

# Cleantech innovation & strategic capital

**James Sprinz**, Vice President of Strategy, Energy Impact Partners

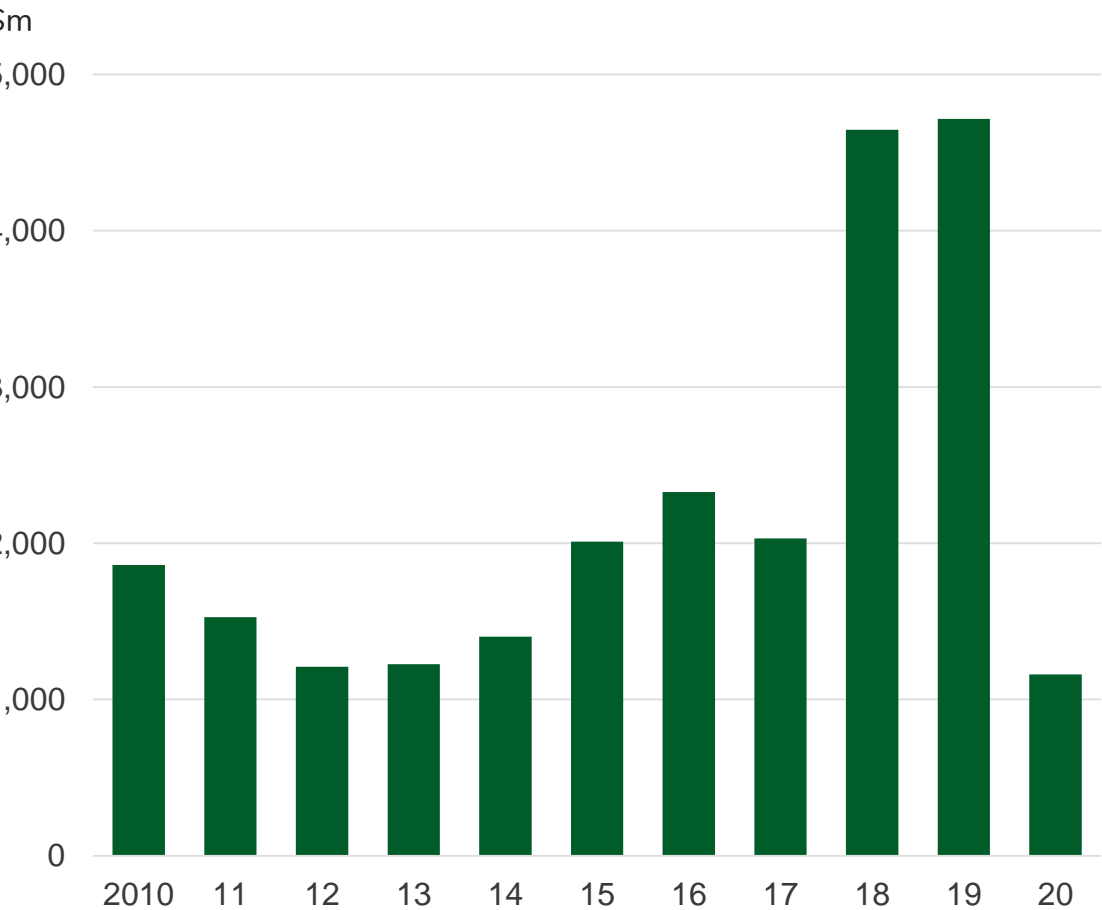
# Disclaimer & confidentiality

The information contained herein is provided to you at your request for informational purposes only and is not to, and may not, be relied on in any manner as legal, tax or investment advice. These materials of Energy Impact Partners (“EIP”) are being provided to certain selected qualified investors in one-on-one presentations and do not constitute an offer to sell or a solicitation of an offer to purchase an interest in any of its funds. Any such offer or solicitation shall be made only pursuant to the definitive documentation for such funds (the “Definitive Documents”). The actual terms of an investment in a fund may be different from the terms set forth in this document, and such differences may be substantial. Nothing contained in this document is, or should be relied upon as, a promise or representation as to the future. THE DEFINITIVE DOCUMENTS DESCRIBE RISKS RELATED TO AN INVESTMENT IN SUCH FUNDS (INCLUDING LOSS OF THE ENTIRE INVESTMENT) AND QUALIFY IN ITS ENTIRETY THE INFORMATION SET FORTH HEREIN. THE DEFINITIVE DOCUMENTS, INCLUDING THE RISK FACTORS AND POTENTIAL CONFLICTS OF INTEREST DESCRIBED THEREIN, SHOULD BE READ CAREFULLY, AND PROSPECTIVE INVESTORS SHOULD MAKE THEIR OWN INVESTIGATION AND EVALUATION OF ALL INFORMATION HEREIN AND THEREIN, PRIOR TO INVESTMENT. The information contained herein should be treated in a confidential manner and may not be reproduced, redistributed or otherwise used in whole or in part for any other purpose. Each person accepting these materials thereby agrees to return them promptly upon request. Certain information contained herein has been obtained from published sources prepared by other parties. While such sources are believed to be reliable, none of EIP, its funds, the funds’ managers, the funds’ investment advisers or their respective affiliates assumes any responsibility for such information or for updating any information herein (the “EIP Team”). No representation, warranty or undertaking, express or implied, is given as to the accuracy or completeness of the information or opinions contained herein. This document contains forward-looking statements and is based on information currently available to the EIP Team. Actual events or results may differ materially and adversely from those expressed or implied by the statements, and actual realized returns on investments may differ materially from the projected returns herein. Any return data presented on a “gross” basis does not reflect any management fees, carried interest, taxes and allocable expenses borne by investors, which in the aggregate may be substantial.

