



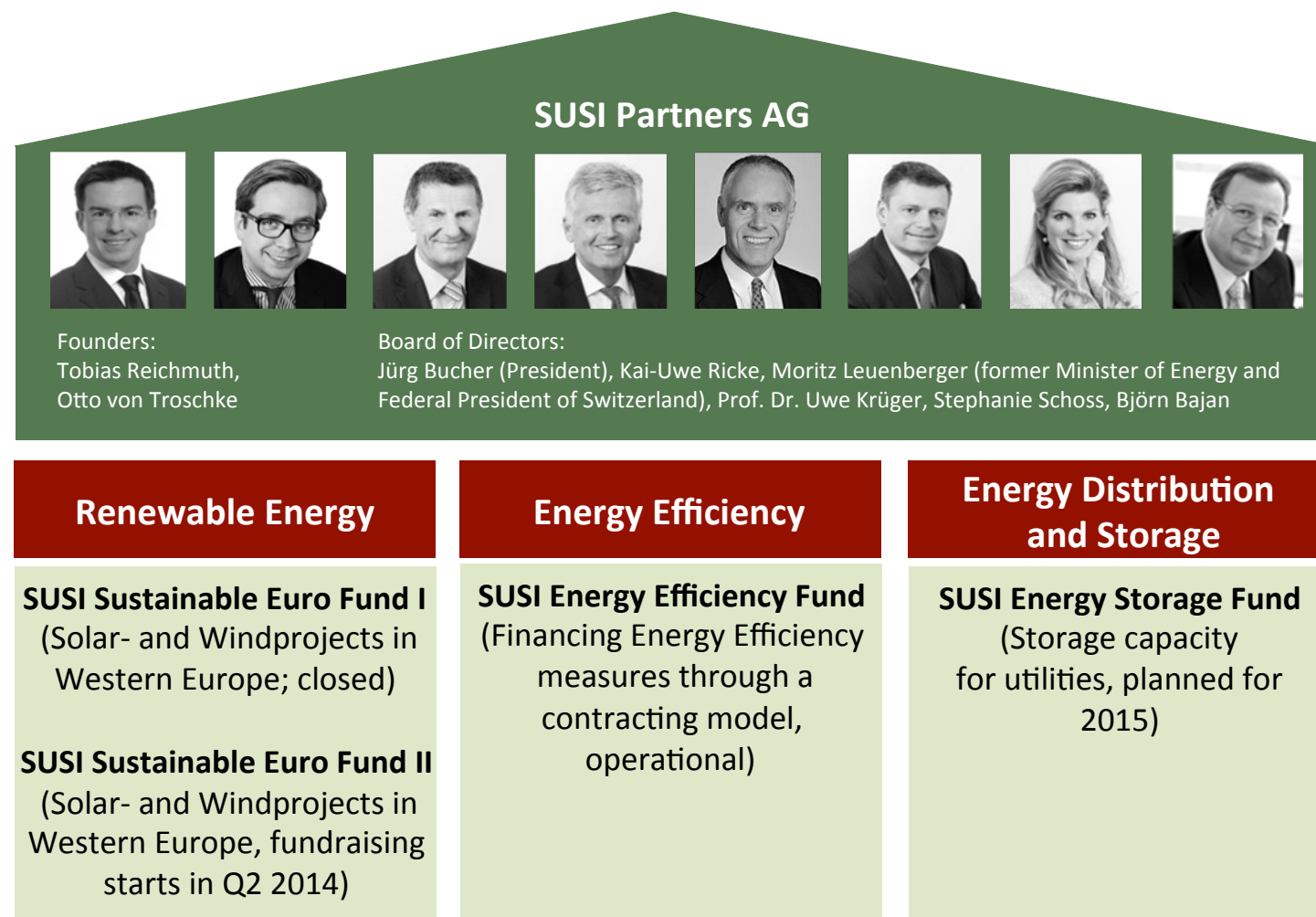
SUSI Energy Efficiency Fund

Private Sector Financing of Energy Efficiency Projects

European Council for an Energy Efficient Economy
Industrial Summer Study 2014, Papendal, The Netherlands



