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“GENERATING RENEWABLE ENERGY” TRACK

CLEANTECH INNOVATE – MARCH 20, 2018

Ben Lynch

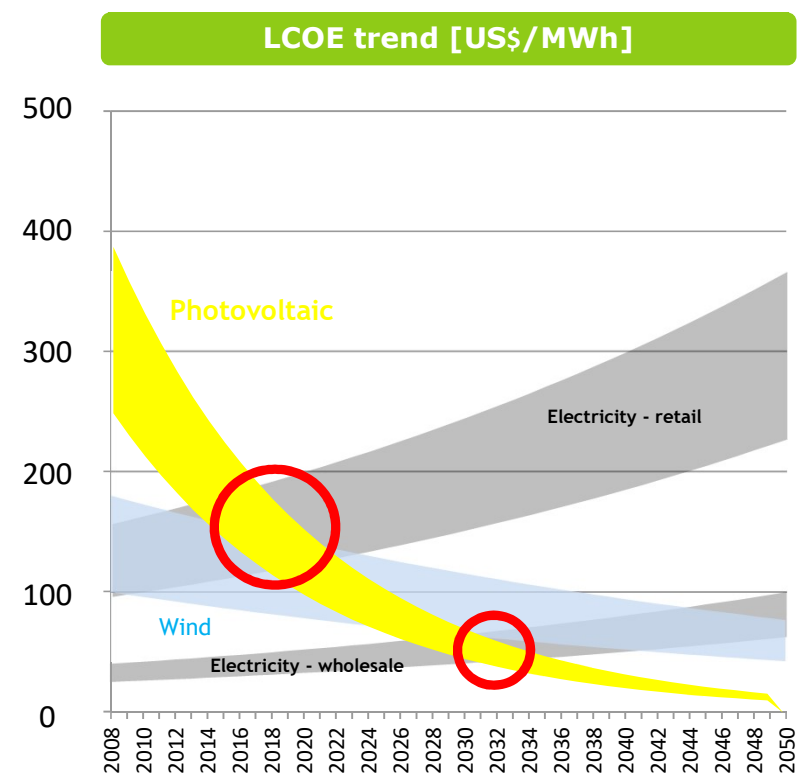
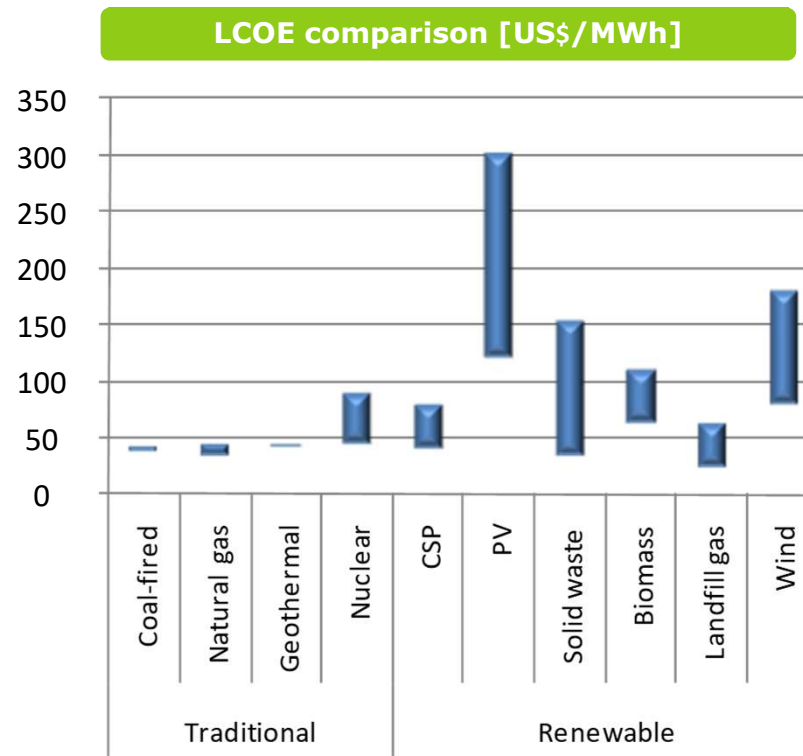
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LEVELISED COST OF ENERGY - THEN (2010)



