

# **GEEREF - An instrument to support small RE and EE**

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# Overview GEEREF strategy

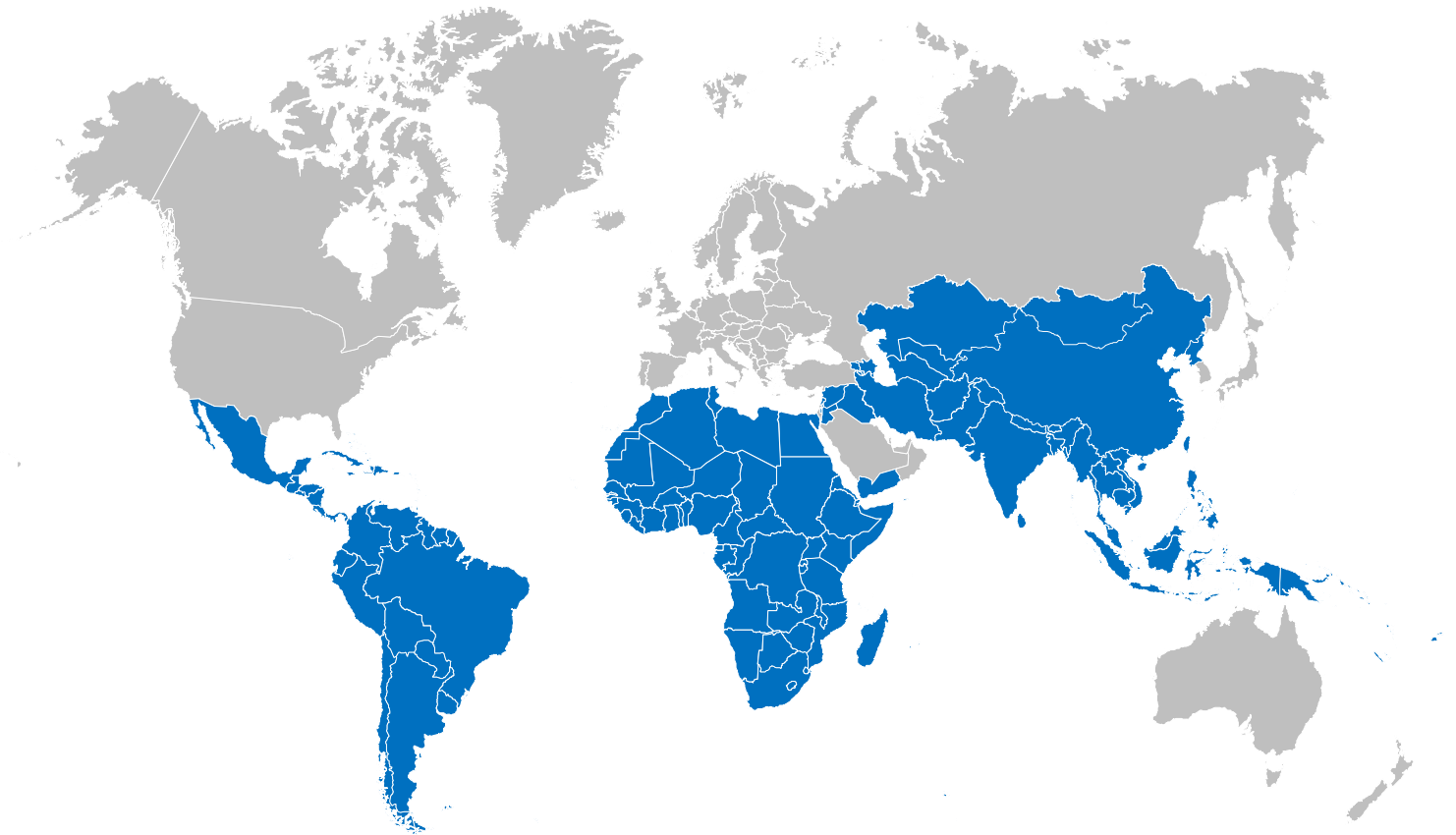
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Strategy	<ul style="list-style-type: none"><li>• Fund of Funds: investing in Fund vehicles</li></ul>
Sectors	<ul style="list-style-type: none"><li>• Renewable energy (hydro, solar, wind, biomass and geothermal)</li><li>• Energy efficiency (waste heat, energy management, cogeneration)</li></ul>
Geographies	<ul style="list-style-type: none"><li>• Developing countries and emerging markets</li></ul>
Stage	<ul style="list-style-type: none"><li>• Mainly greenfield (not operating assets)</li></ul>
Target fund size	<ul style="list-style-type: none"><li>• EUR 50 to 150m</li></ul>
GEEREF commitment	<ul style="list-style-type: none"><li>• EUR 10m to 20m</li></ul>
Total CapEx/project	<ul style="list-style-type: none"><li>• ~ EUR 30-40m</li></ul>