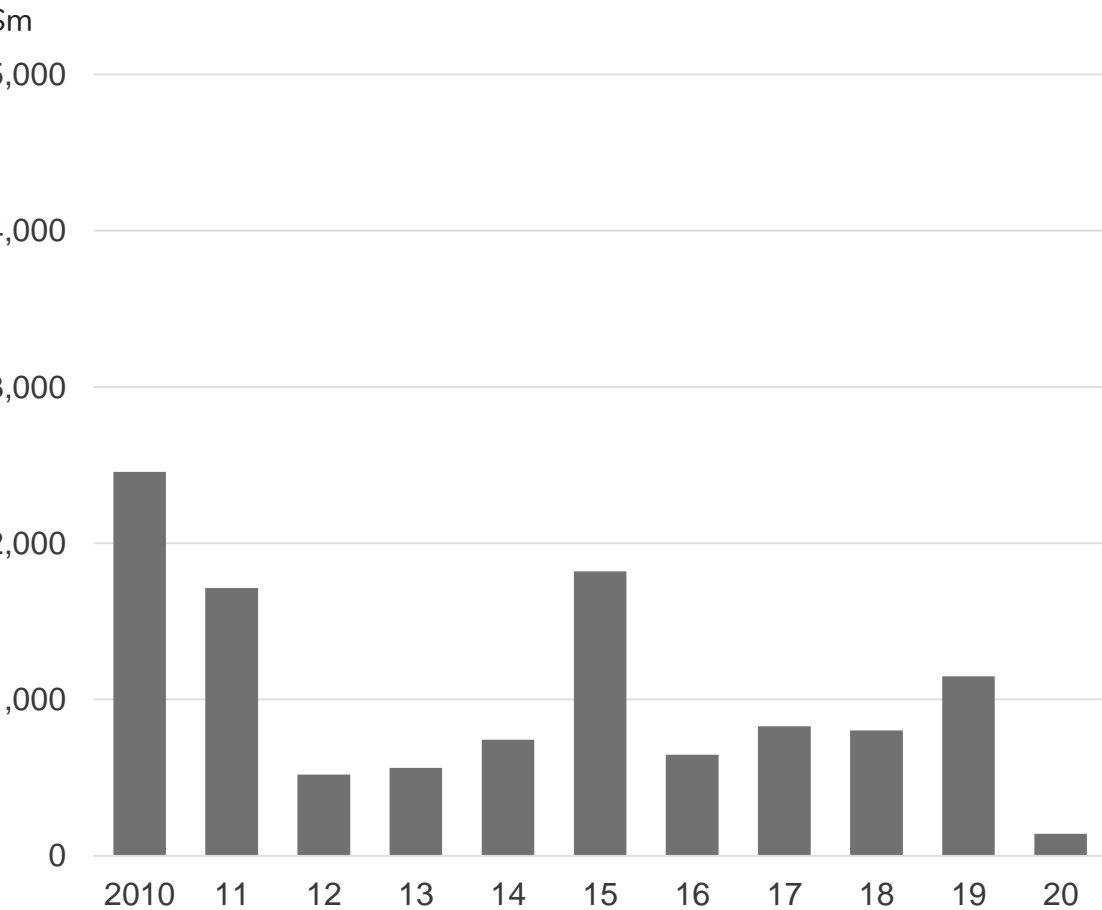
The past performance information of the management team contained herein is not necessarily indicative of future results, and there can be no assurance that the funds will achieve comparable results or that the funds will be able to implement their investment strategies or achieve their investment objectives. Investment track record and other background information presented in this presentation is not comprehensive. In particular, the information set forth in this presentation should not be interpreted as an exhaustive presentation of investments with which selected investment professionals of EIP have been involved, their professional and other accomplishments, or their business experience. Additional information is available upon request. Do not copy or distribute. Proprietary and Confidential.

