

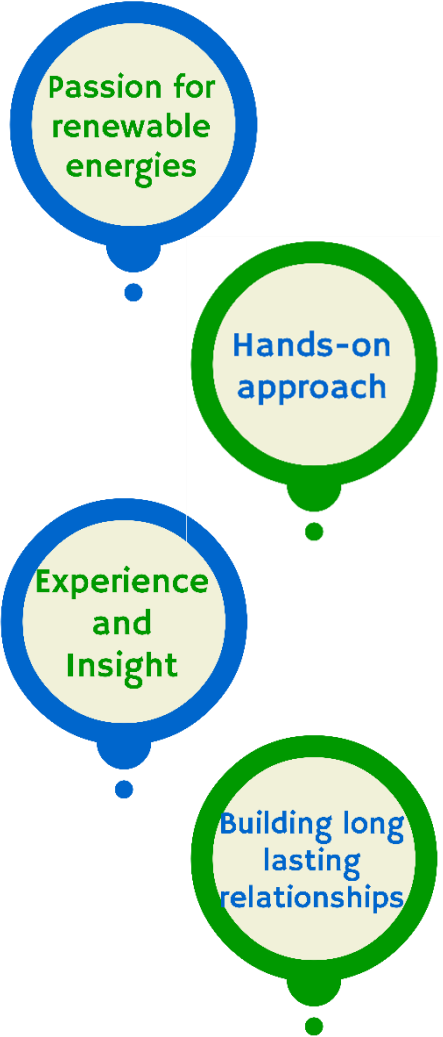
RENEWABLE ENERGY PARTNER

Presentation of our activities in Morocco

2017



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 power solutions on or off grid for commercial and industrial clients

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

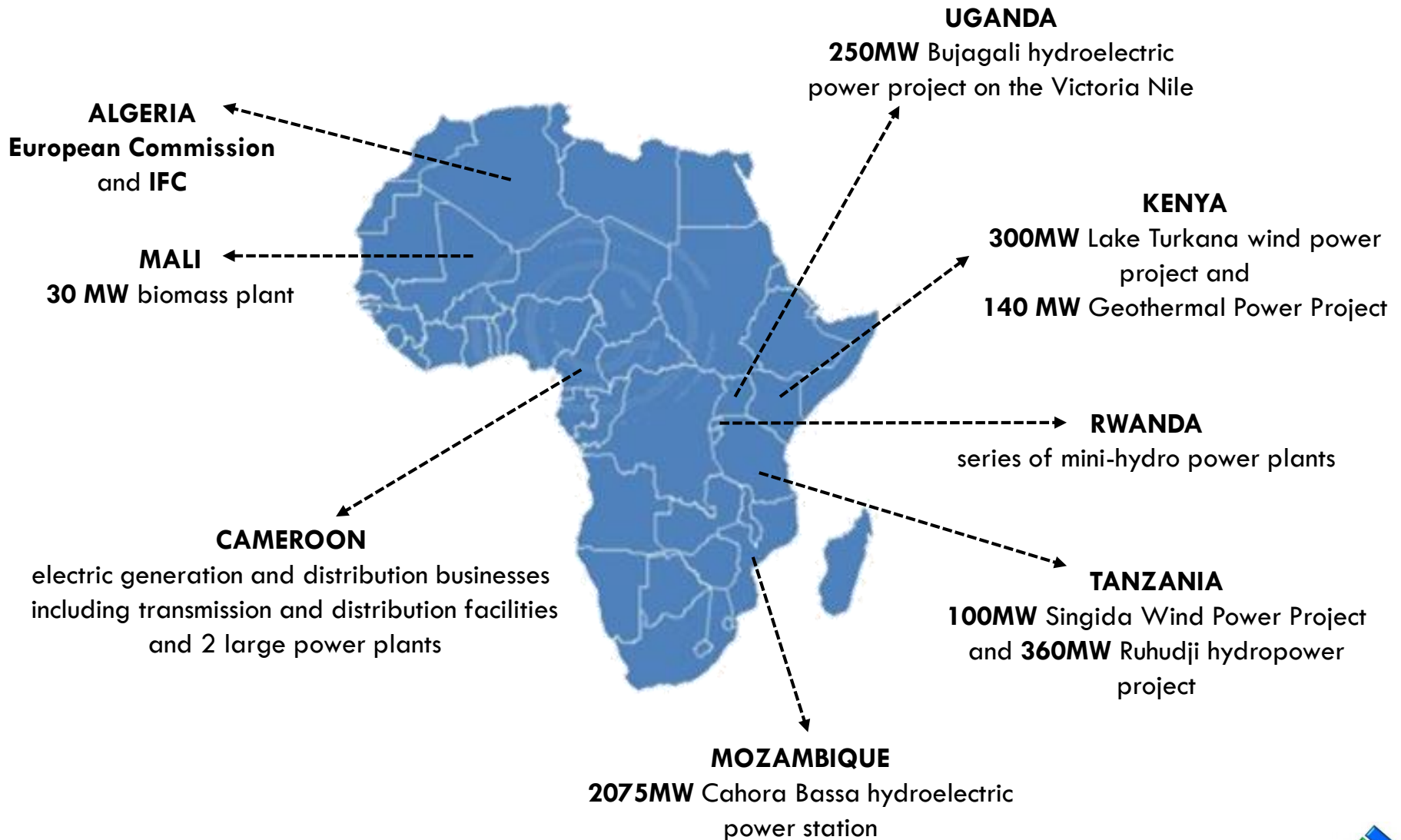


Media coverage

- Who's Who in MENAT 2016



Management team previous experience



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

Need for integrated power solution

Issues in Morocco:	RnE proposition in Morocco:
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 against any price hikes



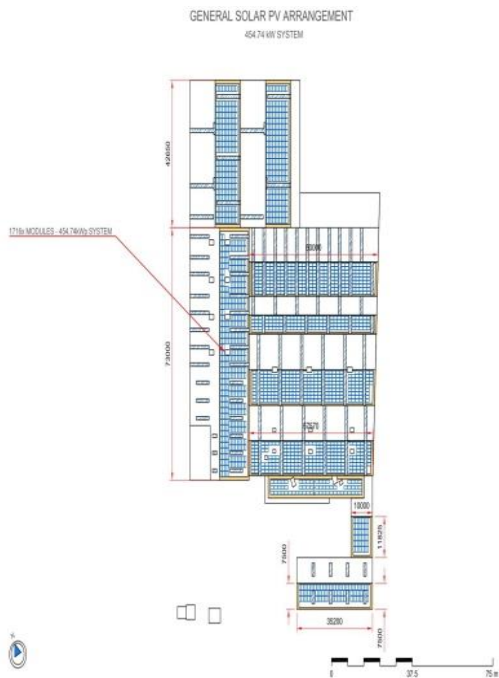
Our solution in Morocco



Developing, financing and installing large scale rooftop solar, groundmount and/or hybrid solutions for commercial and industrial clients



Recent example includes **250 kW** in Agadir (ongoing)



The benefits

- 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



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 10/15% deposit

➔ **OPTION 3 : Turnkey**

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



CONTACT

Renewable Energy Partner Morocco

representative office

Souissi,

Rabat

[http://rnepartner.com/
contact@rnepartner.com](http://rnepartner.com/contact@rnepartner.com)



Your renewable energy partner in the Middle East and Africa

