



## SUSI Addresses the Three Main Pillars of Energy Infrastructure



Renewable Energy

SUSI Sustainable
Euro Fund I
(operational)

**Energy Efficiency** 

SUSI Energy Efficiency Fund (Start Q3 2012) **Energy Storage** 

SUSI Energy Storage Fund (planned for 2013)







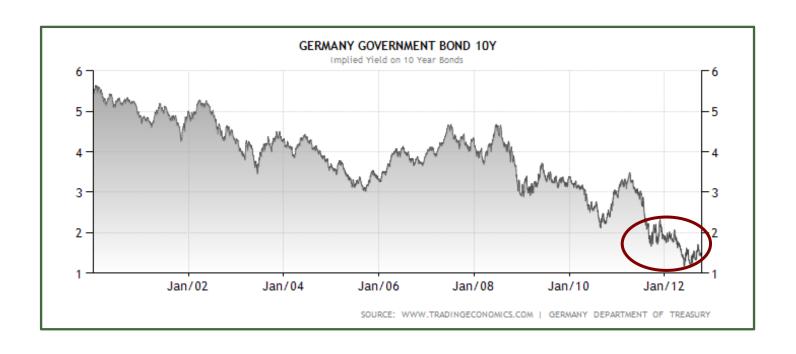
Becoming a leading independent financier for global sustainable infrastructure

#### **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?

#### Returns

- Generating yields
- Stable distributions

#### **Sustainability**

- Financially-Socially-Economically
- Measureable positive impact

### Liquidity

- Potential daily access to funds
- No yield losses

### **Risk Minimization**

- Project diversification
- Capital preservation

### Minimum Investment Size

- Min. amount and max. share
- Low fees and transaction costs

#### **Minimal Correlation**

- No correlation to stock market
- Predictable returns

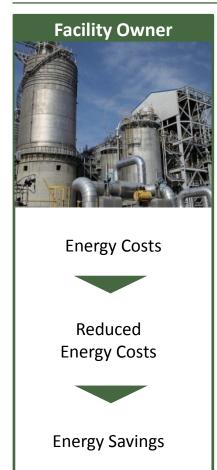
Individual projectEnergy Efficiency Fund



# Business Model is Based on Energy Savings Contracts

### **Schematic Example of Energy Savings Project**

**Facility** 





Share of **Energy Savings** Share of Energy

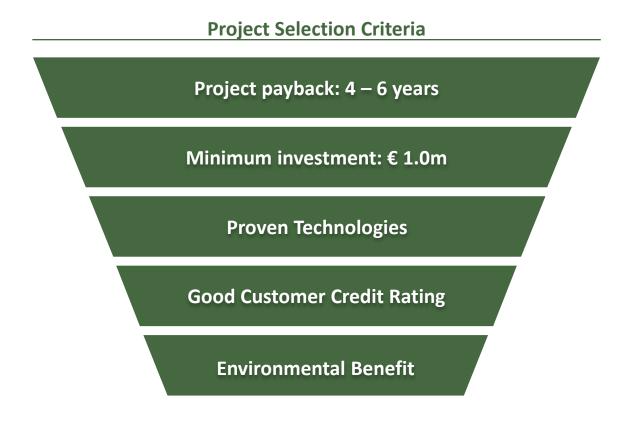
Savings







## 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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