



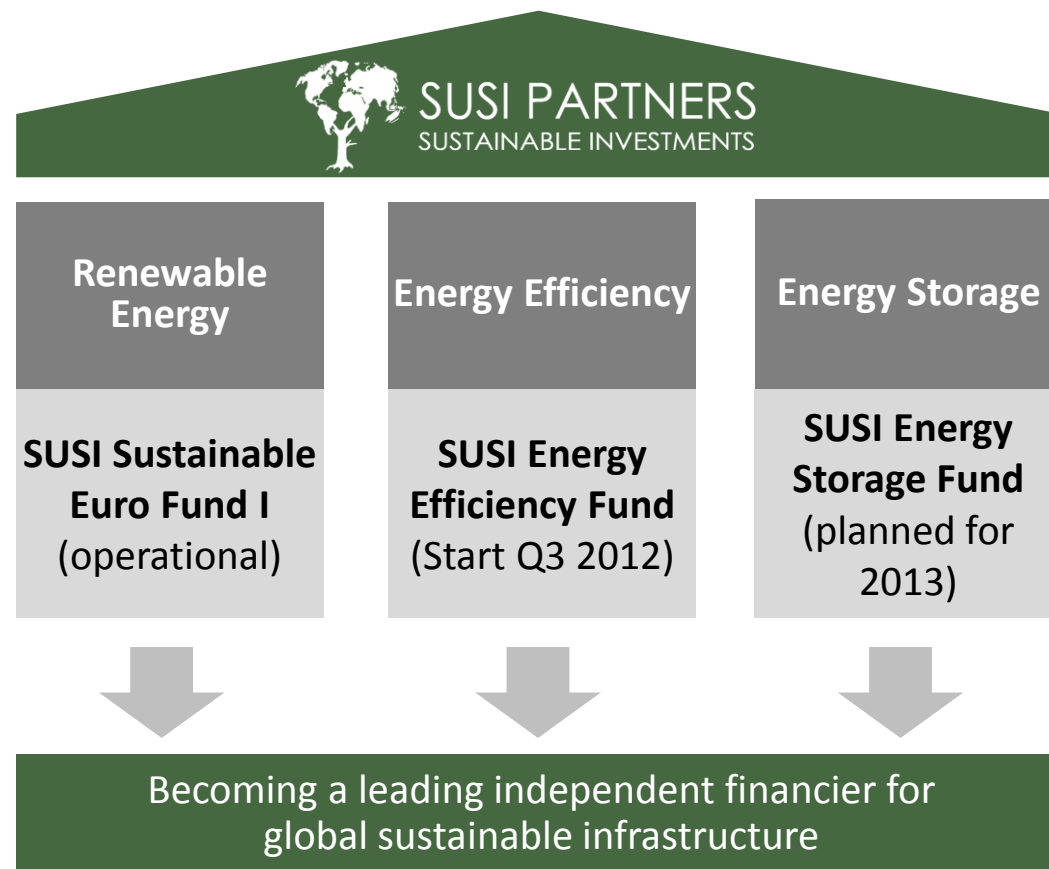
SUSI PARTNERS
SUSTAINABLE INVESTMENTS

SUSI Energy Efficiency Fund

The Money is There: A Capital Market Perspective

EEIP Congress, Berlin - October 24-25th, 2012

SUSI Addresses the Three Main Pillars of Energy Infrastructure



