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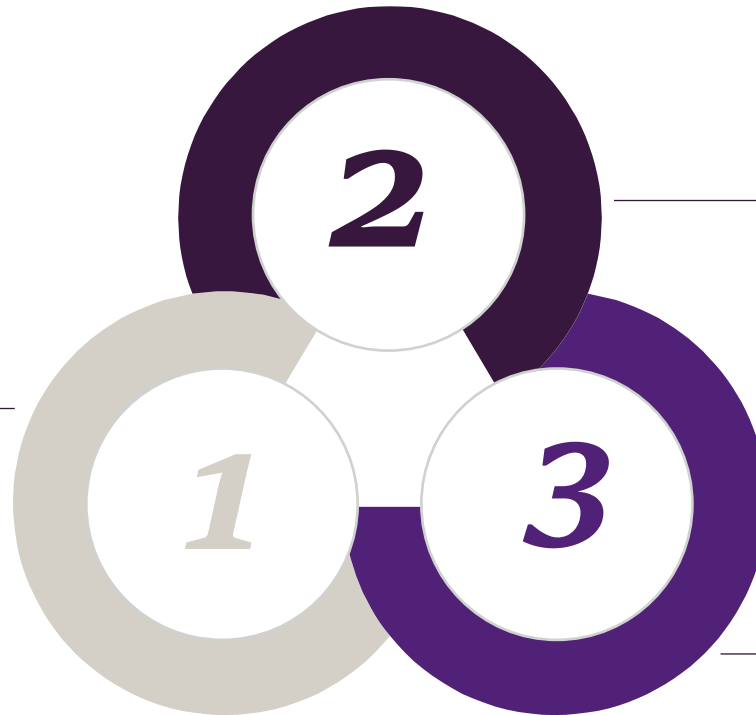
## *Financing of Heat Pump Installation*

# *Initial situation heat pump financing*

Building owners must install heat pumps

➤ **High financing requirements**

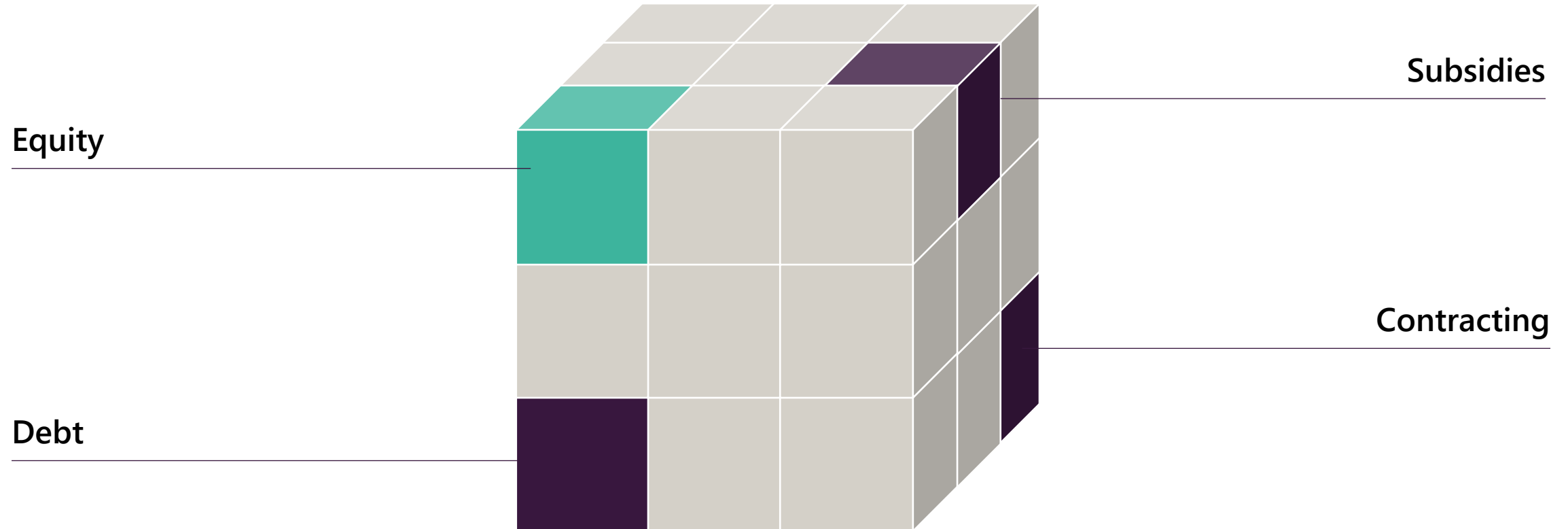
- Equity often too scarce
- Debt capital may be difficult



