



# **CAMBRIDGE INTERNATIONAL ADVISORY GROUP**

*We build businesses.*

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Qishan Wang



# About Us

**01** At CIAG, we as a business consultancy firm, provide comprehensive guidance and strategic solutions tailored to unique challenges faced by modern enterprises.

**02** Experienced with start-ups, product launches, financial structuring, intellectual property, and operationalizing businesses more effectively across 21+ industries.



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## Business Management

Presentations are tools that can be used as lectures.



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## Corporate Strategy

Presentations are tools that can be used as lectures.



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## Comprehensive Compliance

Presentations are tools that can be used as lectures.



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## Product, Sales and Marketing

Presentations are tools that can be used as lectures.



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# OUR SERVICES

***Your business needs are our top priority.***

Every CIAG team member holds an advanced degree in their field along with high-level expertise at S&P 500 companies.

# Challenges

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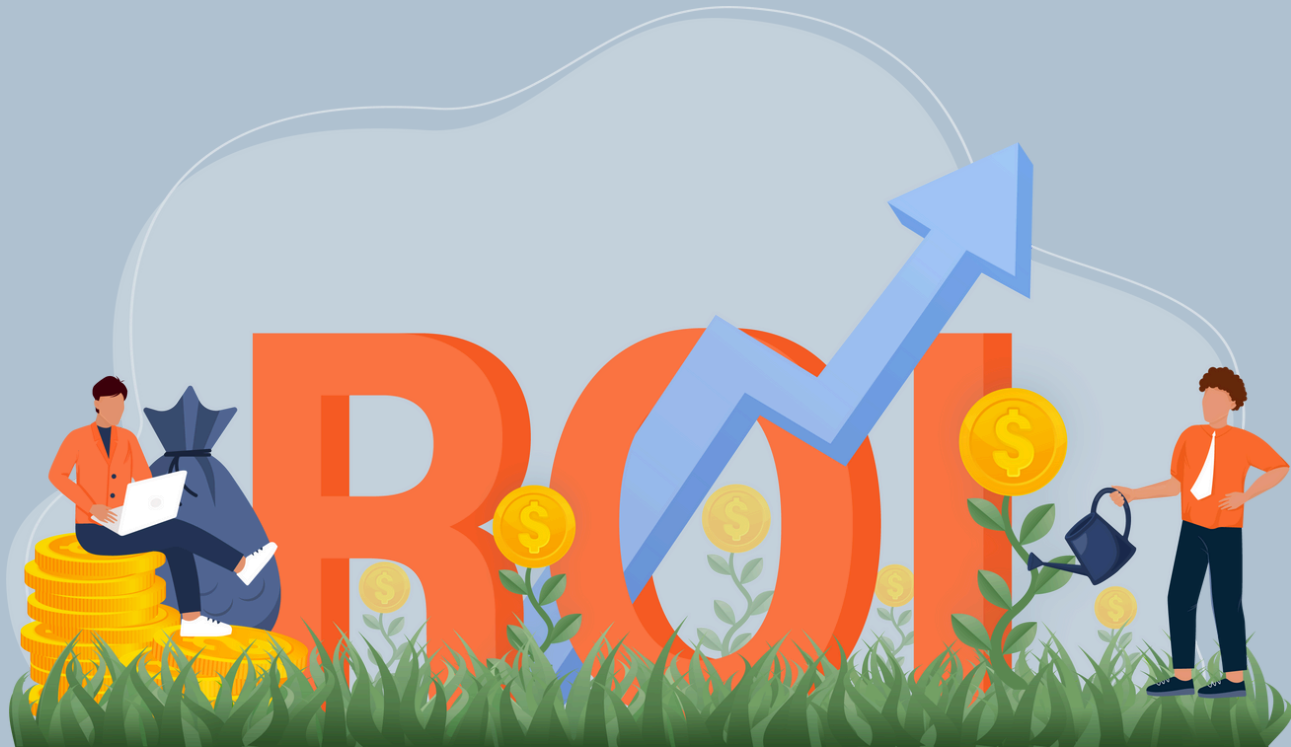
As businesses and industries continue to grow, environmental health has not been the priority. The United States recently implemented net-zero emissions by 2050. Transitioning to this environmentally friendly regulation is a challenge.

## How we can help

CIAG emphasizes strategic planning that not only addresses environmental sustainability but also focuses on increasing revenue during periods of transition, ensuring that organizations can navigate change while remaining profitable and competitive.



## Opportunities in Renewable Finance



According to a report by the International Energy Agency (IEA), **every \$1 invested in clean energy yields \$4 in economic returns** through energy savings, job creation, and health improvements.

