



Green is GREAT Pavilion at the United Nations Conference on Climate Change COP22

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OUTLINE

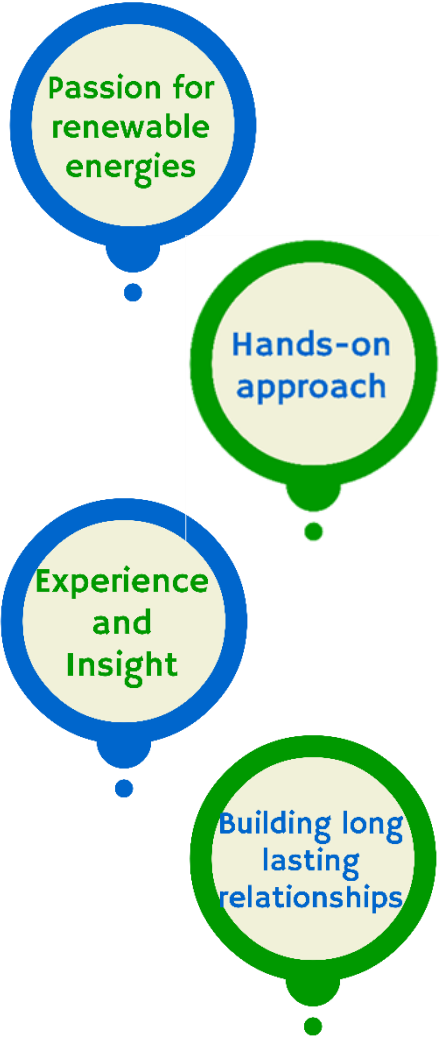
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About us



Who we are



Passion for
renewable
energies

Hands-on
approach

Experience
and
Insight

Building long
lasting
relationships

Project development company and advisory boutique firm specialised in renewable energy projects in emerging markets

Dedicated to carrying out project development in Africa and the Middle East

Been present in Maghreb since 2013

Been developing solar PV projects as well as rooftop and hybrid solutions on our own or with local/international partners

Management team background



Education

- London School of Economics
- King's College London
- Imperial College London
- University of Cambridge
- NYU Stern



Professional experience

- General Electric
- Linklaters
- Orrick Herrington & Sutcliffe
- Doosan
- Mitsui
- Jacobs Engineering
- PwC and Ernst Young



Skills

- Lawyers
- Accountants
- Bankers
- Developers
- Engineers



Knowledge of markets

Team coming from EU, Maghreb and Sub-Saharan African and speaks several languages French, Portuguese, Arabic, English



Hands-on Actual Experience

Team has combined multi-GW experience in renewables (wind, solar, hydro) across advisory, development, investing, construction and operations



Experience handling investments

- \$200m Africa Agribusiness Fund
- \$45m Social Housing Fund
- \$50m Development Capital
- \$100m+ Private Equity deals



Board members of

- Commonwealth Development Corporation of the UK
- Copperbelt Energy Cooperation Plc.
- Algeria British Business Council
- London School of Economics Lawyer Alumni Group
- EOS Consulting Spa
- InfraCo
- AgDevCo
- Phatisa



International speakers

- Presentation at
- InterSolar Europe in Munich
 - MENASOL in Dubai
 - Solar and Off-Grid Renewables Africa in Ghana
 - Chatham House in the UK
 - UK-Algeria Investment Forum in Algeria
 - EU Sustainable Energy Week in Brussels
 - Imperial Business School