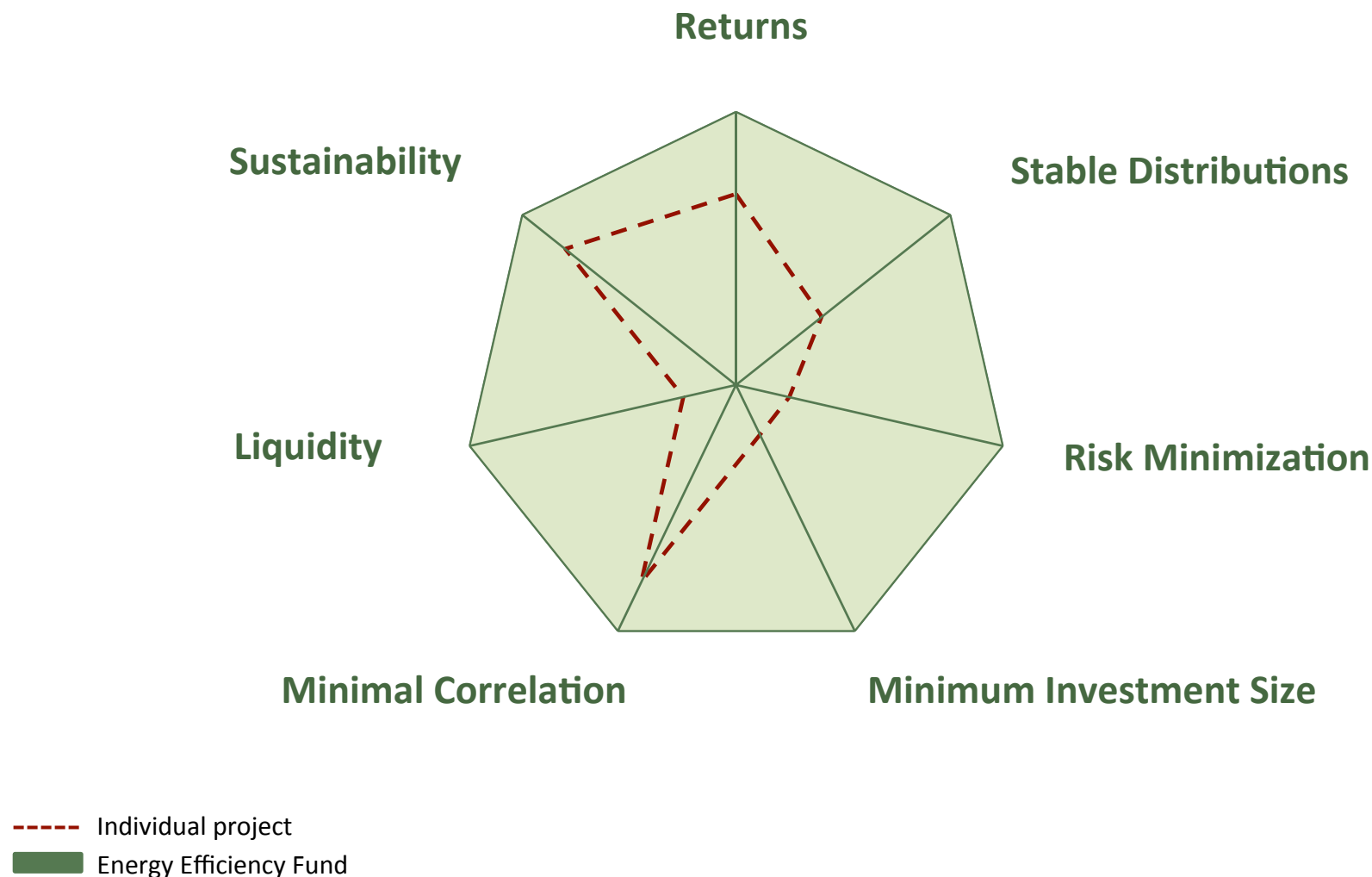
SUSI Partners AG Addresses the Three Main Pillars of Energy Infrastructure