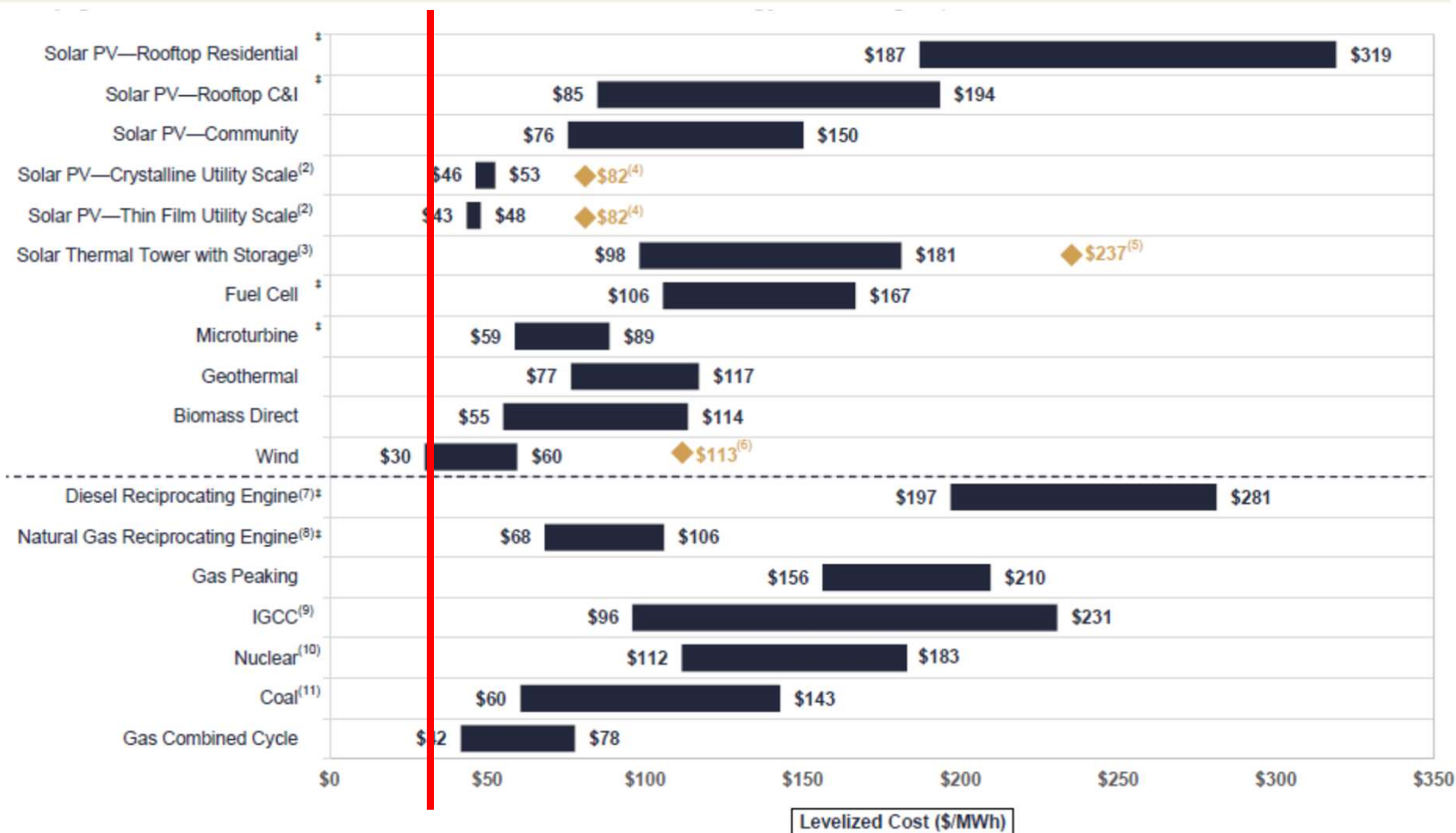
Source: Ben Lynch



LEVELISED COST OF ENERGY - NOW (2018)