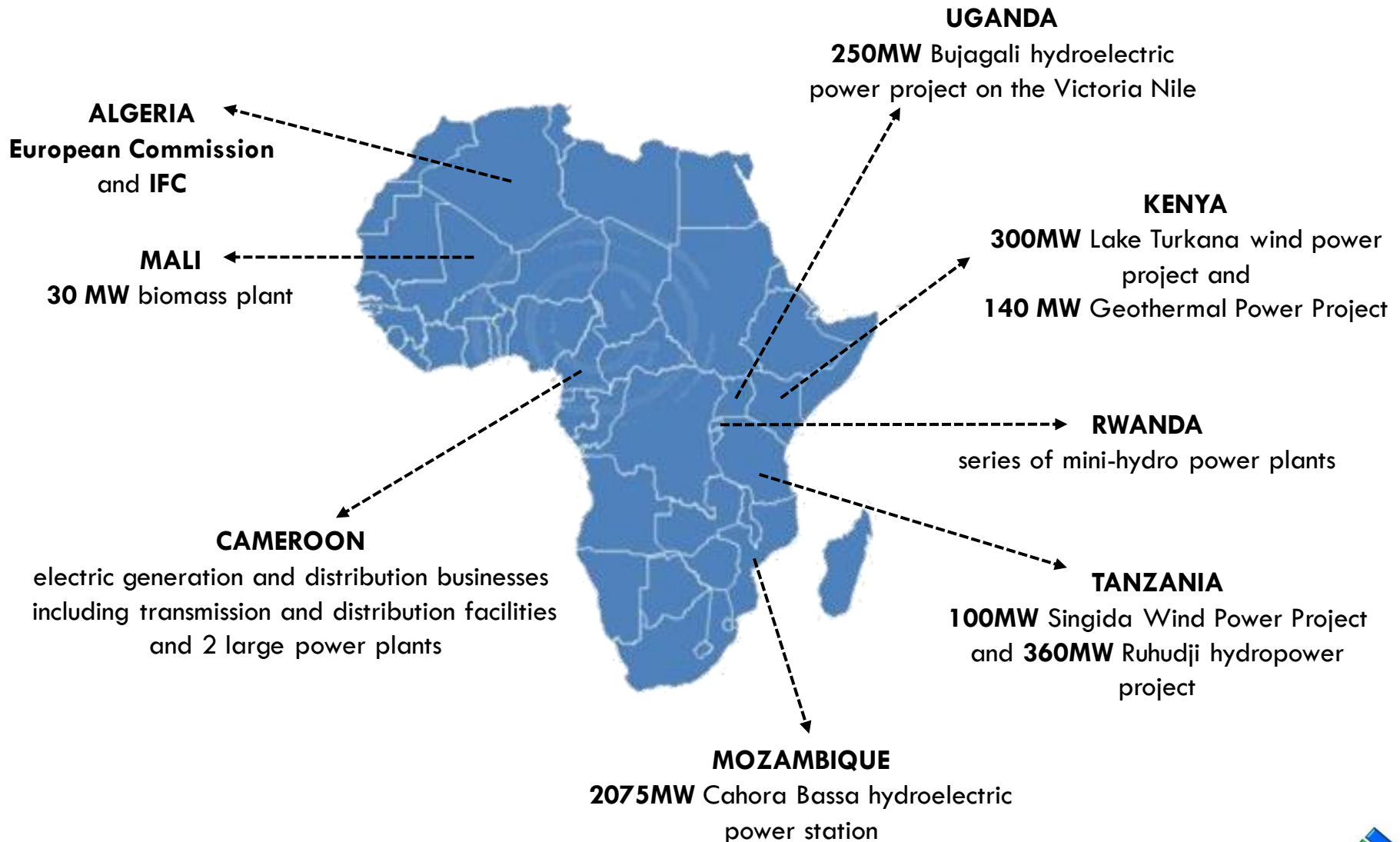


Media coverage

- Who's Who in MENAT 2016



Management team experience



What we do



Our expertise



Advisory

- Origination of renewable energy investment opportunities; and
- Market entry strategy into new renewable sectors and/or new countries.



Project development

- Feasibility studies
- Site assessment and site ranking
- Regulatory permitting
- Engineering
- Economic & financial assessment



Deal execution

- Management of the deal team /external advisors;
- Due diligence analysis and coordination;
- Structuring and negotiation of acquisition (e.g. SPA) /project contracts
- Negotiation of the construction contracts (EPC);
- Negotiation of the operations contracts (O&M).



