



Client Profile/ November 5th, 2009

## Nereus Green Group

The global financial and economic crisis has impacted businesses of all sizes, from the smallest private enterprise to the largest global multinational. As signs of recovery become increasingly apparent, certain markets and certain industry sectors appear to be well-positioned to thrive in the post-crisis environment.

The energy and environmental sectors have attracted significant attention and continue to do so as we work our way through the crisis.

The Nereus Green Group, headquartered in Calgary, Alberta is a valued client of Northstar Trade Finance, and we spoke with company president Kevin McGeough to learn more about the company's activities in the international marketplace.

The Nereus Green Group focuses on the development of solutions related to the production of alternative renewable energy. The company offers solutions in areas ranging from bio diesel to feedstock to biomass and solar energy. In addition, the company leverages its network and expertise to offer services ranging from carbon credit assessment to project development services to a variety of support services, extending from engineering to reforestation.

Kevin McGeough summarizes the objectives of the company as follows:

*"At the Nereus Green Group, it is our intention to work in a committed manner to bring as many viable and sustainable renewable energy options to the market as possible. The need is great and the potential is tremendous, and just as our industry begins to fulfill its long anticipated promise, the Nereus group is working to conceive, develop, and implement real projects with tangible, demonstrable value and results."*

The company has successfully met both the scientific and technical challenges inherent in the business of alternative energy, as well as the challenges of establishing, growing, and maintaining a viable business. While many competitors have disappeared from the market, the Nereus Group continues to look forward to growth and to new opportunities. One important differentiator is the fact that the company has consciously opted to provide a range of capacity to suit the needs of a variety of clients.

In addition, the Nereus Group is focusing almost exclusively on the development of international opportunities and international markets. Kevin observes, "We are one of relatively few remaining companies in our particular niche in alternative energy, and the greatest opportunities for us at the moment are in the international marketplace. Demand for innovative, sustainable alternative energy solutions is far greater internationally than it is in Canada." Adds Kevin, "Our solutions can reduce CO2 emissions and the overall pollution that enters our environment; our approach to developing alternative energy solutions is to devise solutions that give customers the potential to achieve multiple revenue streams, cost savings, and environmental impact reductions."

The Nereus Group has achieved growth of 300 to 400% compared to last year. While the current focus of the company is in Latin America, it is clear that opportunities in alternative energy are at their very earliest stages of development.

As with many small businesses, an important element of the Nereus Group's ability to survive and thrive is a reliable and trusted source of financing and risk mitigation solutions. The company has very much appreciated its partnership with Northstar Trade Finance, and notes that the solutions available through NSTF, and the responsiveness of Northstar in providing those solutions, has been vital to the company's successes to date.

In particular, The Nereus Group has been able, with the support of Northstar and EDC, to offer attractive and competitive buyer financing solutions, most recently, to clients in Colombia. The transaction is described as having gone very smooth, with approval granted and facility in place within less than 30 days, and prompt payment upon completion of the manufacturing process. This buyer expressed complete satisfaction with the transaction and Nereus intends to work with Northstar on an ongoing basis. In fact, Nereus has acknowledged the Nereus/Northstar partnership by listing financing through NSTF as one of the offerings of Nereus to company customers in alternative energy.

Innovation and effective partnerships are always a winning combination – even in the context of the worst economic crisis since the Great Depression. Winning companies like the Nereus Group in Calgary will be well-positioned as we take careful initial steps to move beyond the crisis, and to prepare for the new realities and the new opportunities that await. Visit Nereus at [www.nereusgroup.com](http://www.nereusgroup.com).