reporting rules, compatible with the size of smaller companies.