

SDCL – Ireland Energy Efficiency Fund

Energy Cork

April 2018

Specialist investor in energy efficiency and decentralised generation

SDCL is focussed on efficient and decentralised generation of energy

International footprint with key strengths in project development and value-add investment



United Kingdom

UK Energy Efficiency
Investments Fund 1

Including £50 million committed by
UK Green Investment Bank
Manager
Launched Q4 2012



Ireland

Ireland Energy Efficiency
Investments plc

Including €35 million commitment
from Irish Government
Investment Adviser
Launched Q1 2014



Singapore

Singapore Energy Efficiency
Investments Group Limited

collaboration with Economic
Development Board
Manager
Launched Q2 2014



New York

New York Energy Efficiency
Investments LLC

Including US\$50 million loan from
the New York Green Bank
Manager
Launched Q1 2015

Investment Focus

Buildings and Industrial Facilities
Combined Heat & Power
Renewable Heat
Urban Infrastructure

Buildings and Industrial Facilities
Public Sector Buildings
Hotels and Data-centers
Street Lighting

Manufacturing Sector
Heat Recovery
Lighting
Industrial Efficiency

Skyscrapers
CHP
Hospitals
Airports

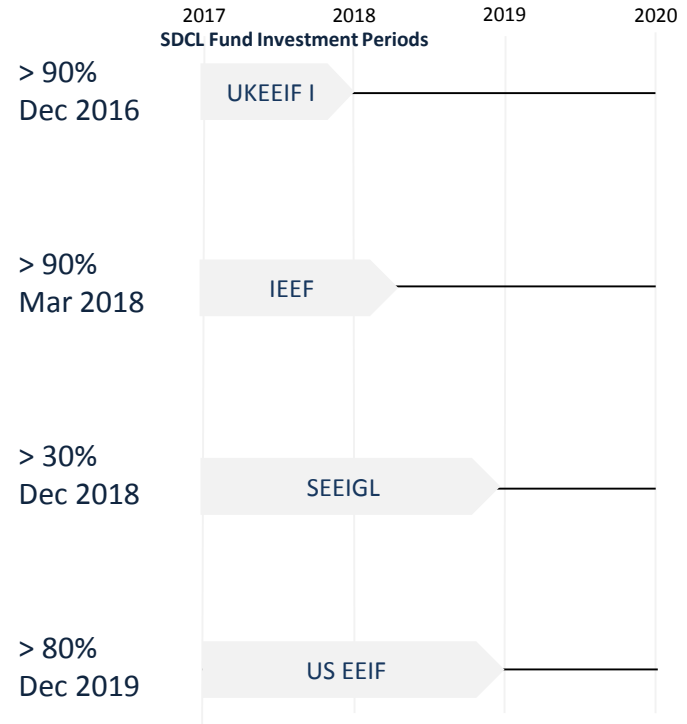
Overview of existing funds

Existing Funds – (Fundraising Complete)

UK Energy Efficiency Investments Fund 1 (2012)

Capital allocated (of £104.1 million):

End of investment period:



Ireland Energy Efficiency Investments Fund (2014)

Capital allocated (of €75 million):

End of investment period:

Singapore Energy Efficiency Investments Group (2014)

Capital allocated (of SGD 20 million equity, plus gearing):

End of investment period:

New York Energy Efficiency Investments Fund (2015)

Capital allocated (of USD 30 million equity, plus gearing):

End of investment period:

New Fundraising Potential

EU Energy Efficiency Investments Fund 2 (2018)

Capital Commitment:

End of investment period:

Eur 300m+

Q1 2022 Anticipated



Ireland Energy Efficiency Fund

SDCL manages the €75m Irish Energy Efficiency Fund with investments across the Irish public and private sectors

Cornerstone Investor



Roinn Cumarsáide, Gníomhaithe
ar son na hAeráide & Comhshaoil
Department of Communications,
Climate Action & Environment

€35 investment from Department of Communications, Climate Action & Environment

Private Sector Investment raised by SDCL



London and Regional Properties— one of the largest private property investment companies in Europe



Church of Ireland
A province of the Anglican Communion

Representative Church Body – investment manager and trustee of the Church of Ireland Pension Fund. RCB has approximately €650m in assets under management, which it invests across equity, fixed income and alternative investment opportunities



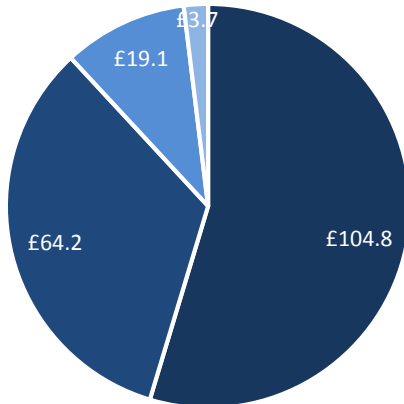
L&P – international consultancy group with offices in Ireland and the UK, focusing on ethical investment products and funds.