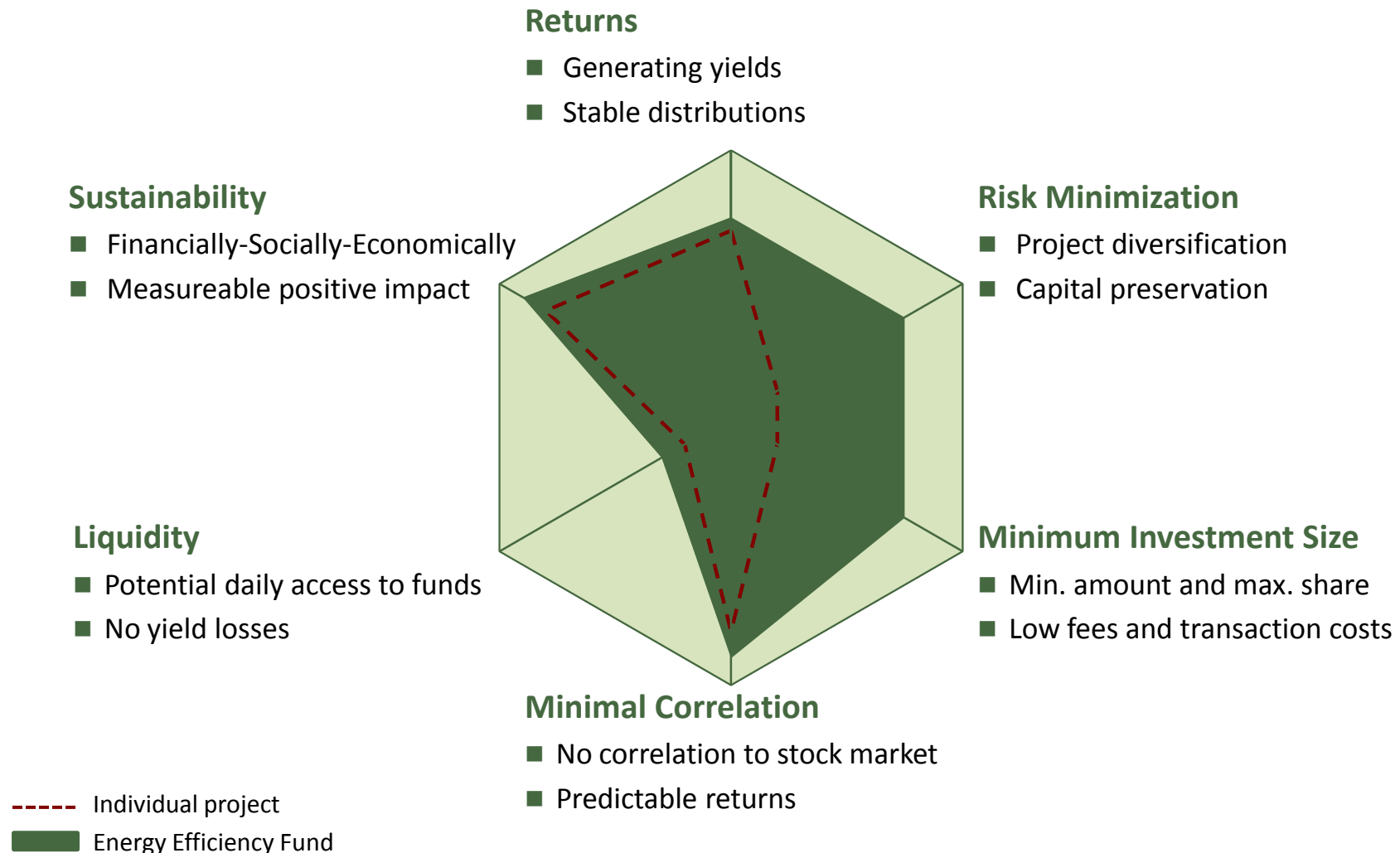
About SUSI Partners

- Swiss Fund Advisor with own Luxembourg fund structure
- Direct investments in sustainable infrastructure projects
- Focus on institutional investors and family offices
- Founded in 2009, based in Zurich with 10 employees