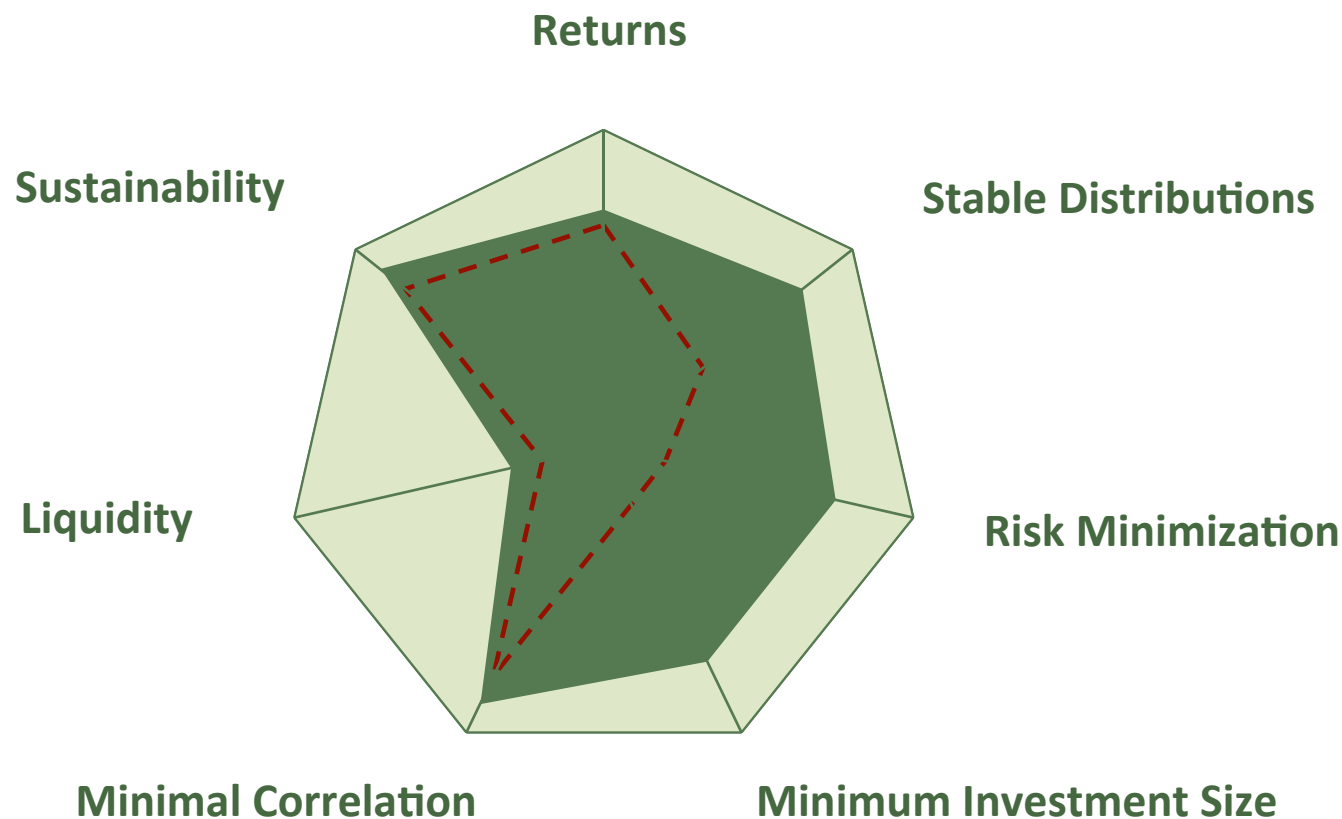
About SUSI Partners

- Swiss Fund Advisor with own Luxembourg fund structure
- Direct investments in sustainable infrastructure projects
- Focus on institutional investors
- Goal: Generate stable annual returns

What do Investors Want – What do Energy Efficiency Investments Offer?