Renewable

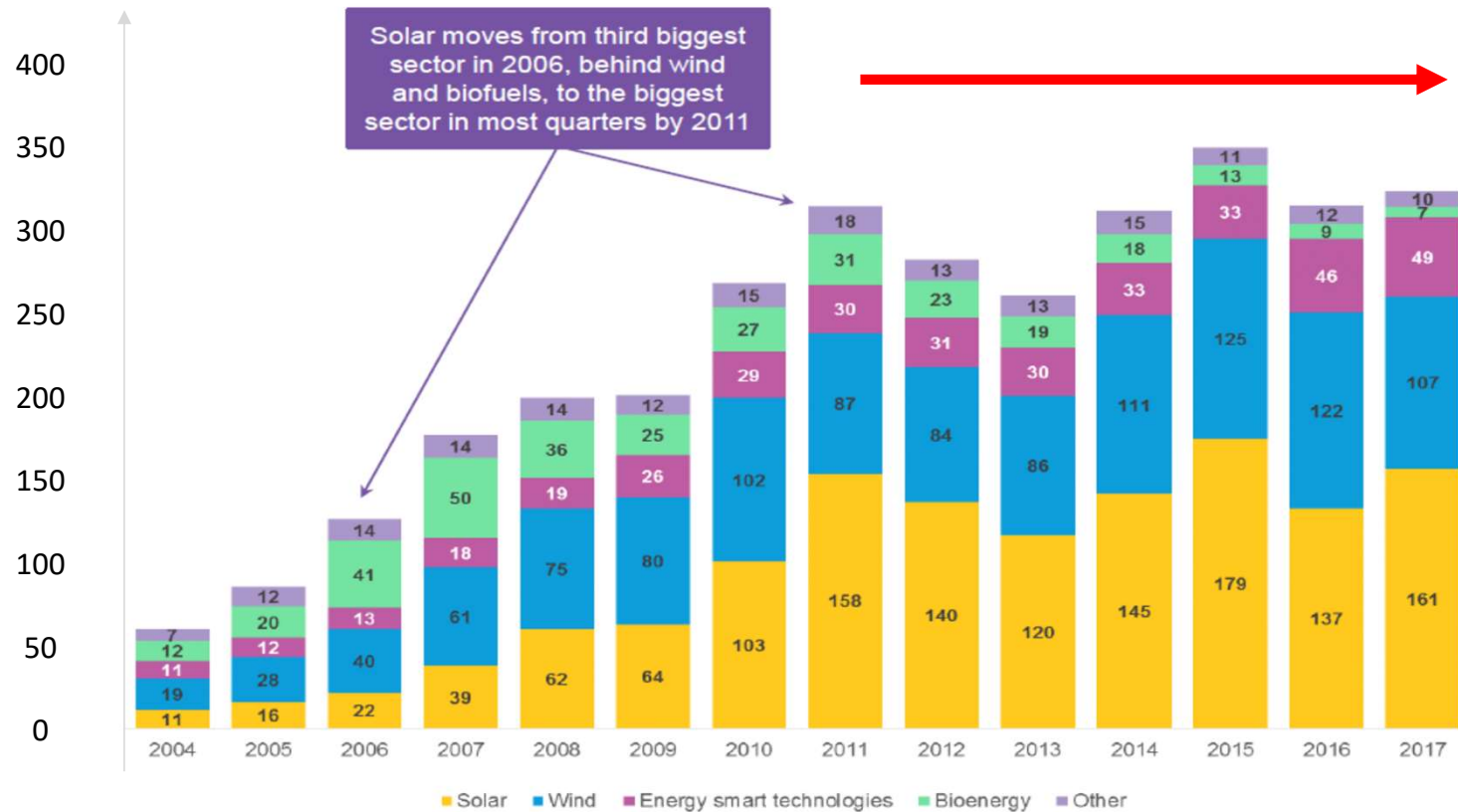
Conventional



Source: Lazard



CLEAN ENERGY INVESTMENT⁽¹⁾ - WORLDWIDE [\$BN]



Note:

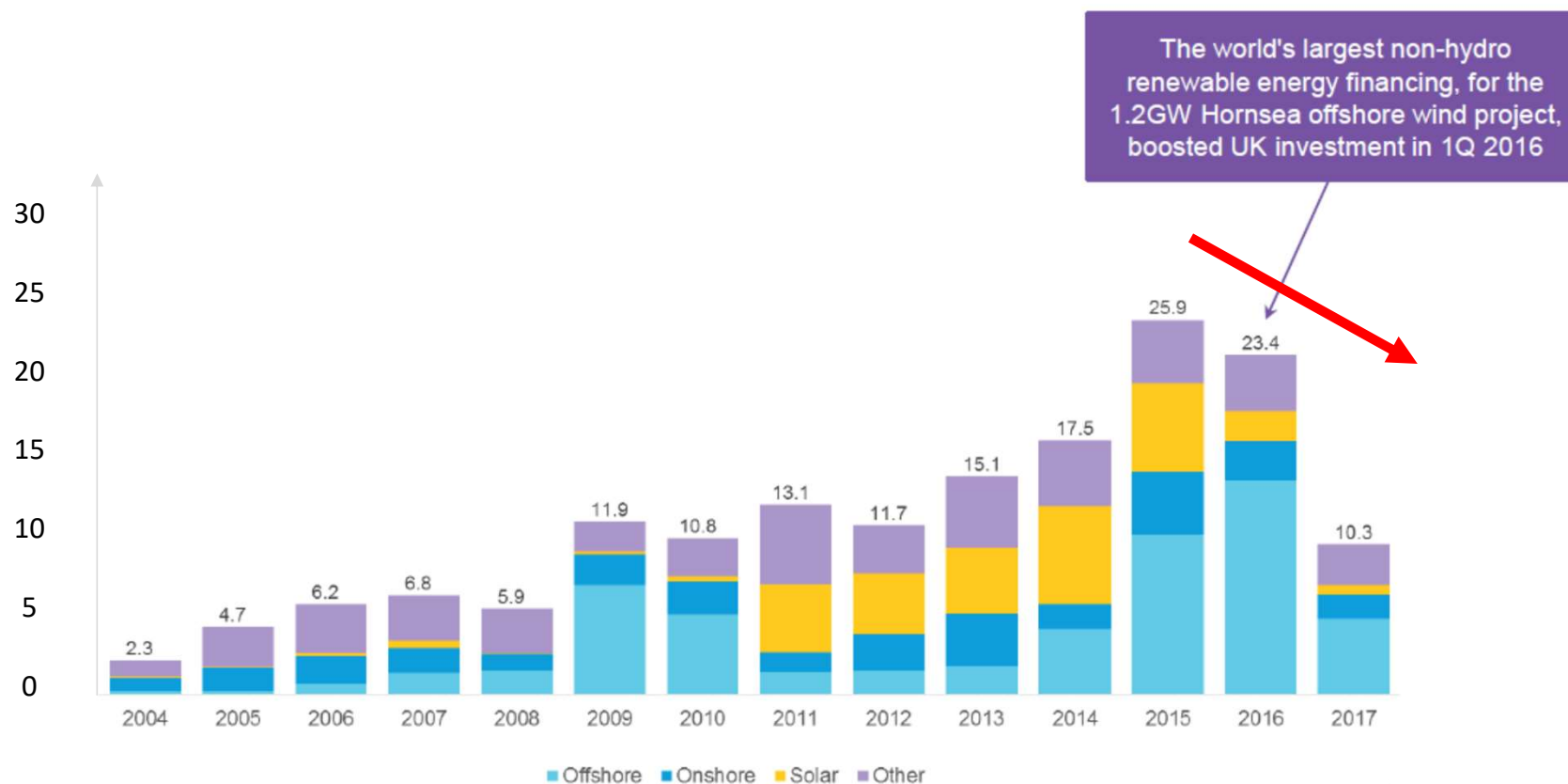
Energy smart technologies: digital energy, smart grids, power storage, hydrogen & fuel cells, advanced transportation, energy efficiency (demand & supply side)
Other renewables: small hydro (≤ 50 MW), marine energy generation

1) Asset finance, Distributed generation, Public markets, VC/PE

Source: Bloomberg New Energy Finance



CLEAN ENERGY INVESTMENT⁽¹⁾ - UK [\$BN]



Note:

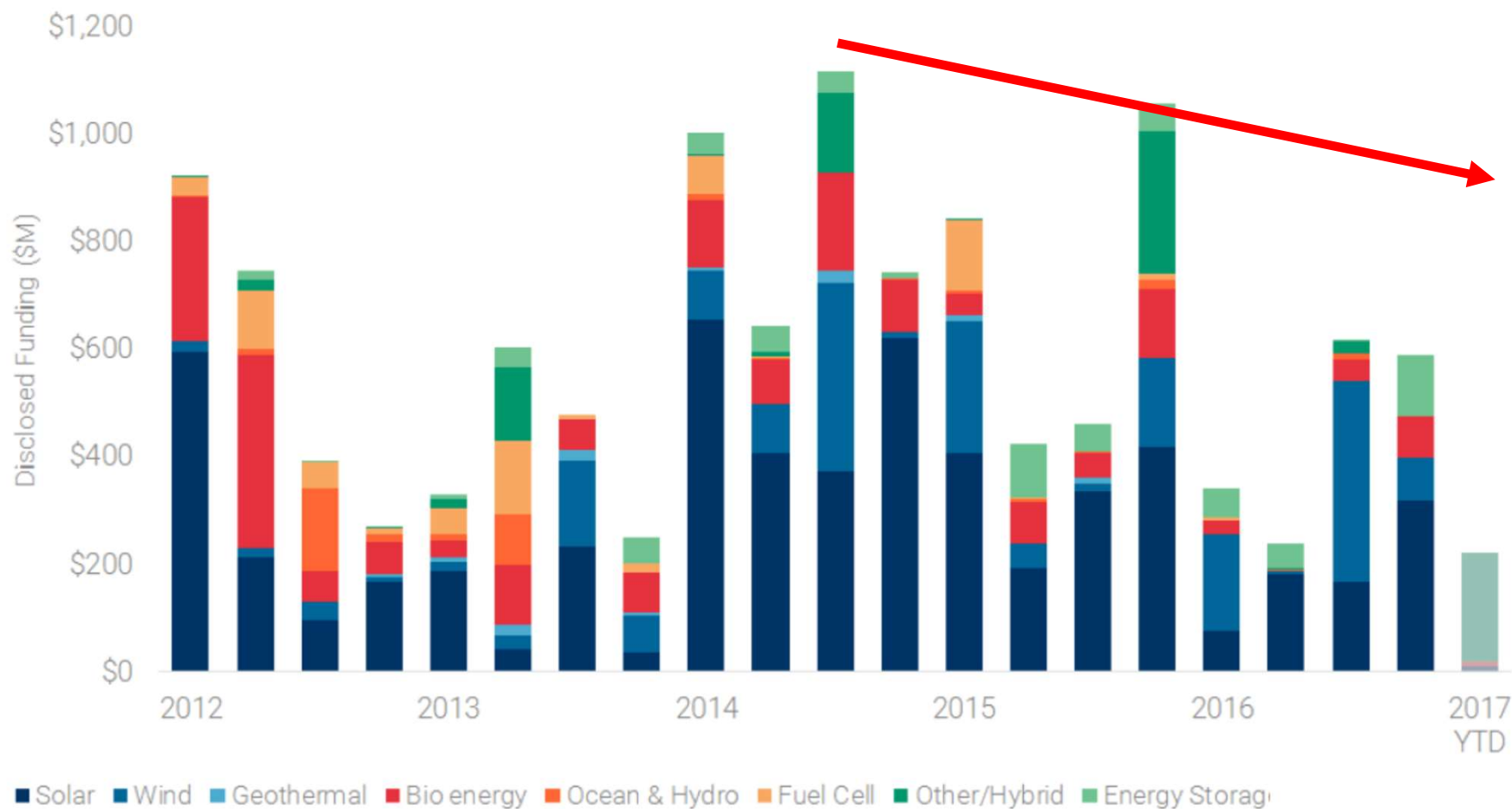
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RENEWABLE ENERGY GENERATION - WW TECH \$\$



Source: CB Insights

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RENEWABLE ENERGY GENERATION: TOP VCs

RANK*	CATEGORY	2012	2013	2014	2015	2016
1	Kleiner Perkins Caufield & Byers					
2	New Enterprise Associates					
3	Khosla Ventures					
3	Draper Fisher Jurvetson					
5	DBL Partners					
5	VantagePoint Capital Partners					
7	Shell Technology Ventures					
8	Braemar Energy Ventures					
8	RockPort Capital Partners					
8	Firelake Capital					
8	Siemens Venture Capital					
8	GE Ventures					
8	I2BF Global Ventures					
8	Innogy Venture Capital					



*Rankings are based on unique companies invested in since 2012.

