



cleantech
CAPITAL ADVISORS
CAPITAL RAISING • M&A • STRATEGY

ENERGY EFFICIENCY TRACK

CLEANTECH INNOVATE – APRIL 27, 2017

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ENERGY EFFICIENCY IS ALL ABOUT ...

ESCOs

Energy harvesting

Big data

Distributed generation

**"SMART" WHATEVER (METERS,
GRIDS, CITIES ...)**

**INTERNET OF
THINGS (THE
CLOUD)**

**SOLID-STATE
LIGHTING**

**DEMAND RESPONSE
MANAGEMENT**



DRIVERS⁽¹⁾ - BUILDINGS

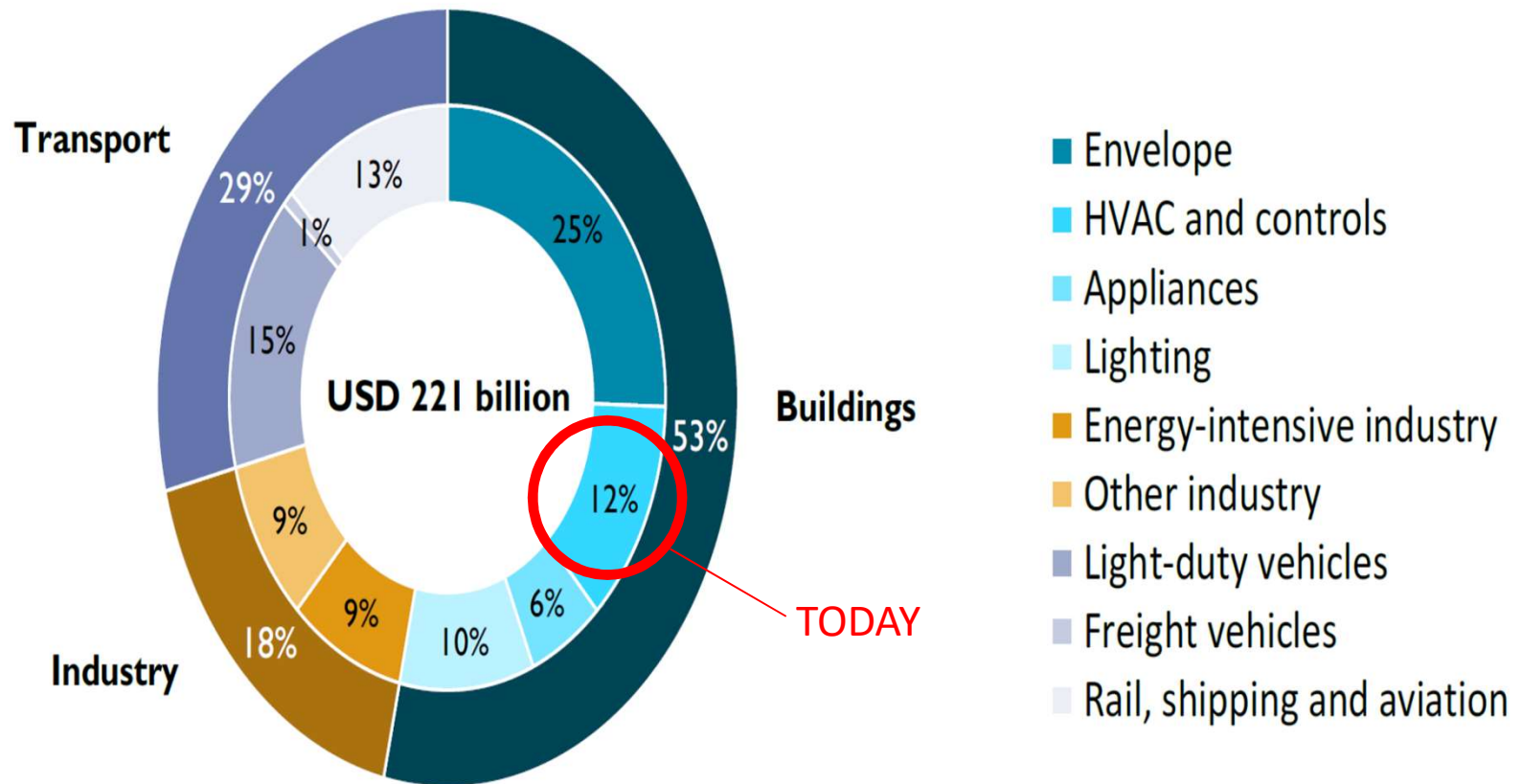
Buildings Sector	Commer- cial	Public	Public Rental	Owner Occupied	Private Rental	Average Rank
Standardization	6	3	1	11	2	4.6
Clear Business Case	1	7	9	9	4	6
Effective enforcement of regulation	4	6	6	8	6	6
Awareness at Key Decision Maker Level & Leadership	2	2	2	12	13	6.2
Buildings Regulation, Certification and Energy Performance Certificates	5	4	3	13	11	7.2
Tailored Financial Product availability	18	11	7	5	3	8.8
Transaction costs / simplicity	10	16	12	2	5	9
Regulation which impacts on timing and scope of renovation	7	8	4	15	14	9.6
Regulatory Stability	3	9	10	19	9	10
Facilitation/ Technical Assistance	22	5	8	10	15	12
Fiscal Support	14	25	22	4	1	13.2
Body of Evidence (including Social Benefits and Costs)	13	13	11	16	17	14
(Individual/ Owner) Payment Capacity	23	22	18	1	8	14.4
Awareness of appropriate timing for energy efficiency measures within the traditional building cycle	16	15	13	18	10	14.4
Awareness, Communication & Marketing	20	20	24	6	7	15.4
Measurement, Reporting & Verification (MRV) and Quality Assurance	9	10	15	22	21	15.4
"Green Premium" / Brown Discount	8	23	23	14	12	16
Rules on public authority accounting, procurement and reporting	25	1	5	25	25	16.2
Price of energy	11	19	21	7	24	16.4
Mandatory Energy Audits	15	14	17	21	19	17.2
Availability of Data	12	17	19	20	20	17.6
Definition and common understanding of the value of energy cost savings	17	18	16	17	23	18.2
Human Capacity	19	12	14	24	22	18.2
Behavioral Economics (personal priorities)	24	24	25	3	16	18.4
Communication between market actors	21	21	20	23	18	20.6