Post-investment support

Supervision of the construction management until commercial operations date

A sample of this activity around the world

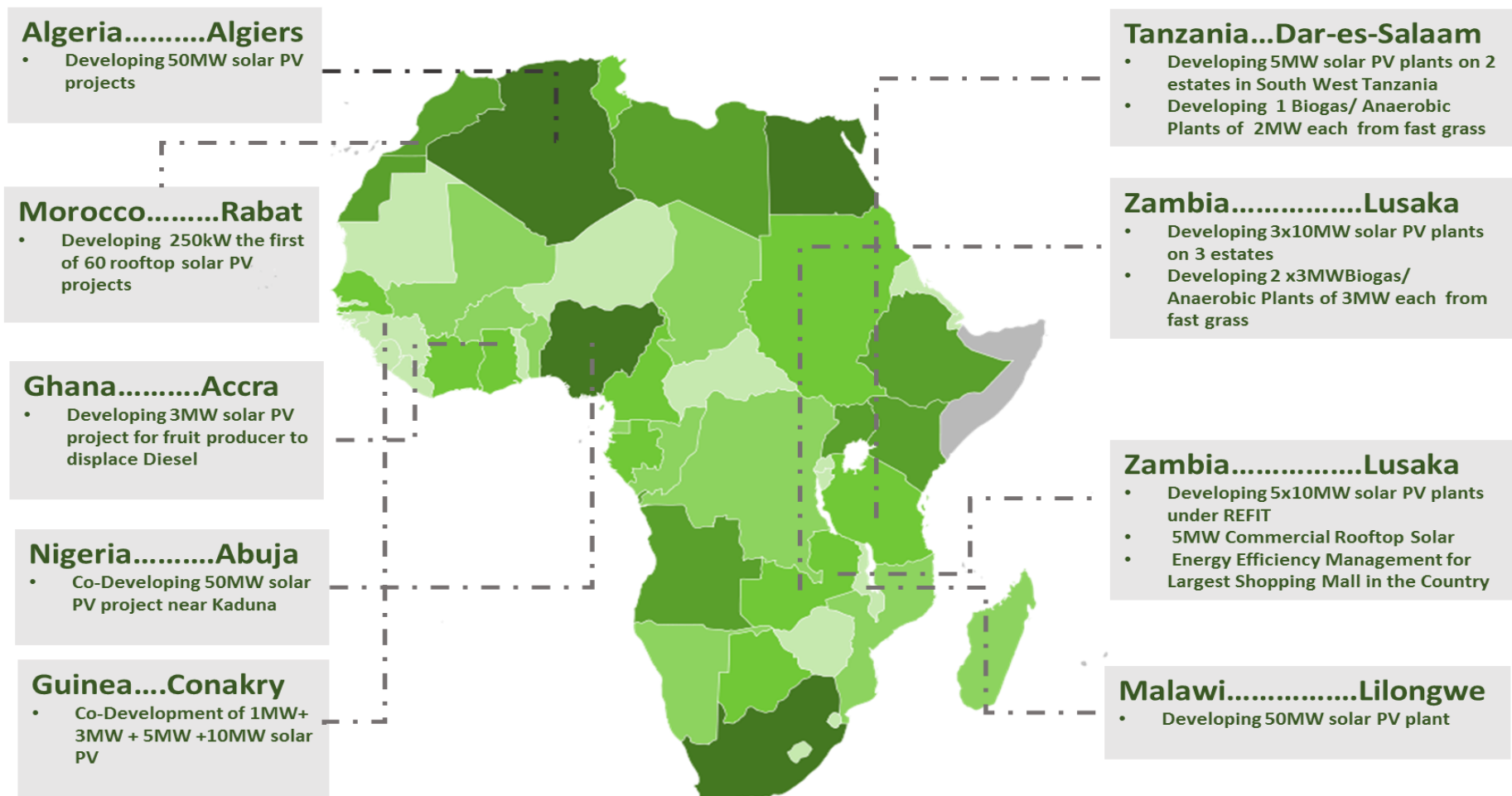
PROJECT DEVELOPMENT:

- In the process of developing large scale ground-mount solar PV project in Algeria, Ghana, Nigeria and Zambia
- Also installing large scale rooftop solar and hybrid solutions in North and West Africa

ADVISORY:

- Advising a Burkinabese group for the development of a multi-MW PV project in Burkina Faso
- Helping a Saudi conglomerate in opening a solar business unit within their group
- Assisting a Jordanian entrepreneur in pursuing solar PV opportunities in Jordan and Qatar
- Overseeing a proposal for a major Chinese manufacturer to produce solar panels in JV in the Maghreb





Context for renewable energy development in Morocco



Context

- Important solar/wind potential
- Decreasing cost of renewables
- Dependant on oil and gas imports
- Environmental issues and sustainable development

Challenges

- Development of alternative energy sources
- Development of a renewable energy industry
- Diversification of the national economy
- Becoming an actor in the world market of renewable energy

C&I sector



Rooftop and hybrid solutions: Benefits

The benefits are :

- Internal consumption of electricity generated, cutting electricity bills
- Solar is a cheaper source of energy than grid and/or diesel gensets
- Greener credentials due to reducing carbon footprint
- Reliable and stable - No interruption to building/factory use
- Produce power in an ethical and environmentally sustainable manner

Extras:

- revenue generation “making money from renting roofs”
- 10 year yield guarantee and a 10 year installation warranty



Need for integrated power solution

Potential Power Issues in Morocco:	RnE proposition:
High energy import dependency	Self generation of electricity
Subsidies on fuel heavily burden the national budget	Reduction of reliance on grid
State-utility (ONEE) is in a difficult economic situation meaning challenges electricity production	Reliable, sustainable, “clean” power supply
Cost of power set to rise with oil price recovery and progressive removal of subsidies	Supplementary power to accommodate business growth
	Fix and predict cost of long term power thus hedging any price hikes

RnE operates 3 models

➡ **OPTION 1: Power Purchase Agreement (PPA)**

- Client buys power under a PPA model over 15/20 years
- Client signs PPA with RnE
- No down payment required

➡ **OPTION 2: Lease**

- Client rents the solar system solution for 10 years
- Client pays 15% deposit

➡ **OPTION 3 : Turnkey**

- Bank financing to be used to buy system
- Financing can be a mezzanine or debt funding at Corporate or SPV level

Our projects





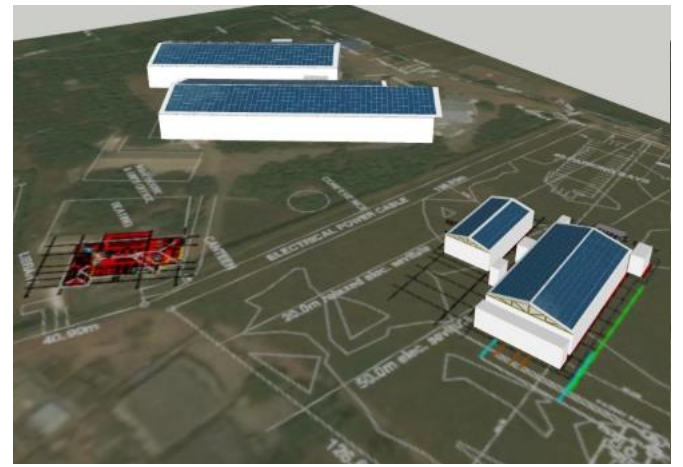
Developing, financing and installing large scale rooftop solar and hybrid solutions in North and West Africa. Recent examples include:



250 kW in Morocco



1MW in Ghana



Conclusion



RnE benefits

➡ **An integrated power solution provides**

- Energy independence and energy security
- Significant Long Term Cost Savings
- Clean, reliable and stable power

➡ **Export best practices to new markets**

- International team
- Dedicated support from head office in London
- Establish good local contacts & competencies
- Maintain quality standards



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Your renewable energy partner in the Middle East and Africa