# Clean energy VC is up, but exits remain challenging

Clean energy VC investment



Clean energy exits

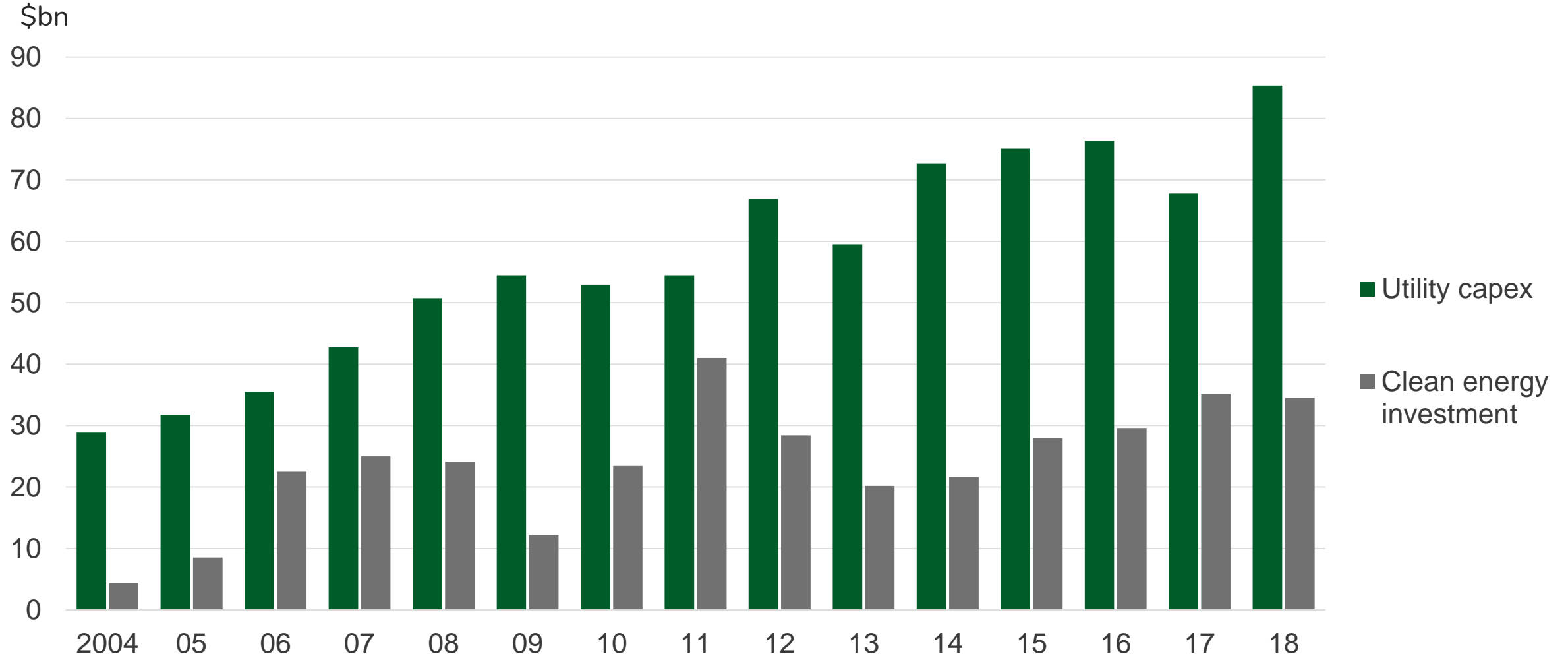


Source: Pitchbook



# Utilities are still the biggest spenders in the power sector

## US utility capex vs renewables asset finance



Source: FERC, BloombergNEF

# Energy Impact Partners: who we are

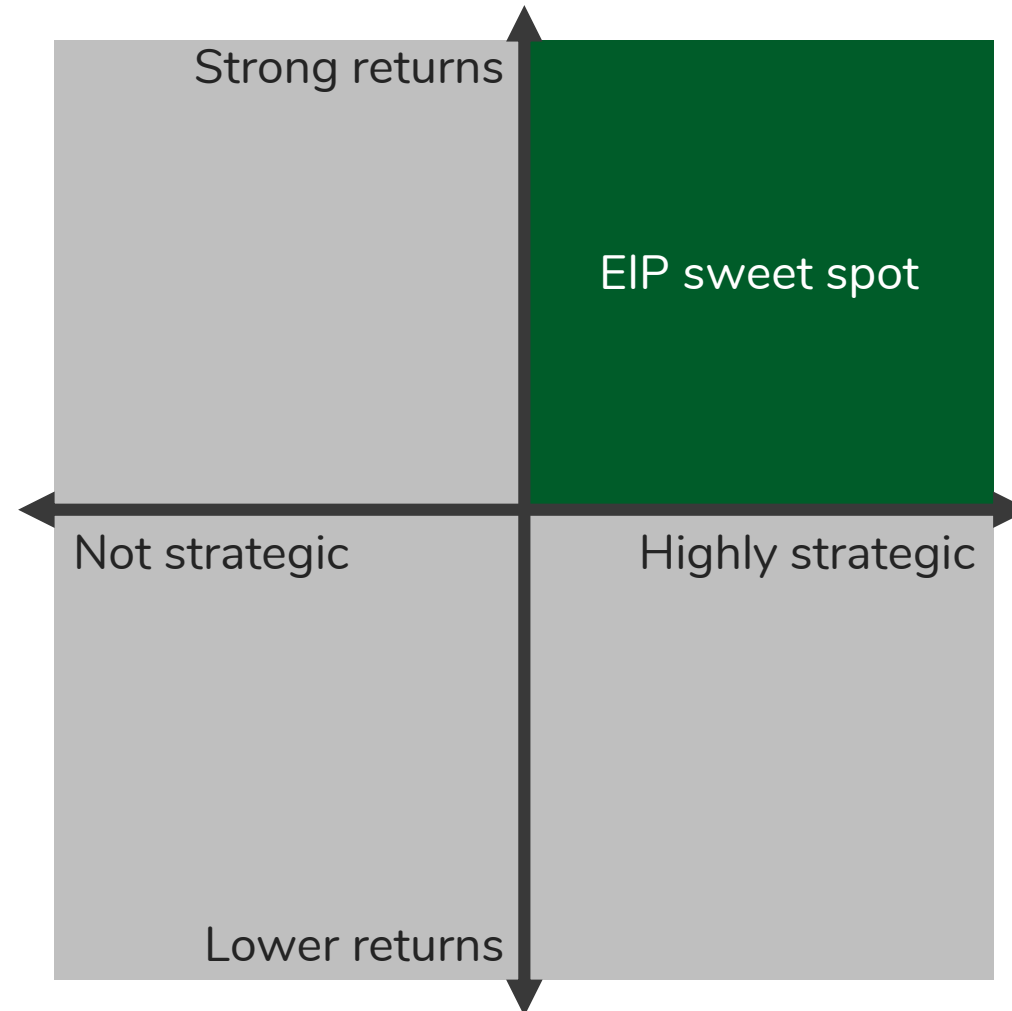