Current Challenge of Institutional Investors

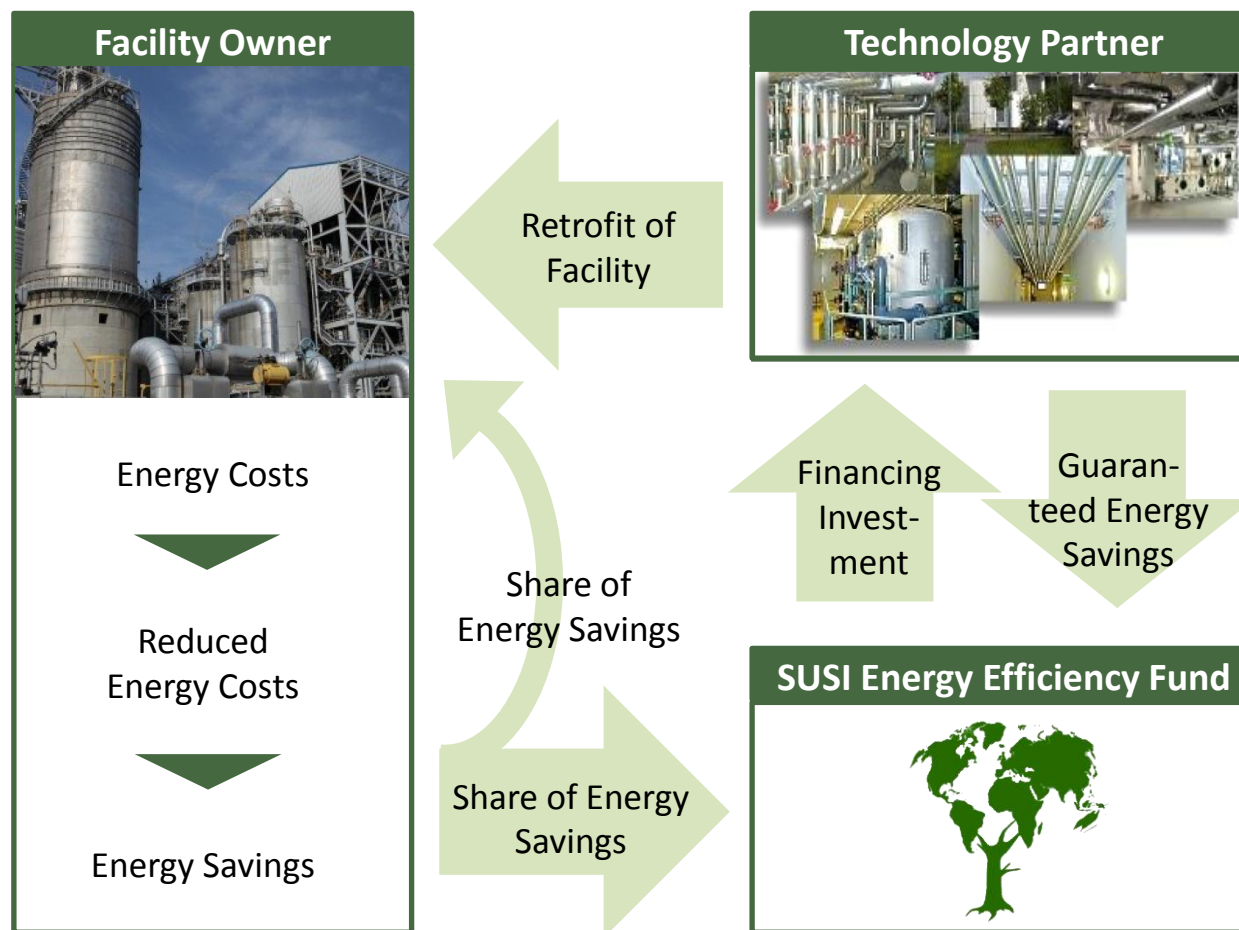


What do Investors Want – What do Energy Efficiency Investments Offer?

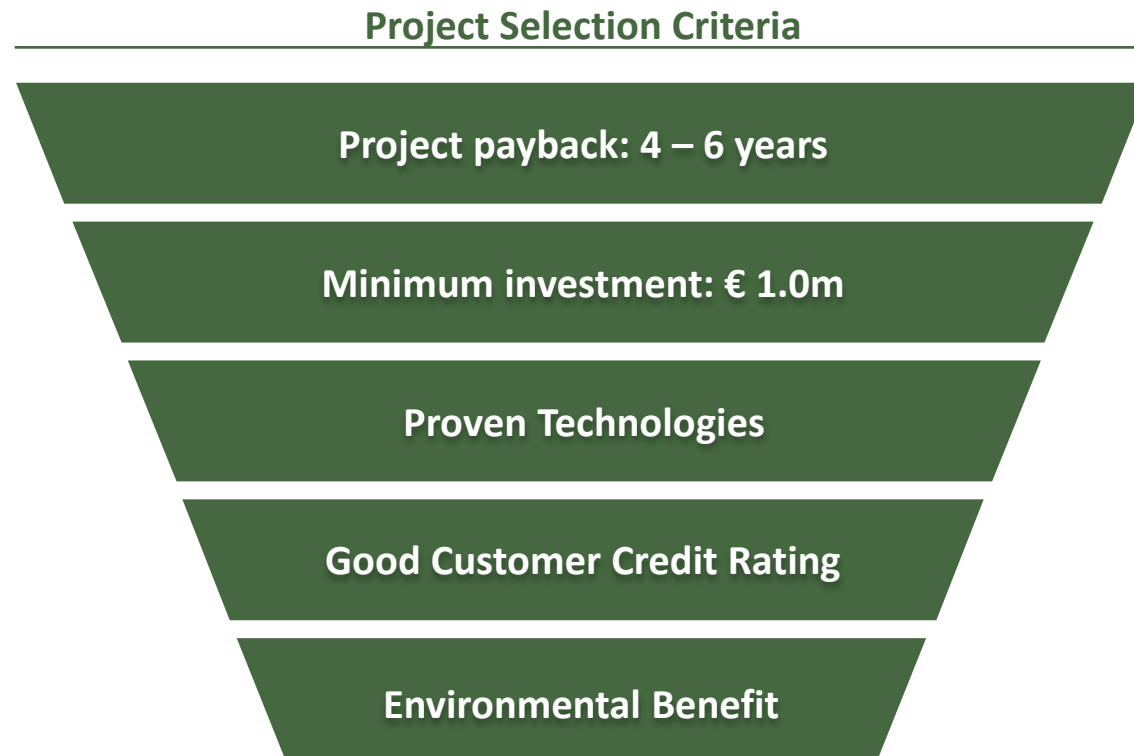


Business Model is Based on Energy Savings Contracts

Schematic Example of Energy Savings Project



Project Selection Criteria SUSI Energy Efficiency Fund



Key Learnings from Financing Energy Efficiency Projects

Close coordination of involved parties important

- Early involvement of financing partner to optimize project and project structure
- Clear understanding of customers objectives

Potential for innovative financing solution

- Flexible financial structures allow to optimize projects
- Standardization essential to reach sufficient scale
- Focus on companies with internal CAPEX restrictions and good credit risk

Challenges

- Energy Savings Contract models still fairly new for many customers
- Development of new contract models
- Scale-up of energy efficiency projects over multi-site portfolios

Your contact at SUSI Partners



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