1) The key **Drivers** (and respective **Ranking**) affecting demand for energy efficiency investment by building segment

Source: EFIG (Energy Efficiency Financials Institutions Group)



ENERGY EFFICIENCY INVESTMENT⁽¹⁾: US\$221BN

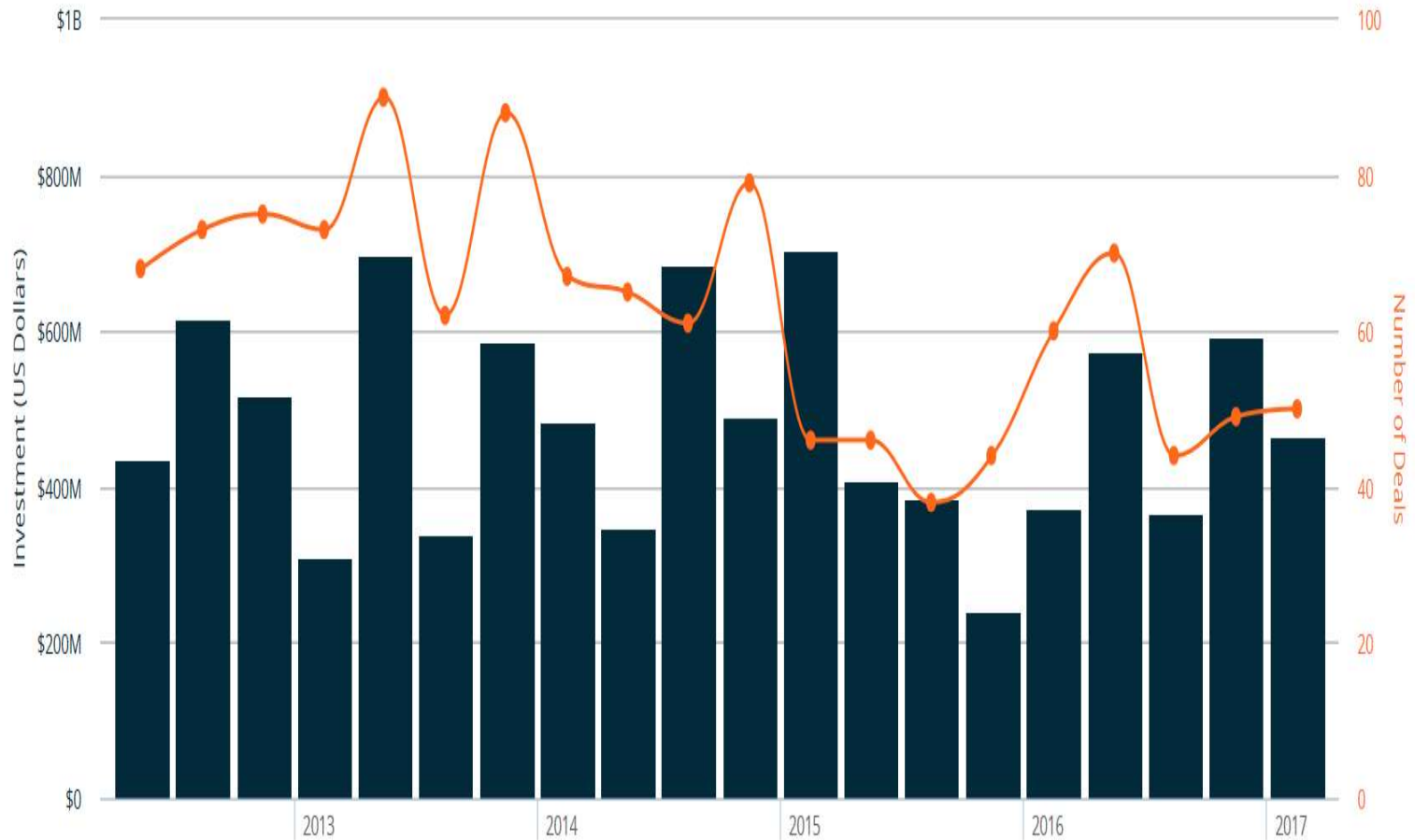


1) The incremental investment in energy efficient solutions relative to their average energy efficient alternatives; equates to actual “energy efficiency” investment (2015)