The U.S. renewable energy market is projected to grow by **8.4% CAGR**, reaching a value of \$1.97 trillion by 2030 (Allied Market Research).



Every \$1 billion invested in clean energy can reduce **500,000 metric tons of CO2** annually, significantly improving air quality and public health.

# Client 1: BlueWave

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*Spreading  
sustainable solar  
solutions around the  
world!*





# BlueWave's Projects

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*Dual-use practices that benefit both energy generation and agricultural productivity*



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## 5 NEW AGRIVOLTAIC PROJECTS

Uninterrupted farming operations  
beneath the solar arrays



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## EXPANSION TO TEXAS

Texas Triangle (Dallas, Houston,  
Austin, San Antonio)



# CIAG: Strategic Overlook



## Analyze

Design a financial model for each of the five new agrivoltaic projects, projecting ROI over a 25-year period, considering factors like panel degradation rates and crop yield variations



## Cost Cuts

Design a pricing strategy for the Texas market, considering local competition and cost structures, aiming for a 20% gross margin improvement



## Optimize

Design a supply chain optimization strategy, targeting a 15% reduction in procurement costs within the first year of implementation.



# OUR UNIQUE PROPOSAL

Our AI-driven approach could potentially increase overall system efficiency by 18–22%, balancing solar generation with crop-specific light requirements. By analyzing data from various crop and livestock combinations, CIAG's model could predict optimal panel positioning throughout the day, maximizing both energy output and agricultural productivity. This could result in a 15% boost in crop yields and a 10% increase in solar energy generation, while also reducing water usage by 20–25% through improved microclimate management. The insights gained could inform BlueWave's expansion strategy for their 2GW+ project pipeline across 11 states, potentially increasing the viability and adoption rate of agrivoltaic systems by 30–40% in new markets.



The background image shows a vertical garden system. On the left, a wall is covered with numerous solar panels arranged in a grid. To the right, a greenhouse-like structure with a white frame and translucent panels is visible. In the foreground, there are lush green plants, including what appear to be eggplants and other vegetables, growing in a structured manner. The overall scene suggests a sustainable, urban farming environment.

# BlueWave x CIAG

***TOGETHER LET'S CREATE A HAPPY EARTH AND A  
WORLDWIDE NETWORK OF HAPPY FARMERS***



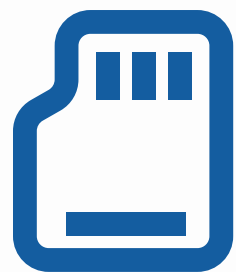
# Client 2: Brookfield Renewable Partners

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*Tailored Solutions for  
Cost Reduction  
Sustainable Growth*



# Broad Strategies



## Objective 01

### **Expansion and Acquisitions:**

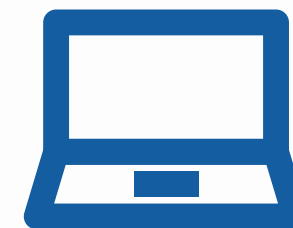
Continuous growth through acquisitions in different regions, requiring effective integration and risk mitigation strategies. Develop risk mitigation plans that address potential cultural, regulatory, and operational challenges during integration.



## Objective 02

### **Global Regulatory Compliance:**

Build an internal compliance team with expertise in diverse regulatory environments. Operating in multiple markets with varying regulations, particularly as the company expands into new territories.



## Objective 03

### **Innovation in Energy Storage:**

Focusing on storage solutions to complement wind and solar energy generation. Allocate resources to R&D for advanced battery storage and other technologies that can increase the reliability and sustainability of renewable energy sources





# Introduction: The Renewable Energy and Decarbonization Challenge

Industry Context: The global push for decarbonization and achieving net-zero emissions by 2050 is gaining momentum, with companies like Brookfield Renewable Partners positioned at the forefront. However, to meet these ambitious goals, there's a growing need for advanced strategies in emissions reduction, regulatory compliance, and operational optimization, particularly in addressing scope 3 emissions across the value chain

Brookfield's Opportunity: critical challenges in scaling decarbonization technologies like carbon capture, improving operational efficiency, and managing the complexity of indirect emissions (scope 3) from its controlled portfolio companies

# PAST PROJECTS



## Project 1: Financial Structuring and Risk Management (Ocean Beach Capital)

CIAG assisted Ocean Beach Capital, a real estate capital holding company, with financial structuring, return allocation, and forecasting.



## Project 2: Start-Up Formation and Seed Funding (Waivr)

CIAG guided the FinTech start-up Waivr in business development, compliance, privacy, and equity allocation, helping the company raise over \$1.4 million in seed funding.