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# Target markets

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## Current GEEREF portfolio

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As at Q1-2014

Fund	Regions	First close	Sector	# of projects/companies
Evolution	Southern Africa	Jul-08	RE	12 (wind, hydro)
REAF	India, Philippines	Dec-09	RE	9 (wind, solar, hydro)
Frontier	East Africa	Aug-11	RE	5 (hydro)
EELAF II	Latin America	Jan-12	RE/EE	1 (EE)
Armstrong	SE Asia	Aug-12	RE	2 (Solar PV)
MSEF	Central America	May-13	EE	0
Visum	Eastern Europe	tbd	RE	0
<b>Total</b>				<b>29</b>

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## Regions covered

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GEEREF has a specific focus on Africa:

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**Fund commitments:**

- First focused sustainability fund in Africa signed
- Next investment currently in closing
- Currently Northern Africa/MENA fund under consideration
- Plan for commitment to at least one other fund in Africa

**Fund commitments:**

- More than half of current underlying portfolio projects in Africa

# Portfolio construction and pipeline

GEEREF intends to build a diversified portfolio of 14 Fund commitments

Asia	REAF	Armstrong	India PV	Follow-on I	Fund XIV
Africa	Evolution	Frontier	SSA RE	Follow-on II	
Latin America	EELAF II	MSEF			
Eastern Europe	Visum	CEE RE			
MENA	MENA RE				

Commitment
Approved
Earmarked
Pipeline

GEEREF follows a triple bottom line focussing on:

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### **Climate change impact – Planet**

- CO<sub>2</sub> emission avoidance
- Bringing more RE generation capacity on stream
- Enhancing EE