\$1.5bn  
AUM

20+ global  
strategic  
partners

US, UK,  
German  
offices

We invest in compelling companies that have high strategic value to our partners



# EIP's portfolio

## Intelligent Operations



## Customer Engagement



## Distributed Energy Resources



## Mobility



## Smart Cities & Buildings

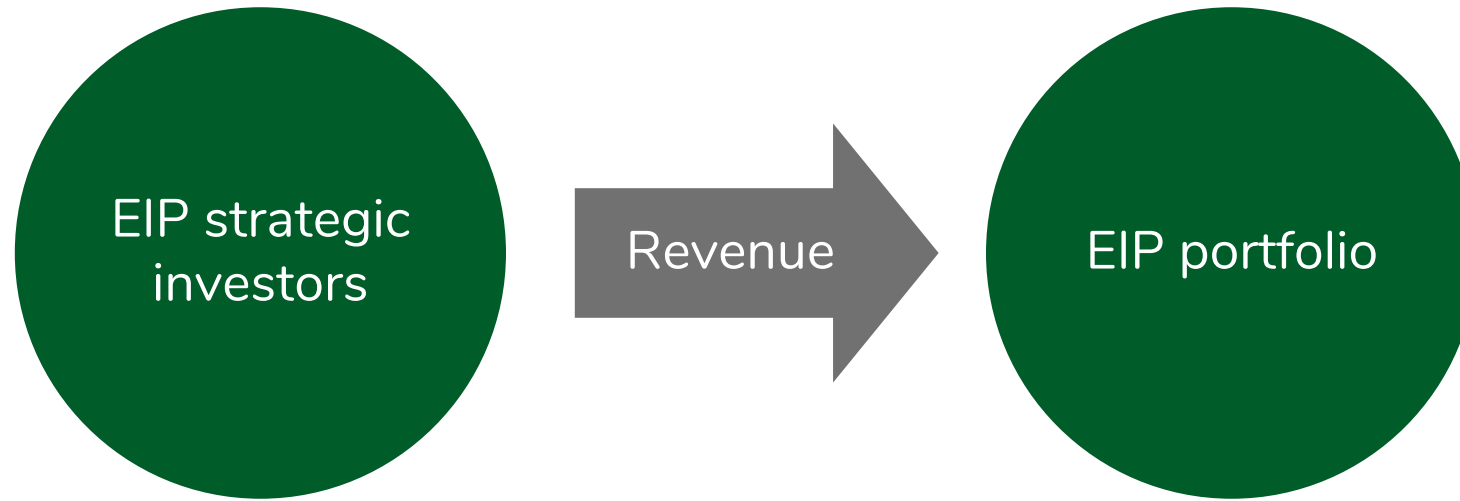


## Cybersecurity



Source: Energy Impact Partners