## Project 3: Product Pricing and Revenue Forecasting (Best Friends Cosmetics)

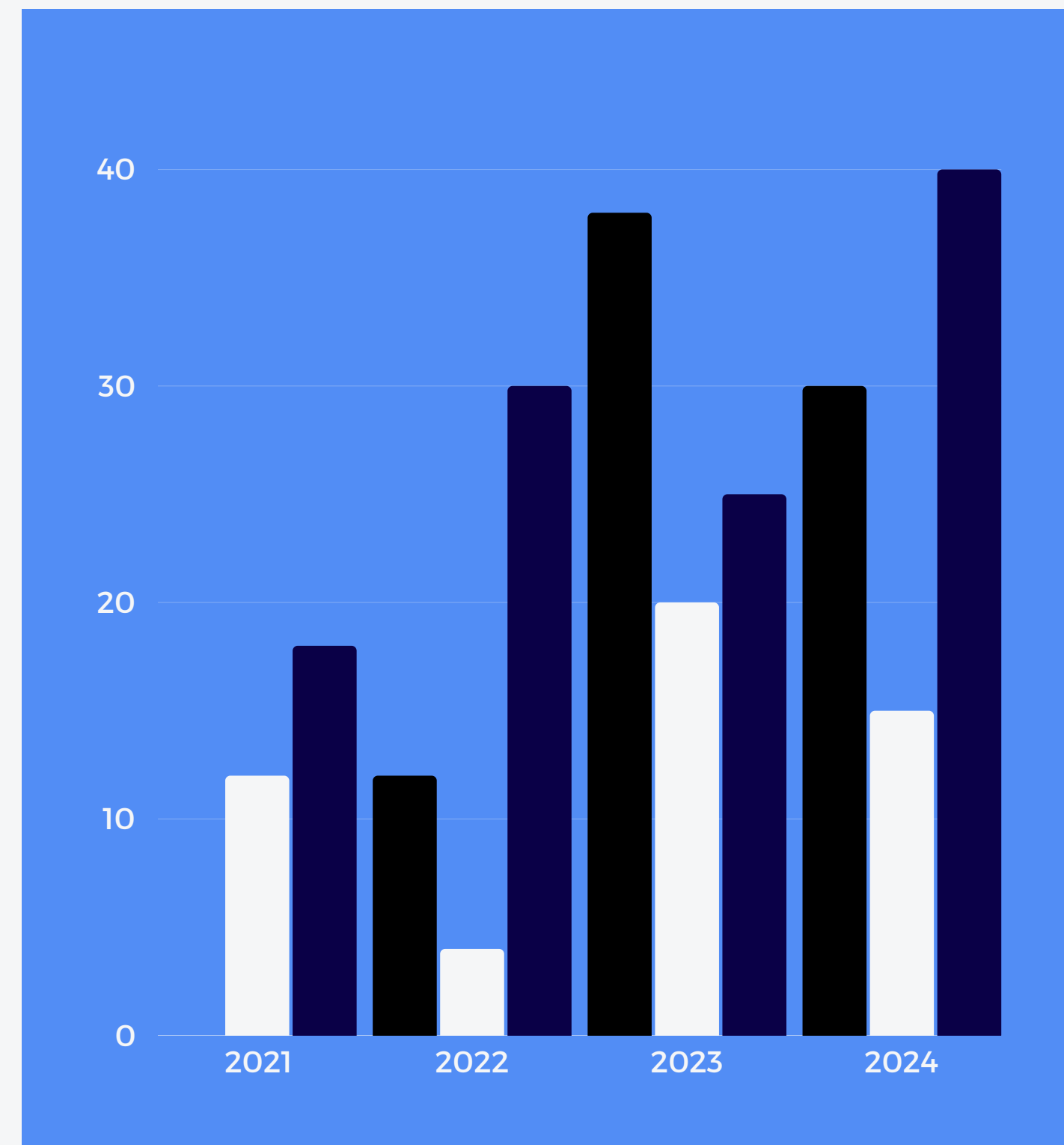
CIAG provided pricing strategy and revenue forecasting for Best Friends Cosmetics, a social enterprise.





# How we can help

- **Strategic Expansion Planning:** We assist in seamless integration of new assets, aligning them with your overall strategy while minimizing disruption.
- **Risk Management & Forecasting:** CIAG provides expert advice on risk mitigation strategies to protect Brookfield's investments and optimize operational efficiency.
- **Regulatory Compliance:** We help navigate complex regulatory environments, ensuring smooth and compliant expansion across multiple regions.
- **Sustainability Consulting:** Our tailored ESG strategies ensure that Brookfield not only meets its sustainability targets but exceeds expectations in global markets.