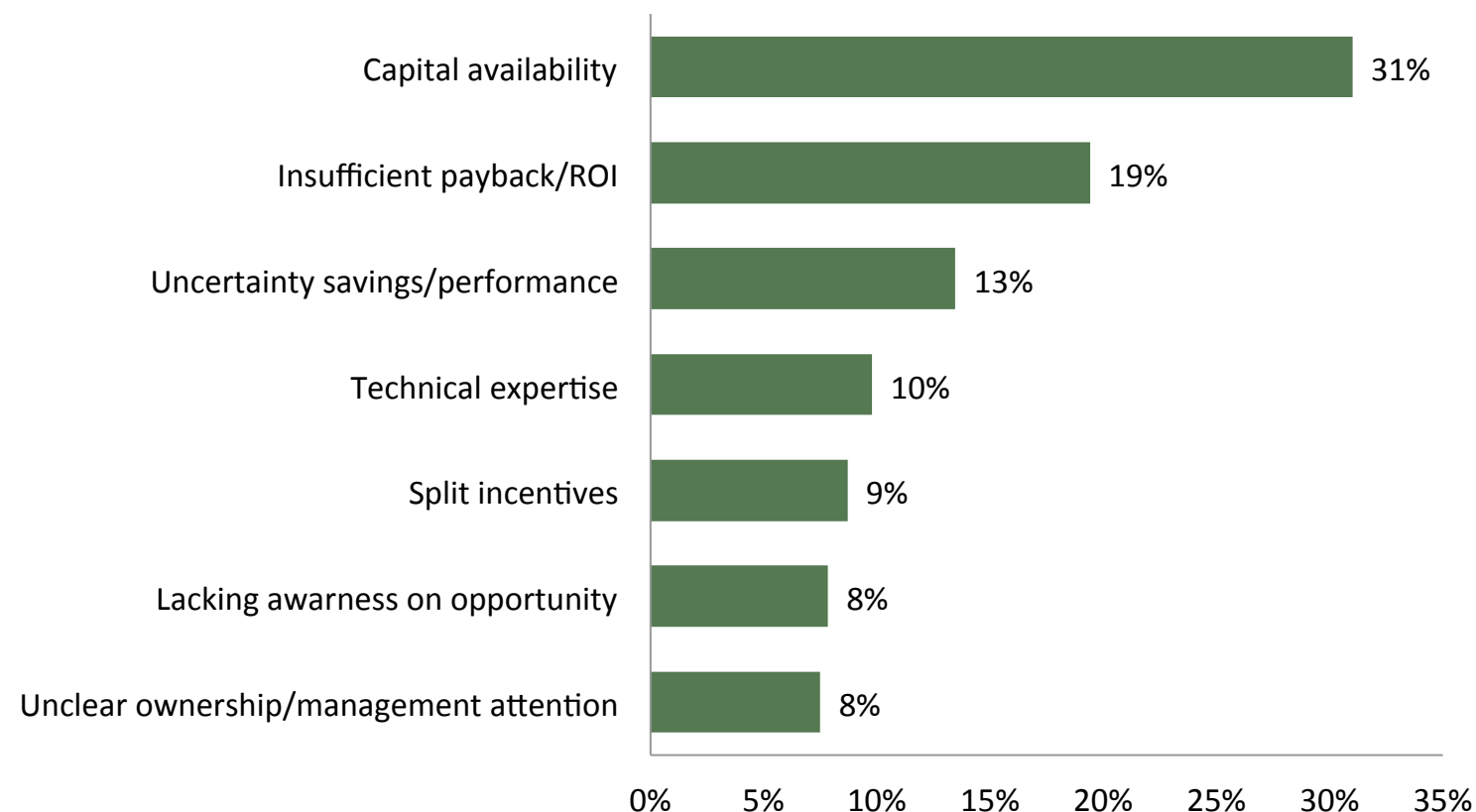
What do Investors Want – What do Energy Efficiency Investments Offer?