# Our partners provide significant value to our portfolio





Three themes we're  
focused on

# Three themes we're focused on



New data sources and analytics

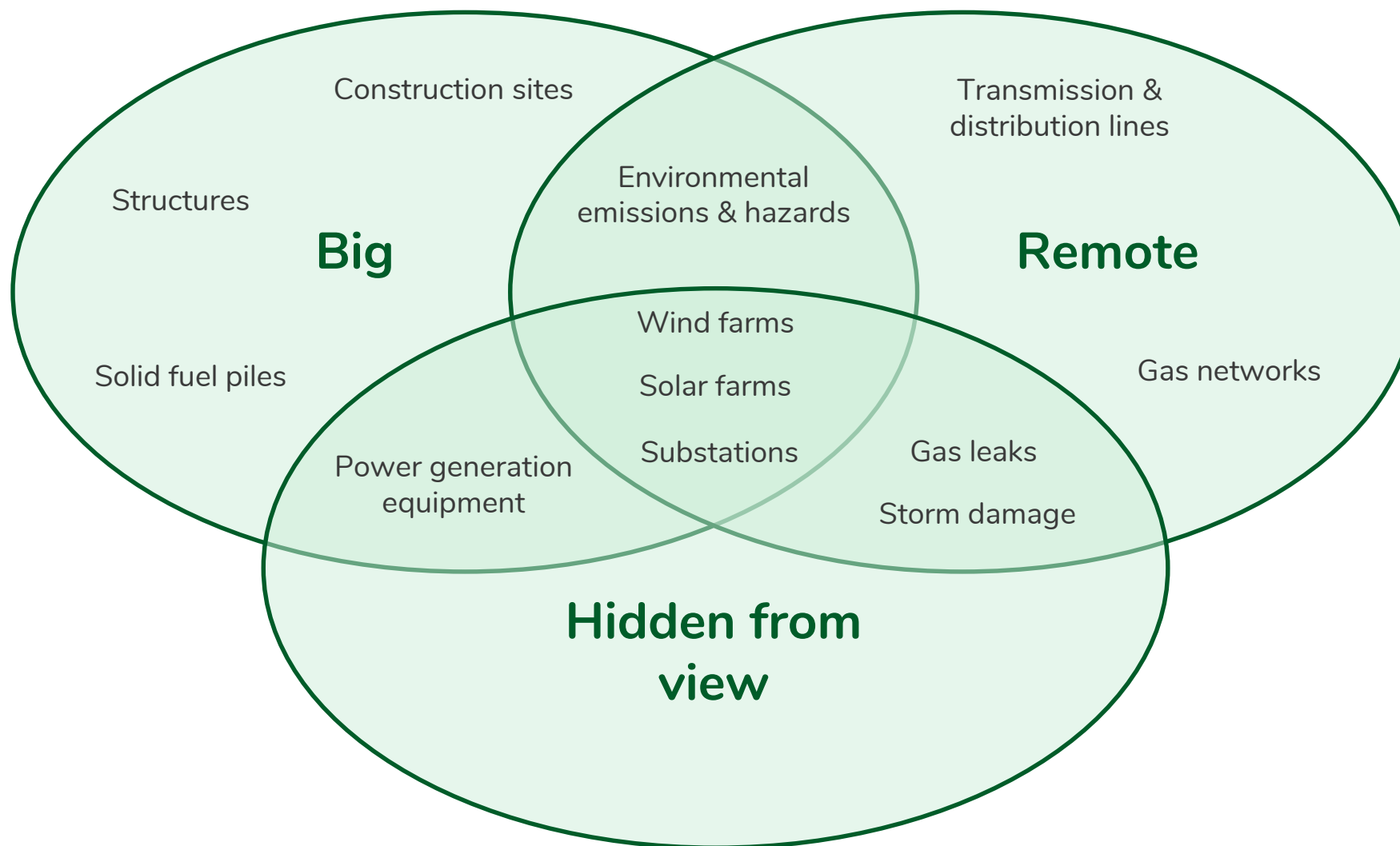


Energy-as-a-service

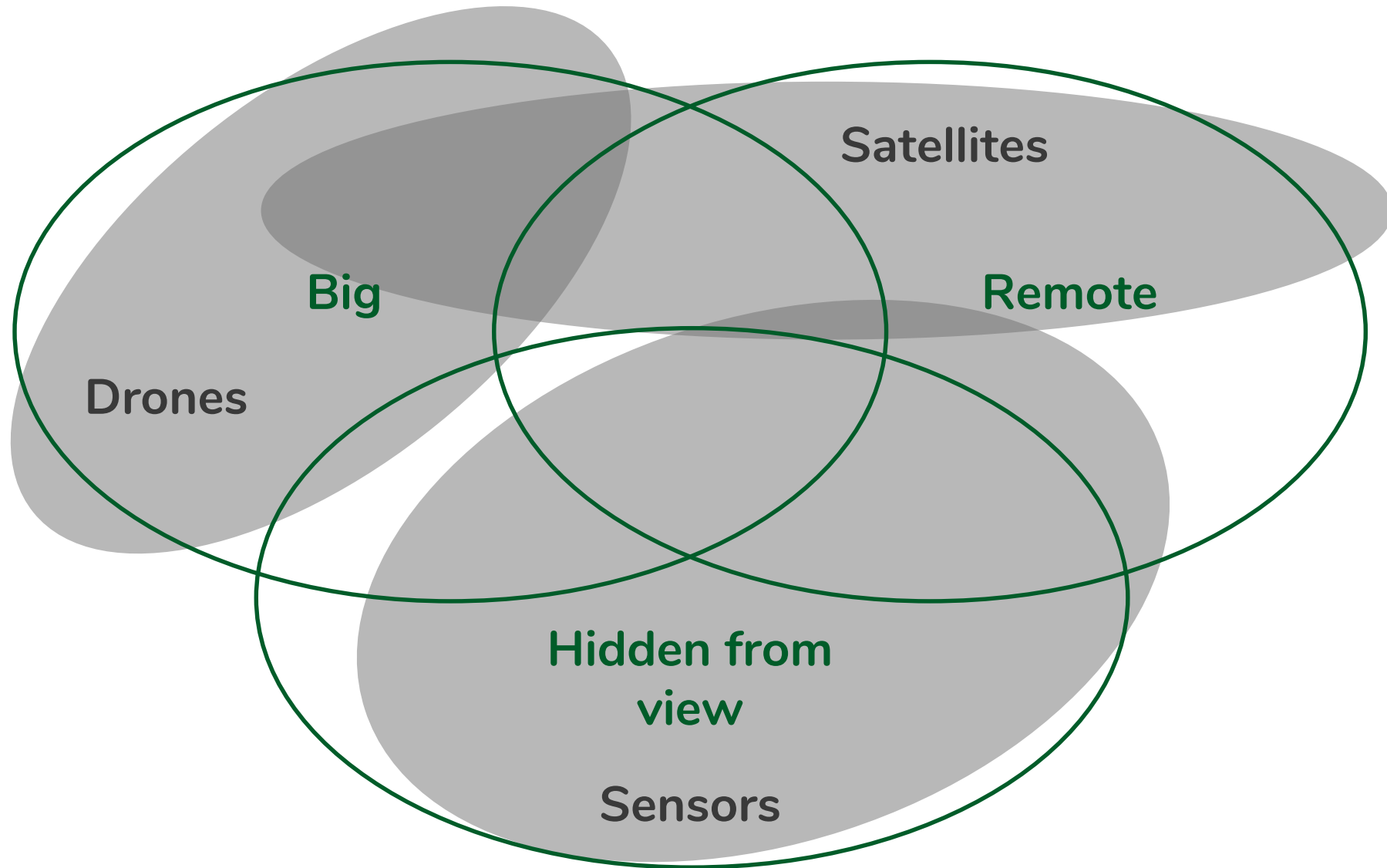


Electric mobility

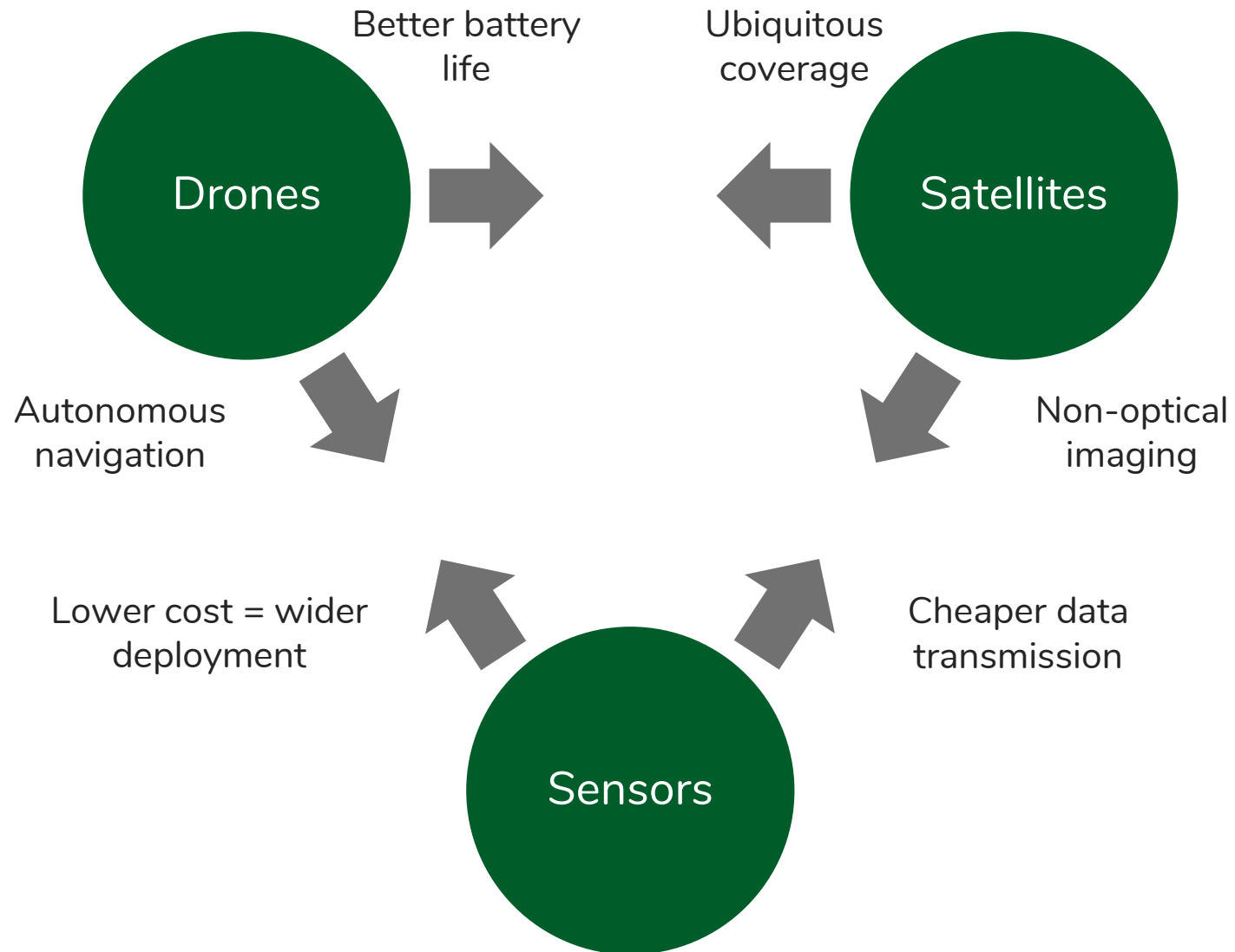
# The utility asset monitoring landscape