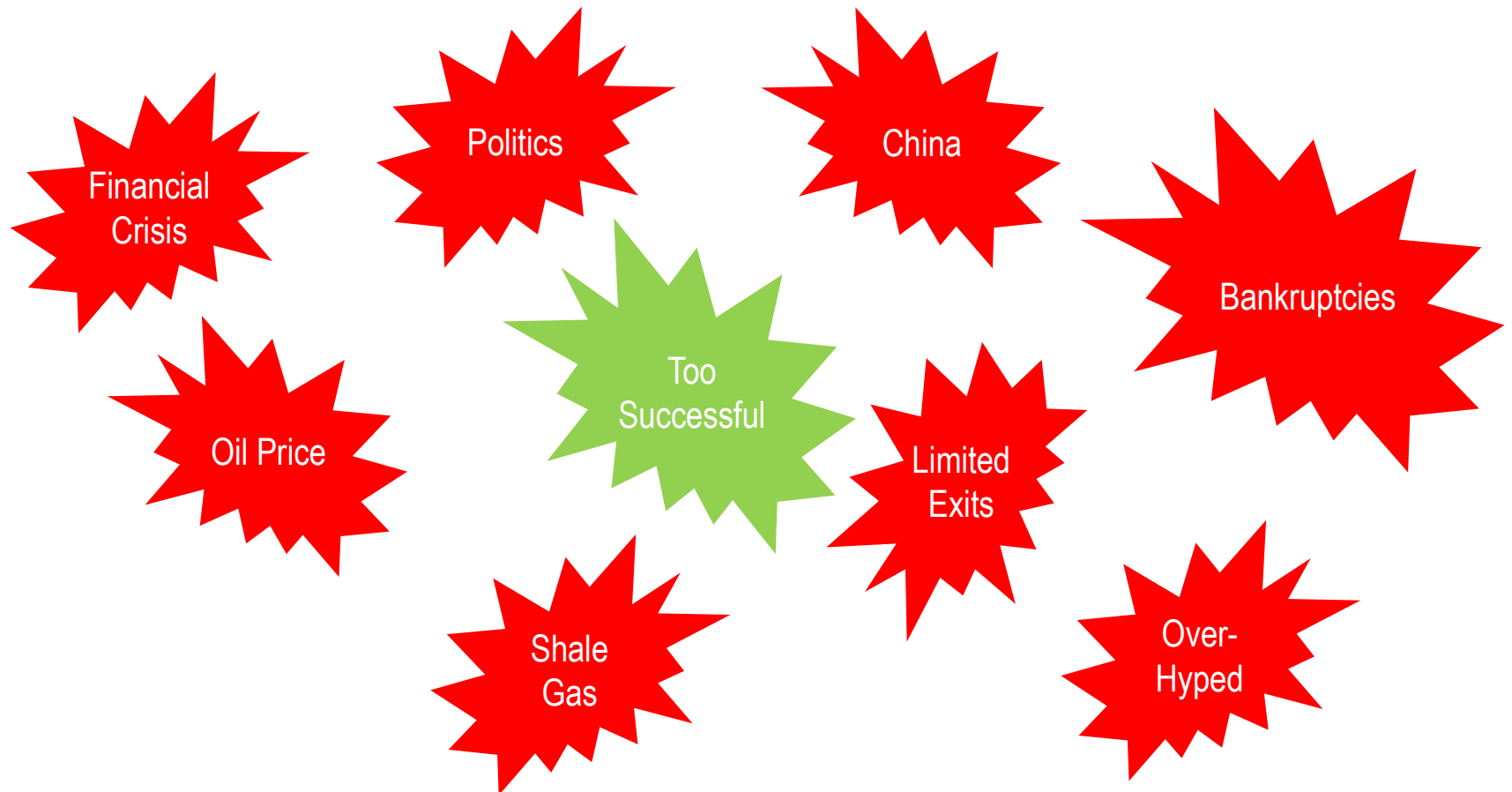


Source: CB Insights

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SO WHAT WENT WRONG?