----- Individual project
 ■ Energy Efficiency Fund

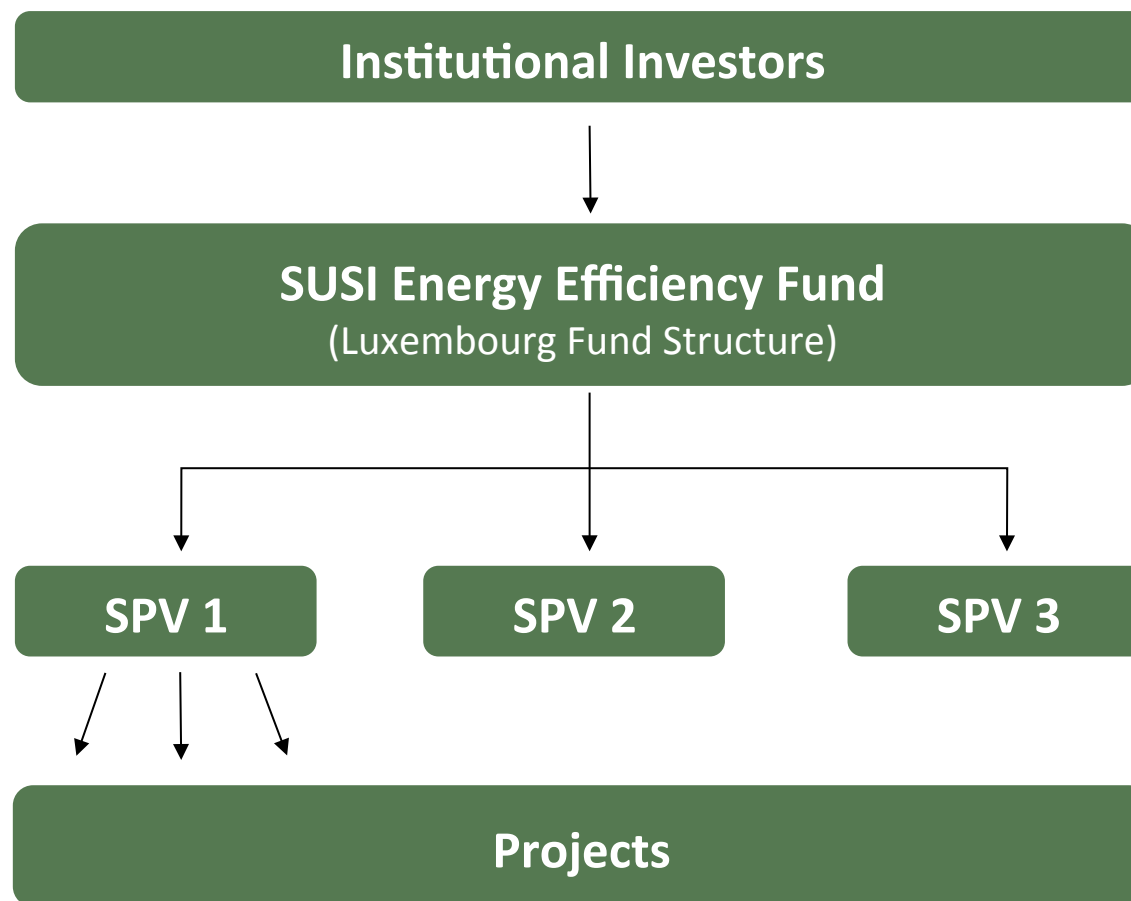
Various Hurdles Prevent Facility Owners to Improve Energy Efficiency

What is the biggest barrier to potential energy savings in your organization?