# Data sources are suited to different scales and distances

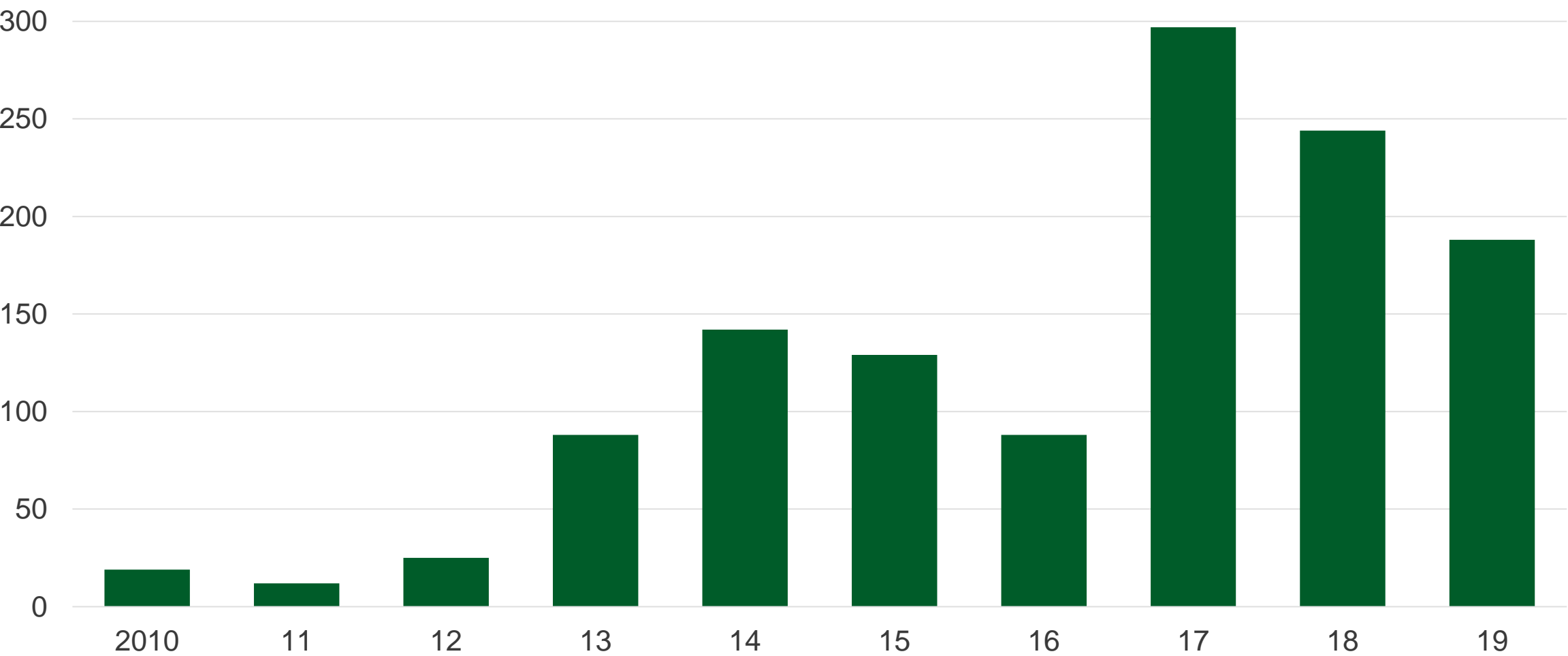


# But these data sources are starting to compete



# And the volume of data keeps on growing

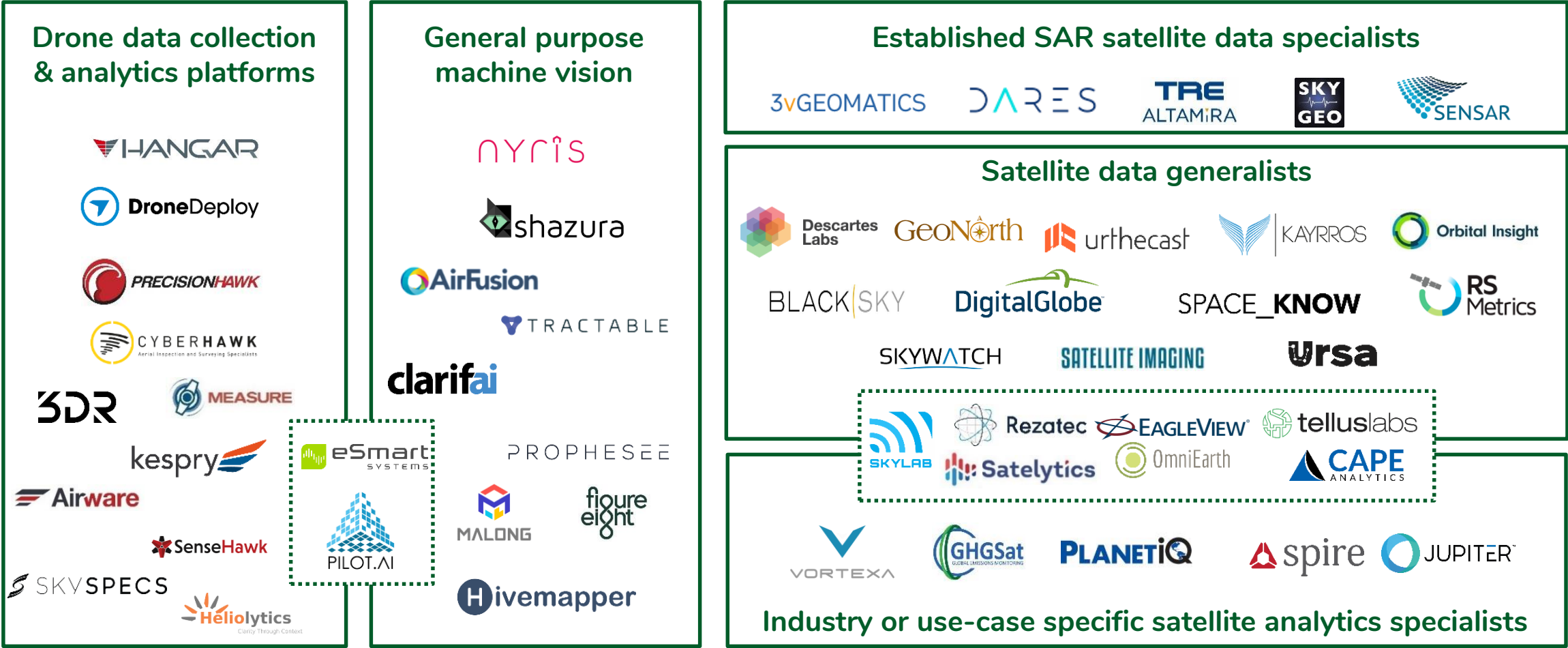
## Nanosatellite launches



Source: Nanosats.eu



# This wealth of new data is overwhelming without machine vision



# Machine learning is becoming commoditised

“

Eventually, pretty much everything will have ML somewhere inside and no-one will care.”

Benedict Evans

”



