



SEAF project- Bridging the gap to finance

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Company offering

- Based out of New York and Italy
- **Financial Fund Manager** of Energy Reduction Assets (DR, EE, RES)
- Project Coordinator of the Horizon2020 project SEAF
- Chair of the Smart Energy Demand Coalition (SEDC)



Bridging the Finance Gap

The SEAF Project is funded by the European Commission



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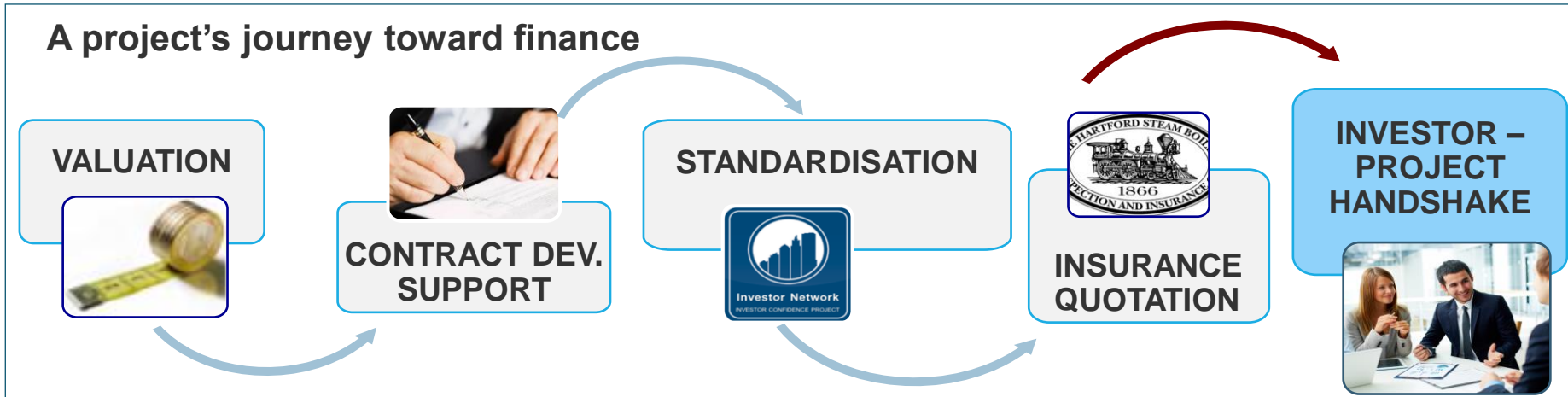
The Journey: *What if ALL projects had access to finance?*

Energy Efficiency Finance. Simplified.

eQuad is a holistic online platform bridging the gap in energy efficiency project finance. We connect investors with project developers and their projects.

Including projects of under €100.000

A project's journey toward finance



eQuad Investor Community

eQuad Investor Network – representing over €1.2 billion in available project finance



How we work with investors

- Relationships with investors based on trust
- Lots of research into funds, setting meetings and follow up
 - Hands on work with 28 funds to date
 - €122 million in pipeline (due diligence NOT yet performed t)
- eQuad's main support for investors:
 - Lowered project processing fees
 - Access to performance insurance
 - Vetted, viable opportunities
 - Support developing standardized contracts for eQuad users

Repeated Requirements Across Funds

- Strong project pipeline
- Low payback time (3-7 years depending on technology type).
 - Longer payback time may be accepted for larger projects with higher returns (in the millions)
- Credit worthiness of end-client
- Robustness of the project design
- Performance/technical risk backed by third party
- Project investment is part of ESCO's core growth strategy

Case studies: Successful project types

Country France
Structure EPC

Consumer Industrial

Technology HVAC, water heating, improved equipment processes

Portfolio size € 2m

Project size € 500,000 k

IRR 14%

Payback time 4 years



Country Italy

Structure EPC

Consumer Residential (apartments)

Technology Boiler, thermostatic valves

Portfolio size € 1m

Project size € 45-55 k

IRR 15.5%

Payback time 3.5 years



Country Italy

Structure EPC, debt

Consumer Public

Technology Lighting, chiller

Portfolio size €1,2 m

Project size € 300-400 k

IRR 14.3%

Payback time 6 years

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*This presentation reflects only the author's view.
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Thank you!

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