Institutional investors are interested in financing

Energy transition offers new business areas such as leasing or contracting models

# *Funding Options for Heat Pumps*



# Project Selection Process renewable energy

Approx. 300 potential renewable energy projects considered per year by the investment team

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**Sourcing**

**Indicative Offer**

Approx. 100 indicative offers submitted

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Exclusivity granted for approx. 15 offers triggering due diligence process

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**Due Diligence**

**Contract and Price Negotiations**

Results of due diligence reflected in purchasing contract and acquisition price

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Investment in approx. 10 Projects

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**Transaction Closing**



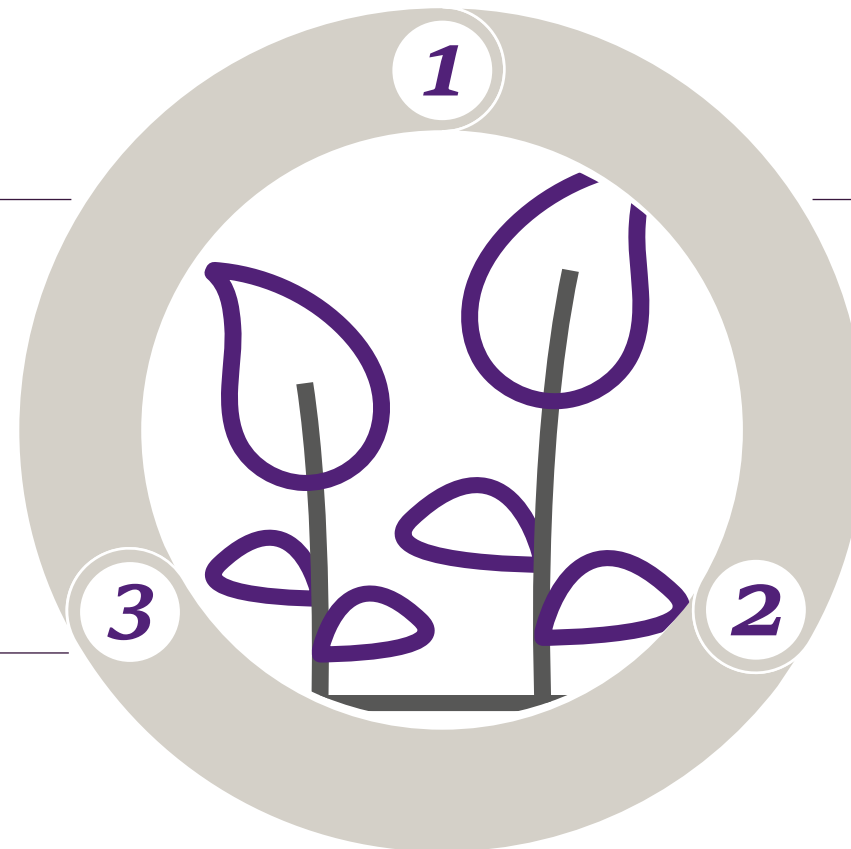
# Parties involved in Heat Pump Financing



Project Developer



Financing party



Heat Consumer



# Challenges: Heat Pump Financing via Equity Fund

Long-term relationship between consumer and financing party



**1**  
Long-term relationship

Individual projects by individuals not eligible for funding



**2**  
Ticket size

Adjusted valuation standards



**3**  
Project valuation



# Benefits: Heat Pump Financing via Equity Fund

Long-term fund enables rentability in far future



**1**  
Late break-even point

Reduction of administrative costs via bundling of many small and similar projects (Scaling-effect)



**2**  
Small additional costs

Accelerated transaction process due to individual processes and industry-specific knowledge



**3**  
Short-term realisation

Financing via energy savings



**4**  
Higher cost efficiency



# EB-SIM Overview

Pioneer in sustainable investments – more than 30 years of success

## Assets under Management (AuM)

Focus on alternative assets and energy transition issues

- 5.4 billion euros in public and special funds and individual asset management
- Broad investment spectrum



## Only sustainable investments

All investments are oriented towards the UN Sustainable Development Goals and classify according to EU Disclosure Regulation

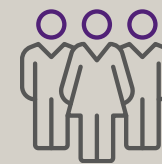
- as Responsible Investments (Art. 8)
- or Impact Investments (Art. 9)



## > 60 employees

Many years of expertise in renewable energies / energy transition

- 20 employees in the field of energy transition
- 5 funds in the field of renewable energies/ energy transition







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