

SUSI Energy Efficiency Fund

Financing Energy Efficiency



Overview

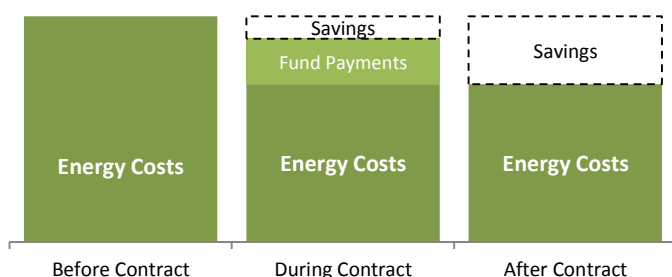
The *SUSI Energy Efficiency Fund* offers investors access to returns from a proven financing model based on energy performance contracts. The fund partners with technology providers to retrofit both commercial and private buildings, as well as public infrastructure. Investors profit from the energy savings that are guaranteed by the technology providers, which maximize the fund's capital preservation policy, while substantially de-risking returns. The investments of the fund are self-liquidating, largely reducing exit risk. The lifetime of the fund is ten years.



Capital Preservation • Stable Annual Returns • Self-Liquidating Investments

Savings Model

- The Fund finances the upfront costs of the project and an energy performance contract is signed with the building owner
- The Fund receives the majority of the energy savings over a maximum period of 10 years
- After the contract period, the full project rights and full energy savings revert to the owner



Investment Strategy

Stable Return Profile

- Expected net annual distributions between 15-18%
- Targeted IRRs of 8% +

Very Low Correlation to public markets

- Direct investments in non-listed asset
- Long term private sector performance contracts
- Minimal correlation to listed equities

Risk Minimization

- Minimization of losses / capital preservation through guaranteed performance contracts
- Broad diversification of project portfolio
- Inflation adjustment properties
- Self-liquidating investments / reduced exit risk

Measurable Sustainable Impact

- Measured in tons of CO₂ reduced per € 1m invested

Team

The team has in-depth experience in the operations of real estate/infrastructure and fund management



Patrick Fankhauser – CEO, Fund Manager
MD Credit Suisse Corporate Real Estate,
CEO Credit Suisse IT Assets AG,
Strategy Consultant at the Boston
Consulting Group and Booz Allen &
Hamilton



**Kostas Nikolopoulos – Managing Director,
Head of Investment Committee**
Partner, Duet Infrastructure Partners
Head of MENA for Climate Change Capital,
co-managed environmental funds with
commitments > 1billion USD



Steven Fawkes – Advisory Board Member
Partner, Corporate Finance Team, Head of
Research in New Energy and Clean Tech,
Matrix Group. 20-year track record in
energy management and renewable energy



**Otto von Troschke – Investment
Committee**
Fund Manager and CIO SUSI Partners, Real
Estate, strong track record in private equity
and infrastructure project finance

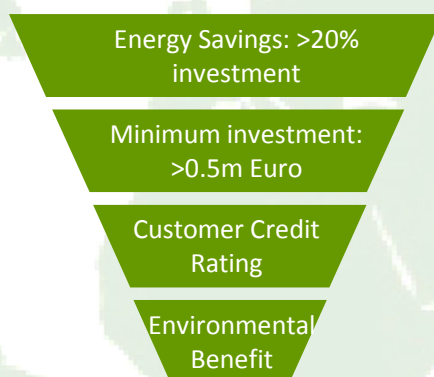
Project Pipeline Development

SUSI's approach to project generation is based on proven technology installed in economically viable buildings by professional technology partners. The geographical focus of the projects includes Switzerland, Germany, France, as well as other Euro-denominated countries. Projects considered for investment are based on a diversified spectrum of technologies. To preserve steady deal flow, in addition to financing new projects and acquiring running projects from the technology partner, SUSI conducts project initiation efforts supported by local field representatives.

Technology Focus

- Lighting - LED retrofit Management and Controls
- Building Upgrades - Building Management Systems (BMS); Heating Ventilation and Air Conditioning (HVAC)
- Combined Heating and Power Generation (CHP) - Biomass or gas-fueled co-generation systems

Project Selection Criteria



Targets Facilities

- Schools
- Retail Spaces
- Industrial Buildings, Warehouses
- Office Buildings
- Assisted Living Facilities
- Hospitals
- Hotels
- Municipality Buildings
- Parking Lot Lighting Systems
- Public Street Lighting

Project Selection Process

Projects are carefully selected upon a three-step due diligence process.

- Initial due diligence conducted by the Fund Manager
- Findings confirmed by the Technology Partner with an Investment Grade Audit
- Investment Committee of industry experts to approve investment decisions based on conservative assumptions

Project Operation and Exit

Projects are operated for the duration of the contract under the control of the Technology Partner, which constantly monitors and verifies the energy savings. At the end of the contract period, the project rights and full savings revert to the owner. As the investment is self-liquidating, the exit risk is minimal.

Key Terms

- **Fund Structure:** SICAV/SIF SCA (LUX)
- **Fund Manager:** Sustainable SARL
- **Investment Advisor:** SUSI Energy Efficiency AG, Zurich
- **Custodian:** Banque Privée Edmond de Rothschild
- **Auditor:** Deloitte (Luxembourg)
- **Management Fee:** 2%
- **Transaction Fee (one time):** 1%
- **Performance Fee:** 20%
- **Hurdle Rate:** 5%
- **Fund Term:** 10 years closed-ended
- **Minimum Investment:** € 1,000,000
- **Planned Total Fund Size:** € 250 m
- **Currency Compartments:** Euro and Swiss Franc

Contact: SUSI Energy Efficiency AG

Phone: +41 44 386 98 00 • Fax: +41 44 386 98 09
E-Mail: investors@susi-partners.ch

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