### **Social impact – People**

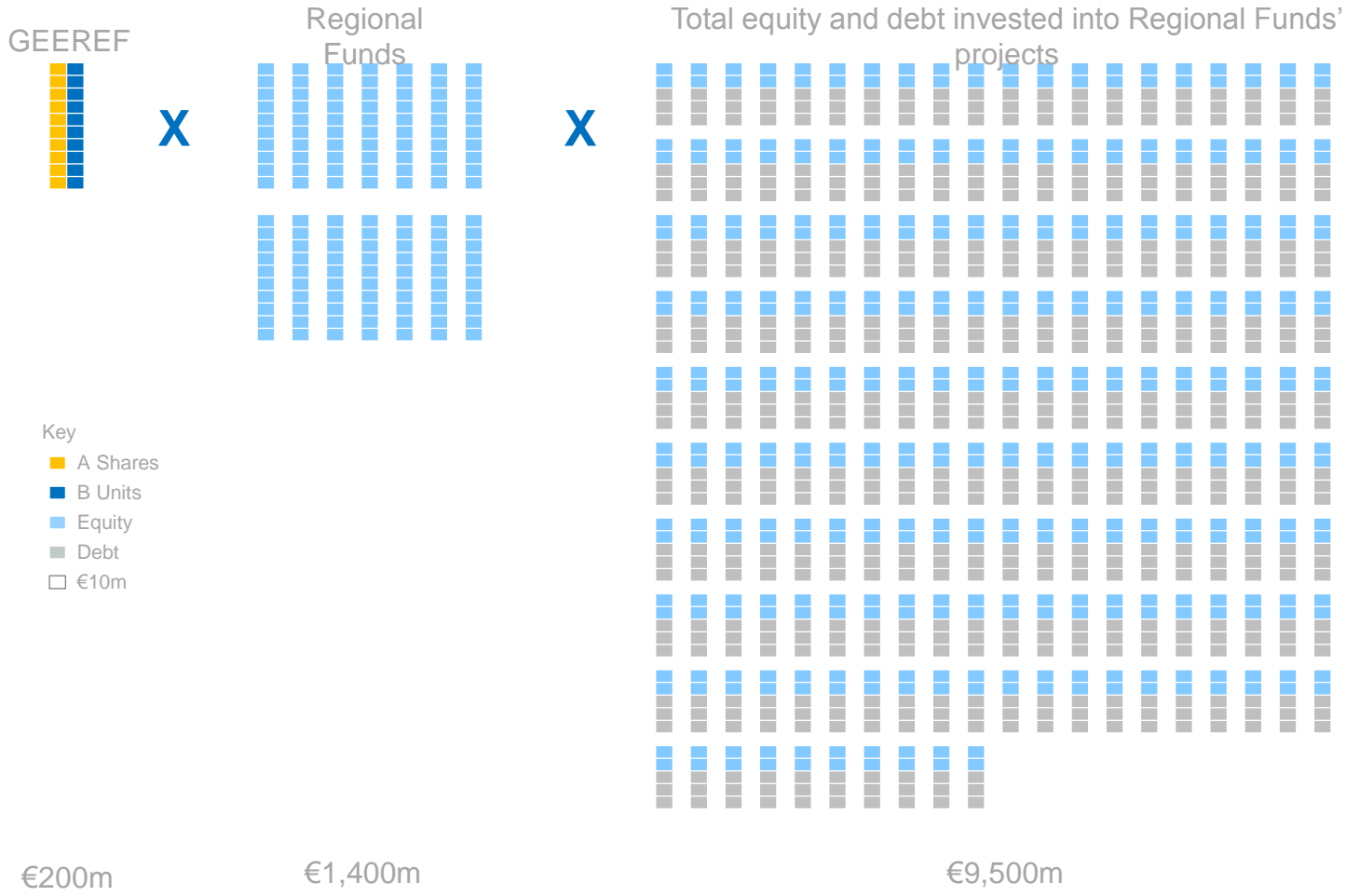
- Increasing access to energy and electricity
- Creating sustainable employment

### **Financial sustainability – Profit**

- Generating market and risk-adequate returns
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# GEEREF leverages substantial amounts



## GEEREF is actively fundraising and structures new compartment

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### **Fundraising:**

- GEEREF team is actively fundraising
- First close December 2013 with private investors
- Fundraising open until Q3/2014

### **New compartment envisaged:**

- Interesting dealflow outside of classical GEEREF focus
- Mostly: offgrid RE access to energy: solar lanterns, SHS
- Interesting complement to GEEREF
- Higher return and risk than classical GEEREF

## What is, amongst other, needed to execute RE projects?

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### **Experienced people:**

- Developer having developed projects in target market
- Equity investors having structured investments
- Banks with experience with non-recourse project finance

### **Market opportunity:**

- Need for electricity: gaps in supply, growth in demand
- Untapped renewable resources
- Supportive regulatory environment (IPP, long-term tariff security...)
- Stable legal framework and stable electricity off-taker

### **De-risked technology:**

- Standard technology in wind, hydro, solar, geothermal
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**Thank you!**

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## Appendix

# Key investment themes

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## Renewable energy demand growth

- 1,600 GW additional capacity to 2035
- \$3,144bn investment needed

## Energy efficiency gains

- National policies to reduce energy intensity by up to 66% by 2035
- Up to \$5,000 billion investment opportunity

## Maturing private equity markets

- Doubled to over 10% of global investment in last decade
- Strong investment performance vs. comparables

## Compelling downside protection

- Highly diversified portfolio across 150 projects
- Preferred return mechanism significantly enhances risk / reward profile

# GEEREF team

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**Cyrille Arnould**  
Head of GEEREF

**Dr Gunter Fischer**  
Senior Investment Officer

**Mónica Arévalo**  
Investment Officer

**Saliha Harelle**

**Mervin Chaumiere**  
Legal

**Dirk Roos**  
PJ

**David Walker**  
Senior Advisor

**Nicolas Panayotopoulos**  
Legal

**Monty Howard**  
PJ

**Ioannis Tsakiris**  
Senior Advisor

# Structure

