

WILLIAM YOUNIE

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WORK EXPERIENCE

Boralex

Toronto, Canada

Financial Analyst, M&A and Energy Commercialization

September 2023 – Present

- Coordinated the prospective sale of a late-stage development wind asset through teaser preparation, engaging prospective bidders, administering the dataroom, and developing the sales process for the asset
- Assisted in the preparation of a potential sale of a portfolio of assets with transaction size estimated US~\$300m through managing internal and external stakeholders including financial advisors, independent engineer, and legal
- Managed, constructed, and adapted the financial model for the analysis of a repowering opportunity of a wind power project located in the USA to determine feasibility of repowering through complex financial modelling
- Analyzed financial implications of complex details in offtake contracts for a portfolio of assets and worked with external legal counsel and offtaker to determine path forward under the jurisdictional regulatory context

Hydrostor

Toronto, Canada

Business Development Analyst

June 2022 – September 2023

- Engaged on advancing 700 MW of late-stage development (~US\$2B) and 1,000 MW of early-stage development energy storage projects (~US\$3B) through financial modelling, presentation creation, and market research
- Conducted financial modelling and bid strategy formulation of a 200 MW late-stage development energy storage project in Australia successfully submitted into the Long Term Energy Service Agreement program
- Developed the financial model for a ~US\$1.5B 500 MW early-stage development energy storage project in Ontario on behalf of Hydrostor and the development partner including presenting analysis and results to the executive team
- Coordinated and assisted drafting a 300+ page application within 3 months for a government loan guarantee initiative that successfully advanced to the due diligence process through managing internal and external resources
- Assisted in the management of the early-stage development activities for a distribution and utility scale battery storage system in Ontario including creating and managing the financial model for the distribution scale battery

Fort Capital Partners

Vancouver, Canada

Investment Banking Summer Analyst

May 2021 – August 2021

- Worked on over 20 active transactions through a variety of tasks and assignments including the development of presentations, auditing of financial models, analysis of data and general research to support senior employees
- Created, maintained and updated comparable company databases for 5+ separate transactions that were used in client material demonstrating valuation, competitive positioning and market trends across the comparables universe
- Originated and developed research on market size, growth dynamics and competition in the soil remediation industry to provide the client with market information and to assist in the development of the financial model

\$217M CAD Financing of a Hydrogen Infrastructure Company

- o Produced analysis, research and presentations used in marketing material to investors that highlighted the growth opportunity of hydrogen infrastructure and green hydrogen projects across Canada and the USA
- o Managed the dataroom and information request list through importing information and preparing material to be sent to the banks tax, legal and insurance advisors ensuring key due diligence items were addressed

\$280M Buyside Engagement in the Building Products Industry

- o Generated comprehensive sales analysis and research on historical sales and data from the FRED to be used in presentations to the board of directors of the client that illustrated the relation between housing starts and sales
- o Managed the dataroom and information request list through importing information and preparing material to be sent to the banks tax, legal and insurance advisors ensuring key due diligence items were addressed

RE Royalties Ltd.

Vancouver, Canada

Junior Financial Analyst

May 2019 – August 2019, September 2020 – April 2021

- Evaluated new business opportunities for the company including exploring a leasing royalty structured product as well as a source of capital for potential M&A transactions to create additional accretion for the potential acquirer
- Conducted the initial screen and examination of over 10 proposed transactions through a combination of research, investment strategy development, and financial modelling to identify economically feasible transactions

Select Transaction Experience

- o Assisted in a \$5M CAD transaction on a portfolio of 49 solar projects that offset 874 tonnes of carbon per year through pre- and post-transaction due diligence on documentation and resource yields (Closed Q2 2019)
- o Completed due diligence and analysis on the potential \$25M CAD acquisition of 2 ethanol producing facilities through analyzing commodities futures, auditing the financial model, and calculating returns (In Consideration)

Credit Suisse

Hong Kong, SAR

APAC Sales & Trading Summer Analyst

June 2020 – August 2020

- Generated an event-driven trade idea for the hedge fund sales desk that returned 28% in 5 weeks through the identification of an imminent privatization of a company in the consumer appliance industry in the APAC market
- Provided daily succinct summaries of Credit Suisse equity research to be utilized by senior members of the Global Markets team in their efforts to grow the business of the bank through improving relationships with investors
- Pitched 3 stocks in the APAC hydrogen fuel cell industry to over 50 professionals that included automobile, stationary fuel cell, and fuel cell component companies returning 61%, 66%, and 65% respectively to date

EDUCATION

University of British Columbia

Vancouver, Canada

Bachelor of Commerce – Finance (GPA: 3.85/4.33, A-)

May 2022

- **Awards:** Dean's Honour Roll (2018, 2019), BC Achievement Scholarship, Harris & Co LLP Scholarship

EXTRACURRICULAR EXPERIENCE

Transition Toronto

Toronto, Canada

Community Energy

January 2023 – Current

- Coordinated a team of 7+ volunteers to produce marketing material, research, and preliminary energy/economic models for the development of neighbourhood scale district energy systems in Toronto
- Built out the administrative infrastructure of the Community Energy team including administering shared file systems, communication systems, and backend human resource functions including recruiting
- Produced research on district energy systems in Ontario and abroad to demonstrate the viability of district energy systems on the neighbourhood scale with initial research into the Toronto Islands community

Vancouver Social Value Fund

Vancouver, Canada

Fund Manager

September 2020 – April 2022

- Executed the full cycle of the venture capital investment transaction process for socially conscious businesses through engaging in due diligence, research, pitching, and negotiation of investment terms to create social impact
- Researched and pitched a \$25,000 CAD equity investment into a local plant-based seafood company that offsets plastic pollution and GHG emissions to an investment committee of impact investing professionals

195 Capital Partners

Vancouver, Canada

Founder & Team Leader

May 2019 – September 2021

- Led and recruited a group of 26 students from the University of British Columbia and Simon Fraser University to create market commentary, investment research and pitches on stocks and derivatives trading strategies
- Prepared and recorded 16 online lessons (5.5 hours) to educate members on financial topics including financial modelling, accounting for finance and valuation including DCF, precedent transactions and trading multiples

COURSES, VOLUNTEERING, INTERESTS

Courses: Pivotal 180 – Renewable Energy Project Finance, University of Oxford – Sustainable Finance Programme

Volunteering: Transition Toronto (District Energy Systems, 2 years), Propel Impact (Impact Investing Venture Capital, 2 years), 195 Capital Partners (Student Led Investment Fund, 3 years)

Interests: Half-Ironman triathlon, vegan cooking, rock climbing, soccer, downhill skiing, reading