# To create value, machine learning requires:



Specific use  
cases

Access to  
unique data

Human  
appraisal

Integration  
with existing  
systems

# To create value, machine learning requires:



Specific use  
cases

Transmission line  
inspection

Access to  
unique data

Utility drone imagery

Human  
appraisal

Trained asset  
inspectors

Integration  
with existing  
systems

GIS

# Three themes we're focused on



New data sources and analytics



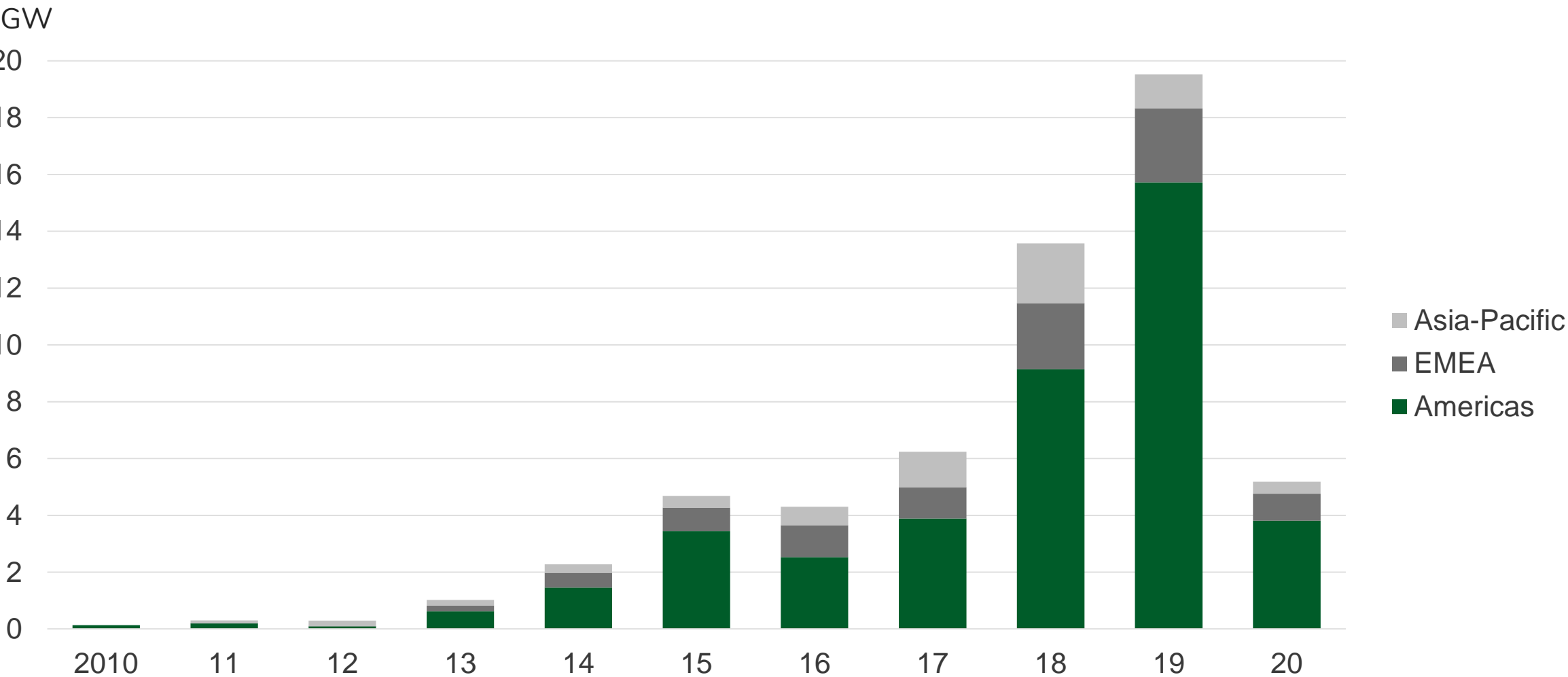
Energy-as-a-service



Electric mobility

# Businesses are looking for new ways to buy energy

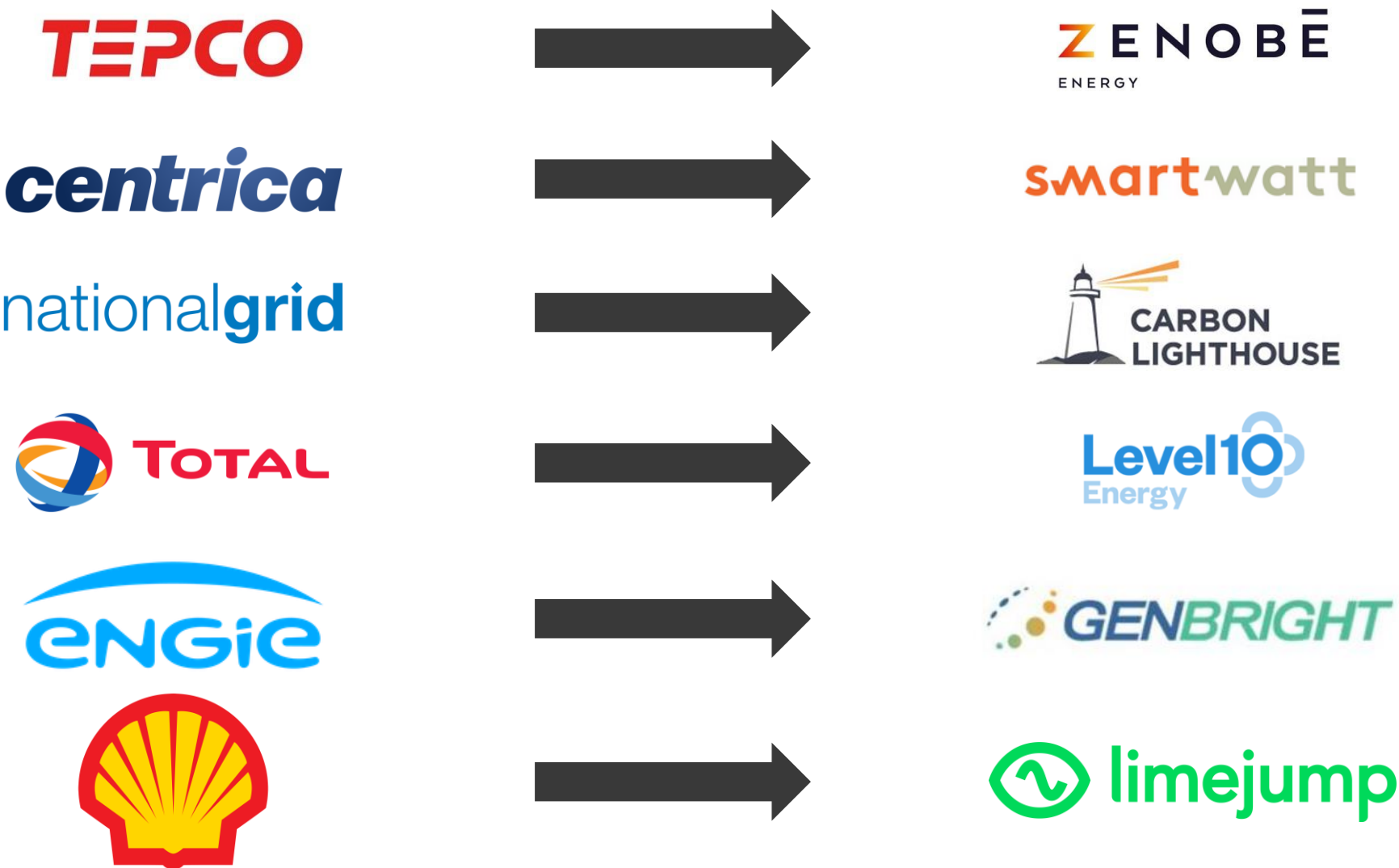
## Global corporate PPA volumes



Source: BloombergNEF. Note: purchases of wind, solar and other renewables.