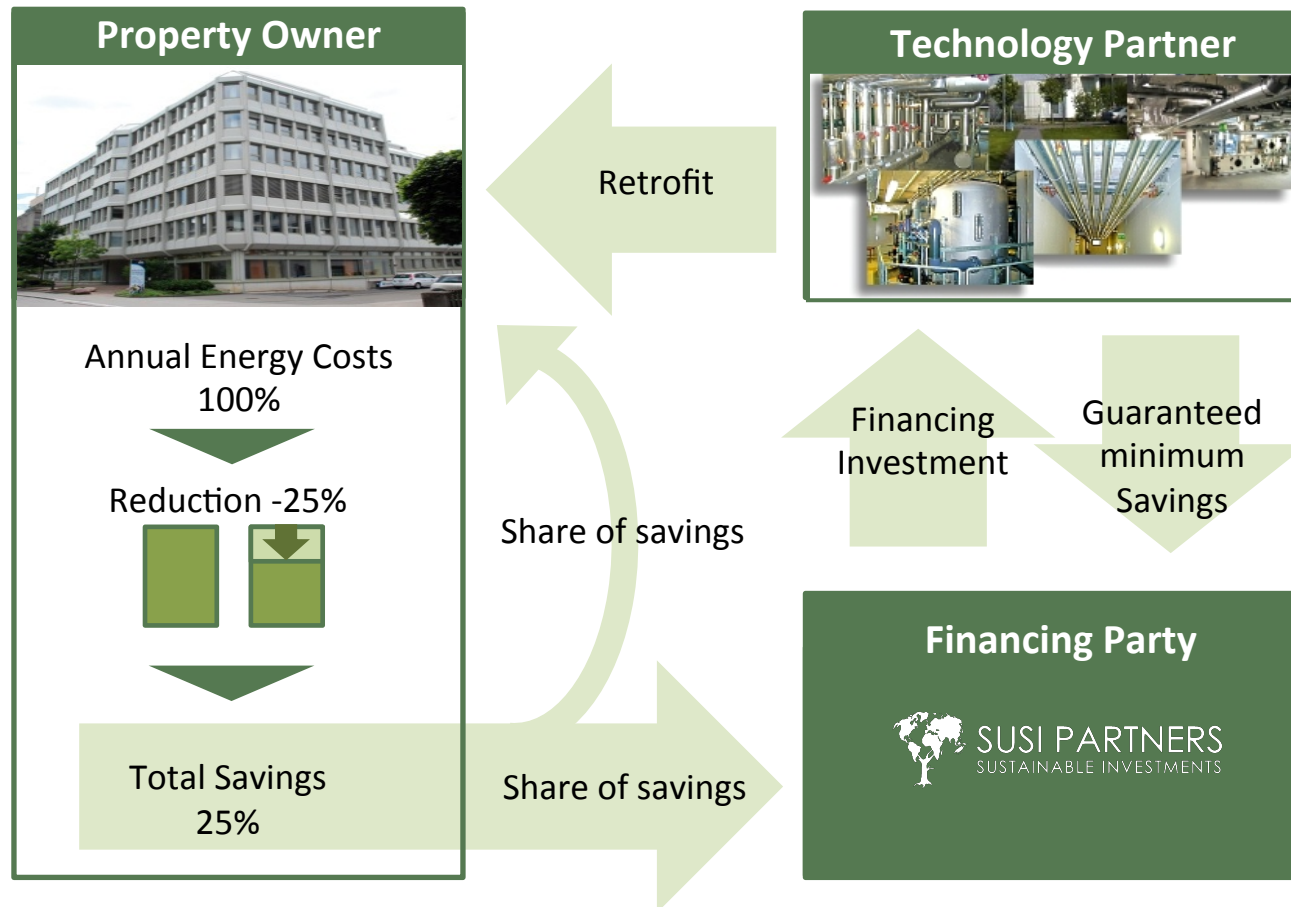


Source: Institute for Building Efficiency, 2011 Energy Efficiency Indicator: European Regional Results; Basis: 795 executives in private and public sector