**Financial Structuring and Forecasting:** CIAG's experience with Ocean Beach Capital in financial structuring and risk management aligns well with sustainable finance needs. CIAG can guide companies like Brookfield in optimizing their capital deployment into climate solutions and decarbonization investments, ensuring both profitability and risk mitigation. This experience demonstrates CIAG's expertise in guiding companies through complex financial strategies and optimizing their capital deployment for long-term value creation(CIAG Deck 2024).

**Capital Raising and Funding Strategies:** Drawing on CIAG's success with Waivr, CIAG can help Brookfield scale its investments by advising on how to raise and allocate capital effectively, driving both financial growth and sustainability impact. This showcases CIAG's ability to support early-stage companies in securing funding and establishing financial foundations(CIAG Deck 2024).

**Revenue Forecasting and Strategic Growth:** With a track record in revenue forecasting for clients like Best Friends Cosmetics, CIAG can support Brookfield's strategic planning by providing precise financial models and forecasts to ensure their investments in green-certified buildings and clean energy projects deliver both financial returns and decarbonization outcomes. CIAG's experienced in managing financial aspects of product development, ensuring profitability while aligning with the company's social goals(CIAG Deck 2024).





## 1. Quantifiable Growth Projections

- Revenue Growth: If you have experience helping companies improve their operations or expand into new markets, estimate the potential revenue growth. You could say something like:
- CIAG's strategic planning and risk management expertise can help Brookfield improve operational efficiency and capitalize on emerging markets, potentially increasing annual revenue by 5-10%.
- Market Expansion: Highlight how CIAG's support could help Brookfield enter new markets more efficiently or with reduced risk. For example:
- Our team can help streamline Brookfield's expansion into high-growth regions such as Latin America and Asia, accelerating market penetration by 15-20% within the first year.





## 2. Efficiency Improvements

**Cost Reduction:** Mention how CIAG could help optimize Brookfield's operational costs. If relevant, estimate the potential savings:

"CIAG's approach to regulatory compliance and operational optimization has helped clients reduce costs by up to 12%—a strategy we believe can benefit Brookfield's renewable energy projects, particularly in high-regulation markets."

**Risk Mitigation:** If applicable, provide examples of how you've helped companies mitigate financial or operational risks. For instance:

"With our risk forecasting and financial structuring expertise, CIAG could potentially reduce risk exposure by 10-15% across Brookfield's asset portfolio, ensuring smoother operations during market fluctuations."

"We anticipate measurable growth in new market entry or operational efficiency within the first 6 to 12 months of working together."





### 3. Sustainability and ESG Outcomes

ESG Impact: Provide insights into how CIAG can help Brookfield achieve or exceed its ESG goals, showing the impact of this on their brand and investor relations:

"CIAG can support Brookfield's ESG initiatives by refining your sustainability strategies, which could lead to a 20% improvement in stakeholder perception and a stronger position in the global renewable energy market."

Sustainability Metrics: If possible, project how CIAG's interventions could help Brookfield reduce its carbon footprint or increase efficiency in renewable projects:

"Our tailored sustainability consulting has the potential to enhance Brookfield's carbon reduction initiatives, contributing to a 10% acceleration in achieving your net-zero goals."

### 4. Realistic Timeframes

Include specific timelines to make your pitch actionable and credible:

"CIAG's initial risk management assessment can be completed within 90 days, providing actionable insights to streamline Brookfield's operations."



# Client 3: Freeport-McMoRan x CIAG

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*Mining our way for  
cost-efficient solutions  
for the environment*





# CIAG: Strategies

## Cost:

- 01** Developing cost-efficient strategies that align with our core values while incorporating environmentally friendly features.

## Expansion:

- 02** Emphasize the importance of fostering partnerships and connections among electric vehicle companies, as this collaboration has the potential to increase copper mine production by 40%.

## Optimize:

- 03** The main focus of scope 3 focuses on the usage of products sold. By partnering with certain companies, we can ensure the optimization of product usage.



# OUR UNIQUE PROPOSAL

Sustainability is one of CIAG's core values, and the organization recognizes that collaborating with electric vehicle (EV) companies can significantly enhance revenue, demand, and product utilization. Greenhouse gas emissions negatively impact the environment, and by expanding partnerships within the EV sector, CIAG aims to increase demand by an estimated 1.5 million tons by 2025. Notably, EVs require three to five times more copper than traditional diesel or petrol vehicles. Furthermore, by 2035, legislation in the United States mandates that all newly manufactured cars must be electric, necessitating a 40% increase in the production of new mines. CIAG is confident that forming partnerships with EV companies will not only drive sales but also foster enduring collaborations.