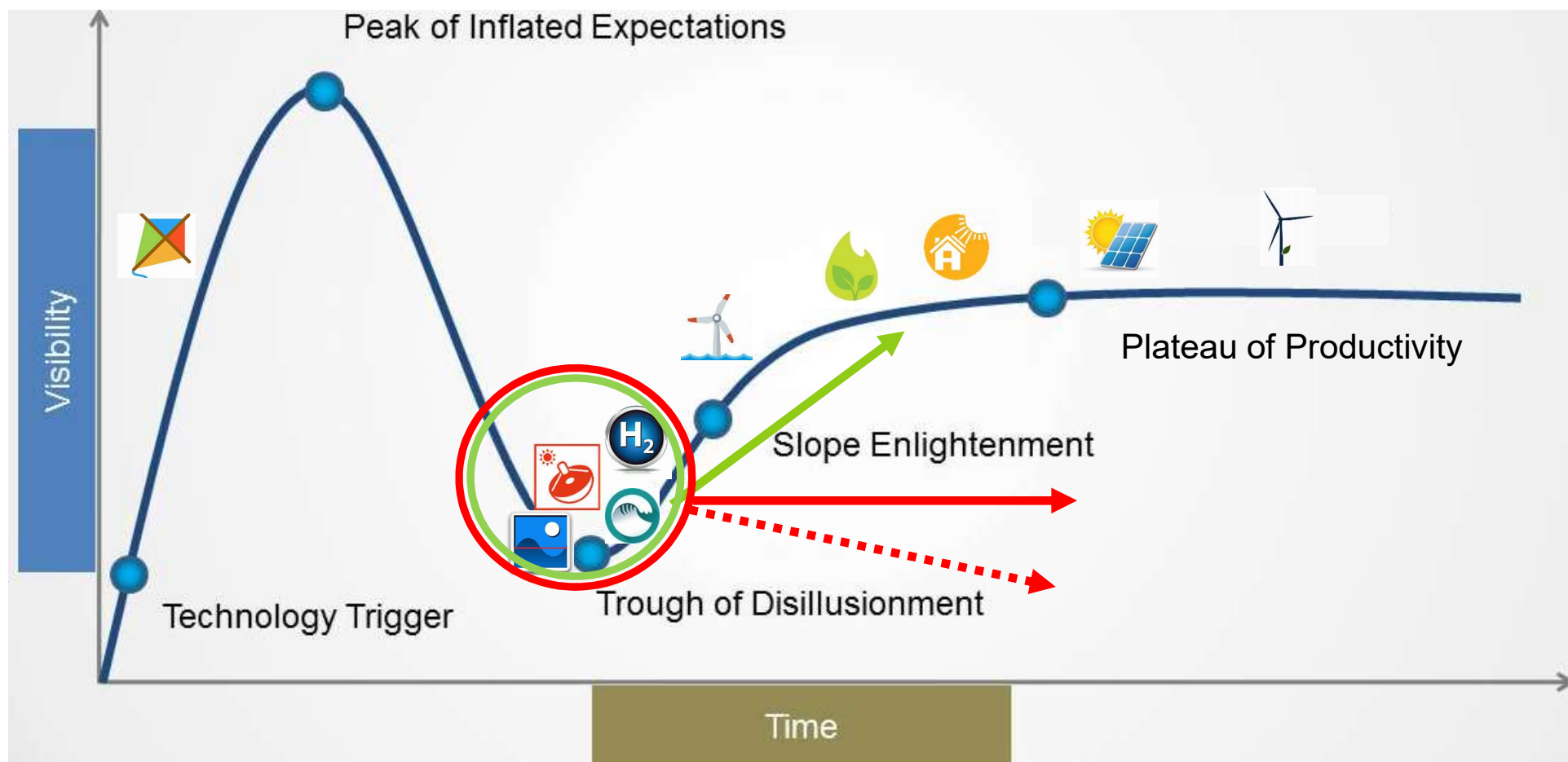


Source: Cleantech Capital Advisors

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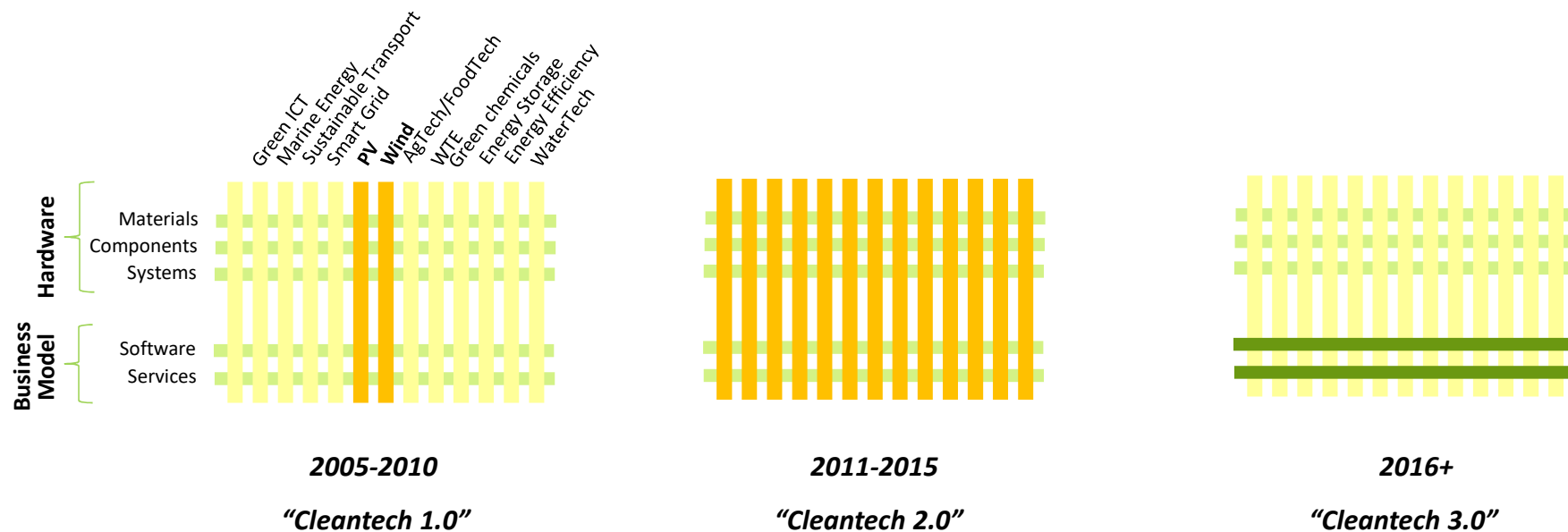
RENEWABLE ENERGY GENERATION: HYPE CURVE



Source: Gartner Group; Cleantech Capital Advisors



INVESTORS HAVE MOVED ON



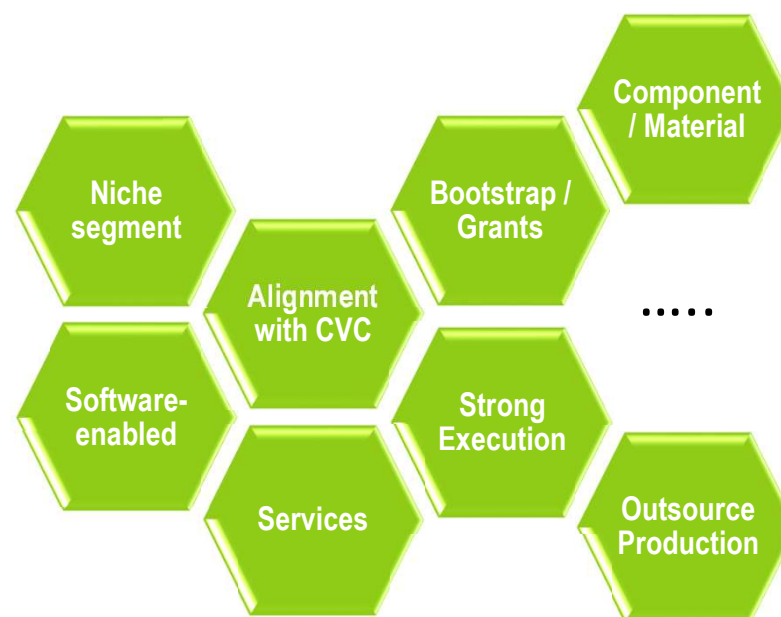
Investor interest moving from narrow/broad vertical focus to horizontal enablers

Source: Cleantech Capital Advisors

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So: FUNDING YOUR REG COMPANY?



Source: Cleantech Capital Advisors



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** (opening Paris office during 2018); 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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