Capital committed by sector and by region

£200m of global capital commitments across decentralised generation and energy efficiency sectors

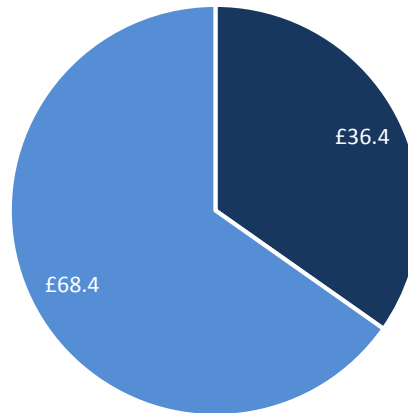
Global commitment by region (£m)

■ UK ■ Ireland ■ USA ■ Asia



UK commitment by sector (£m)

■ Decentralised Generation ■ Energy Efficiency



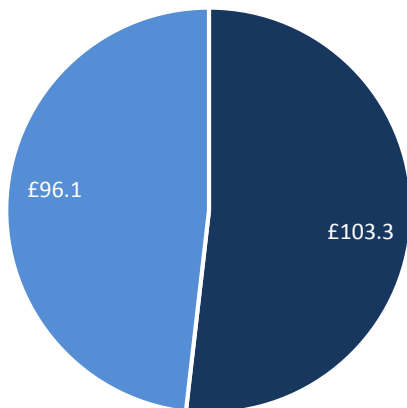
USA commitment by sector (£m)

■ Decentralised Generation



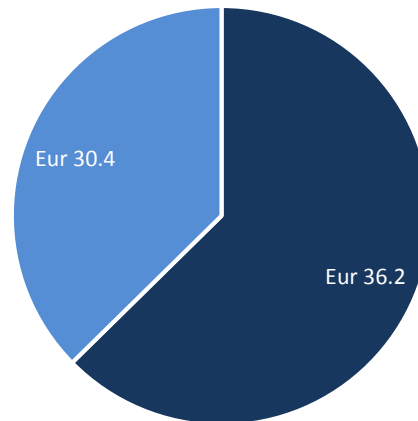
Global commitment by sector (£m)

■ Decentralised Generation ■ Energy Efficiency



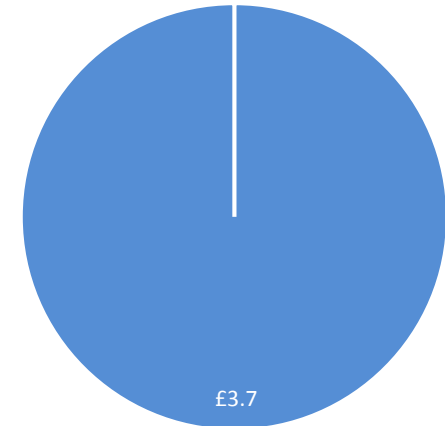
Ireland commitment by sector (Eur)