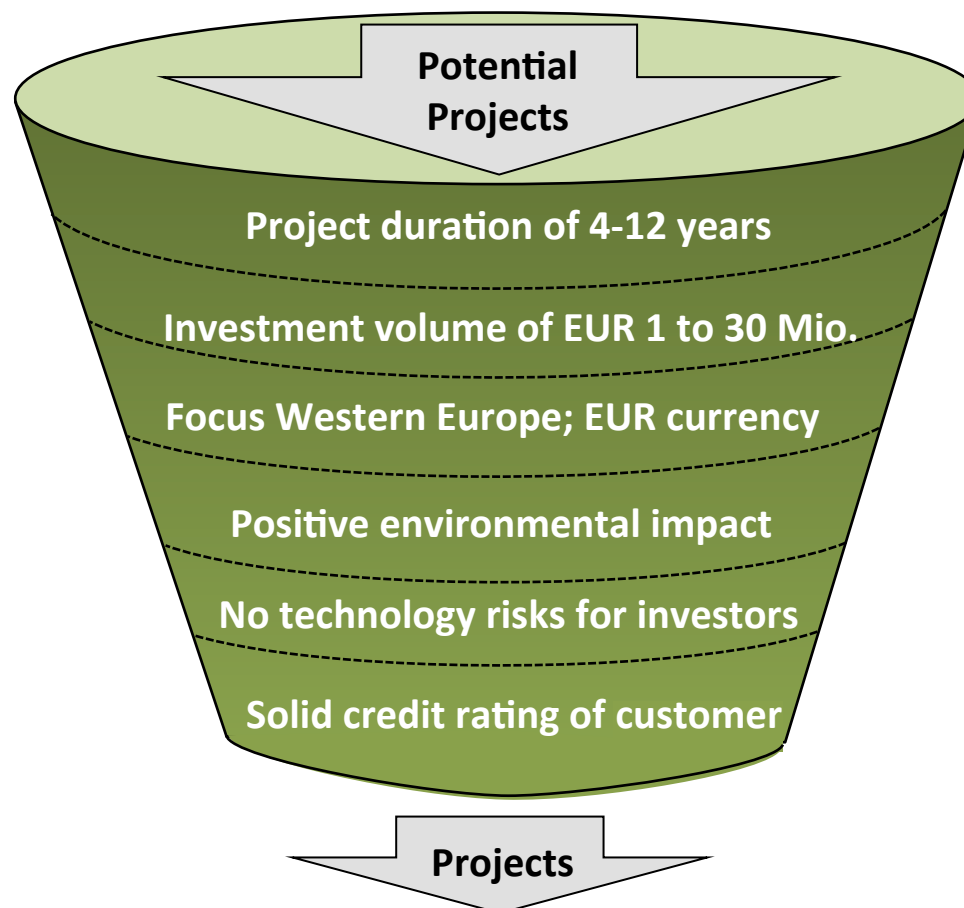
Project Financing over a Luxembourg Fund and its several SPVs