# And majors are looking for new energy services to sell

Recent B2B energy services strategic investments



# But turning energy into a service is complicated



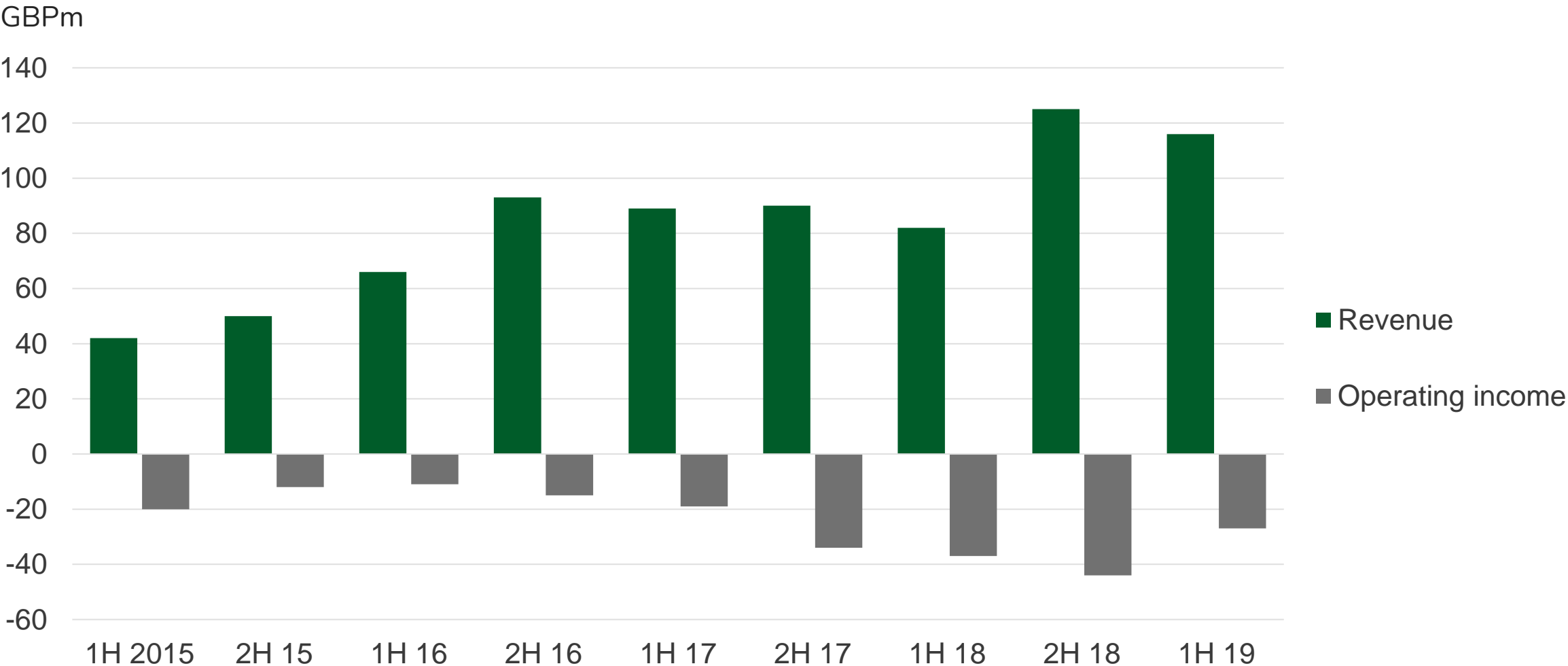
Stakeholder  
management

Multiple types  
of risks

Contracting  
and billing

# Even the major players are struggling

## Centrica Distributed Energy & Power financials



# EIP invested in Sparkfund to simplify the process





# Three themes we're focused on



New data sources and analytics



Energy-as-a-service



Electric mobility

# What will it take for EVs to go mainstream?

1. Lower cost
2. More range
3. Compelling models
4. A better charging experience
5. Higher used-car values



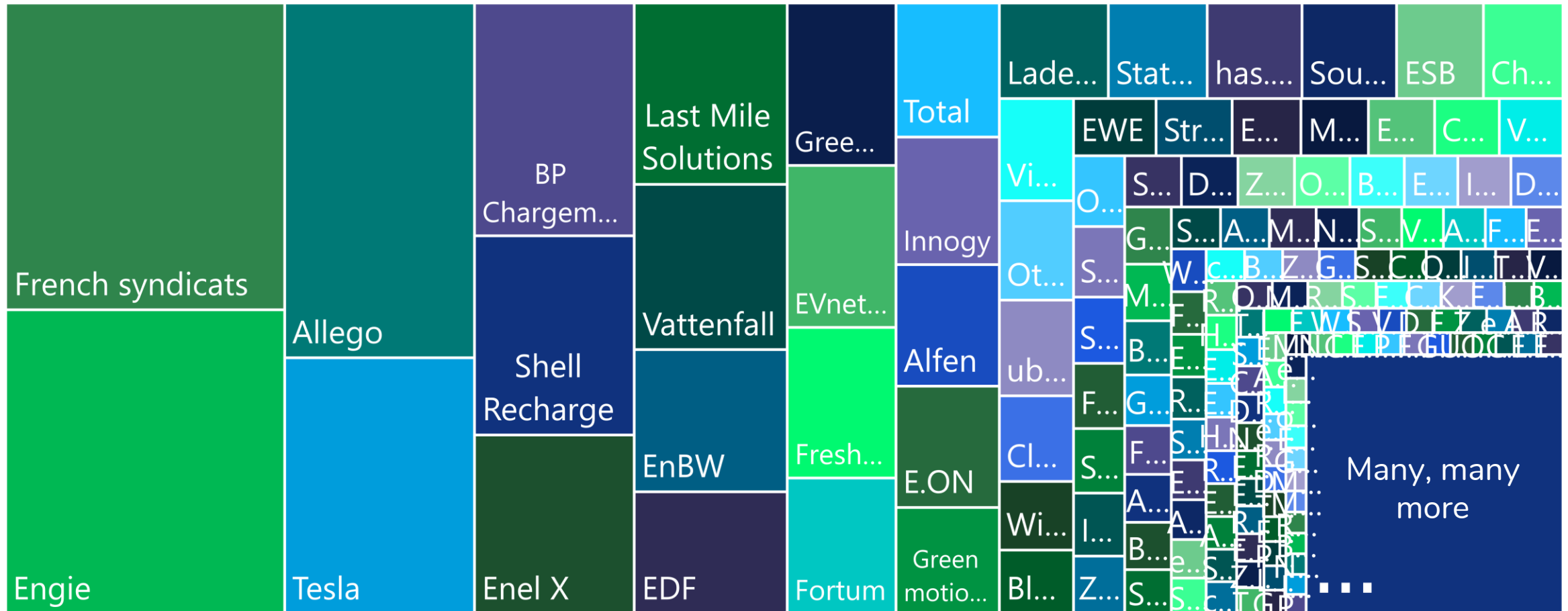
# What will it take for EVs to go mainstream?

1. Lower cost
2. More range
3. Compelling models
4. A better charging experience
5. Higher used-car values



# EV charging: The definition of a fragmented, unattractive market

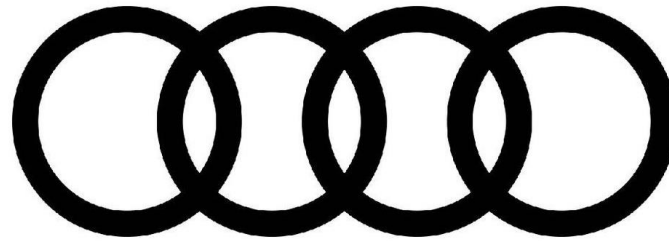
## European charge point operator market share



Source: BloombergNEF

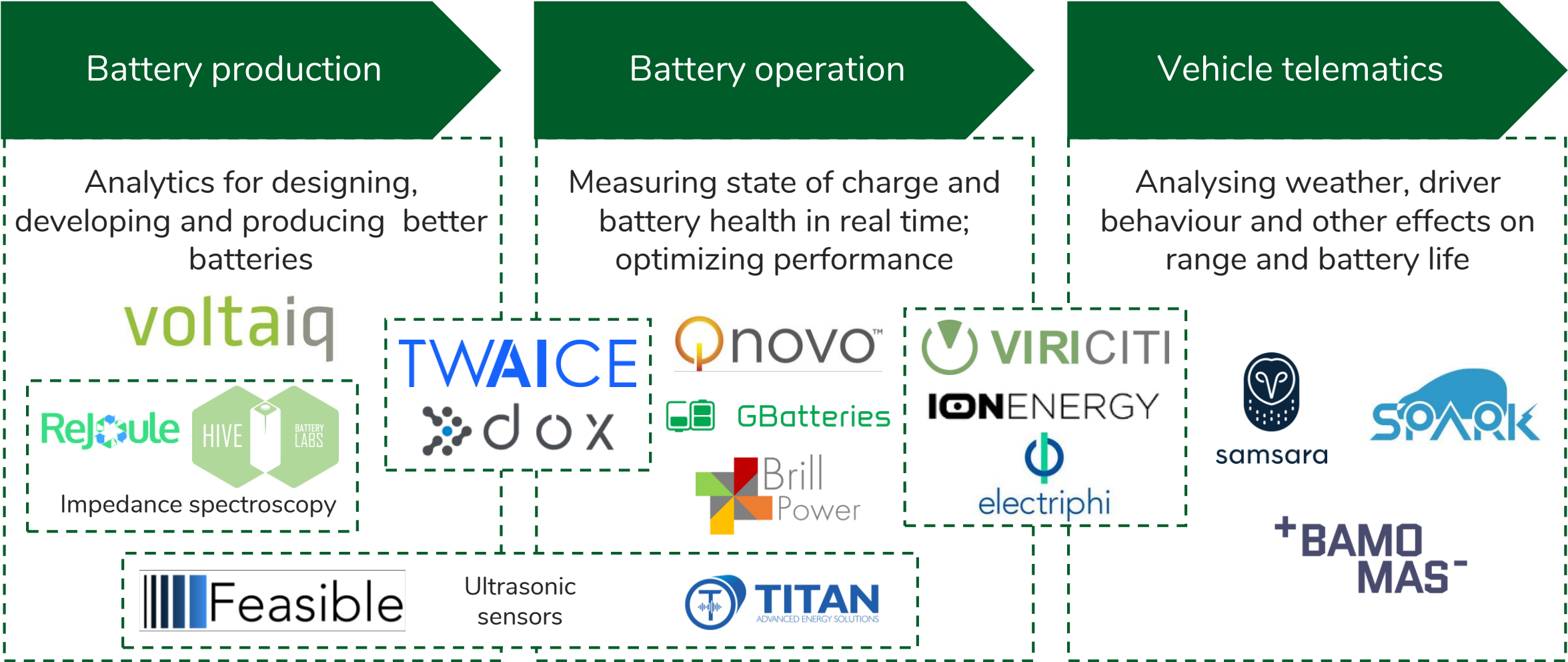
# Ultra-fast charging is coming...but not for the masses

Brands launching +250kW capable vehicles



MASERATI

# Battery analytics software: a partial solution to faster charging, battery degradation and warranties?



Thank you