■ Decentralised Generation ■ Energy Efficiency



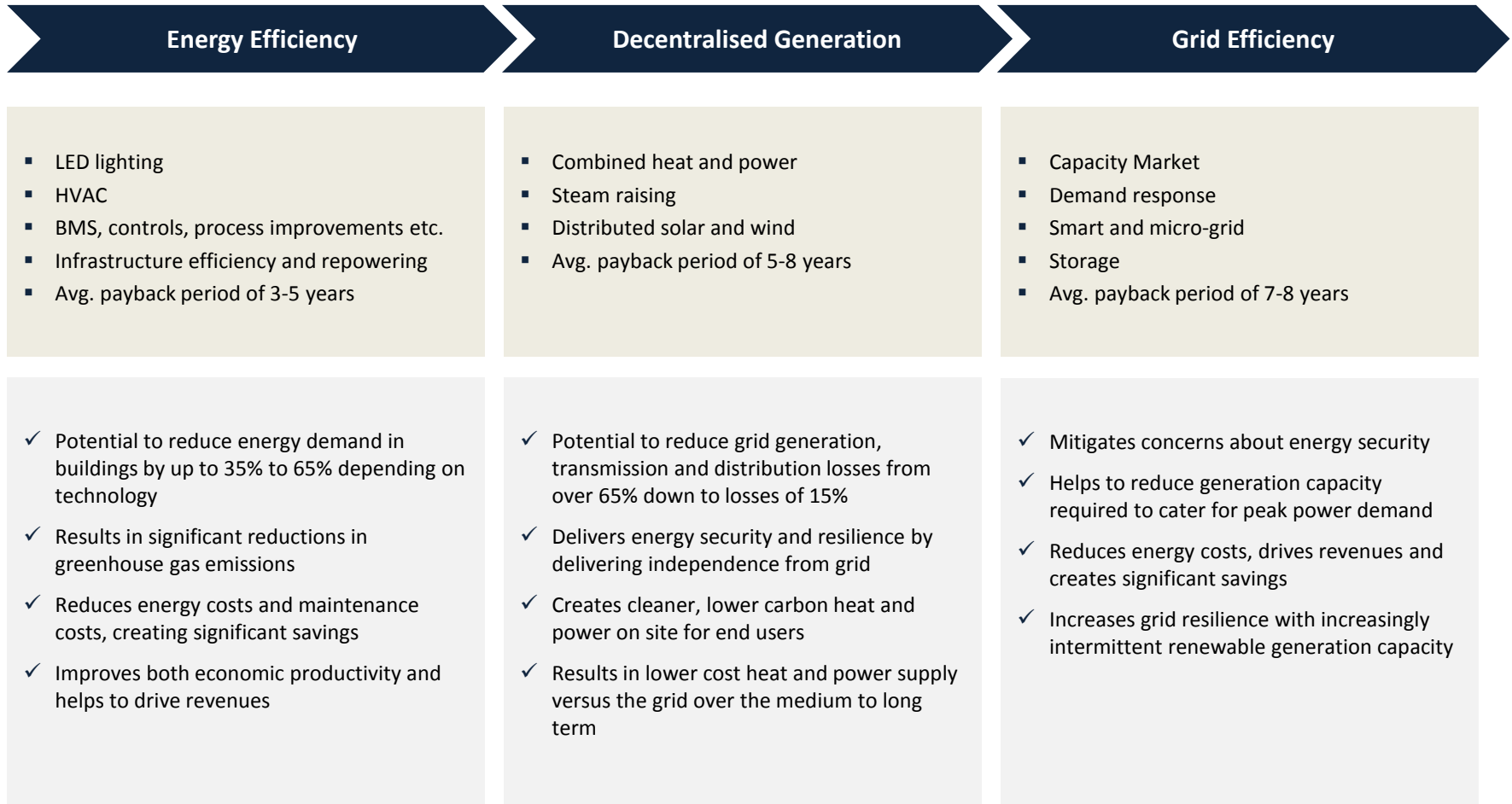
Asia commitment by sector (£m)

■ Energy Efficiency



Investment Strategy

Investment strategy focused on energy efficiency, decentralised generation and grid efficiency



Adding value during project development

We bring together



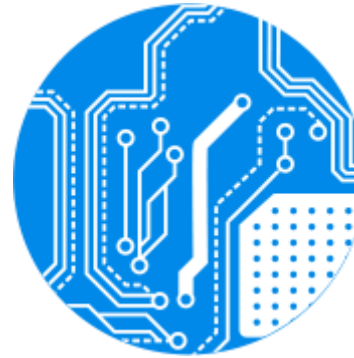
Solution

We deliver complete energy solutions tailor-made for your company's needs so you can start benefiting from energy savings now.



Money

We have the investment capital to eliminate upfront capex requirements for essential upgrades.



Technology

Our pioneering approach uses world class energy efficiency technologies.



Implementation

Our network of technology, energy and project management companies enables us to implement turnkey solutions for your company.

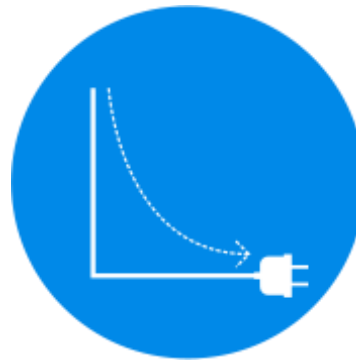
Delivering key outcomes for clients

Which delivers



Regulatory Compliance

We deliver complete energy solutions tailor-made for your company's needs so you can start benefiting from energy savings now.



Energy Savings

We deliver complete energy solutions tailor-made for your company's needs so you can start benefiting from energy savings now.



Infrastructure Improvement

We deliver complete energy solutions tailor-made for your company's needs so you can start benefiting from energy savings now.