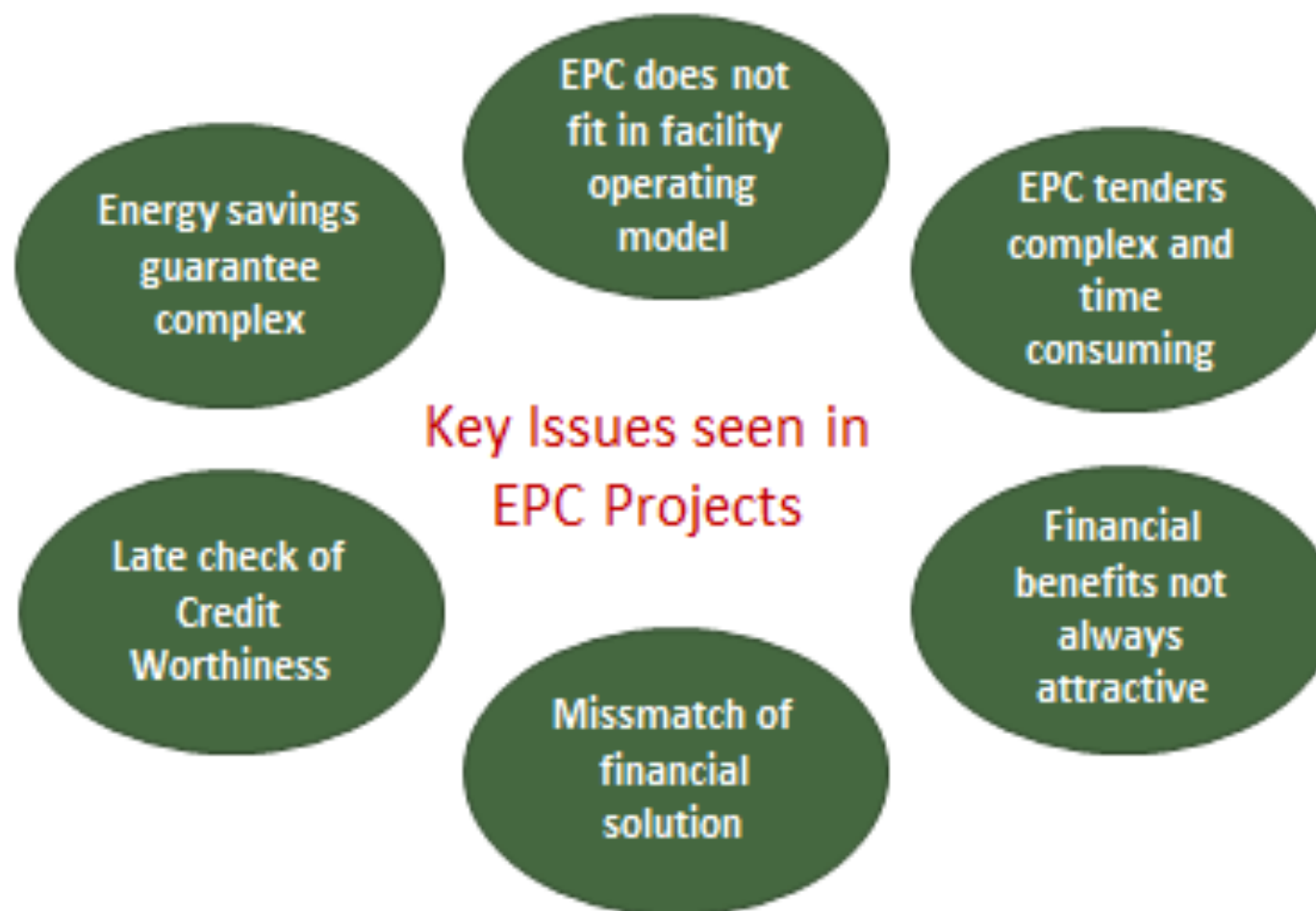
SUSI is Looking for Strategic Partners to Conduct Energy Efficiency Projects



Project Selection Criteria's to Meet Investor Requirements



Learnings from Energy Efficiency Projects analyzed



How to Make Financing of Energy Efficiency Projects a Success

Efficient Financing Structures for EE Projects

- Standardization to reduce transaction costs
- Close partnership with technology partners
- New attractive financing solutions for customers

Gain Investors Confidence

- Successful aggregation of energy efficiency projects to a large portfolio
- Attractive legal structuring
- Positive track record for the first fund

Challenges

- Energy savings contract models still fairly new for many customers
- Scale-up of energy efficiency projects over a multi-site portfolio
- Secondary Market for energy efficiency projects

Your contact at SUSI Partners



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