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

- Renewable Energy: SUSI Sustainable Euro Fund I (operational)
- Energy Efficiency: SUSI Energy Efficiency Fund (Start Q3 2012)

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

![Graph showing the implied yield on 10-year German government bonds from January 2002 to January 2012. The graph highlights a significant drop in yields around 2011.](source.png)
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
Business Model is Based on Energy Savings Contracts

Schematic Example of Energy Savings Project

Facility Owner

Energy Costs
Reduced Energy Costs
Energy Savings

Technology Partner

Retrofit of Facility
Financing Investment
Guaranteed Energy Savings

Share of Energy Savings
Share of Energy Savings

SUSI Energy Efficiency Fund
Project Selection Criteria SUSI Energy Efficiency Fund

- Project payback: 4 – 6 years
- Minimum investment: €1.0m
- Proven Technologies
- Good Customer Credit Rating
- Environmental Benefit
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

Patrick Fankhauser
Managing Director
SUSI Energy Efficiency AG
Feldeggstrasse 12
CH-8008 Zürich
Tel: +41 44 386 98 00
Fax: +41 44 386 98 09
Mob: +41 76 334 78 45
p.fankhauser@susi-partners.ch