Our clients

Current clients



Track Record: Energy Efficiency & Decentralised Generation

UK Portfolio major project experience examples

Santander



90,000 LED lamps over 800 buildings nationwide in the UK

Citibank



Data centre in London
2.8 MW CHP via 2 x GE JMS 420 engine generator packages

St Barts Hospital, London



1.4 MW CHP via single GE JMS 420 engine generator package

Tesco



LED retrofit for 7 retail stores in Republic of Ireland

Moy Park



86x199kW biomass boilers across 86 sites in the UK

Huntsman



Dedicated steam raising plant retrofit in major industrial facility in North of England

NCP



80,000 LED lamps in 259 car parks nationwide in the UK

Kingspan



Off-balance sheet multi-measure energy efficiency retrofit for UK manufacturing facility

Lessons Learned

Development stage

- Need clear proposal on the benefits of the energy efficiency scheme to the Host and the funding proposition
- Better chance of concluding the project if the Host has done some initial assessment of the project or has experienced
- Understanding the need of the Host for the project and its sources of funding
- Decision-making. Need to obtain buy-in at both senior board level and property/sustainable manager
- Involving the technology supplier e.g. GE, at an early stage to understand the technical aspects

Pre-investment

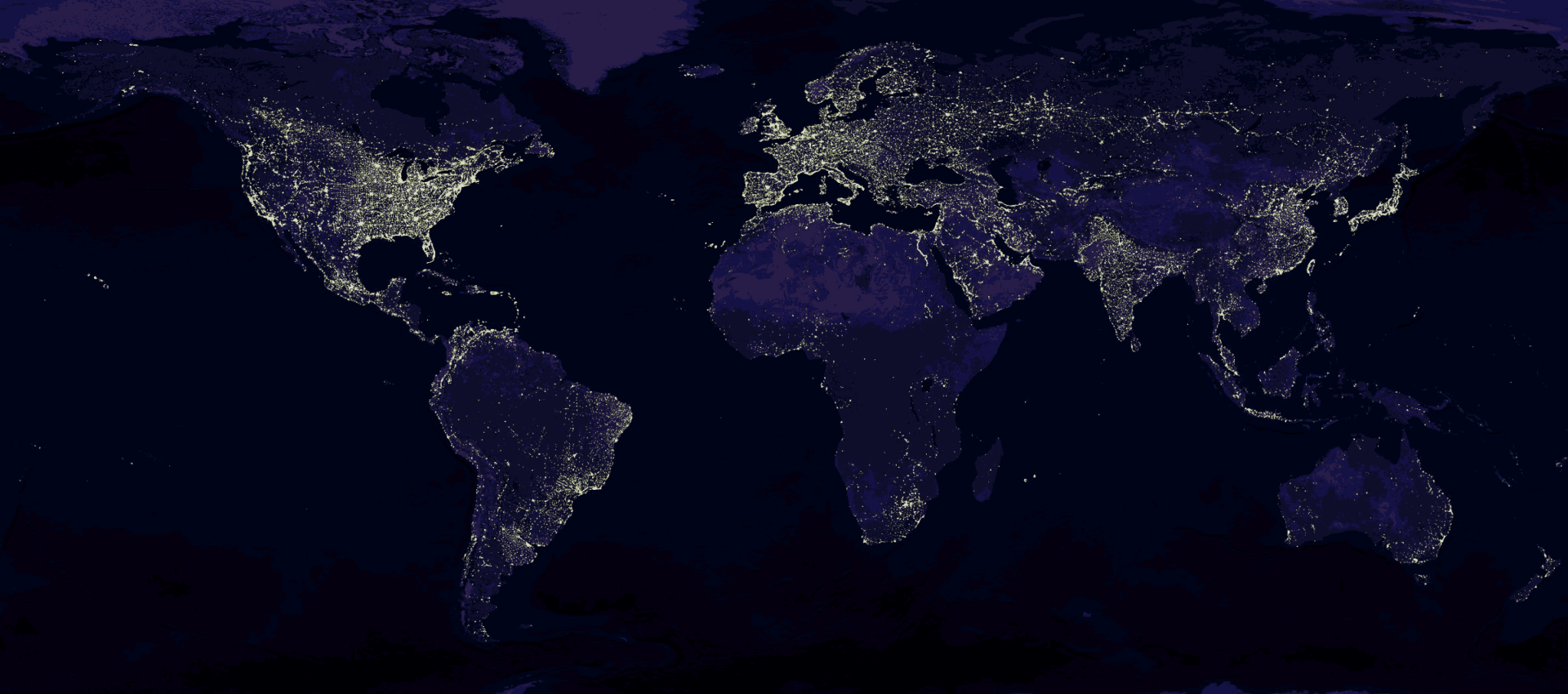
- Commitment from the Host by signing a Project Development Agreement to underwrite third party due diligence costs in case the Host withdraws
- Ensure that contracts are back-to-back so that the project SPV only assumes credit risk
- A full EPC and O&M wrap is a critical to reduce construction and project delivery risk

During construction

- Having an Owners Engineer whose decisions are binding on both the EPC contractor and the client helps to reduce potential disagreements
- Must have weekly oversight of all activities during construction
- Need to be robust in dealing with liquidated damages

During operations

- Need remote monitoring of plants to react when plants may go off-line
- Require monthly reports on operational data
- Need immediate reporting on Health & Safety issues



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