Source: International Energy Agency



ENERGY EFFICIENCY FUNDING⁽¹⁾



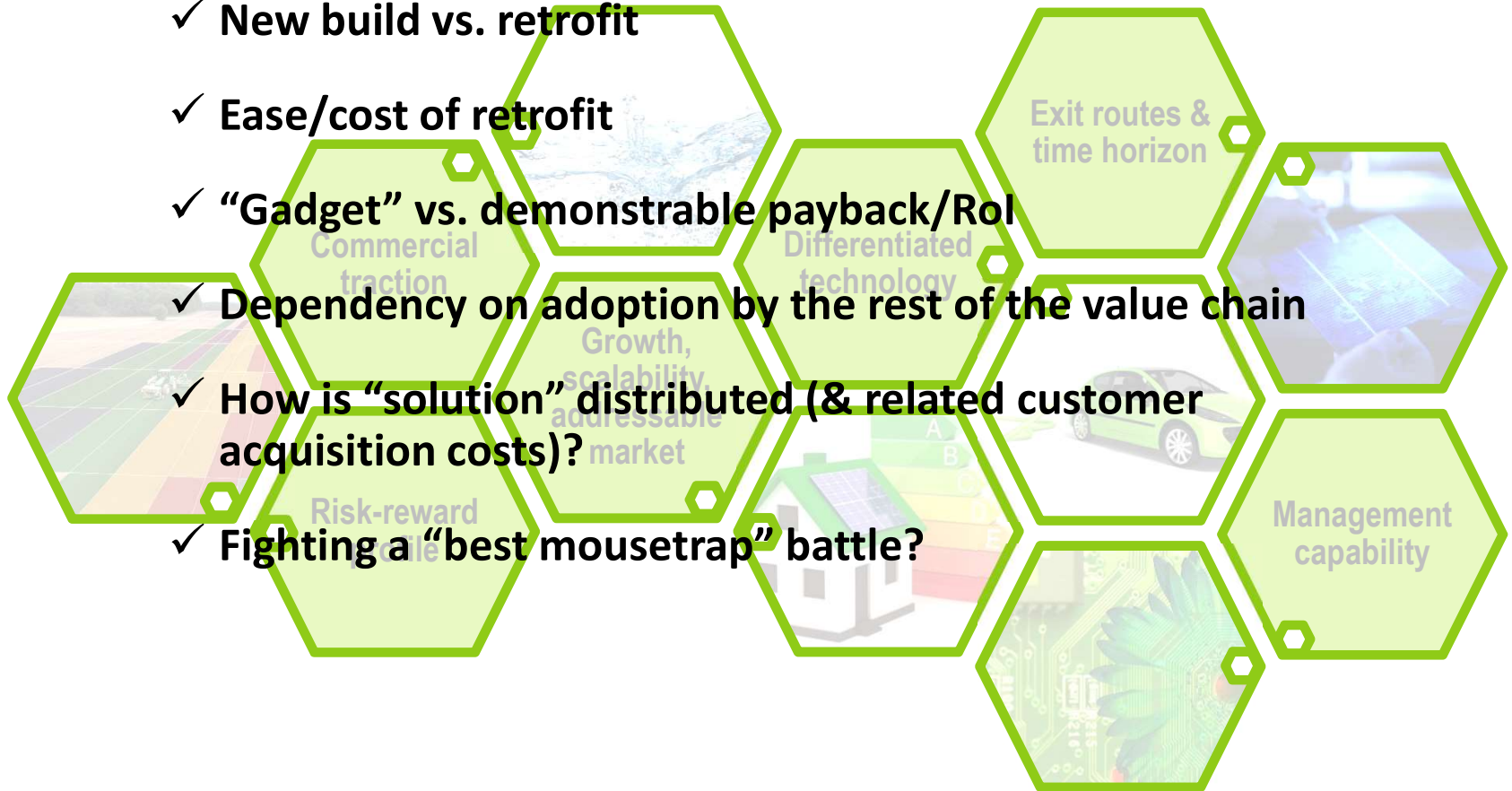
1) Worldwide - Corporate & Venture Capital, to companies

Source: Cleantech Group



KEY THEMES

- ✓ New build vs. retrofit
- ✓ Ease/cost of retrofit
- ✓ “Gadget” vs. demonstrable payback/RoI
- ✓ Dependency on adoption by the rest of the value chain
- ✓ How is “solution” distributed (& related customer acquisition costs)?
- ✓ Fighting a “best mousetrap” battle?





WHO WE ARE (CLEANTECH CAPITAL ADVISORS)

Expertise in Cleantech and Resource Efficiency

- ❑ **Corporate finance advisory** firm providing Strategic, Capital Raising and M&A (buy/sell) advice
- ❑ Despite sector challenges, CCA was established with the conviction that there is a large number of very exciting emerging companies and investment opportunities in the space
- ❑ 25+ years global technological, industry, strategy & financial experience in Cleantech & Resource Efficiency
- ❑ **Focus on equity (enabling technologies)**

Strong relationships with cleantech investors and industry participants

- ❑ Key relationships with **international** cleantech / resource efficiency oriented public equity, private equity, venture capital, senior debt and project finance investors
- ❑ Longstanding relationships with **leading corporate participants** (pure-play, conglomerates)
- ❑ **Based in London City** but counterparty reach and transaction experience in **Continental Europe**; CCA can also project clients into other geographies

Senior-level dedicated attention throughout transaction process

- ❑ Clients receive **dedicated attention of a senior CCA executive** throughout the entire process
- ❑ CCA can fully prepare our client with all relevant sales and marketing materials, including teasers, management presentations, information memoranda, models, roadshow coaching and rehearsals, and due diligence review materials that are ready for a potential counterparty

Putting our clients first

- ❑ We provide a **full suite of advisory services** from pre transaction to closing. You can choose only the tasks you need or have the entire process managed seamlessly
- ❑ CCA uses its extensive knowledge of relevant and active cleantech-oriented investors & corporates to ensure its clients find the best strategic and financial outcome



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DEDICATED TO CLEANTECH & RESOURCE EFFICIENCY GROWTH

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